

REAL PROPERTY APPRAISAL REPORT



**AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI
A.Ş.
KAŞÜSTÜ NOVOTEL
YOMRA/TRABZON**



ISO9001:2008
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SUMMARY CHART			
REPORT NO:	2011REV78-2	REPORT DATE:	28.02.2011
		REV. DATE*:	20.04.2011
OPEN ADDRESS:	Cumhuriyet District, Devlet Karayolu Street, No:17, Kaşüstü-Yomra/İSTANBUL		
PREPARED BY :	TSKB Gayrimenkul Değerleme A.Ş.		
APPRAISERS :	Hüsnüye BOZTUŒ Appraiser (400811)	Adem YOL Appraiser in Charge (400101)	
REQUESTED BY :	Akfen Real Estate Investment Partnership CO.		
INTENDED USE OF THE PROPERTY:	4-star hotel on 13,450.71 sqm land		
LAND REGISTRY INFORMATION :	49 years superficies for Akfen REIT on "Reinforced concrete hotel and appurtenance and land" type of property at Trabzon province, Yomra District, Cumhuriyet Quarter, Kaşüstü Village, Yalı Locality, plot G43b02c1c2ad2, section 209, parcel no. 12.		
ZONING STATUS :	Stated under the heading 4.3. of the report.		
Fair Market Value (Excluding VAT) dated 28 February 2011 of the Hotel on the Land with 49 Years Superficies (Construction) Entitlement Allocated for Akfen Real Estate Investment Partnership CO.	57.790.000.-TL (Fiftysevenmillionsevenhundredninetysixthousand.-Turkish Liras)		
	26.112.000.-Euros (Twenty-sixmilliononehundredtwelvethousand.-Euros) (Exchange rate has been taken as EURO1 = TL 2,2132- The value in EURO is given only for information purpose.)		
Fair Market Value (Including VAT) dated 28 February 2011 of the Hotel on the Land with 49 Years Superficies (Construction) Entitlement Allocated for Akfen Real Estate Investment Partnership CO.	68.192.200.- TL (Sixtyeightmilliononehundredninetyninethousandtwohundred.-Turkish Liras)		
	30.812.160.- EUROS (Thirtymilliononehundredtwelvethousandonehundredsixty.-Euros) (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	2.394.000.- TL (Twomillionthreehundredninetyninethousand.-Turkish Liras)		
	1.082.000.- EUROS (Onemillioneightytwowhousand.-Euros) (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	2.824.920.- TL (Twomilliononehundredtwentyfourthousandninenhundredtwenty.-Turkish Liras)		
	1.276.760.- EUROS (Onemilliontwohundredseventysixthousandsevenhundredsixty.-Euros) (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 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 BOZTUŒ 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 2011REV78- 2 with reference to the request dated February 16, 2011 and made by the firm, titled as Akfen Gayrimenkul Yatırım Ortaklığı A.Ş.

1.2 Report Type

This is the appraisal report prepared according to the related Capital Market Regulations in order to identify the net present value in Turkish Liras by discounting the potential revenues as of February 28, 2011 which would be obtained as a result of the operation and leasing for the remaining period of the 49 years superficies for Akfen REIT on "Reinforced concrete hotel and appurtenance and land" type of property at Trabzon province, Yomra District, Cumhuriyet Quarter, Kaşüstü Village, Yalı Locality, plot G43b02c1c2ad2, section 209, parcel no. 12.

1.3 Persons Issuing the Report

This appraisal report has been prepared through using the information obtained from the people – organizations – institutions as a result of the inspection at the place of the property. This report has been prepared by Hüsniye BOZTUNÇ and by appraiser in charge Adem YOL.

1.4 Appraisal Date

This appraisal report is prepared with reference to the studies started on February 22, 2011 and finished on February 28, 2011. Not only examinations conducted at real estate location, municipality and land registry but also office work is done during appraisal study.

1.5 Base Contract

This 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 February 16, 2011 and in accordance with the provisions of the capital markets legislation in effect on the subject property.

No limitation has been brought by the client during the appraisal work.

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

	Report-1	Report-2	Report-3
Report Date	29.01.2010	06.10.2010	31.12.2010
Report No	2009REV427-2	2010REV195-2	2010REV387-2
Report Prepared by	Selen YAZICI- Hüsniye GÜRSES-Adem YOL	Hüsniye BOZTUNÇ- Adem YOL	Hüsniye BOZTUNÇ- Adem YOL
Property Total Value (TRY)	47.162.000,00 TL	48.362.000 TL	53.102.000.-TL

The values have differed between the above reports due to the increase in the recognition of the hotel, and the sales prices and occupancy rates have differed due to the exchange rate fluctuation and change of the superficies period.

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 NTRL 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 GYO A.Ş., located at the address of Büyükdere Caddesi, No: 201, C Blok, Kat: 8, Levent/İSTANBUL.

2.3 The Value Definitions

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.

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.

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

SECTION 3

GENERAL AND SPECIAL DATA

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

3.1 General Data- Social and Economic Data

3.1.1 Demographic Data

According to the 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.

Province	Population	Population (City Center)
Istanbul	12.915.158	12.782.960
Ankara	4.650.802	4.513.921
Izmir	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 interest of foreigners to Turkey will continue as the years 2009 and 2010 will present discounted opportunities at high quality housing projects.

However, in early 2010, together with the positive Outlook of the economy of the country and foreign markets, sustainable development has resumed and the impacts of the crisis lessened somewhat together with the positive mood. The positive mood in the markets continued as the foreign exchange rates remained within a certain band throughout 2010, Istanbul Stock Exchange continued its upwards trend from the beginning of 2010, and the referendum in September 2010 was perceived as political stability; thus, housing projects started one after the other especially in Istanbul during the same period and led to positive reactions in the market, and an intense demand has emerged for such projects.

¹ TSKB Gayrimenkul Değerleme A.Ş.

According to the forecasts for 2011 and beyond, positive economic data and availability of many more investment areas in the overall country hint that domestic and foreign investors' interest in Turkey will continue if the political and economic stability continues in 2011, when general elections are to be held, in parallel to the economic demand and stability in the real estate industry as the machine of the country. Re-direction of foreign investments to Turkey started being noticed, and it is understood that the foreign investors support the real estate industry same as they did before the crisis, because they consider it as the locomotive industry.

In addition, the positive perception of Turkey is expected to further continue due to the forecast that Turkey will be among the fastest growing OECD countries with 6.7% projected annual growth between 2011 and 2017, and as it has been the only OECD country with an increase in growth speed after the experienced economic crisis, as it is one of the few countries whose credit note has been increased and one of the potential countries to see further increase in its credit note in international markets.

3.2 Special Data - Analysis of the Area Where the Property is Located

3.2.1 Trabzon Province



Trabzon Province, with 4,664 sq km area, is located on the northern side of Kalkanlı mountainous mass which is located in the middle of the Eastern Black Sea Mountain curve, between 38° 30' - 40° 30' eastern meridians and 40° 30' - 41° 30' northern parallels, and it is surrounded by the Black Sea on the north, Gümüşhane and Bayburt on the south, Rize on the east, and Giresun on the west.

The population of the province according to year 2010 Address-Based Registry System is 763.714. The urban population is 415.652 and the rural population is 348.062. The population of the centrum district is 297.710.

Although Trabzon has developed from cultural and social aspects, it has not obtained the desired economic development. The economy of the province

is still based on agriculture and animal husbandry; 65% of the population makes their livings from the revenues obtained through these activities. Those who are employed in commerce, industry, handicrafts, transportation, construction and other services account for 35% of the population. In Trabzon, the share of value added in total production is 59% and the input share is 41%. The input rates in Trabzon are higher than the average of overall Turkey. This causes the costs to increase.

In terms of air transportation, the only airport in the Black Sea Region is in Trabzon. The recently constructed foreign lines terminal building was put into service on 18 May 1998. In the Eastern Black Sea Region, the first port was constructed in Trabzon between 1946 and 1954. With 3.5 million tons/year handling capacity, Trabzon Port is one of the important gates opening to the world in "Transcaucasia" corridor which would ensure the development of the globalizing world trade between west and east after the realization of the Baltic-Black Sea (Ren-Danube) water way project of the CIS countries and especially the Turkic Republics which gained their independences following the collapse of the Soviet Union.

From the 664,000 hectares total land, nearly 107,421 ha (23.1%) is convenient for agriculture. The remaining 185,292 hectares (39.7%) are forest, 111,628 hectares (23.9%) are meadow and 62,059 hectares (13.3%) are infertile land.

The important source of income in the region is tea and hazelnut. Hazelnut and tea is grown on 61.9% of the agricultural land. 24.9% land is spared for corn and bean plantation, 8.1% for tobacco and potatoes productions, and 3.4% for vegetables & feed plants production. In the province, animal husbandry is mostly realized towards the production of milk and dairy products. Mostly bovine animals are fed. A rapid shift in demand from the native black cattle top hybrid and pure cow has been observed year on year. Fishery is an

important source of income for Trabzon; meanwhile, a noticeable decrease has been observed in fish production due to the continuous pollution of the Black Sea. The European anchovy, as the most important fish species fluctuates in years. As an alternative to marine fishing, 85 salmon trout fish farms have been established at the inland waters so far, and production has started.

Trabzon is one of the provinces which could not sufficiently develop in manufacturing industry despite its potential from the Ottoman era and the industrialization movements that gained speed from time to time during the Republic period. The number of big scale production facilities in the province is almost none. The most important manufacturing industry organization is the cement factory with 455 thousand tons/year capacity, which was privatized in 1992. Apart from that, the manufacturing industry organizations are mostly oriented towards processing agricultural products.

In the province, certain fields which can be listed in the manufacturing industry are flour and bran, dairy products, fish oil and flour, apparel, fabrics, shoes, timber, concrete pillars, rubber and plastic products, PVC pipe, copper, zinc, lead, aluminum, lead products, pipe, galvanized sheet, metal, automotive supplier industry and surgical sewing material production.

In the province, there is a large-scale, 30 medium-scale and 319 small scale industrial organizations totaling 350. The number of employees in this sector in the overall province is around 22 thousand people.

3.2.2 Yomra District



Yomra was converted into a district with the Law 7033 dated 19 June 1957, and the District Organization was actually established on 04 April 1959. The first name of Yomra District was DURANA. The district was later named as Yomra, due to YOMRA Apple.

Yomra is located 15 kilometers from Trabzon on the east, and covers 207 sq km area. It extends from the Black Sea on the north to Yalıncağ Hills on the west, and to 250 meters east of Harmanlı Creek in a manner to cover the downstream of Zil Creek. The 7.5 kilometers east-west width on the coastline continues from north to south, and begins to narrow down after Çamlıyurt-İşhan crossroad which is 23.5 kilometers air distance away from Yomra. The narrow down looks like a knife's end which

overlooks from Gümüşhane's Seydiyurdu tableland to the west. On the southern end point, the adjacent Arsin and 2213 meters high Kilise hill are located. Its south has a border to Maçka. It shows typical Eastern Black Sea climate properties. The land height's regularity from the shore to the section causes the marine climate to influence the inner sections. However, different climatic properties are noted at the hinterland and higher sections of the coast due to the height factor.

The temperature decreases 0.5 degrees Celsius at every 100 m. Accordingly, if the temperature in Yomra centrum is 10 degrees Celsius in January, then it means the temperature is below zero at Sırhanlı Tableland. The exposure of the land and mountains to mistral appears as the first factor which converts the humid air masses of the Black Sea to rain. The annual average temperature is 14.6 degrees Celsius and it represents a completely warm character.

Yomra District has 4 Municipalities, and there are 4 Quarters in the Centrum Municipality, 6 Quarters in Özdil Municipality, 3 Quarters in Kaşüstü Municipality and 5 Quarters in Oymalitepe Municipality, totaling 18 Quarters and 17 Villages.

During the last census, the population of Yomra district was identified as 30.614.

3.3 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 Tourism Income (2008)

No	COUNTRY	MILLION	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	Taiwan	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 Frangialli, 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.

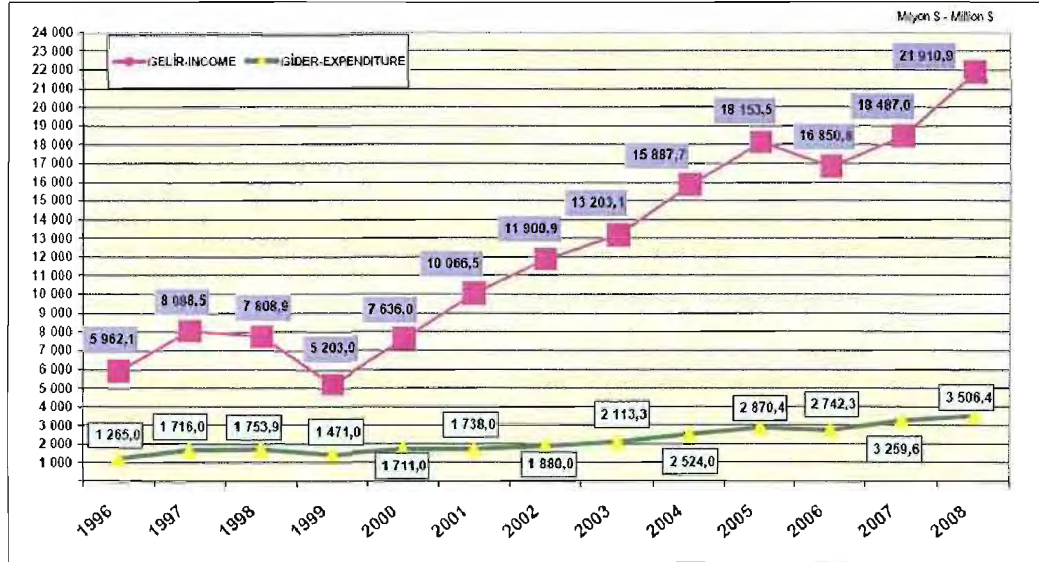
With the impact of the crisis, there has been a decline in the incentive tourism industry investments with a rate of 3% when compared to 2007.

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	16 838 735	12,08	5 598 751	6 160 021	6 529 561	6,00
Land	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
Route	90 354	81 831	85 463	4,44	71 707	68 755	72 320	5,19	18 647	13 076	13 143	0,51
Sea Route	1 854 018	2 105 483	2 408 587	14,39	1 457 201	1 742 906	2 037 314	16,89	396 817	362 577	371 253	2,39
Railway	27 967 203	32 195 699	36 030 490	11,91	19 819 833	23 340 911	26 336 677	12,83	8 167 370	8 854 788	9 693 813	9,48
Total	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)												
Uçak-Araç Aylarında Ulaşım Yoluyla Ülkemizden Çıkış Yapan Ziyaretçiler (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	19 516 678	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	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
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
Sea Route	1 847 104	2 128 422	2 390 356	12,31	1 448 152	1 747 916	2 017 187	15,41	398 952	380 506	373 169	-1,93
Railway	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
Total	903 398	1 092 583	1 345 669		903 397	1 092 583	1 342 670		1		2 999	

(*): Veriler geçicidir.

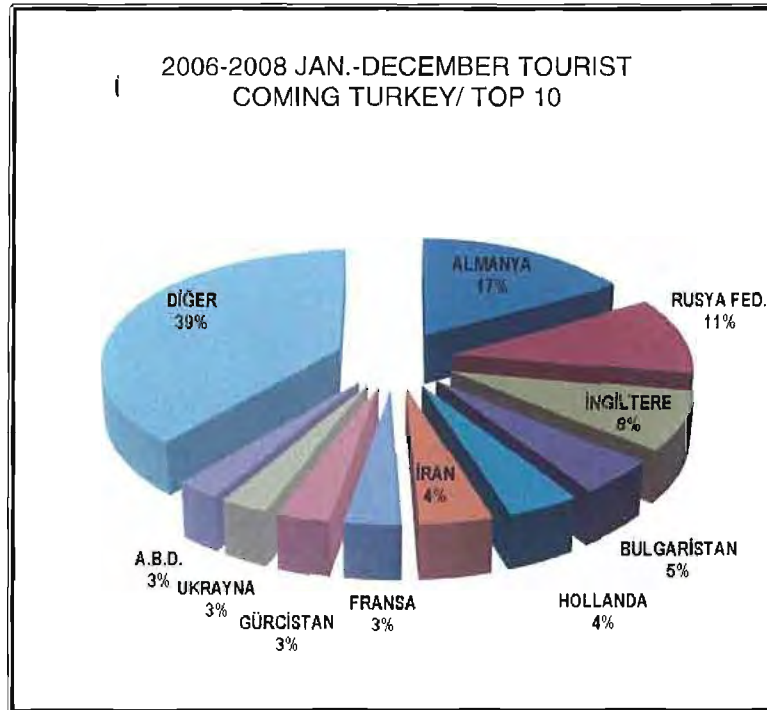
Not: Günübirlikçi ziyaretçiler denizyolu toplamına dahil edilmiştir.

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.

Monthly Tourism Income and Expense, 1st Quarter 2009

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

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

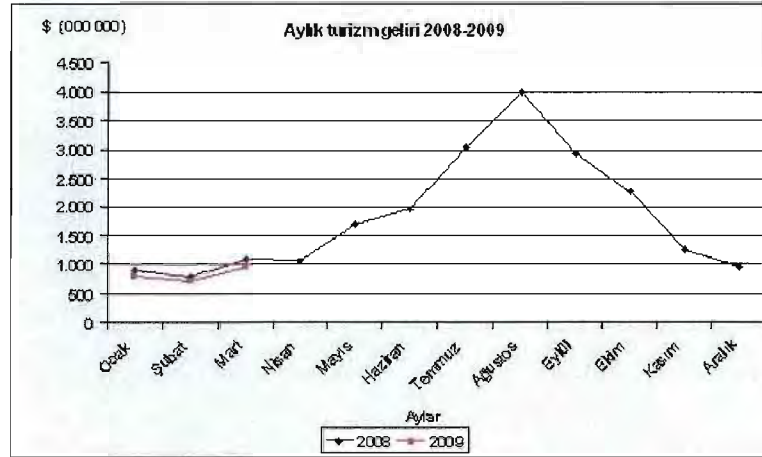
(*) These are the number of Foreigner and Citizen visitors that live abroad.

(**) 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.

2007-2009(*) YILLARI OCAK-MART DÖNEMİNDE ÜLKEMİZE GELEN YABANCILARIN MİLLİYETLERE GÖRE DAĞILIMI - İLK10 ÜLKE

ÜLKELER	2009*	MİL.PAY%	2008	MİL.PAY%	2007	MİL.PAY%
ALMANYA	475.930	16,65	562.827	18,86	496.903	19,1
BULGARİSTAN	266.325	9,32	226.219	7,58	249.025	9,57
GÜRCİSTAN	239.598	8,38	141.480	4,74	119.551	4,6
İRAN	203.953	7,14	183.539	6,15	172.884	6,65
İNGİLTERE	112.370	3,93	115.560	3,87	90.417	3,48
RUSYA FED.	101.094	3,54	154.750	5,19	136.431	5,24
YUNANİSTAN	99.432	3,48	94.048	3,15	65.005	2,5
FRANSA	91.276	3,19	92.264	3,09	84.594	3,25
AZERBAYCAN	86.965	3,04	102.109	3,42	83.398	3,21
SURİYE	81.413	2,85	80.562	2,7	59.144	2,27
DİĞER	1.100.117	38,49	1.231.207	41,25	1.044.081	40,13
GENEL TOPLAM	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.

2007-2009(*) YILLARI MART AYINDA ÜLKEMİZE GELEN YABANCILARIN MİLLİYETLERE GÖRE DAĞILIMI - İLK10 ÜLKE

ÜLKELER	2009*	MİL.PAY%	2008	MİL.PAY%	2007	MİL.PAY%
ALMANYA	214.617	17,77	268.000	20,53	226.071	20,55
İRAN	147.262	12,19	112.760	8,64	101.008	9,18
BULGARİSTAN	101.203	8,38	83.691	6,41	87.305	7,94
GÜRCİSTAN	82.870	6,86	52.084	3,99	45.332	4,12
İNGİLTERE	49.547	4,1	55.362	4,24	39.105	3,56
YUNANİSTAN	41.955	3,47	45.593	3,49	26.946	2,45
FRANSA	36.530	3,02	38.424	2,94	36.264	3,3
RUSYA FED.	36.134	2,99	57.515	4,41	47.118	4,28
HOLLANDA	31.367	2,6	34.509	2,64	30.689	2,79
SURİYE	29.676	2,46	28.822	2,21	18.431	1,68
DİĞER	436.568	36,15	528.537	40,49	441.691	40,16
GENEL TOPLAM	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.

Ocak-Mart Aylarında Ulaşım Yoluna Göre Ülkemize Giriş Yapan Ziyaretçiler (2007-2009*)												
	Toplam			Değişim Oranı %	Yabancılar			Değişim Oranı %	Vatandaşlar			Değişim Oranı %
	2007	2008	2009*		2007	2008	2009*		2007	2008	2009*	
Havayolu	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
Karayolu	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
Demiryolu	13.124	13.668	13.452	-1,58	11.823	12.143	12.339	1,61	1.301	1.525	1.113	-27,02
Denizyolu	146.585	143.371	144.301	0,65	81.779	81.957	86.181	5,15	64.806	61.414	58.120	-5,36
Toplam	4.328.160	4.866.625	4.751.358	-2,37	2.601.433	2.984.565	2.858.473	-4,22	1.726.727	1.882.260	1.892.885	0,56
Günübirlik	20.195	27.517	33.774		20.195	27.512	33.772		0	5	2	

Ocak-Mart Aylarında Ulaşım Yoluna Göre Ülkemizden Çıkış Yapan Ziyaretçiler (2007-2009*)												
	Toplam			Değişim Oranı %	Yabancılar			Değişim Oranı %	Vatandaşlar			Değişim Oranı %
	2007	2008	2009*		2007	2008	2009*		2007	2008	2009*	
Havayolu	3.007.107	3.497.532	3.189.423	-8,81	1.741.460	2.073.942	1.849.942	-10,80	1.265.647	1.423.590	1.339.481	-5,91
Karayolu	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
Demiryolu	12.232	12.747	11.858	-6,97	10.980	11.278	10.555	-6,41	1.252	1.469	1.303	-11,30
Denizyolu	160.035	150.950	144.636	-4,18	82.334	83.176	84.987	2,18	77.701	67.774	59.649	-11,99
Toplam	4.290.569	5.004.841	4.937.040	-1,35	2.552.373	2.999.868	2.943.175	-1,89	1.738.196	2.004.983	1.993.865	-0,55
Günübirlik	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% (1.892.885)**. The number of the citizen visitors that exit decreased by **0,55% (1.993.865)**.

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

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

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

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

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

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

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

Monthly Tourism Income and Expense, 2nd Quarter 2009

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

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

	(USD)		(USD)	(USD)		(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.

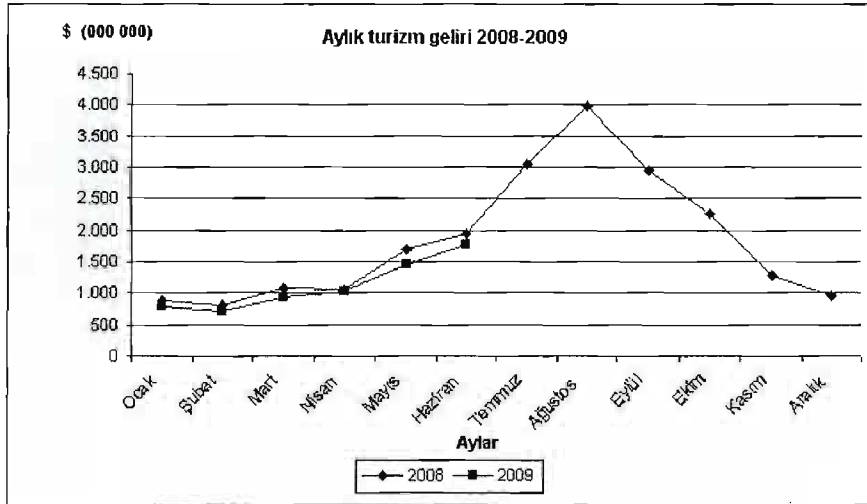
*The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

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.

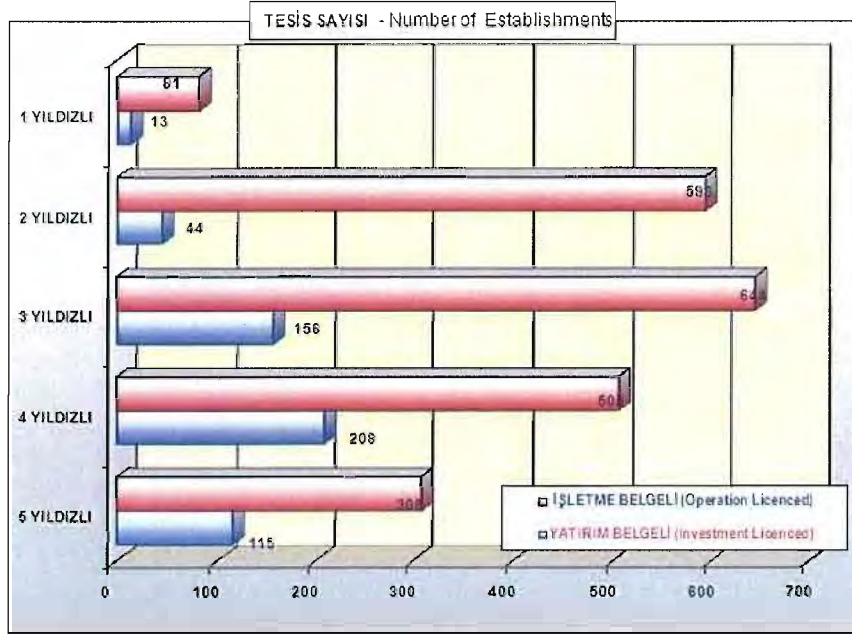


2007-2009(*) TOURIST COMING TURKEY, COMPARING COUNTRIES (MAY)								
MİLLİYET	YEARS			RATE (%)			% CHANGE RATE	
	2007	2008	2009(*)	2007	2008	2009(*)	2008/2007	2009(*)/2008
ALMANYA	408 513	459 283	429 250	17,8 6	16,7 1	15,79	12,43	-6,54
AVUSTURYA	28 138	37 121	38 162	1,23	1,35	1,40	31,92	2,80
BELÇİKA	51 777	56 892	60 509	2,26	2,07	2,23	9,88	6,36
DANİMARKA	25 734	28 750	28 632	1,12	1,05	1,05	11,72	-0,41
FİNLANDİYA	9 405	13 463	16 766	0,41	0,49	0,62	43,15	24,53
FRANSA	61 156	86 213	95 906	2,67	3,14	3,53	40,97	11,24
HOLLANDA	139 691	145 638	126 676	6,11	5,30	4,66	4,26	-13,02
İNGİLTERE	223 162	260 937	288 936	9,76	9,49	10,63	16,93	10,73
İRLANDA	12 708	14 198	16 181	0,56	0,52	0,60	11,72	13,97
İSPANYA	18 337	34 031	27 723	0,80	1,24	1,02	85,59	-18,54
İSVEÇ	41 663	54 697	53 002	1,82	1,99	1,95	31,28	-3,10
İTALYA	30 542	59 952	65 833	1,34	2,18	2,42	96,29	9,81
LÜKSEMBURG	640	2 878	1 109	0,03	0,10	0,04	349,69	-61,47
PORTEKİZ	2 217	3 808	4 013	0,10	0,14	0,15	71,76	5,38
YUNANİSTAN	35 766	47 661	51 041	1,56	1,73	1,88	33,26	7,09
ÇEK CUMHURİYETİ	7 997	12 713	11 520	0,35	0,46	0,42	58,97	-9,38
İSVİÇRE	19 134	21 579	25 861	0,84	0,79	0,95	12,78	19,84
İZLANDA	553	1 016	658	0,02	0,04	0,02	83,73	-35,24
POLONYA	24 078	38 597	39 526	1,05	1,40	1,45	60,30	2,41
MACARİSTAN	5 238	5 311	6 043	0,23	0,19	0,22	1,39	13,78
NORVEÇ	19 884	29 646	27 184	0,87	1,08	1,00	49,09	-8,30
SLOVAKYA	1 881	3 038	3 661	0,08	0,11	0,13	61,51	20,51
AVRUPA OECD	1 168 214	1 417 422	1 418 192	51,0 7	51,5 7	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
MEKSİKA	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	1 314 142	1 570 176	1 542 586	57,4 5	57,1 3	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
HIRVATİSTAN	2 694	2 852	2 581	0,12	0,10	0,09	5,86	-9,50
SLOVENYA	2 256	2 360	2 268	0,10	0,09	0,08	4,61	-3,90
SİRBİSTAN&KARADAĞ	4 644	10 536	5 770	0,20	0,38	0,21	126,87	-45,24
MAKEDONYA	7 474	7 785	8 936	0,33	0,28	0,33	4,16	14,78
ARNAVUTLUK	3 776	3 900	4 018	0,17	0,14	0,15	3,28	3,03
BULGARİSTAN	108 469	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
DİĞER AVRUPA ÜLKELERİ	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	59,3 4	59,1 9	60,34	19,85	0,84
AZERBAYCAN	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	12,3 7	14,0 4	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	22,7 2	24,3 3	24,31	28,68	-1,16

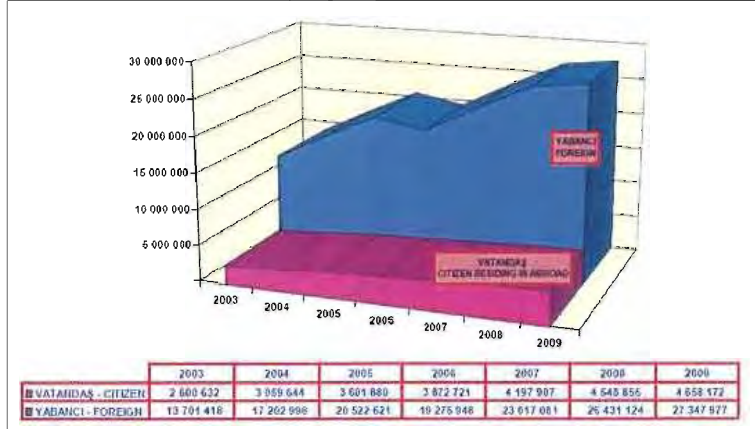
* The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution



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

ÜLKEMİZDEN ÇIKAN YABANCI ZİYARETÇİLER VE YURTDIŞI İKAMETLİ VATANDAŞ SAYILARININ YILLARA GÖRE DAĞILIMI

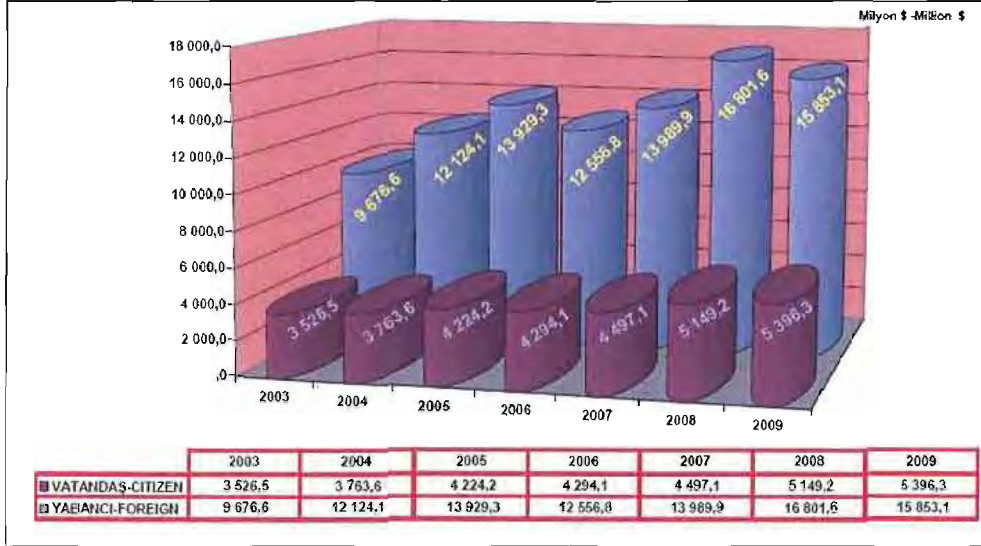
Distribution of The Number of Departing Foreign Visitors and Citizen residing in abroad by Years



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.

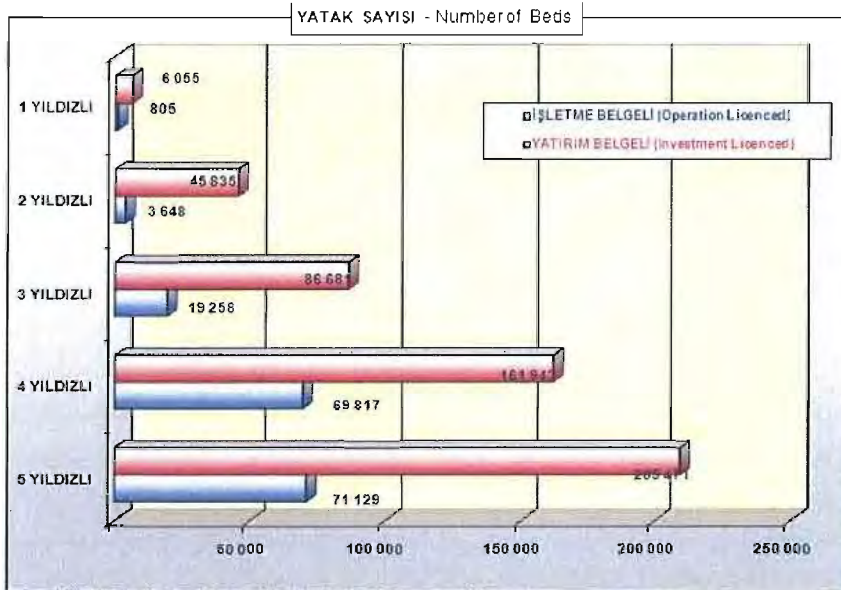
The type of facilities with the longest duration of accommodation for foreigners are the holiday resorts with 6 nights. This is followed by tourism complexes with 5,9, and hostels with 5,3 nights. The type of facility with the longest duration of accommodation for nationals is holiday resorts and tourism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

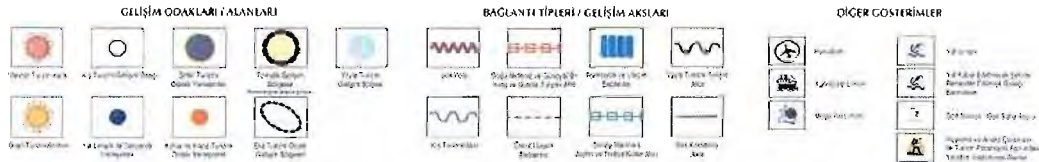
The tourism expenditure consists of the expenses of our citizens living in Turkey and visiting other countries. It has increased by 19% in comparison to the same period in 2009 with a total of 1.305.900.206 \$. 1.239.589.768 \$ of this is from personal tours and 66.310.438 is from group tours. The average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



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.

3.3.5. Hotel Research in the Region


Details of certain 5 and 4 star hotels in Trabzon centrum, Akçaabat and Yomra Districts have been created according to the information obtained from hotel authorities, reflecting the actual status.

Name: ZORLU GRAND HOTEL (****)	
Location: Maraş Caddesi, Merkez/Trabzon	
Project Owner: Zorlu Holding	
Collaboration: Zorlu Holding	
Architectural Design: Necdet Kirhan Yazıcı	
Investment Value: N/A	
Start of the Construction: N/A	
Completion Date: 1997	
Opening Date: 1997	
Size of the Land: ~3.500 sqm	
Total Construction Area: ~18.000 sqm	
Total Number of Rooms: 157	
Bed Capacity: 314	
Room Sizes: 20-24 sqm	
Suit Sizes: ~50 sqm	
Number of Meeting Rooms and Capacities: 4 meeting rooms (Sophistica Convention Room, Authentic Meeting Rooms, Boardroom, Royal Chamber Meeting Room) 925 people capacity. In addition, Fantastica Ball Room has 380 people capacity. Simultaneous interpreting system, slide projector, overhead projector, video, TV, barcoveision, microphone (lapel, cordless, cord), cassette, CD player, DVD, podium (12 sqm), dance floor (23 sqm), central ventilation system, telephone, energy lines, and wireless internet.	
Parking Lot Capacity: 120 cars (indoor)	
General Features of the Hotel: Health club, hair dresser, Business Center, doctor, TV room, laundry room, Turkish bath, sauna, fitness center, indoor swimming pool, La Couronne d'Or Restoran, English Pub, Lobby Snack House, Vitamin Bar, Dancing Bar, pastry shop are provided at the hotel.	
General Features of the Rooms: The hotel has totally 157 rooms and 314 beds capacity. The rooms include 1 royal suite, 4 standard suites, 4 atrium suites, 2 junior suites, 3 apart rooms, 4 corner rooms, 1 connect room, 138 standard rooms, 1 disabled room. The rooms have telephone, direct telephone, bathroom, hair drier, electronic safe, minibar, satellite TV, central heating, central air conditioner.	
Room Rate: Special Rate for Companies= €64 Single person and double person €95 including VAT. Rack Rate= Single person €200 including VAT. Double Person €250 including VAT.	

Name: USTA PARK HOTEL (**)****Location:** Şehit İbrahim Karaoğlanoğlu Caddesi,
Merkez/Trabzon**Project Owner:** Usta Turizm Ticaret ve Otelcilik A.Ş.
(Hüseyin Usta)**Collaboration:** Usta Turizm Ticaret ve Otelcilik A.Ş.
(Hüseyin Usta)**Architectural Design:** Melike Zamanış (Zamanış Yapı
Araştırma Tasarım)**Investment Value:** 3.900.000 TL**Start of the Construction:** 2002**Completion Date:** 2005**Opening Date:** 15 Haziran 2005**Size of the Land:** 790 sqm**Total Construction Area:** 7.413 sqm**Total Number of Rooms:** 120**Bed Capacity:** 250**Room Sizes:** ~23 sqm**Suit Sizes:** ~40 sqm**Number of Meeting Rooms and Capacities:** There are 3 meeting rooms (Ballroom 200 people, Zigana 80 people, Kaçgar 50 people) and the rooms are equipped with overhead projectors, white boards, slide projectors, flipcharts, projection, sound system, microphone, video player, DVD player, television, fax, lighting system, wireless internet connection.**Parking Lot Capacity:** 25 cars (Indoor)**General Features of the Hotel:** The hotel has central air conditioner and heating, TV room, wireless internet, business center, laundry room, 24 hours room service, generator, doctor and free of charge parking lot.**General Features of the Rooms:** All rooms have direct telephone, minibar, safebox, wireless internet, satellite TV, central air conditioner, bathtub, bathroom, WC, hair drier, and telephone at the bathroom.**Room Rate:** Special Company Rate= Single person €50 including VAT. Double Person €68 including VAT.

Rack Rate= Single person €115 including VAT. Double Person €140 including VAT.

(VAT is included in the rates.)

Name: FUNDA HOTEL (* ***)	
Location: Merkez/Trabzon	
Project Owner: Gültekin Otelcilik Turizm Ltd. Şti.	
Collaboration: Gültekin Otelcilik Turizm Ltd. Şti.	
Architectural Design: Ercan YAZICI	
Investment Value: N/A	
Start of the Construction: 01.01.1998	
Completion Date: 28.08.2006	
Opening Date: 28.08.2006	
Size of the Land: 396 sqm	
Total Construction Area: 4.330 sqm	
Total Number of Rooms: 51	
Bed Capacity: 110	
Room Sizes: ~25 sqm	
Suit Sizes: ~35 sqm	
Number of Meeting Rooms and Capacities: 1 meeting room (60 max. capacity). There is a curtain, slide projector, projection, sound system, microphone, video player, DVD player, air conditioner, light system, internet, telephone and four movie theaters.	
Parking Lot Capacity: -	
General Features of the Hotel: Central heating, split air conditioner, TV corner, internet connection, business center, laundry, ironing, dry cleaning, giftshop, movie theater, 24 hours room service, generator, doctor-call, health club, Turkish bath, sauna, steam bath, indoor swimming pool and fitness center. There is a breakfast room, cafeteria, lobby bar, pool bar, roof bar, terrace bar, restaurant bar, 1 a la carte restaurant (80 people outdoor, 150 people indoor).	
General Features of the Rooms: The hotel has totally 51 rooms and 128 beds capacity. The rooms include 40 standard rooms, 10 suites and 1 VIP suite. As the standard, the rooms have satellite TV, telephone, hair drier, split air conditioner, special security safeboxes, mini bar, telephone in the bathroom and 24 hours hot water.	
Room Rate: Special Company Rate= Single person €45 including VAT. Double Person €64 including VAT. Rack Rate= Single person €64 including VAT. Double person €86 including VAT. (VAT is included in the rates.)	

Name: SAYLAMLAR HOTEL (****)	
Location: Devlet Karayolu üzeri, Yalıncağ/Trabzon	
Project Owner: Saylamalar Otel Ltd. Şti. Selahattin SAYLAM	
Collaboration: Saylamalar Otel Ltd. Şti. Selahattin SAYLAM	
Architectural Design: Selim YADİGAR	
Investment Value: N/A	
Start of the Construction: 2002	
Completion Date: 2007	
Opening Date: Temmuz 2007	
Size of the Land: ~6.100 sqm	
Total Construction Area: ~6.600 sqm	
Total Number of Rooms: 66	
Bed Capacity: 110	
Room Sizes: ~35 sqm	
Suit Sizes: ~45 sqm	
Number of Meeting Rooms and Capacities: Saylamlar Hotel has a Ball room (multipurpose for 800 people) and two Alobora, Vira (24+75 people capacity) meeting rooms, one workshop and a meeting room (max. 80 people), and the rooms have projector, curtain, air conditioner, whiteboard, sound system, light system, and wireless internet connection.	
Parking Lot Capacity: 250 cars (Outdoor)	
General Features of the Hotel: Serves with a business center, car rental, baggage service and outdoor parking lot. Saylamlar Hotel has an outdoor pool, Turkish bath, sauna, fitness center and health club, Abardo restaurant (300 people), roof bar, vitamin bar, snack lobby, ball room (multi purpose 800 people), bottom cafe and pool side restaurant units.	
General Features of the Rooms: Saylamlar Hotel has 33 twin standard rooms, 30 king standard rooms and 3 deluxe rooms, totaling 66 rooms. The rooms have bath tub, shower, satellite TV, hair drier, electronic safe, alarm system, mini bar, study desk, ventilation, wireless internet connection, direct telephone, jacuzzi at suite rooms and sitting units at all room types.	
Room Rate: Special Company Rate= Single person €45 including VAT. Double Person €59 including VAT. Rack Rate= Single person €84 including VAT. Double Person €100 including VAT. (VAT is included in the rates.)	

News from the Sector:

We have been informed that Saudi Arabia-based Al-Rubeaan Group won the tender opened for five-star hotel construction in Trabzon. It has been disclosed that the tender was held for the establishment of superficies and use permit for 15,995.46 sqm properties owned by the Private Administration in Yalıncağ Subdistrict of Trabzon province.

SECTION 4**TITLE DEED AND ZONING INFORMATION OF THE REAL ESTATE****4.1 Title Deed Information of the Real Estate**

Province	:	Trabzon
District	:	Yomra
Subdistrict	:	-
Quarter	:	Cumhuriyet
Village	:	Kaşüstü
Street	:	-
Locality	:	Yalı
Plot No.	:	G43b02c1c2ad2
Section	:	209
Parcel No.	:	12
Quality	:	Reinforced concrete hotel and appurtenance and land
Area	:	13.450,71 sqm
Owner	:	Trabzon Dünya Ticaret Merkezi A.Ş.

4.2 Title Deed Examination of the Real Estate

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

The following rights and limitations have been identified on the appraised property according to the letter of encumbrances obtained on 04 March 2011 and according to the inspections held at the Land Registry Directorate of Yomra District, Trabzon Province on 25 February 2011. (The certificate of encumbrances dated 22 December 2010 on the properties is also enclosed.)

Annotations

- Rent Annotation in favor of TAMARİS Turizm A.Ş.: Rented by Akfen GYO A.Ş., the permanent and individual right holder, for 25 years. (dated 24 September 2008 and journal no. 1761)

Collaterals

- Mortgage: There is a 1st rank mortgage for € 150,000,000.00 with 3.75% interest for Türkiye İş Bank and Türkiye Sınai Kalkınma Bank. (dated 15 October 1965 and no. 1858)

Mortgaged jointly with İstanbul Zeytinburnu Section 774, parcel 55 Kayseri-Kocasinan Pervane Quarter, Section 2420, parcel 1 and Gaziantep Şehitkamil, Yaprak Quarter Section 5020, parcel 2.

Rights and Encumbrances

- Right of Superficies: 49 years permanent superficies for Akfen GYO A.Ş. (dated 27 February 2008 and no. 389)

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

Superficies dated 27 February 2008 and no. 389 has been established on the property. The certificate of encumbrances dated 22 December 2010 and 04 March 2011 on the properties are enclosed.

Trabzon ili Yomra ilçesi Kaşüstü Köyü 209 Ada 12 parsel (13450.71)m² miktarındaki Betonarme Otel ve Müstamlak ve Arsası olarak Trabzon Dünya Ticaret Merkezi A.Ş. olarak kayıtlı olup, bu defa taşınmazın tamamında Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. lehine 49 yıl müddetle müstakil ve daimi nitelikte üst hakkı mevcut olup, bu hak üzerinde 24.9.2008/1761 Yevmiye no ile 25 yıllık kira serhi ; ve yine bu hak üzerinde 15.10.2008 tarih, 1858 Yevmiye no ile Türkiye İş Bankası A.Ş. Türkiye Sınai Kalkınma Bankası lehine 1. dereceden (150000000EUR) hak ipotek rehminin bulunduğu (ipotek rehmi İstanbul-Zeytinburnu 774 Ada 55 parsel, Kayseri- Kocasinan -Pervane Mah.2420 Ada 9 parsel, Gaziantep-Şehitkamil-Yaprak Mah.5020 Ada 2 parsel ile müşterektir) kayıtlarımızın tekkikinden anlaşılmalıdır.

04.03.2011
Olgun TURAN
Tapu Müdürü

Sayfa: 1 / 1

TAPU KAYIT ÖRNEĞİ					
İLİ	: TRABZON	İLÇESİ	: YOMRA		
MAHALLESİ	: K.ÜSTÜ CUMHURİYET	ADA	: 209		
MEVKİİ	: YALI	PARSEL	: 12		
SOKAĞI	:	CİLT	: 37		
YÜZÖLÇÜMÜ	: 13450,71	SAYFA	: 3628		
CİNSİ	: BETONAR.OTEL VE MÜST.VE ARSASI				
MALİKİN - ADI SOYADI: BABA ADI		HİSSESİ		EDİNME NEDENİ	EDİNME TARİHİ YEVMIYE NO:
TRABZON DÜNYA TİCARET MER KEZİ A.Ş.		Tam		İRAZ (2.450.000,00)	27.02.2008 :88
ŞERHLER:					
Tarih: 24.09.2008 Yevmiye: 1761 Kimin Hissesinde: TAŞINMAZIN TAMAMINDA					
Açıklama: DAİMİ VE MÜST. HAK SAHİBLİK FEN GAYRİMENKUL YATIRIM ORT. A.Ş. TARAFINDAN 25 YILLIĞINA KIRAYA VERİLDİ.					
<u>Lehdar Alacaklısı:</u> <u>Bedeli:</u> <u>Serhi E. Lev. Tarih:</u> <u>Sayısı:</u> <u>Sıra:</u>					
TAMARİS TURİZM A.Ş. LEHİNE KIRA ŞERHİ.					
GAYRİMENKUL REHİN HAKLARI					
Tarih: 15.10.2008 Yevmiye: 1858 Kimin Hissesinde: TRABZON DÜNYA TİCARET MER KEZİ A.Ş.					
Açıklama:					
<u>Alacaklının Adı Soyadı: Baba adı:</u> <u>Bedeli:</u> <u>Fiz. Öst.:</u> <u>Devlet Sic.:</u> <u>Sıra:</u>					
TÜRKİYE İŞ BANKASI TÜRKİYE SINAİ KALKINMA BANKASI 150.000.000,00 %3,75 1 FBK					
HAK VE MÜKELLEFIYETLER:					
Tarih: 27.02.2008 Yevmiye: 389 Kimin Hissesinde: TAŞINMAZIN TAMAMINDA					
Açıklama: AKFEN GAYRİMENKUL Y.O.A.Ş. LEHİNE 49 YIL DAİMİ MÜSTAKİL ÜST HAKKI REHİNİNDEN.					

Kayıtlarımıza kayıtlıdır. 04.03.2011
Olgun TURAN
Tapu Sicil Müdürü

4.3 The Zoning Information for the Real Estate

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

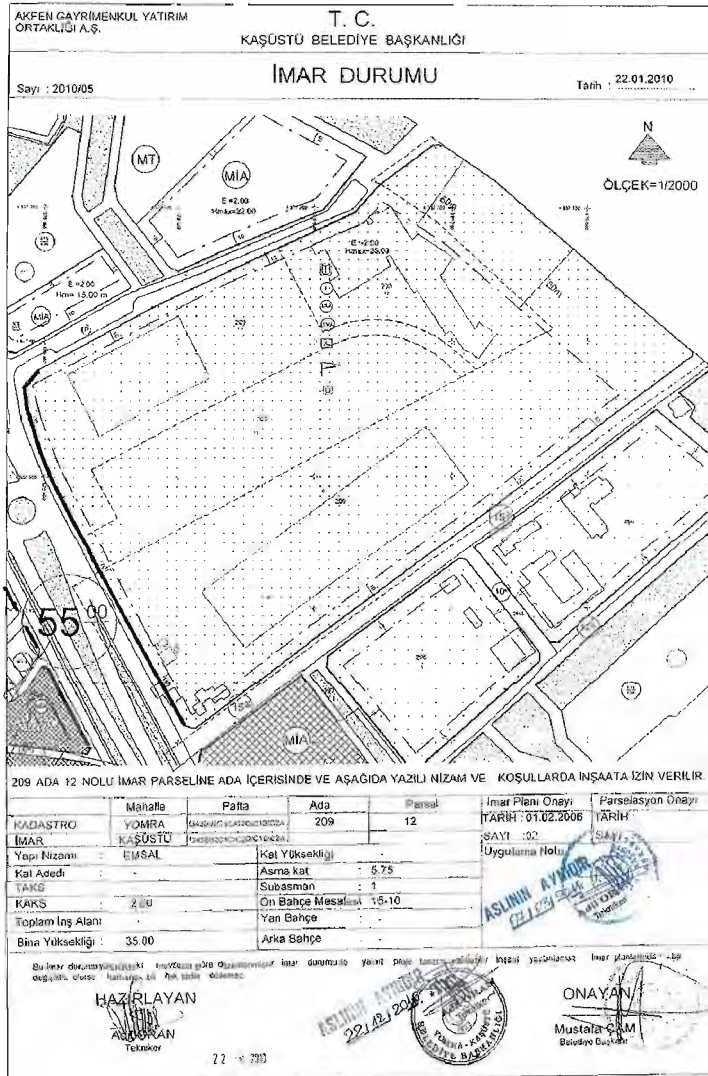
According to the information obtained as a result of the inspections at Trabzon Province, Kaşüstü Municipality Engineering Department on 25 February 2011, and according to the zoning status certificate obtained on 07 March 2011, the data of the subject parcel are listed as follows. (The zoning status dated 22 December 2010 on the properties is also enclosed.)

✓ **Zoning Situation:**

In 1/1000 scale "Implementation Zoning Plan" approval dated 01 February 2006;

- It is located in "Convention area, Fair Area and Exhibition Area, Central Business Area, Tourism Settlement Area, Fuel Oil Station, Sports Facilities Area, Public Building Area".
- BC=2.00.
- Building Height=35 m.
- Front yard distance=15-10 m.

The certificate of zoning status dated 22 December 2010 for the appraised property is presented here below and attached;



✓ **Licenses and Permits:**

- The property has a "Building Utilization Permit Certificate" dated 27 August 2008 and no. 08-13. The document was obtained for a 15,232 sqm "Hotel with or without Restaurant"*
- There is a "Building License" dated 17 November 2006 and no. 1-11. The document was obtained for 15,232 sqm "Hotel and appurtenances, basement floor, ground floor, 1st Floor, 2-3rd Floor, 4-5th Floor and terrace floor".
- There is an "Approved Architectural Design" dated 17 November 2006 for the property.

*Any differences between the actual status and legal status have not been noted during the on site inspections of the mentioned property. The property has a "Building Utilization Permit Certificate" dated 27 August 2008 and no. 08-13.

✓ **Building Supervision:**

- The responsible engineering authority for building supervision of the appraised property is "Rıza Nuri NALBANTOĞLU" resided at Kahraman Maraş caddesi, Yıldırımlar İşhanı, Kat:2, No:223 Trabzon, that for the static design is "Kemal ÇAM" at G.Paşa mahallesi, Kasımoğlu çıkmazı, Aygün Apartmanı, Kat:3, No:19 Trabzon, that for the electrical design is "Mustafa Yılmaz ODABAŞ" at Uzun sokak, Tabakhane Yolu, No:105/F Trabzon and that for the mechanical installation design is "Şaban BÜLBÜL" resided at Uzun sokak, Çinili Çarşı, Kat:2, No:411 Trabzon.

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

- The properties at Section 209, Parcel 1 (52,270.39 sqm), Section 209, parcel 7 (17.04 sqö), Section 209, parcel 7 (17.04 sqm) and Section 209, parcel 8 (788.90 sqm) have been merged further to Article 18 of the zoning law no. 3194 with the decision of Kaşüstü Municipal Committee dated 07 March 2006 and no. 5, and turned into Section 209, parcel 9 (53,078.33 sqm).
- Section 209, parcel no. 9 has been held subject to zoning application and converted into Section 209, Parcel 10 (34,916.64 sqm) on 03 August 2007 with the journal no. 889.
- Section 209, Parcel 10 was allotted on 27 February 2008, and it became section 209, parcel 12 (13,450.71 sqm).
- The distraint on the property for TL 120,386.47 value with the letter of distraint of Istanbul 12th Bailiff Office dated 23 January 2009 and no. 08/20140 was removed with the letter dated 20 February 2009 and no. 316.
- The zoning documents dated 22 January 2010 and 21 June 2010 for the property are enclosed.

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

It is considered that the inclusion of the hotel with a superficies on the appraised land into REIT portfolio would be possible according to Capital Market Regulation provisions, and also because of the establishment of the joint mortgage on the title records of the property for project financing, the mortgage is not considered as an obstacle for the inclusion of the property in the REIT portfolio.

4.5 Civil Liability

There is a "1st rank mortgage for € 150,000,000.00 with 3.75% interest for Türkiye İş Bank and Türkiye Sınai Kalkınma Bank" on the appraised property. The property is mortgaged jointly with Istanbul Zeytinburnu Section 774, parcel 55 Kayseri-Kocasinan Pervane Quarter, Section 2420, parcel 1 and Gaziantep Şehitkamil, Yaprak Quarter, Section 5020, parcel 2 (dated 15 October 2008 and journal no. 1858). There is an official letter for the mortgage in question.

4.6 Environmental and Ground Contamination

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

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

SECTION 5**ENVIRONMENTAL INFORMATION OF THE REAL ESTATE****5.1 Situation, Position and Environmental Features of the Real Estate****Open address of the property:**

Cumhuriyet District, Devlet Karayolu Street, No:17, Kaşüstü-Yomra/İSTANBUL

The property in question is the 4-star Novotel facility at Trabzon Province, Yomra District, Kaşüstü Subdistrict.

In order to access the appraised property, continue on Trabzon-Rize Road, towards Rize. After first passing by Trabzon Airport and then the World Trade Center, the property is the hotel building on the left hand side, on section 209, parcel 12, facing the sea.

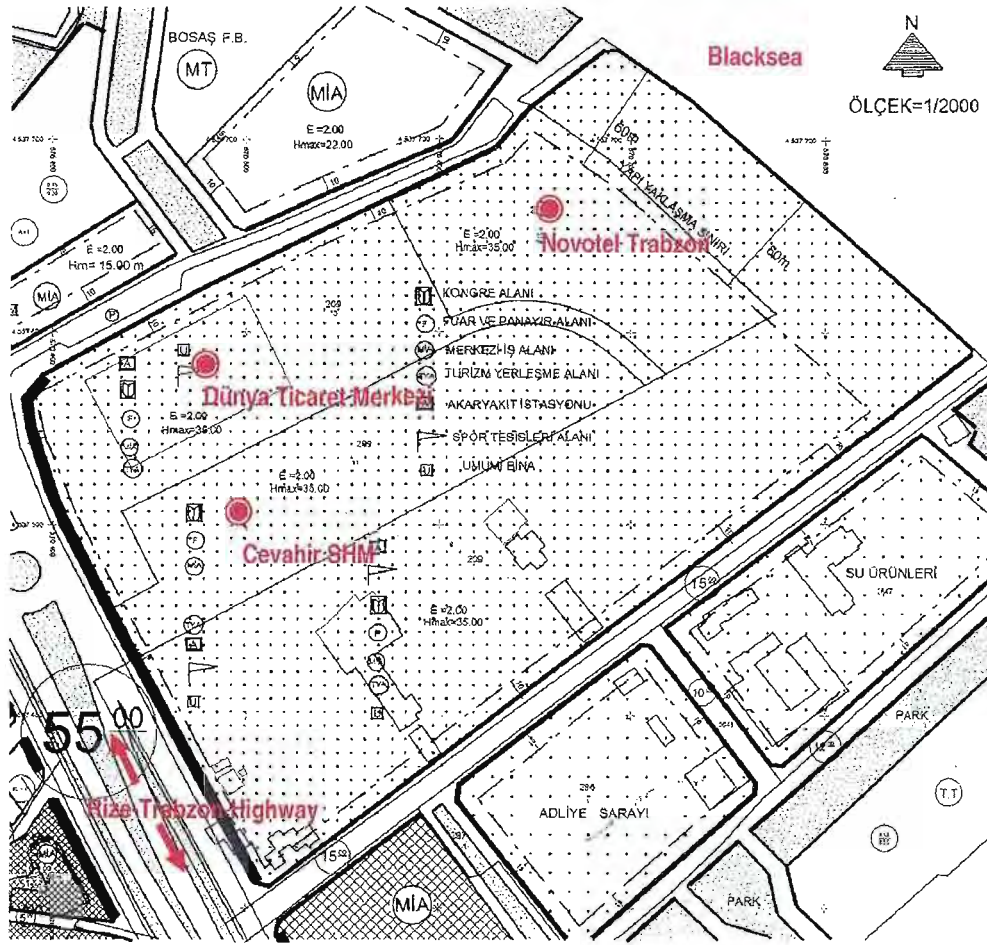
Kaşüstü Subdistrict, where the appraised property is located, has become an appealing place with the investments such as World Trade Center, Novotel, Trabzon Forum SHC, and 400-beds capacity Training and Research Hospital in recent years. The most important advantage of the subdistrict is its abundant flat area for construction and the development of the city towards Kaşüstü Subdistrict.

Low-storey residential type construction has been densely observed in the region. The appraised property can be accessed with private cars and mass transportation vehicles.

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

Location	Distance
Trabzon Airport	~6 km.
TrabzonCenter	~12,6 km.
Trabzon-RizeHighway	~0,2 km.





SECTION 6

PHYSICAL INFORMATION OF THE REAL ESTATE

6.1 The Existing Buildings Structural Characteristics of the Construction

Building Name	: Reinforced Concrete
Construction	: Betonarme
Adjacent or Stand	: Detached Building
Number of Floor	: 8 (basement+ground+5 normal floor+terrace floor)
Age of Building	: ~1
Area	: 15.232 sqm
Facade	: Ceramic
Roof System	: Built-up Roof
Carpark	: Available (Open Area)
Elevator	: Available (5)
Jenerator	: Available
Fire Extinguishing	: Available
Security System	: Available
Storage Tank	: Available

6.2 Indoor Properties Of The Asset

The appraised property is Novotel-Trabzon with 200 beds capacity, a basement floor + ground floor + 5 normal floors + terrace. The property has totally 15,232 sqm indoor area and 4,570 sqm base area.

There are three staircases, three personnel lifts, one freight lift and two guest lifts at the hotel. The hotel has 4 types of rooms as: standard, corner, suite and disabled rooms. In the rooms, the floors are carpet coated, the walls are partially painted and partially paper coated. The floors and walls of wet volumes are ceramic tiled. The rooms have television, hair drier, telephone, mini refrigerator, safe, and internet connection as a standard. There is a bathtub or shower in the bathroom according to the room type. Lighting is provided with decorative wall lamps. The rooms facing the sea have French balconies. The building has a generator, water tank, fire and security systems.

Basement Floor

The basement floor has 2,340 sqm area, and it has areas such as mechanical rooms, water tanks, laundry room, maintenance and repair workshop, shelter, and swimming pool pump room. The floors are partially ceramic tiled and partially epoxy. Lighting is provided with fluorescent bulbs. The walls are ceramic at wet volumes and in the laundry, and it is painted in the other areas.

Ground Floor

The ground floor is divided into 2 sections as a hotel section and meeting rooms area with 4,570 sqm area. In the hotel section; there are various areas such as kitchen, shops, reception, lobby-bar, restaurant, health center, indoor swimming pool and fitness center. In the meeting section, there is a 584,09 sqm dividable multipurpose room, a foyer, a cloakroom, an entrance hall and meeting rooms with 50.91 sqm, 50.74 sqm, 25.64 sqm and 27.27 sqm areas. The floors are partially ceramic tiled, partially laminated parquet and partially carpet coated. Lighting is provided partially with fluorescent bulbs and partially with spot fixtures. The walls are ceramic tiled in wet volumes and in the kitchen, and they are partially painted and paper coated in the other areas.

1st Normal Floor

The 1st normal floor has 1,755 sqm area and it is divided into 2 sections as a personnel section and rooms section. In the personnel section, there are personnel lodges (actually used as personnel office), offices, personnel dining hall, personnel dressing rooms, infirmary, services areas and 28 rooms. The floors are partially ceramic tiled, partially laminated parquet and partially carpet coated. Lighting is provided partially with fluorescent bulbs and partially with spot fixtures. The walls are ceramic tiled in wet volumes and in the personnel dining hall, and they are partially painted and paper coated in the other areas.

2nd and 3rd Normal Floors

The 2nd normal floor has 1,517 sqm area and it includes 39 rooms (38 rooms + 1 suite) and service areas. The floor is carpet coated. Lighting is provided with spot fixtures. The walls are ceramic tiled at wet volumes and partially painted and partially paper covered in the other areas.

4th and 5th Normal Floors

The 4th normal floor has 1,736 sqm area and it includes 47 rooms (46 rooms + 1 suite) and service areas. The floor is carpet coated. Lighting is provided with spot fixtures. The walls are ceramic tiled at wet volumes and partially painted and partially paper covered in the other areas.

Terrace floor

The terrace floor has 61 sqm area. The area is used as a technical volume.

Floor	Area(sq.m)	Number of Rooms
Basement Floor	2.340,00	-
Ground Floor	4.570,00	-
1. Floor	1.755,00	28,00
2. Floor	1.517,00	39,00
3. Floor	1.517,00	39,00
4. Floor	1.736,00	47,00
5. Floor	1.736,00	47,00
Terrace Floor	61,00	-
Total	15.232,00	200,00

5.3 External and Miscellaneous Works:

The external and miscellaneous works include concrete sites, paved stone tiling, surrounding walls, outdoor parking lots, landscaping, security booths, playground for children, totally 664 sqm tennis courts, lockers area, and the garden bar.

SECTION 7

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.

Kaşüstü is among developing regions of Trabzon. In the region, many major investments have been made in recent years. The appraised property is located in "Convention area, Fair Area and Exhibition Area, Central Business Area, Tourism Settlement Area, Fuel Oil Station, Sports Facilities Area, Public Building Area" on the zoning plan. The current use of the property is compatible with the zoning plan use. Therefore, the most effective and efficient use of the property is its current use.

SECTION 8

ANALYSIS AND EVALUATION OF THE REAL PROPERTY

8.1 Factors That Affect The Value Of The Real Property

❖ STRENGTHS

- The property is located in "Convention area, Fair Area and Exhibition Area, Central Business Area, Tourism Settlement Area, Fuel Oil Station, Sports Facilities Area, Public Building Area" on the current zoning plan.
- The licenses and settlement certificates of the facility have been obtained.
- The facility has the required natural characteristics for summer tourism. It is located in the midst of the forest and the sea, just on the seaside, and therefore it has an appealing nature.
- The hotel covers the facilities such as indoor swimming pool, tennis court, fitness center, sauna, Turkish bath, etc. which are required and demanded.
- The property does not have infrastructural problems.
- The property is located near to the airport, city center, world trade center and the recently constructed Trabzon Forum SHC.
- The appraised hotels are run under a brand which provides the same standards everywhere around the world.

❖ WEAKNESSES

- The property faces Trabzon-Rize Road.

❖ OPPORTUNITIES

- The region of the property is an appealing region of Trabzon province, which receives demand and which is developing.

❖ THREATS

- There are economic ambiguities and fluctuations.

SECTION 9

THE METHODS USED IN THE APPRAISAL AND THE ANALYSIS

9.1 The Methods Used in the Appraisal

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

9.1.1 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.

9.1.2 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.

9.1.3 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.

9.1.4 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.

9.2 Definitions and Model of the Calculation Methodology

9.2.1. 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.

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

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

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

Variante 3 has been selected as the method in the assumptions our company has made by using all these data. However, especially when assessing the value of the real estates with long-term commercial lifetime, an asset appropriate for the commercial lifetime of the real estate does not exist. For that reason, our company suggests appropriate bonds for each projects regarding their duration as a risk free return rate. The chosen bonds vary according to the duration of projects and to the rate of exchange. This rate also covers the country risk. In addition to hat, the rates suggested by Damodaran for use in accordance with its Financial Market Characteristics are as follows:

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

9.2.2. Market Risk Premium- Market Index

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

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

9.2.3. 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).

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

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

9.2.5. 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,

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

Where R_f = Risk Free rate

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

Analysis Of The Methods Used In The Appraisal

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

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

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

Risk premium has been estimated according to the professional opinion of the appraiser in parallel to his/her experiences by taking into account the risks associated with the specifications of the project such as the region, sector, project, zoning, etc. as explained in article 9.2.2.

9.3 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.

9.3.1 Equivalent Comparison Approach Analysis

The similar sales values that have been obtained as a result of the researches in the vicinity of the property are stated as follows.

- It has been indicated that the land reserve is limited in the region of the appraised property, and any transactions have not been realized for a long time. However, considering the location and zoning rights of the appraised property, we have been informed that it could be sold at TL 800 – 1,000/sqm.
- We have been informed that in the region, the residence lands are sold in TL 400-500/sqm range according to their locations, and these lands generally do not have a side along the road.
- We have been informed that near to the appraised property, 5,000 sqm "Residentially+ Commercially" zoned land is for sale at TL 5,000,000. (TL 1,000/sqm)
- We have been informed that near to the appraised property, 750 sqm "Commercial Area" zoned land is for sale at TL 660,000. (TL 880/sqm)
- We have been informed that near to the appraised property, 20,000 sqm "Commercial Area" zoned land is for sale at TL 12,000,000. (TL 600/sqm)

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

- We have been informed that near to the appraised property, 2,500 sqm "Residentially+ Commercially" zoned land facing the main road is for sale at TL 2,000,000. (TL 800/sqm)
- At the exit of Yomra district, 3,000 sqm "Commercially" zoned land facing the main road is for sale at TL 2,000,000, as we have been informed. (TL 666.66/sqm)
- At the exit of Trabzon province, 2,900 sqm "Commercially" zoned land facing the main road is for sale at TL 2,500,000, as we have been informed. (TL 862.06/sqm)
- At the exit of Trabzon province, 17,000 sqm "Commercially" zoned arable field facing the main road and located at 100 m distance to the sea is for sale at TL 13,600,000, as we have been informed. (TL 800/sqm)
- We have been informed that near to the property, net 22,000 sqm "Residentially+ Commercially" zoned land facing the main road is for sale at TL 10,000,000. The price has a bargaining share. (TL 454/sqm)
- We have been informed that near to the property, net 3,000 sqm, BC=2.00, Hmax=18.50 hotel land facing the main road is for sale at TL 3,000,000. The price does not have a bargaining share. (TL 1,000/sqm)
- During the conducted market research, it has been identified that the prices of commercially-zoned lands varied in TL 600 – 1,000/sqm (€271 – 452/sqm) range; however, considering the location and zoning rights of the appraised property, the value of the property is appraised as TL 900/sqm (€407/sqm).

SUPERFICIES VALUE OF THE LAND				
1 sqm Land Value (*) 45,99/49 years(**)	267	.-EURO/sqm		
Land Size	13.450,00	sqm.		
Total Land Value	3.591.150	.-EURO	3.591.150	EURO
(*) As the unit value for the land; 70% of the 407 EURO/sqm (900 TL/sqm) commercially-zoned value has been taken into consideration as the value of the 49 years-long superficiesies.				
(**) On the land owned by Trabzon Dünya Ticaret Merkezi A.Ş. , Exclusive and Permanent Superficies have been established for Akfen GYO A.Ş. by 27 February 2057.				
The Detail of the Land Value Calculation = (zoned parcel value x 49 years superficiesies coefficient x time period)				
= 407(EURO/sqm) x 0.70 x 45,99/49				
= 267 (EURO/sqm)				

8.3.2 Construction Cost Analyse

LAND VALUE				
1 sqm Land Value	267	.-€		
Land Size	13.450,00	sqm		
Total Land Value	3.591.150,00			
Akfen GYO A.Ş.	3.591.150	.-€	3.887.050	.-€
TOTAL			3.591.150	.-€

VALUE OF THE BUILDING (NOVOTEL)				
Construction cost per 1 sqm for basement floor	550	.-€		
Total Closed Area of the Building	2.340,00	sqm		
Total Construction Cost	1.287.000	.-€		
Depreciation	3%			

Depreciation Cost	38.610	.-€	
Value of the Building	1.248.390	.-€	1.248.390 .-€
Construction cost per 1 sqm	1.200	.-€	
Total Closed Area of the Building	12.892,00	sqm	
Total Construction Cost	15.470.400	.-€	
Depreciation	3%		
Depreciation Cost	464.112	.-€	
Value of the Building	15.006.288	.-€	15.006.288 .-€
Total Value of the Land			3.591.150 .-€
Total Value of the Building			16.254.678 .-€
External and miscellaneous works			400.000 .-€
TOTAL VALUE			20.245.828 .-€
TOTAL APPROXIMATE VALUE			20.246.000 .-€

9.3.3 Income Capitalization Approach

9.3.3.1 Contracts Related with the Property

Regarding the property, the data on the latest official documents and rental contracts are as follows:

- **“Contract for Trabzon World Trade Center Complex Build-Operate-Transfer Model and 4-Star Hotel and Appurtenance Construction and Operation Contract” dated 23 September 2008.** Signed between the landlord Trabzon Dünya Ticaret Merkezi A.Ş., the investor company Akfen GYO A.Ş., and the transferor Accotel Yatırım ve İşletim A.Ş. In the document, the conditions of the contract are indicated, and also it is indicated that the “49 years operating period will begin when all constructions are completed, the entire hotel and appurtenances obtain Culture and Tourism Ministry Operating Certificate; and the operating certificate procurement period may not exceed-shall begin 6 (six) months after the ending date of the construction”. The document in question is annexed.
- **“Lease Contract, Novotel Trabzon” dated 22 September 2008:** In the contract, the lessor is indicated as “Akseil Turizm Yatırım ve İşletmecilik A.Ş. (now Akfen GYO A.Ş.), and the tenant is Accor SA. The document in question is annexed.
- The superficies that began on 27 February 2008 will end on 27 February 2057. The hotel, run with the terms and conditions mentioned in the contract by that date, will be handed over to Trabzon Dünya Ticaret Merkezi A.Ş. after the contract period is over

9.3.4 The Value of the Property according to Income Capitalization Approach

Assumptions,

- The construction right of the subject hotel is owned by Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. while it is being operated by the international hotel operation company Accor Group. During this study, it was assumed that the hotel will be operated in the existing concept throughout the term of the construction right.
- It was assumed that the appraisal study will be conducted according to the cash flows obtained from the operation of the real estate in the years of utilization, during the appraisal study.
- It is assumed that the hotel's number of beds, which is currently 200, will remain unchanged in years.
- It is assumed that the plant will remain open for 365 days.
- The room rates are foreseen according to bed & breakfast system. Considering the performance of the hotel in the previous years, as well as the inspections in the tourism industry and in the region, per capita rate is assumed as €57.20 for 2011. The room rate has been increased by 4% for the first

10 years. Due to the increase in the hotel's advertising capacity, recognition and premium, the room rates are foreseen to increase by 4% in the first 10 years and reach maturity, and increase by 2.5% - which is the inflation rate- in the following years.

- The occupancy is expected to begin with 62% in 2012, and increase in years to 73% in 2018, and remain stable afterwards.
- It is assumed that the items such as shop rent, wellness center, extra expenditure etc. will be included in the other revenues item. Considering the performance of the hotel, it is assumed that other revenues will be equal to 60% of accommodation revenues.
- The profit margin of the hotel is assumed as 40% in 2012, and this rate is assumed to increase in years to 43% and remain stable afterwards.
- It is assumed that 1.5% of the hotel's construction cost will be spared as renewal cost for the first year, and the amount will be increased as much as the inflation rate in the following years.
- Further to "Trabzon World Trade Center Complex Build-Operate-Transfer Model and 4-Star Hotel and Appurtenances Construction and Operating Contract", it is foreseen that the superficies cost will not be taken in the first 5 years, and at the end of the 5th year, it will be paid as €36.364 for 5 years, and then the values indicated in the contract conditions will be paid in the following years.
- Further to the "Contract for Trabzon World Trade Center Complex Build-Operate-Transfer Model and 4-Star Hotel and Appurtenance Construction and Operation Contract" dated 23 September 2008, it is assumed that 100 rooms every year will be allocated for Trabzon World Trade Center.
- EURO is used during the studies and TL 1=€2,2132 is considered.
- Taxes and VAT are not included in the studies within IVSC (International Valuation Standards Coverage).
- In the appraisal study, Euro-based Eurobond rate for the last 6 months of 2020, which is 4.70%, is considered as the "Risk-free Rate of Return". (In this appraisal study, the yield of the Eurobond with the longest maturity, which is Euro based Eurobond with maturity in 2020, has been chosen as the risk free rate of return.)
- Discount ratio is foreseen as 9.13%.
- In the studies, the inflation rate of Euro zone, which is 2.5%, has been taken into consideration.
- The real estate tax and building insurance have been included in the accrued figures in accordance with the client's declarations, and they have been assumed to increase by 2.5% every year, which is the inflation rate.

NOVOTEL TRABZON – CASH FLOW CHART

NOVOTEL (4 STAR)	
ROOMS	200
BED NUMBER	400
OPERATING DAYS	365
WORLD TRADE CENTER ACCOMMODATION SHARE	100
YEARLY ROOM CAPACITY	72.900
ROOM PRICE (EURO)(2011)	57,20
ROOM RATE INCREASE IN THE FIRST 10 YEARS (%)	4,0%
PER BED RATE INCREASE FOR THE REMAINING YEARS (%) EURO ZONE INFLATION RATE	2,5%
OTHER INCOMES RATE (%)	60%
RENEWAL COST RATE	1,5%
REAL ESTATE TAX BASE (EURO) (2011)	6.674.545

NOVOTEC CASH FLOW	1	2	3	4	5	6	7	8	9	10	11	12	13
YEARS	27/02/2012	27/02/2013	27/02/2014	27/02/2015	27/02/2016	27/02/2017	27/02/2018	27/02/2019	27/02/2020	27/02/2021	27/02/2022	27/02/2023	27/02/2024
OCCUPANCY (%)	0%	62%	65%	68%	70%	70%	73%	73%	73%	73%	73%	73%	73%
ROOMS SOLD	0	45.074	47.385	49.572	51.030	51.030	53.217	53.217	53.217	53.217	53.217	53.217	53.217
ROOM PRICE (EURO)	57.20	59.49	61.87	64.34	66.92	72.38	75.27	78.28	81.41	84.67	86.79	88.96	91.18
ROOM INCOMES (EURO)	0	2.681.372	2.931.592	3.188.573	3.414.719	3.351.308	4.005.713	4.165.941	4.332.579	4.505.862	4.618.529	4.733.992	4.852.342
OTHER INCOMES (EURO)	0	1.608.823	1.758.955	1.913.744	2.048.831	2.130.785	2.403.428	2.499.955	2.599.547	2.703.529	2.771.117	2.840.395	2.911.405
TOTAL INCOMES (EURO)	0	4.290.196	4.690.548	5.102.316	5.463.550	5.682.092	6.409.140	6.665.906	6.932.126	7.209.411	7.389.646	7.574.388	7.763.747
GOP (%)	40%	40%	41%	42%	43%	43%	43%	43%	43%	43%	43%	43%	43%
GOP (EURO)	0	1.716.078	1.923.125	2.143.393	2.349.327	2.443.300	2.755.930	2.866.168	2.980.814	3.100.047	3.177.548	3.256.987	3.338.411
RENEWAL COST (EURO) (%1.5)	0	256.656	263.795	270.390	277.150	284.078	291.180	298.460	305.921	313.409	320.444	327.680	334.122
REAL ESTATE TAX	0	0	0	28.580	29.294	30.026	30.777	31.546	32.335	33.144	33.972	34.821	35.684
REAL ESTATE INSURANCE	0	18.286	18.794	19.264	19.746	20.240	20.746	21.264	21.795	22.341	22.899	23.472	24.060
YEARLY LAND RENT	0	0	0	38.158	36.158	36.158	36.158	36.158	36.158	36.158	36.158	36.158	36.158
EXPENSES (EURO)	0	-2.849.059	-3.050.013	-3.314.315	-3.475.571	-3.609.295	-3.747.205	-4.040.638	-4.213.628	-4.374.602	-4.541.881	-4.769.068	-4.905.018
NET OPERATING PROFIT	0	1.441.137	1.640.535	1.788.001	1.986.979	2.072.797	2.162.171	2.368.502	2.451.878	2.557.524	2.735.574	2.805.319	2.858.729
NET CASH FLOWS	0	1.441.137	1.640.535	1.986.979	2.072.797	2.162.171	2.368.502	2.451.878	2.557.524	2.687.530	2.735.574	2.805.319	2.858.729

	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
	27/02/2025	27/02/2026	27/02/2027	27/02/2028	27/02/2029	27/02/2030	27/02/2031	27/02/2032	27/02/2033	27/02/2034	27/02/2035	27/02/2036	27/02/2037	27/02/2038	27/02/2039	27/02/2040
	73%	73%	73%	73%	73%	73%	73%	73%	73%	73%	73%	73%	73%	73%	73%	73%
	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217
	99.46	95.80	98.19	100.65	103.16	105.74	108.38	111.09	113.87	116.72	119.64	122.63	125.69	128.84	132.06	135.36
	4.973.651	5.037.992	5.225.442	5.356.078	5.498.990	5.627.229	5.767.910	5.912.108	6.059.910	6.211.408	6.366.693	6.525.861	6.689.007	6.856.232	7.027.638	7.203.329
	2.994.190	3.058.795	3.135.265	3.213.847	3.293.998	3.376.337	3.460.746	3.547.265	3.635.946	3.726.845	3.820.016	3.915.516	4.013.404	4.113.739	4.216.593	4.321.987
	7.957.841	8.156.787	8.360.707	8.569.724	8.783.967	9.003.567	9.228.656	9.459.372	9.695.856	9.938.253	10.186.709	10.441.377	10.702.411	10.969.972	11.244.221	11.525.326
	43%	43%	43%	43%	43%	43%	43%	43%	43%	43%	43%	43%	43%	43%	43%	43%
	3.421.872	3.507.418	3.595.104	3.684.981	3.777.106	3.871.534	3.968.322	4.067.530	4.169.218	4.273.449	4.380.285	4.488.792	4.600.037	4.717.088	4.835.015	4.955.980
	354.775	363.644	372.735	382.054	391.605	401.395	411.430	421.716	432.259	443.065	454.142	465.496	477.133	489.061	501.288	513.820
	37.499	38.436	39.397	40.382	41.392	42.426	43.487	44.574	45.689	46.831	48.002	49.202	50.432	51.693	52.985	54.309
	25.276	25.908	26.556	27.220	27.900	28.598	29.313	30.046	30.797	31.567	32.356	33.165	33.994	34.844	35.715	36.608
	73.039	73.762	74.486	75.209	75.932	76.655	77.378	78.101	78.825	79.548	80.271	80.994	81.717	82.440	83.164	83.887
	-5.026.559	-5.151.120	-5.278.777	-5.409.607	-5.543.691	-5.681.108	-5.821.942	-5.966.279	-6.114.207	-6.265.815	-6.421.195	-6.580.441	-6.743.650	-6.910.922	-7.082.357	-7.258.060
	2.931.282	3.005.667	3.081.930	3.160.117	3.240.277	3.322.459	3.406.714	3.493.093	3.581.649	3.672.438	3.765.515	3.860.936	3.958.761	4.059.050	4.161.864	4.267.267
	2.931.282	3.005.667	3.081.930	3.160.117	3.240.277	3.322.459	3.406.714	3.493.093	3.581.649	3.672.438	3.765.515	3.860.936	3.958.761	4.059.050	4.161.864	4.267.267

	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44
	27/02/2041	27/02/2042	27/02/2043	27/02/2044	27/02/2045	27/02/2046	27/02/2047	27/02/2048	27/02/2049	27/02/2050	27/02/2051	27/02/2052	27/02/2053	27/02/2054	27/02/2055
	73%	73%	73%	73%	73%	73%	73%	73%	73%	73%	73%	73%	73%	73%	73%
	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217	53.217
	138.74	142.21	145.77	149.41	153.14	156.97	160.90	164.92	169.04	173.27	177.60	182.04	186.59	191.26	196.04
	7.383.412	7.567.988	7.757.198	7.951.127	8.149.908	8.354.653	8.562.485	8.776.557	8.995.971	9.220.870	9.451.392	9.687.677	9.929.869	10.176.115	10.432.568
	4.430.047	4.540.789	4.654.319	4.770.676	4.889.943	5.012.182	5.137.497	5.265.934	5.397.583	5.532.522	5.670.835	5.812.606	5.957.921	6.106.869	6.259.541
	11.813.460	12.108.796	12.411.516	12.721.804	13.039.849	13.365.846	13.699.991	14.042.491	14.393.553	14.753.392	15.122.227	15.500.283	15.887.790	16.284.985	16.692.109
	43%	43%	43%	43%	43%	43%	43%	43%	43%	43%	43%	43%	43%	43%	43%
	5.079.788	5.206.782	5.336.952	5.470.376	5.607.135	5.747.313	5.890.966	6.038.271	6.189.228	6.343.959	6.502.558	6.665.122	6.831.750	7.002.543	7.177.607
	526.665	539.832	553.328	567.161	581.340	595.874	610.770	626.040	641.691	657.733	674.176	691.031	708.306	726.014	744.164
	55.667	57.059	58.485	59.948	61.446	62.982	64.557	66.171	67.825	69.521	71.259	73.040	74.866	76.738	78.656
	37.523	38.461	39.423	40.408	41.418	42.454	43.515	44.603	45.718	46.861	48.033	49.233	50.464	51.726	53.019
	84.610	85.333	86.056	86.779	87.502	88.226	88.949	89.672	90.395	91.118	91.841	92.565	93.288	94.011	94.734
	-7.438.137	-7.622.699	-7.811.956	-8.005.724	-8.204.421	-8.408.067	-8.616.766	-8.830.705	-9.049.954	-9.274.687	-9.504.978	-9.741.030	-9.982.965	-10.230.930	-10.485.076
	4.375.322	4.486.097	4.599.660	4.716.080	4.835.428	4.957.778	5.083.205	5.211.786	5.343.599	5.478.726	5.617.249	5.759.253	5.904.825	6.054.055	6.207.033
	4.375.322	4.486.097	4.599.660	4.716.080	4.835.428	4.957.778	5.083.205	5.211.786	5.343.599	5.478.726	5.617.249	5.759.253	5.904.825	6.054.055	6.207.033

45	46
27/02/2056	27/02/2057
73%	73%
53.217	53.217
200.94	205.96
10.683.382	10.960.717
6.416.029	6.576.430
17.109.412	17.537.147
43%	43%
7.357.047	7.540.973
762.769	781.839
80.623	82.638
54.344	55.703
95.457	96.160
-10.745.558	-11.012.533
6.363.854	6.524.614
6.363.854	6.524.614

Appraisal Chart	
Risk Free Rate of Return	4,70%
Risk Premium	4,30%
DISCOUNT RATE	9,00%
NET PRESENT VALUE (EURO)	28.752.317
	28.255.482
	25.265.302
	4,70%
	5,30%
	10,00%

9.3.5. The Value of the Property According to the Rental Income

Assumptions According to the 4th Modification on the Memorandum of Understanding dated 18 April 2005,

- **For the hotel, for which appraisal study was conducted and the construction right of which belongs to Akfen Gayrimenkul Yatırım Ortaklığı A.Ş., the international hotel operations company Accor Group shall pay twenty two percent (22%) of the gross revenue as an annual rental charge (without VAT) or shall pay the amount higher than sixty five percent (65%) of the gross operation revenue obtained with the deduction of 8%, 4% of which is for operation costs and 4% of which is for renovation costs.**
- The construction right of the subject hotel is owned by Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. while it is being operated by the international hotel operation company Accor Group. During this study, it was assumed that the hotel will be operated in the existing concept throughout the term of the construction right..
- It is assumed that the hotel's number of beds, which is currently 200, will remain unchanged in years.
- It is assumed that the plant will remain open for 365 days.
- The room rates are foreseen according to bed & breakfast system. Considering the performance of the hotel in the previous years, as well as the inspections in the tourism industry and in the region, per capita rate is assumed as €57.20 for 2011. The room rate has been increased by 4% for the first 10 years. Due to the increase in the hotel's advertising capacity, recognition and premium, the room rates are foreseen to increase by 4% in the first 10 years and reach maturity, and increase by 2.5% - which is the inflation rate- in the following years.
- The occupancy is expected to begin with 62% in 2012, and increase in years to 73% in 2018, and remain stable afterwards.
- It is assumed that the items such as shop rent, wellness center, extra expenditure etc. will be included in the other revenues item. Considering the performance of the hotel, it is assumed that other revenues will be equal to 60% of accommodation revenues.
- The profit margin of the hotel is assumed as 40% in 2012, and this rate is assumed to increase in years to 43% and remain stable afterwards.
- The renovation cost of the hotel has been calculated as 0.05% of the operating income calculated in the operation alternative. The operating model assumes that the renovation works of the hotel will be realized by the tenant.
- Further to "Trabzon World Trade Center Complex Build-Operate-Transfer Model and 4-Star Hotel and Appurtenances Construction and Operating Contract", it is foreseen that the superficies cost will not be taken in the first 5 years, and at the end of the 5th year, it will be paid as €36.364 for 5 years, and then the values indicated in the contract conditions will be paid in the following years.
- Further to the "Contract for Trabzon World Trade Center Complex Build-Operate-Transfer Model and 4-Star Hotel and Appurtenance Construction and Operation Contract" dated 23 September 2008, it is assumed that 100 rooms every year will be allocated for Trabzon World Trade Center.
- EURO is used during the studies and TL 1=€2,2132 is considered.
- Taxes and VAT are not included in the studies within IVSC (International Valuation Standards Coverage).
- In the appraisal study, Euro-based Eurobond rate for the last 6 months of 2020, which is 4.70%, is considered as the "Risk-free Rate of Return". (In this appraisal study, the yield of the Eurobond with the longest maturity, which is Euro based Eurobond with maturity in 2020, has been chosen as the risk free rate of return.)
- Low discount rate and risk premium have been considered with the guaranteed rent income due to Accord's international recognition and brand strength.
- In this study, the rent income from the hotel let to Accor group has been guaranteed with the 23 years lease contract. The calculation has been made with the assumption that the risk Premium of Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. in obtaining the mentioned rent income is very low. The

discount rate is projected as 6.50%, which has been found by adding 1.80% "Risk Premium" to the 4.70% "Risk-Free Income Rate".

NOVOTEL CASH FLOW YEARS	28/02/2011	27/02/2012	27/02/2013	27/02/2014	27/02/2015	27/02/2016	27/02/2017	27/02/2018	27/02/2019	27/02/2020	27/02/2021	27/02/2022	27/02/2023
NOVOTEL INCOME	0	943.843	1.031.921	1.122.730	1.201.981	1.250.060	1.300.063	1.410.011	1.466.411	1.525.068	1.586.070	1.625.722	1.666.365
AGOP NOVOTEL	0	892.361	1.006.123	1.127.833	1.242.958	1.292.676	1.344.383	1.458.078	1.516.403	1.577.059	1.640.141	1.681.145	1.723.173
NOVOTEL USED RENTAL INCOME	0	943.843	1.031.921	1.127.833	1.242.958	1.292.676	1.344.383	1.458.078	1.516.403	1.577.059	1.640.141	1.681.145	1.723.173
YEARLY RENT COST (EURO)	0	0	0	-36.158	-36.158	-36.158	-36.158	-36.158	-36.158	-36.158	-36.158	-36.158	-36.158
INSURANCE COST (EURO)	0	-18.286	-18.794	-19.264	-19.746	-20.240	-20.746	-21.264	-21.796	-22.341	-22.899	-23.472	-24.058
REAL ESTATE TAX	0	0	0	-26.580	-26.580	-26.580	-26.580	-26.580	-26.580	-26.580	-26.580	-26.580	-26.580
RENEWAL COST (EURO) (%0,05)	0	-12.833	-13.190	-13.519	-13.857	-14.204	-14.559	-14.923	-15.296	-15.678	-16.070	-16.472	-16.884
TOTAL CASH FLOW (EURO)	0	912.724	999.936	1.030.312	1.143.902	1.192.048	1.242.143	1.354.188	1.392.739	1.451.659	1.512.962	1.552.142	1.592.302

	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28
27/02/2024	27/02/2025	27/02/2026	27/02/2027	27/02/2028	27/02/2029	27/02/2030	27/02/2031	27/02/2032	27/02/2033	27/02/2034	27/02/2035	27/02/2036	27/02/2037	27/02/2038	27/02/2039	
1.708.024	1.750.725	1.794.493	1.839.355	1.885.339	1.932.473	1.980.785	2.030.304	2.081.062	2.133.088	2.186.416	2.241.076	2.297.103	2.354.530	2.413.394	2.473.729	
1.786.253	1.810.409	1.855.669	1.902.061	1.949.612	1.998.353	2.048.311	2.099.519	2.152.007	2.205.807	2.260.953	2.317.476	2.375.413	2.434.799	2.495.669	2.558.060	
1.766.263	1.810.409	1.855.669	1.902.061	1.949.612	1.998.353	2.048.311	2.099.519	2.152.007	2.205.807	2.260.953	2.317.476	2.375.413	2.434.799	2.495.669	2.558.060	
-72.316	-73.039	-73.762	-74.486	-75.209	-75.932	-76.655	-77.378	-78.101	-78.825	-79.548	-80.271	-80.994	-81.717	-82.440	-83.164	
-24.660	-25.276	-25.903	-26.556	-27.220	-27.900	-28.598	-29.313	-30.046	-30.797	-31.567	-32.356	-33.165	-33.994	-34.844	-35.715	
-36.584	-37.436	-38.436	-39.397	-40.382	-41.392	-42.426	-43.487	-44.574	-45.689	-46.831	-48.002	-49.202	-50.432	-51.693	-52.985	
-17.306	-17.739	-18.182	-18.637	-19.103	-19.580	-20.070	-20.572	-21.086	-21.613	-22.153	-22.707	-23.275	-23.857	-24.453	-25.064	
1.615.366	1.656.856	1.699.380	1.742.995	1.787.699	1.833.548	1.880.562	1.928.769	1.978.200	2.028.884	2.080.854	2.134.141	2.188.778	2.244.799	2.302.239	2.361.133	

	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44
27/02/2040	27/02/2041	27/02/2042	27/02/2043	27/02/2044	27/02/2045	27/02/2046	27/02/2047	27/02/2048	27/02/2049	27/02/2050	27/02/2051	27/02/2052	27/02/2053	27/02/2054	27/02/2055	
2.535.572	2.599.961	2.663.935	2.730.534	2.798.797	2.868.767	2.940.486	3.013.998	3.089.348	3.166.582	3.245.748	3.326.890	3.410.062	3.495.314	3.582.697	3.672.264	
2.622.012	2.687.562	2.754.751	2.823.620	2.894.210	2.966.566	3.040.730	3.116.748	3.194.667	3.274.533	3.356.397	3.440.307	3.526.314	3.614.472	3.704.834	3.797.455	
2.622.012	2.687.562	2.754.751	2.823.620	2.894.210	2.966.566	3.040.730	3.116.748	3.194.667	3.274.533	3.356.397	3.440.307	3.526.314	3.614.472	3.704.834	3.797.455	
-83.887	-84.610	-85.333	-86.056	-86.779	-87.502	-88.226	-88.949	-89.672	-90.395	-91.118	-91.841	-92.565	-93.288	-94.011	-94.734	
-36.608	-37.523	-38.461	-39.423	-40.408	-41.418	-42.464	-43.515	-44.603	-45.718	-46.861	-48.033	-49.233	-50.464	-51.726	-53.019	
-54.309	-55.667	-57.059	-58.485	-59.948	-61.448	-62.982	-64.557	-66.171	-67.825	-69.521	-71.259	-73.040	-74.866	-76.738	-78.656	
-25.691	-26.333	-26.992	-27.666	-28.358	-29.067	-29.794	-30.539	-31.302	-32.085	-32.887	-33.709	-34.552	-35.415	-36.301	-37.208	
2.421.517	2.483.429	2.546.907	2.611.989	2.678.717	2.747.132	2.817.274	2.888.189	2.962.919	3.038.511	3.116.010	3.195.465	3.276.925	3.360.439	3.446.059	3.533.837	

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27/02/2056	27/02/2057
3.764.071	3.855.172
3.892.391	3.989.701
3.892.391	3.989.701
-95.457	-96.180
-54.344	-55.703
-80.623	-82.639
-38.138	-39.092
3.623.828	3.716.087

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)	26.098.124	23.967.939	22.093.249

Rental Value of the Property

Years	28/02/2011	27/02/2012
Average Cash Flow of Rental Value	0	1.176.931

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)	1.080.008	1.078.725	1.070.216

Net Present Value (Euro)	1.078.725
Net Present Value (TL)	2.387.433

Number of Days Between 28.02.2011 and 27.02.2012	364
Annual Rental Value Of The Hotel(Euro)	1.081.688
Estimated Annual Rental Value Of The Hotel(Euro)	1.082.000

9.3.6 Evaluation of The Analysis Results

The value of the subject immovable property is **€ 20.246.000** according to the cost method and **€ 28.255.000** according to the revenue reduction method. For the hotel, the construction right of which is owned by Akfen Gayrimenkul Yatırım Ortaklığı A.Ş., according to the annual rental value that should be paid by the international hotel operation company Accor group and the calculated rental revenues, the net current value has been detected as **€ 23.968.000**.

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 **€ 1.082.000 (TL 2.394.000)**.

However, due to the fact that the immovable property is a currently operating and earning facility, the average of the fair market value calculated with revenue reduction approach, which is **€ 28.255.000** and the net current value of the rental revenue, which is **€ 23.968.000** €, calculated as **€ 26.112.000 (Twenty six million one hundred twelvethousand.-Euros) (TL 57.790.000, Fifty million seven hundred ninety thousand.-Turkish Liras)** as been appraised as the final result.

The value of the building insurance was calculated as **€ 8.500.199** according to the 2010 costs of the Directorate of Public Works and Settlement and as 35% of this calculated cost, the hardware / furnishing costs have been included, and the final result has been **€ 11.475.269**. The insurance value of 2011 was calculated as **€ 11.762.151** with a rise by the rate of inflation of 2,5% over the 2010 insurance value since the 2011 unit values have not been announced by the Ministry of Public Works and Settlement. The construction cost used in order to calculate the insurance value was calculated according to the costs provided by the Directorate of Public Works and Settlement for 2010. The building can currently be insured over the construction cost that we have appraised in the cost approach section.

During the appraisal study, cost approach method has been used for identifying the actual status value of the property. The value of the hotel according to income capitalization approach has been calculated with 2 methods: rent income and operating income. The hotel is currently let to Accor group to be operated with a lease contract. The rent income has been guaranteed with the contract, and therefore the capitalization of rent income has been realized with a low risk premium. In addition, the value to be calculated according to the total revenues provided by the property has been found according to the operating income. In this method, the total potential of the hotel which provides profit for both the landlord and the operator has been considered, and this value has been considered important for any potential sales. Therefore, the value of the property according to income capitalization method is concluded as the average of the capitalization of two values: the guaranteed rent income with the rental contract, and the revenues that may be obtained with the total operation potential. For income generating properties, the value of the property depends on its performance, and the income capitalization value calculated with 2 methods is considered more rational.

SECTION 10 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;

49 years superficieses for Akfen REIT on "Reinforced concrete hotel and appurtenance and land" type of property at Trabzon province, Yomra District, Cumhuriyet Quarter, Kaşüstü Village, Yalı Locality, plot G43b02c1c2ad2, section 209, parcel no. 12.;

Fair Market Value (Excluding VAT) dated 28 February 2011 of the Hotel on the Land with 49 Years Superficies (Construction) Entitlement Allocated for Akfen Real Estate Investment Partnershin CO.	57.790.000.-TL (Fiftysevenmillionsevenhundredninethtousand.-Turkish Liras)
	26.112.000.-Euros (Twentysixmilliononehundredtwelvethousand.-Euros)
Fair Market Value (Excluding VAT) dated 28 February 2011 of the Hotel on the Land with 49 Years Superficies (Construction) Entitlement Allocated for Akfen Real Estate Investment Partnership CO.	68.192.200.- TL (Sixtyeightmilliononehundredninethtwothousandtwohundred.-Turkish Liras)
	30.812.160.- EUROS (Thirtymillioneighthundredtwelvethousandonehundredsixty.-Euro)
Rental Value (Excluding VAT) dated 28 February 2011 of the Hotel	2.394.000.- TL (Twomillionthreehundredninethtousand.-Turkish Liras)
	1.082.000.- EUROS (Onemillioneightytwothousand.-Euros)
Rental Value (Including VAT) dated 28 February 2011 of the Hotel	2.824.920.- TL (Twomillioneighthundredtwentyfourthousandninehundredtwenty.-Turkish Liras)
	1.276.760.- EUROS (Onemilliontwohundredseventysixthousandsevenhundredsixty.-Euros)

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

The hotel with the superficieses on the appraised land may be included in the Real Estate Investment Trust portfolio, according to the provisions of the Capital Market Regulations.

Hüsnüye BOZTUNÇ Appraiser (400811)	Adem YOL Appraiser in Charge (400101)
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