

# AKFEN REAL ESTATE INVESTMENT TRUST CO. INC.

1 January – 31 March 2014 ACTIVITY REPORT

PREPARED BASED ON CAPITAL MARKET BOARD 'S COMMINUQUE WITH II, 14.1 NO.



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Akfen Real Estate Investment Trust Co. Inc. (Akfen REIT), was established following changing of trade title of Aksel Tourism Investments and Operating Co. Inc. (Aksel), whereby it was converted to a real estate investment trust and restructured. Aksel was first established on June 25, 1997 by Hamdi Akın and Yüksel Construction Co. Inc., for the purpose of investing in domestic tourism sector; subsequently, shares of Yüksel Construction Co. Inc. were purchased by Akfen Holding in 2006, and the company became a subsidiary of Akfen Holding. Upon acceptance of the application made to the CMB within the same year, the Company changed its title and field of activity, and became Akfen Real Estate Investment Trust Co. Inc. Akfen REIT is under the registered capital system. Its capital of TL138,000,000 was increased to TL184,000,000 and shares with a nominal value of TL54,117,500 (TL46,000,000 plus TL8,117,500 owned by the existing shareholders) were offered to public and registered as per Article 4 of the Capital Markets Law, and CMB's approval Ref. No:REIT.80/430 of April 28, 2011. 29.41% of Company shares were offered to public and were started to be traded at Borsa Istanbul (formerly known as Istanbul Stock Exchange) on May 11, 2011. Akfen REIT's trade registry number is 372279, and its principal place of business is located at the address: Levent Loft Büyükdere Cad.No:201 C Blok Kat:8 D:150 34394 Levent / İstanbul. The Compnay informations are also included in, <a href="https://www.akfengyo.com.tr">www.akfengyo.com.tr</a> web iste of the Company.

Akfen REIT's basic business model is to develop and construct three and four star hotels which reflect the highest standards of city hotel management concept, to lease these hotels to Accor S.A. under long term leasing contracts, and to obtain regular and foreseeable rental income. Akfen REIT has expertise in development and construction of mid-range hotels; and realizes its domestic investments with the aim to get the optimal share from the increasing middle-class tourism demand in Turkey, and the increasing mobility of Turkey's business world.

Within this context, the Company signed a framework agreement in 2005 with Accor, one of the leading hotel management companies in the world, for hotel development. In line with this agreement, Akfen REIT reached a portfolio of 20 hotels which it developed and invested in; including the 3-star Ibis Hotels and the 4-star Novotel Hotels, which are the most successful brands of Accor Group throughout the world, and the currently ongoing investments in Turkey and Russia including TRNC Merit Park Hotel.

In terms of the net value of its assets, Akfen REIT is one of the major real estate investment trusts in Turkey. Aiming to strengthen its position even further, the Company plans to become one of the leading hotel investors in the region through its hotel investments which are planned to be continued in the near future, in terms of both the number of hotels and total number of rooms; with hotels which are built and managed up to international standards.



### Vision and Mission

#### **Mission**

To become leader hotel investor developping hotel projects located in Turkey and neighbourhood geography that are managed by international hotel operators in highest standards.

#### Vision

To provide high capital and dividend yield to shareholders by steady balance sheet growth and developping high profit projects in real estate sector at the same time.

### **Strategic Perspective**

Akfen GYO has the best position for steady growth in city hotel business and specialized in the area of hotel investment with international standards.

- Strategic partnership with Accor one of the biggest operator of hotel chains in Europe,
- Investing economic city hotel business,
- Sustainable and predictable cash flow with long term lease agreements,
- Increasing hotel revenues with hotel performances,
- Know-how obtained by specialization,
- Capability of working with personnels in minimum number since hotel personnels' being in Accor's staff.



#### **SHAREHOLDER STRUCTURE, MARCH 31, 2014**

#### SHAREHOLDER STRUCTURE, DECEMBER 31, 2013

Shareholder	Class	Share Value	Number of	Shareholder	Class	Share Value	Number of
Shareholder	Class	(TL)	shares	ondi enoluci	Class	(TL)	shares
Akfen Holding A.Ş.*	В	95.154.384	95.154.384	Akfen Holding A.Ş.*	В	95.154.384	95.154.384
Akfen Holding A.Ş.	A	1.000	1.000	Akfen Holding A.Ş.	A	1.000	1.000
Akfen Holding A.Ş.	D	1.000		Akfen Holding A.Ş.	D	1.000	1.000
Hamdi Akın	В	30.195.839	30.195.839	Hamdi Akın	В	30.195.839	30.195.839
Hamdi Akın	C	999	999	Hamdi Akın	C	999	999
İbrahim Süha Güçsav	В	4.140.380	4.140.380	İbrahim Süha Güçsav	В	4.140.380	4.140.380
Akınısı Makine Sanayi ve Ticaret A.Ş.	В	43.512	43.512	Akınısı Makine Sanayi ve Ticaret A.Ş.	В	43.512	43.512
Akınısı Makine Sanayi ve Ticaret A.Ş.	C	1	1	Akınısı Makine Sanayi ve Ticaret A.Ş.	C	1	1
Akfen İnşaat Turizm ve Ticaret A.Ş.	В	2	2	Akfen İnşaat Turizm ve Ticaret A.Ş.	В	2	2
Mehmet Semih Çiçek	В	1	1	Mehmet Semih Çiçek	В	1	1
Mustafa Dursun Akın	В	1	1	Mustafa Dursun Akın	В	1	1
Ahmet Seyfi Usluoğlu	В	1	1	Ahmet Seyfi Usluoğlu	В	1	1
Free Float	В	54.462.880	54.462.880	Free Float	В	54.462.880	54.462.880

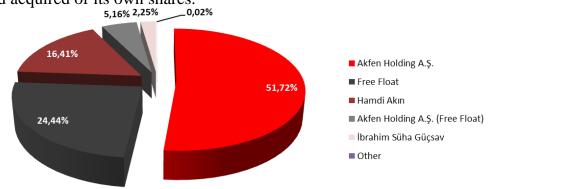
<sup>\*</sup> There are 9.500.447 unit shares belonging to Akfen Holding in Free Float.

**TOTAL** 

AA, C and D-group shares have privilege for nominating persons for election to the Board of Directors. Members of the Board of Directors are elected by the general assembly, whereby, 2 of them are elected among the candidates nominated by A-Group shareholders, 2 of them are elected among the candidates nominated by C-Group shareholders, and 2 of them are elected among the candidates nominated by D-Group shareholders.

184.000.000 184.000.000 TOTAL

The Company has no shares which it had acquired of its own shares.



184.000.000 184.000.000

<sup>\*</sup> There are 9.370.515 unit shares belonging to Akfen Holding in Free Float.

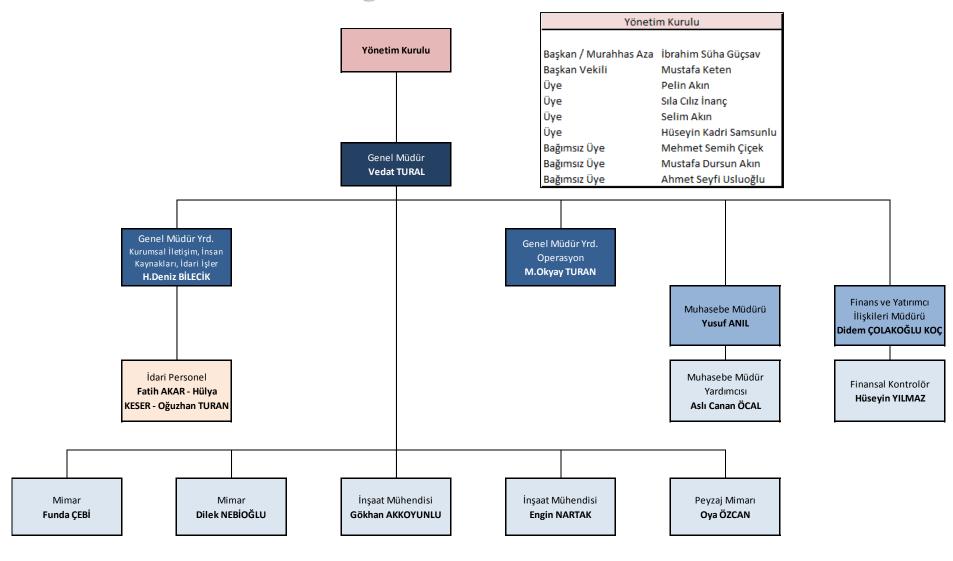


# **Shares Representing the Capital**

Group	Registered/ Bearer	Nominal Value per Share (TL)		Share in Capital (%)	Type of Privilige	Traded at the exchange or not
A	Registered	1	1.000,00	0	Has the privilige of selecting two board members in General Meetings.	Not traded at the exchange
В	Bearer	1	183.997.000,00	99,99	Has no privilige.	54.117.500 units are traded in the ISE's Corporate Merchandise Market.
С	Registered	1	1.000,00	0	Has the privilige of selecting two board members in General Meetings.	Not traded at the exchange
D	Registered	1	1.000,00	0	Has the privilige of selecting two board members in General Meetings.	Not traded at the exchange
		TOPLAM	184.000.000,00	100		



# **Organization Scheme**



akfen GYC		akfen	GYO
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<b>Board of Directors</b>	Title	<b>Audit Committee</b>	Title
İbrahim Süha Güçsav	Chairman	Mustafa Dursun Akın	Committee Chairman / Independent Member
Mustafa Keten	Vice Chairman	Ahmet Seyfi Usluoğlu	Member / Independent Member
Pelin Akın	Board Member	Mehmet Semih Çiçek	Member / Independent Member
Sıla Cılız İnanç	Board Member		
Selim Akın	Board Member	<b>Corporate Governance Committee</b>	Title
Hüseyin Kadri Samsunlu	Board Member		
Mehmet Semih Çiçek	Board Member and Member Board of Auditors	Mehmet Semih Çiçek	Committee Chairman / Independent Member
Mustafa Dursun Akın	Board Member and Chairman of Board of Auditors	Ahmet Seyfi Usluoğlu	Member / Independent Member
Ahmet Seyfi Usluoğlu	Board Member and Member Board of Auditors	Mustafa Dursun Akın	Member / Independent Member
Senior Level Executives	Title	Early Dedection of Risk Committee	Title
Vedat Tural	General Manager	Mustafa Dursun Akın	Committee Chairman / Independent Member
	Vice General Manager - Corporate Relations, Human Resources	Pelin Akın	Member
Hülya Deniz Bilecik	and Administrative Affairs	reilii Akiii	Welliber
Memduh Okyay Turan	Vice General Manager - Operations	Selim Akın	Member

Board of Directors' assembled 6 times, all Board of Directors' Members have participated in most of the meetings and all decions have been taken unanimously.

The amount of financial benefits provided for the Company's executives, such as honorariums, remunerations, premiums, bonuses, dividends are given below. No other financial rights, allowances, representation expenses, any real rights or rights in cash, insurance or similar guarantees were provided or paid. Total short term beneifts for top management of Akfen GYO and its subsidiaries as of 31 March 2014 is TL 476.112 (31 March 2013: TL 514.398), the Company confirms the statement according legal regulations and behaves according to wage policy of the Company.

Remuneration of Top Management (thousand TL)	31-Mar-14	31-Mar-13
Short term benefits	476	514



#### İBRAHİM SÜHA GÜÇSAV Chairman of the Board of Directors

İbrahim Süha Güçsav graduated from Istanbul University, Faculty of Economics in 1992 and received his Master's in business administration from Gazi University, Institute of Social Sciences. He began his professional career at Alexander & Alexander Insurance Brokerage in 1992 and joined the Akfen family in 1994. Güçsav served as the Head of Financing Department at Akfen Holding and then as Chief Executive Officer. He assumed important roles privatizations Vehicle of Inspection Stations. Mersin International Port and IDO; the establishment and investment stages of Akfen REIT; initial public offerings of Akfen Holding and Akfen REIT; share sales of subsidiaries and long-term project financing. Güçsav also held the position of Vice Chairman of the Board of Directors of Akfen Holding from 2003 to March 2010. Since then, he has served as the CEO and on the Board of Akfen Holding. He has been a member of the Board of Directors at Akfen Holding from March 2010 until May 2012 and has been CEO of Akfen Holding since March 2010. He also serves as the Chairman of the Board of Directors at Akfen REIT and Akfen Water and is a member of the Board at TAV Airports Holding. Mersin International Port, Akfen Energy Investments Holding and several other subsidiaries.

# MUSTAFA KETEN Vice Chairman of the Board of Directors

Mustafa Keten graduated from the Istanbul Academy of Economics and Commercial Sciences, Department of Economic Administration in 1968 and began his professional career in 1970 as an Assistant State Specialist in the Planning Organization. In 1978, he earned an MA in Development Administration from the Institute of Social Studies in the Netherlands. From 1979 to 1999, Keten worked in the State Planning Organization as President of Priority Development Regions, then as Undersecretary of Agriculture, Forestry and Village Affairs, Advisor to the Prime Minister, President of the Special Environmental Protection Board, President of Prime Ministerial Foundations and President of the Foundation's Board. During his time in the public sector, Keten also served on the Board of Directors Petkim at (petrochemicals) and Tamek Gida (foods) and as the Chairman of the Board of Directors at Güneş Sigorta (insurance) and at Vakıfbank. He has also been a faculty member at various educational institutions. Keten joined Akfen Holding in 1999 as Vice Chairman of the Board of Directors and has also served on the Board at the Eurasian Business Council, Turkish-Russian Business Council. Turkish-Georgian Business Council and as the President of the Turkish-Moldovan Business Council. He is currently the Vice President of the Turkish-Georgian Business Council. Board member of the Turkish Tourism Investors Association (TYD) and President of the Tourism Assembly at TOBB.

#### PELİN AKIN Board Member

Pelin Akın graduated from Surrey University, Department of Business Administration in Spanish, in the United Kingdom in 2010 and began her career in Strategy Division of the Finance Department of Deutsche Bank Madrid. After returning to Turkey, she was employed by TAV Airports and joined the MT program as a manager of the future. Akın worked as an event organizer at the Spanish Business Council of DEIK and had various other responsibilities at different working groups within the DEIK British Business Council. Akın also actively serves as a member of the Board of Trustees and on the Board of Directors at the Human Resource Education and Health Foundation of Turkey (TIKAV) established in 1999 under the leadership of Hamdi Akın. She serves as Vice-President in charge of the International Affairs at the International Youth Awards Association, supported by Akfen Holding as its main sponsor and represents the Association in the international arena. Akın is a standing member of the Advisory Committee representing Akfen as the Chair for Research in Contemporary Turkey at the London School of Economics and has served as the President of the Chair since 2010. Pelin Akin is also a member of GYIAD and a member of the Board of Directors at Akfen Holding and Akfen GYO.

#### SELİM AKIN Board Member

Selim Akın graduated from Surrey University, Department Business Administration, in the United Kingdom. He was the president of the Surrey University Turkish Association during his years in the university and became a member of Young Businessmen Association of Turkey (TUGIAD) after his return to Turkey. Concurrently, he is a member of DEIK Turkish-Russian Business Council and a member on the Executive Board of the DEIK Turkish-Iraqi Business Council. Akın began his professional career in Accounting Department at Akfen Holding and also held positions in Project Development and Finance Departments. Some of the projects in which he participated include the privatization and financing of Vehicle Inspection Stations,

privatization and financing of Mersin Port and Akfen Holding's IPO and corporate bond issues. Selim Akin currently serves as a Vice Chairman of the Board of Directors of Akfen Holding and as a member of the Board of Directors of its subsidiaries.



#### H. KADRİ SAMSUNLU Board Member

Hüseyin Kadri Samsunlu graduated from Boğaziçi University, Department of Economics in 1991 and received his post-graduate degree in business administration from the University of Missouri in 1993. Subsequently, he became a Certified Public Accountant (CPA) in the ofMissouri. state Samsunlu began his professional career as a Financial Analyst Türkiye Sınai Kalkınma Bankası. From 1995 to 2006, he held several management positions including General Manager **Board** and member Global at Investment Holding and its subsidiaries. Before joining Akfen in 2009, Samsunlu worked as a consultant in investments and corporate finance in Romania and Turkey for three years. He was appointed to the Board of Directors at TAV Airports Holding in 2009. He is currently serving as the Deputy General Manager at Akfen Holding and is on the Board at Akfen Holding subsidiaries.

#### SILA CILIZ İNANÇ Board Member

Sıla Cılız İnanç graduated from Marmara University, Faculty of Law in 1995. After completing her internship, she joined Akfen Holding in 1997. She has worked in the area of Public-Private Sector Partnerships in Turkey as well as in antitrust law processes in terms of joint ventures and transfer of shares and in processes related to Public Procurement Law and secondary public procurement legislation. She participated in the tender and transfer processes of the Build-Operate-Transfer model and in the privatization applications where Akfen and/or its subsidiaries were involved. İnanç also worked in the area of structuring project finance and loan transactions. Additionally, she was involved in administrative law, transfers of concessions and rights, construction contracts. FIDIC contracts, and in the area of Energy Law and Corporate Law mainly in Renewable Energy and Energy Market issues. Currently, she is serving on the Board at various Akfen subsidiaries.

#### MUSTAFA DURSUN AKIN Board Member

Mustafa Akın Dursun graduated from Ankara University Faculty Economics and Finance in 1974. began He his professional career as Assistant Inspector of the Audit Board at Vakıfbank in 1975. Mr. Akın subsequently worked in the same bank as Inspector between 1978 and Assistant of the Audit Board from 1983 to 1993; as Risk Monitoring Manager for the Istanbul Region from 1993 to 1997; and as Deputy General Manager in 1998. Mr. Akın also served as General Manager at Vakıf Real Estate Expertise of the Audit Board at the Istanbul Gold Exchange between 2003 and 2004. He has served as an Independent Board Member at Akfen REIT since 2008...

#### MEHMET SEMİH ÇİÇEK Board Member

M. Semih Çiçek graduated from Ankara Academy of Economics and Commercial Department Sciences, Business Administration in 1974. He subsequently earned his MA in Economic Policy from Marmara University, Institute of Social Sciences. Çiçek began his professional career Sekerbank and held several positions in the Financial Analysis Department of the same bank between 1974 and 1980. He then worked as Deputy Manager of Loans at the Head Office from 1980 to 1984, as Risk Monitoring Manager of the Risk Monitoring and Control Department between 1984 and 1993 and as Deputy General Manager from 1993 to 1999. He served as the Founding General Manager at Şeker Faktoring A.Ş. between 1999 and 2001; as an Executive Board member and Finance Coordinator Makimsan A.Ş. from 2001 to 2004: and as Executive Board member and Deputy General Manager of Financing at AS Celik A.S. between 2005 and 2006. Cicek has been serving as an Independent Board member at Akfen REIT since 2008.

#### AHMET SEYFİ USLUOĞLU Board Member

Ahmet Seyfi Usluoğlu graduated from Middle East Technical University, Department of Business Administration in 1978. He began his professional career as a Customs Supervisor at the Head Office of Petrol Ofisi then worked as an Inspector of the Audit Board at Türk Ticaret Bankası A.Ş. Head Office from 1982 to 1990; as Branch Manager of Türk Bankası Siteler Ticaret Branch from 1990 to 1993: as Branch Manager of Türk Ticaret Bankası Yenişehir Branch between 1993 and 1996: and as Branch Manager of Türk Ticaret Bankası Ankara Branch from 1996 until 2000. Usluoğlu has been serving as an Independent Board Member at Akfen REIT since 2009.



# **VEDAT TURAL General Manager**

Vedat Tural graduated from Fırat University, Department of Civil Engineering in 1982. From 1984 to 1989, he worked as Field Engineer and Performance Engineer at the Altınkaya Dam Project undertaken through the joint venture of Yüksel Construction & Güriş A.Ş. Tural then served as Project Manager between 1989 and 2005 at several construction projects by Yüksel Construction, including the Swiss Hotel, Zincirlikuyu Tat Towers, Sişli Tat Towers, Metrocity, Etiler Tat 2000 and Kadıköy Moda Tram. He joined Akfen Group in 2005 to work on the Novotel and Ibis Hotel Zeytinburnu projects. During his time as Deputy General Manager of Technical Affairs at Akfen REIT. he completed projects including Kayseri Novotel and Ibis Hotel; Gaziantep Novotel and Ibis Hotel; and Bursa Ibis Hotel.

# H. DENIZ BİLECİK Deputy General Manager – Corporate Communications, Human Resources and Administrative Affairs.

Hülya Deniz Bilecik graduated from Istanbul University, Department of Business Administration in 1990 and also attended the Human Resources Certificate Program at Boğaziçi University in 2009. She began her professional career as an investment specialist at Deha Menkul Değerler A.Ş. in 1990. After working at Nurol Menkul Değerler A.Ş. between 1992 and 1993, at Karon Menkul Değerler A.Ş. from 1994 to 1995 and as chief broker at Tür Menkul Değerler A.Ş. in 1995, Bilecik held the position of Manager at the Department of Domestic Markets at Alternatif Menkul Değerler A.Ş. from 1996 until 2006. She joined Akfen REIT in 2006 and has been actively involved in the establishment and the public offering of the company. Bilecik is currently serving as Deputy General Manager of Corporate Communications, Resources Human and Administrative Affairs and is also a member of GYODER and TÜYİD; she holds the CMB Advanced Level License.

#### MEMDUH OKYAY TURAN Deputy General Manager – Operations

Memduh Okyay Turan graduated from Bilkent University, Department of Tourism and Hotel Management in 1993. He began his professional career at Antalya Club Hotel Sera City & Resort and also at Antalya Dedeman Convention Center. He holds a Tourism Information Agencies Certificate granted by the Ministry of Tourism. Turan held managerial positions at the Front Office and Sales & Marketing Departments of Mega Residence Hotel and has served as the General Manager of St. Paul Tourism & Travel Agency and of the Mersin Hotel Chain Group. In addition, Turan served as General Coordinator at City Residence and at Kuşadası Mersin Beach Resort, both of which belong to the same group. Turan joined Akfen Group in June 2005 and has served as Deputy General Manager of Operations at Akfen REIT since 2008.

#### CÜNEYT BALTAOĞLU COORDINATOR OF AKFEN REIT RUSSIA INVESTMENT PROJECTS

Cüneyt Baltaoğlu graduate from Istanbul German High School and Istanbul Technical University Faculty of Architeture started his work life with participation in Russia – Tyumen Hotel Project belonging to Gama Constrcution in 1994.

Baltaoğlu participated in the real estate development/investment projects belonging to Koray-Enka partnership and Koray İnşaat between 1995 and 1998, finalized his MBA education in Netherland Erasmus University - Rotterdam School of Management between 1999-2001, later on became Founder General Manager in Lycos-Europe within Bertelsmann AG in Moscow.

Baltaoğlu has been Coordinator of Russia Investment Project of Akfen REIT since 2007.



#### **Human Resources Policies**

The Company's human resources policies are summarized as follows:

- The principle of providing equal opportunities to employees with equal qualifications is adopted in recruitment, training and development, compensation and career planning.
- The recruitment criteria are outlined in written form and are followed in practice.
- Employees are treated equally in terms of development and promotion; development policies and plans are prepared to help employees to improve their knowledge, skills and experience.
- The job definitions, performance evaluations and remuneration criteria of employees are determined by managers and shared with employees.
- Relations with employees are maintained by the Corporate Communications, Human Resources and Administrative Affairs Department and without discrimination among employees. The Company has not received any complaints of discrimination from employees.

The Company's goal is to create an employee profile that gives importance to professional developments while carrying out tasks at the highest performance level. To achieve this goal, the Company provides its employees with the in-house and external training opportunities in order to increase their success and efficiency.

Within the framework of this understanding, Akfen REIT builts an employee profile that adopts the Company's vision and mission, believes in teamwork and team spirit, embraces ethical values, social responsibility and who are customer-oriented. As of 31 March 2014, Akfen REIT had 13 employees; its subsidiaries had 17 employees. The average age of employees is 37 and women account for 30% of the total workforce.

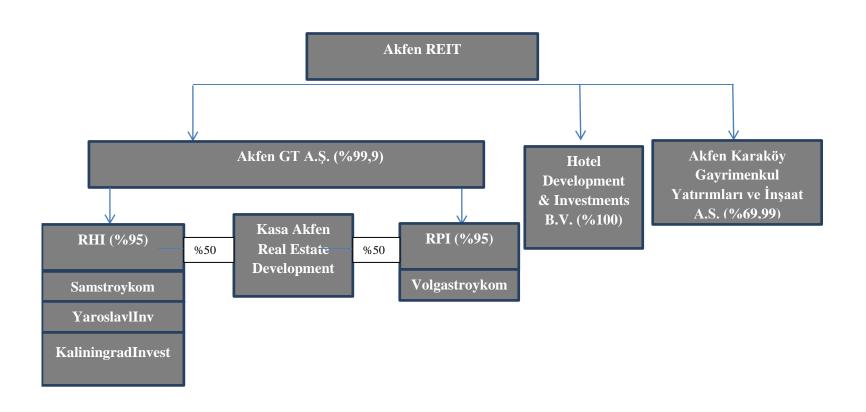
The Company will continue to work along with its human resources approach in the coming period with the aim of moving these values to higher levels.

#### Employee benefits (TL)

	31 March 2014	<b>31 December 2013</b>
Provision for vacation pay liability-short term Provision for employee termination indemnity-long	340,273	360,243
term	60,499	48,512
	400,772	408,755



# **Organizational Structure**





# **Group Companies**

Commercial Title	Field of Activity	Paid-in/Issued Capital	Share of Company in Capital	Currency	Share of Company in Capital	Nature of Relationship with the
Akfen Gayrimenkul Ticareti ve İnşaat A.Ş.	To create real estate portfolio	121.000.000,00	120.999.825,00	TL	99,99	Subsidiary
Russian Hotel Investment BV	To develop hotel projects in Russia	18.000,00	17.101,00	Euro	95	Subsidiary
Russian Property Investment BV	To develop hotel projects in Russia	18.000,00	17.101,00	Euro	95	Subsidiary
Hotel Development Investment BV	To develop hotel projects in Russia	18.000,00	18.000,00	Euro	100	Subsidiary
Akfen Karaköy Gayrimenkul Yatırımları ve İnşaat A.Ş.	To invest in real estate	17.200.000,00	12.039.656,00	TL	69,99	Subsidiary



## Risk Management

With consulting support from DRT Independent Audit and Public Accountancy Co. Inc. (Deloitte), works concerning Early Detection of Risk were finalized in 2012 and the Risk Management Handbook was presented to the Company's Board of Directors. It was resolved to have the principles contained in the Risk Management Handbook to be taken as basis for future internal audits of the Auditing Committee.

With the Board of Directors' decision No:2013/9 of March 19, 2013; it was unanimously decided by all attendees of the meeting that duties of the Early Detection of Risk Committee, which were executed by the Corporate Governance Committee be executed by establishing an individual committee as per Communiqué Serial:IV No:63, amending the Communiqué Serial:IV, No:56 of the Capital Markets Board; and that Mr M. Dursun Akın be appointed as the chairman of the Early Detection of Risk Committee to be established, whereby Ms Pelin Akın and Mr Selim Akın be appointed as members of the aforementioned committee. Committee assembled once since its establishement to report date for detection of reasons for juoardizing the Group's presence, development, the precautions and implementations for this and management of the risk and te committee presented the report to the board of directors.

As of 31 March 2014, the financial structure, financial position and performance of the Company has been evaluated, loss of capital and no situation related the Company's being heavily in debt has not been detected.

### **Audited Committee**

Şirketin;

- 01.01.2014 - 31.03.2014 fiscal year not reviewed by independent audit company; by Audited Committee and Board of Directors on 09.05.2014,

Consolidated and individual financial statements, comphrensive Income Statement and cash flows with their footnotes prepared in accordance with Capital Market Board Comminuque and activity report has been approved.

# **Important developments for 1st Quarter of 2014**



#### 31 March 2014, conclusion of Moscow Land Lawsuit

The issue regarding the lease agreement for the usage right of 3,000 m2 land in the center of Moscow of which belongs to HDI was brought to case and it has been decided to be paid Ruble 199,775,062,2 (Euro 4,560,000) in favor of the subsidiary of the Company by Moscow government. Appeal court upon the application of Moscow Ministry has approved the decision of first court in the same manner. Moscow government appealed the decision to State Council on 10 February 2014. On 31 March 2014, Chancery approved the decision given by the first court and appellate court and the valid decision has been published on 7 Nisan 2014.

#### 20 March 2014, Financing of Ibis Hotel Tuzla

Lease agreement with the date of 20 March 2014 and EUR 10.000.000 loan limit has been signed with Türkiye Sinai Kalkınma Bankası A.Ş. (TSKB) for financing of Tuzla Ibis Hotel Project having 200 rooms and the first loan usage amount which is EUR 4.000.000 has been retrieved on 10 April 2014.

#### 1 March 2014, Ibis Hotel Tuzla - Accor Lease Agreement

In 1 March 2014, a lease agreement related to developping Ibis Hotel Project with 200 rooms on the land in Aydinli village/Tuzla/Istanbul at 18 die plate, 4623 square obtained by Akfen GYO and leasing the Project to Accor S.A. has been signed. Lease term is 25+/-10 years and lease payment is established as 25% of gross revenue or the higher of 85% of the AGOP (Adjusted Gross Operating Profit).

#### 19 February 2014, Samara Ofifice Lease Agreement

Russian Property leased 746 squaremeter area of total rentable 4,637 squaremeter area of Samara Office in portfolio of Russian Property through its subsidiary Volgastroykom, to Samarasnabpodshipnik Company which is established by Samara Podshibnik company —one of the biggest roller producers- for sale of its productions with an agreement signed in 19 February 2014. Monthly rent amount is approximately TL 29,559, including VAT and rent payment will start on 15 April 2014.

#### 29 January 2014, Ibis Hotel Moscow - Accor Lease Agreement

HDI through its subsidiary Severny signed a lease agreement for 317 room IBIS Hotel building under construction in Moscow, Russia, with Russian Management Hotel Company, a company which ACCOR S.A. operates in Russia on 29 January 2014. The lease term is 25 years with right of 10 years' of prolongtion of ACCOR S.A. The rent shall be equal to 25% of gross revenue or the higher of 85% of the Adjusted Gross Operating Profit ("AGOP").

#### 29 January 2014, Selection of Valuation Company and Independent Audit Company

In Board of Director's meeting held on 29/01/2014;

- In pursuance of Capital Market Board's Principals for Real Estate Investments comminuque with Series III, No:48.1 article 35, EPOS Gayrimenkul Danışmanlık ve Değerleme A.Ş. A.Ş. has been decided as valuation company for the assets in our portfolio and EPOS Gayrimenkul Danışmanlık ve Değerleme A.Ş. and ELİT Gayrimenkul Değerleme A.Ş. have been decided as valuation companies for assets that may be added to our portfolio and will need valuation in year 2014.
- In pursuance of Capital Market Board's comminuque related to "Standards of Independent Audit in Capital Market", PWC-Başaran Nas Bağımsız Denetim ve Serbest Muhasebeci Mali Müşavirlik A.Ş. has been decided as independent audit company for 2014 fiscal year with condition of presenting to approval of upcoming general assembly.

# **Developments after 31 March 2014**



#### 6 May 2014, Result of Ordinary General Assembly for 2013

2013 Ordinary General Assembly Meeting of the Company was held in the headquarters of the Company located at Levent Loft Binası, Büyükdere Caddesi, No:201 C Blok Kat:8 Levent Istanbul on 06.05.2014 at 02.00 p.m. under supervision of Mr. M. Zafer Karakoç, the Ministry Representative appointed upon 12334 numbered and 05.05.2014 dated letter of the Provincial Directorate of Commerce, Istanbul Governorship, Republic of Turkey.

It was seen that the invitation of the meeting requested to be convened pursuant to article 414 of the Turkish Commercial Code, according to the procedures set forth both in Turkish Commercial Code and Articles of Association of the Company and as also covering the agenda, was made within the defined deadline by announcing in the issues of Turkish Trade Registry Gazette dated April 03, 2014, numbered 8542 and April 10, 2014, numbered 8547, besides issues of the newspaper Star dated 03.04.2014 and dated 04.04.2014, on the website of the Company and Electronic General Assembly System of the Central Registry Agency.

From review of the List of Attendants, it was seen that meeting quorum set forth both in the legislation and in articles of association was achieved because from total capital of the Company which is TL 184,000,000.-; 1000 Group A shares corresponding TL 1,000.-, 1000 Group C shares corresponding TL 1,000.-, 1000 Group D shares corresponding TL 1,000.-, and 142,941,083 Group B shares corresponding 142,941,083.- were represented in the meeting.

It was determined that Ibrahim Süha Güçsav- Member of the Board of Directors and Executive Director of the Company, Sıla Cılız Inanç- Member of the Board of Directors, M. Şafak Erdur- Senior Independent Auditor on behalf of the Akis İndependent Denetim Serbest Muhasebeci Mali Müşavirlik A.Ş. (KPMG)- Independent Audit Company were present in the meeting. The Ordinary General Assembly Meeting was opened by Ibrahim Süha Güçsav- Executive Director of the Company concurrently both in the electronic and physical environment, and discussion of the agenda was started.

Agenda topics were read by Sıla Cılız Inanç- the Member of the Board of Directors and as tehere were no recommendation for changing the sequence of the topics, discussion of the agenda topics were continued in the sequence announced.

The fact that TL 118.002.845.- "Consolidated Net Profit for the Period" achieved according to the consolidated financial statements for 2013 fiscal period prepared pursuant to the Capital Markets Board legislation and the Company's dividend distribution policy and audited by the KPMG-Akis Bağımsız Denetim ve Serbest Muhasebeci Mali Müşavirlik A.Ş. but no distributable profit was generated submitted to approval of the General Assembly. No refusal votes received virtually or physically.

Minutes of Ordinary General Assembly Meeting and list of attendants are attached.

#### 10 April 2014, Pledge of Ibis Hotel Tuzla Land

Lease agreement with the date of 20 March 2014 and EUR 10,000,000 loan limit has been signed with Türkiye Sinai Kalkınma Bankası A.Ş. (TSKB) for financing of Tuzla Ibis Hotel Project having 200 rooms and the first loan usage amount which is EUR 4,000,000 has been retrieved. Based on the loan agreement, the aforesaid property has been pledged to in favor of TSKB in first degree on 10 April 2014.

#### 1 April 2014, Board of Directors' decision to hold the General Assembly Meeting for the year 2013

With the Board of Directors' decision, it was decided;

Decision no1: To convene the Company's Ordinary General Assembly Meeting to review operations of activity year 2013 and to discuss and resolve the below specified items on the meeting agenda; at the Company's principal office address: Büyükdere Cad. Levent Loft Binası, No:201 C Blok Kat:8 Levent, Şişli - İstanbul Turkey, on 6 May 2014, 14:00.

Decision no2:

# **Developments after 31 March 2014**



#### 1 April 2014, Board of Directors' decision to hold the General Assembly Meeting for the year 2013 (continued)

Decision no2: To make ready information note related to The Reports related to Board of Directors and Financial Tables and Independent Audtors' Report, proposal related to dividend distribution, Dividend Distribution Policy and Activity Report and Corporate Governance Principles Report and agenda in head office of the company, in web site of the comany (<a href="www.akfengyo.com.tr">www.akfengyo.com.tr</a>) and in electroncal general assembly system of the Central Securities Depository 3 weeks before the date general assembly to be held

Desicion no 3. To notice the situation to the shareholders based on legal necessities

Decision no 4. To apply to Ministry of Customs and Trade, İstanbul Provincial Directorate of Commerce for setting date and Ministry Representative.

#### Agenda of the Ordinary General Assembly for 2013

- 1. Opening and election of the Chair of the Meeting
- 2. Authorization of the Chair of the Meeting for signing of the Minutes of the General Assembly Meeting
- 3. Reading, discussion and approval of 2013 Annual Report Company issued by the Board of Directors
- 4. Reading of summary of the Independent Audit Report issued for 2013 Accounting Year
- 5. Reading, discussion and approval of 2013 Financial Statements,
- 6. Discharge each member of the Board of Directors form liability individually due to 2013 activities of the Company
- 7. Pursuant to regulations of the Capital Market Board, presenting to approval the Company's "Dividend Policy" for 2013 and subsequent years
- 8. Acceptance, acceptance after change or rejection of the proposal of the Board of Directors for distribution of 2013 profit,
- 9. Giving information to the shareholders regarding duties of the members nominated for the Board of Directors, including independent members, both within and outside the group during the general assembly
- 10. Determining member number and term of office of the Board of Directors,
- 11. Conducting election according to the member number determined, election of independent members of the Board of Directors,
- 12. According to the Corporate governance Principles, giving information to the shareholders and approval of the "Remuneration Policy" for the members of the Board of Directors and top executives as well as payments made within this policy,
- 13. Determination of gross monthly wage of the members of the Board of Directors,
- 14. Pursuant to Turkish Commercial Code and regulations of the Capital Market Board, approval of the Independent Audit Company selected by the Board of Directors
- 15. Pursuant to regulations of the Capital Market Board, approval of the Independent Valuation Company selected by the Board of Directors
- 16. Giving information to the shareholders regarding donations made by the Company within 2013 and determination of upper limit for donations to be made in 2014,
- 17. Pursuant to regulations of the Capital Market Board, giving information to the shareholders regarding guarantee, pledge, mortgage and surety provided in favor of third parties as well as revenues and benefits obtained in 2013,
- 18. Giving permission to shareholders dominant in the management, members of the Board of Directors, top executives and their spouses and second degree blood relatives and relatives by marriage within framework of articles 395 and 396 of the Turkish Commercial Code besides giving information to shareholders regarding transactions carried out in this scope in 2013 according to the Corporate Governance Communique of the Capital Market Board, 19. Wishes and opinions.

# **Developments after 31 March 2014**



#### 1 April 2014, Board Decision related to Dividend Distrubiton of year 2013

With Board Decision of the comapny dated 01.04.2014 and with no 6;

Since there has been no distributable profit exist according to financial tables which has been prepared based on Turkish Accounting and Turkish Financial Reporting Standards published by Publich Inspection, Accounting and Audit Institution within the scope of II-14.1 comminuque of Capital Market Board, and audited by Denge Ankara Bağımsız Denetim ve Yeminli Mali Müşavirlik A.Ş., it is decided to inform the General Assebly and propound not to distrubite dividends.







		<b>Operational Hotels</b>	Number of Rooms	Ending Date of Land Lease	Date of Starting of Construction	Date of Hotel Openning
	1	Zeytinburnu IBIS	228	49 years	2005	March 2007
	2	Zeytinburnu NOVOTEL	208	49 years	2005	March 2007
	3	Eskişehir IBIS	108	22 years	2005	April 2007
	4	Trabzon NOVOTEL	200	49 years	2006	October 2008
	5	Gaziantep IBIS	177	30 years	2008	January 2010
	6	Gaziantep NOVOTEL	92	30 years	2008	January 2010
2	7	Kay seri IBIS	160	49 years	2008	March 2010
TURKEY	8	Kay seri NOVOTEL	96	49 years	2008	March 2010
R	9	Bursa IBIS	200	32 years	2009	November 2010
<b>E</b>	10	Adana IBIS	165	Owned	January 2011	September 2012
	11	Esenyurt IBIS	156	Owned	March 2011	January 2013
	12	İzmir IBIS	140	49 years	June 2011	June 2013
	13	Merit Park Hotel	299	49 years		April 2007
		Sub Total	2.229			
		<b>Projects under Construction</b>	L			
	1	Ankara IBIS	147	Owned	January 2013	2014
	2	Karaköy NOVOTEL	200	49 years	July 2012 **	2015
	3	Tuzla IBIS	200	Owned	August 2013	2015
		Sub Total	547			







September 2011 March 2012 Ağustos 2013

2015

1	16	TOTAL	2.776			
		<b>Operational Hotels</b>	Number of Rooms	Ending Date of Land Lease	Date of Starting of Construction	Date of Hotel Openning
	1	Yaroslavl IBIS	177	Owned	April 2010	September 20:
SIA	2	Samara IBIS	204	Owned	July 2009	March 20
RUSSIA	3	Kaliningrad IBIS	167	Owned	August 2011	Ağustos 20
N		Sub Total	548			
		<b>Projects under Construction</b>				
	1	Moscow IBIS	317	49 years	September 2013	20
		Sub Total	317	·	·	
	4	TOTAL	865			
2	20	CRAND TOTAL	3 641			



- Consolidated rent turnover reached TL11,5 million, increasing 33% compared to the same period of previous year.
- Consolidated EBITDA reached TL 8,6 million, increasing 63% compared to the same period of previous year.
- EBIDTA margin reached to 75% increasing by 14% compared to the same period of previous year.
- Net Assets became TL 981,3 million as of 31 March 2014.

Financial Outcomes				okfe	GYO
BALANCE SHEET (Million TL)	31-Mar-14	31-Dec-13	Income Statement (TRL mn)		31.Mar.14
CURRENT ASSETS	42,5	43,6	mone statement (TAL min)	J1.1V141.1J	J1.111a1.14
I			Revenue	8,7	11,5
Cash and cash equivalnets	25,9	30,3	Cost of Sales	-1,3	-1,4
Trade receivables	8,9	6,0	Cost of Sales	-1,5	-1,++
Other receivables	0,0	0,0	GROSS PROFITS / (LOSSES)	7,4	10,1
Prepaid expenses	3,1	2,2		,	,
Other current assets	4,5	5,0	Administrative Expenses	-2,1	-1,5
NON-CURRENT ASSETS	1.468,6	1.474,9	EBITDA	5,3	8,6
Other receivables	10,2	9,8	Other Operating Income	1,1	-0,7
Invesment properties	1.411,8	1.418,9	OPERATIONAL INCOME	6,4	7,9
Tangible and intangible assets	0,1	0,1	OI ERATIONAL INCOME	U, <del>T</del>	1,5
Prepaid expenses	10,6	11,8	Net Financial Income / (Loss)	-1,6	-25,0
Other non-current assets	35,9	34,3	PROFIT BEFORE TAXATION	4,8	-17,1
TOTAL ASSETS	1.511,1	1.518,5	Taxation on Income	-0,8	1,0
SHORT TERM LIABILITIES	110,6	105,2			
Short term financial liabilities	22,3	8,5	PROFIT AFTER TAX	4,0	-16,1
Short term portions of long term financial liabilities	78,7	83,8	Non-controlling Interest	-0,4	-0,6
Trade payables	6,8	11,2	Non-controlling interest	-0,4	-0,0
Other payables	0,9	0,8			
Deferred income	1,2	-	NET PROFIT FOR THE PERIOD	4,4	-15,5
Short term provisions	0,3	0,4	TELLINOTH LOW HILLIEMOD	7,7	10,0
Other short term liabilities	0,3	0,4			
Other Short term nationales	0,4	0,5	Change in Currency Translation Differences	-1,4	-10,8
LONG TERM LIABILITIES	494,9	480,5	TOTAL COMPREHENSIVE INCOME FOR THE	E ] 3,1	-26,3
Long term financial liabilities	424,7	408,5			
Other long term liabilities	70,2	72,0	Gross Margin	85%	88%

**EBITDA Margin** 

905,5

1.511,1

40%

932,8

1.518,5

39%

61%

75%

SHAREHOLDERS' EQUITY

**Total liabilities / Total assets** 

TOTAL LIABILITIES



# **Operasyonel Performans**

- As of 31 March 2014, a net loss of TL 15,5 million was disclosed.
- Main reason of the loss is 18,8 million TL foreign exchange loss. The reaon of high foreign exchange loss amount is the affect of high Euro/TL exchange rate as of 31 March 2014 compared to echange rate for 2013 year end to the Euro based loans of the Company.
- Hotel rental income reached TL 11,5 million, increasing 33% compared to same period of previous year.
- Average occupancy rate for hotels operating throughout Turkey as of March 31, 2014 is 64%; average occupancy rate for hotels operating in Russia as of March 31, 2014 is 46%; and average occupancy rate for all hotels as of March 31, 2014 was 60%.
- Average room price for hotels operating throughout Turkey as of March 31, 2014 is Euro 47; average room price for hotels operating in Russia as of March 31, 2014 is Euro 49 and average room price for all hotels as of March 31, 2014 is Euro 47.
- Consolidated hotel expenses reached TL 1,4 million as of 31 March 2014; increasing 9% from its level of TL 1,3 million for the same period of 2013.
- Consolidated general administrative expenses actualized as TL 1,5 million as of 31 March 2013; decreasing 29% from its level of TL2,1 million for the same period of 2013. Main reasons of decrease are deduction of personnel expenses in Russia and one-time expenses actualized in 2013 that does not exist in 1. quarter of 2014.
- As a result of less increase in hotel expenses comparing to hotel rental income and decreasing of general admisintrative expenses comparing to 2013, Consolidated EBITDA reached TL 8,64 million as of 31 March 2014; increasing 63% from its level of TL 5,29 million for 1. quarter of 2013.
- EBIDTA margin reached to 75% increasing by 14% compared to the same period of previous year.

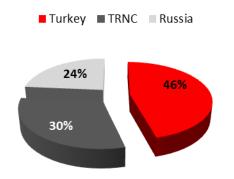
# **Financial Outcomes**

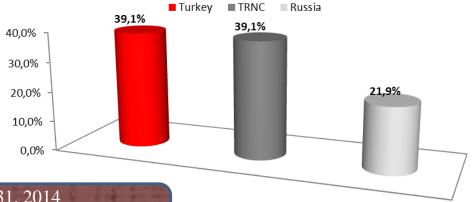


- Operating profit reached TL 7,9 million as of March 31, 2014; increasing 23% compared to same period of previous year.
- Interest expenses actualized in level of 5,5 million TL in 2014 increaing 40% comparing to same period of previous year.
- Net Assets became TL 981,3 million as of 31 March 2014.

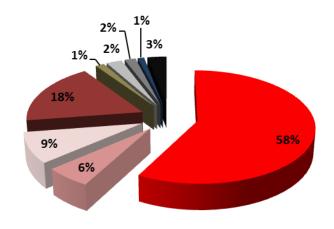
March 31, 2014
Distribution of Rental Income by
Regions (%)

March 31, 2014 Distribution of EBITDA by Regions (%)

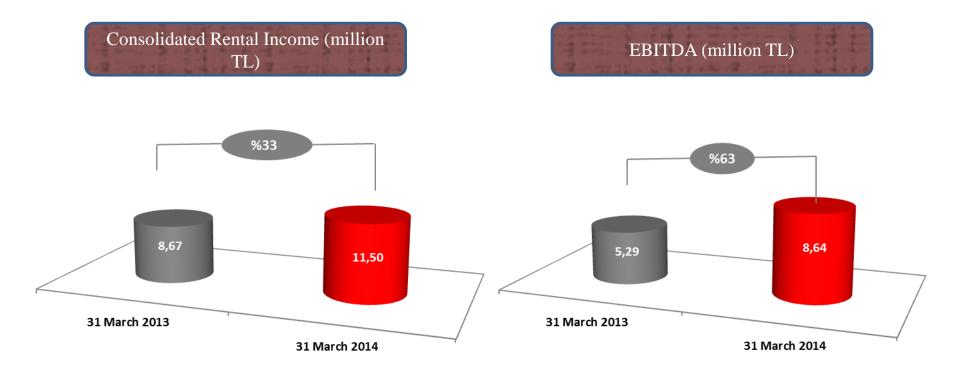




March 31, 2014
Distribution of General Administration
Expenses (%)



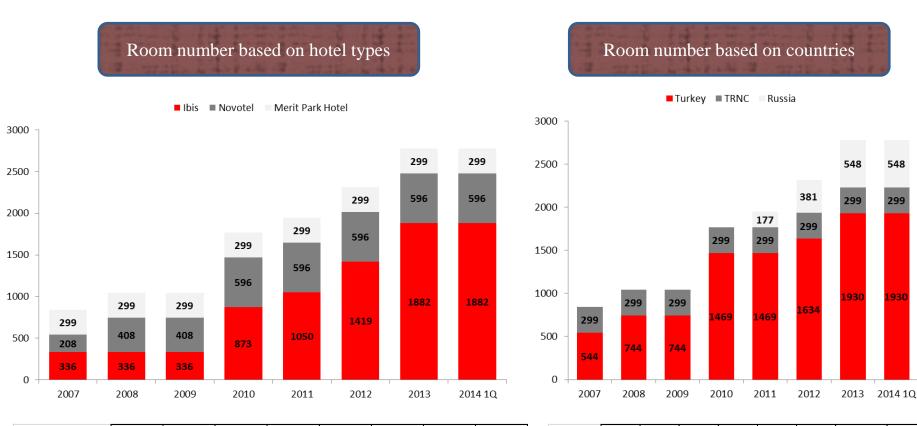
- Personnel expenses
- Outsourced service expenses
- Operating lease expenses
- Consultancy expenses
- Advertising expenses
- Travel and hosting expenses
- Tax and duties expenses
- Depreciation and amortisation expense
- Other





### **Yearly Room Capacity Development**

As of 31 March 2014, room numbers of the Company's 16 operational hotels is 2.777.



	2007	2008	2009	2010	2011	2012	2013	2014 1Q
Ibis	336	336	336	873	1050	1419	1882	1882
Novotel	208	408	408	596	596	596	596	596
Merit Park Hotel	299	299	299	299	299	299	299	299
Total	843	1043	1043	1768	1945	2314	2777	2777

	2007	2008	2009	2010	2011	2012	2013	2014 1Q
Turkey	544	744	744	1469	1469	1634	1930	1930
TRNC	299	299	299	299	299	299	299	299
Russia	0	0	0	0	177	381	548	548
Total	843	1043	1043	1768	1945	2314	2777	2777

# **Financial Outcomes**



31-Mar-14	Rental Income	<b>EBITDA</b>	EBITDA Margin	Net Debt
Turkey	5,3	3,4	64%	318,8
TRNC	3,5	3,4	97%	36,1
Russia	2,7	1,9	70%	144,9
CONSOLIDATED	11,5	8,6	75%	499,7

Rental Income	31-Mar-14	31-Dec-13	Change (%)
Turkey	5,3	4,5	17%
TRNC	3,5	2,8	23%
Russia	2,7	1,3	111%
CONSOLIDATED	11,5	8,7	33%

Personnel numbers	31-Mar-14	31-Dec-13	Change (%)
Turkey	13	13	0%
TRNC	2	2	0%
Russia	15	16	-6%
TOTAL	30	31	-3%

EBITDA	31-Mar-14	31-Dec-13	Change (%)
			_
Turkey	3,4	2,3	46%
TRNC	3,4	2,7	24%
Russia	1,9	0,3	653%
CONSOLIDATED	8,6	5,3	63%

omes					🚳 a k f	en GYO
31-Mar-14	31-Mar-13	Change (%)	ALL INCLUSIVE REVPAR (VAT EXC.) - TL	31-Mar-14	31-Mar-13	Change (%)
70%	78%	-7%				
66%	78%	-12%	Zeytinburnu Ibis Hotel	160,2	164,1	-2%
73%	80%	-7%	Zeytinburnu Novotel	199,4	201,9	-1%
58%	55%	3%	Eskişehir Ibis Hotel	97,5	102,3	-5%
75%	66%	9%	Trabzon Novotel	157,4	114,3	38%
69%	75%	-6%	Gaziantep Ibis Hotel	90,4	69,7	30%
56%	52%	5%	Gaziantep Novotel	183,7	145,1	27%
		-12%	•	67,1	53,2	26%
			•	106,5	116,2	-8%
			Bursa Ibis Hotel	70,2	75,6	-7%
			Adana Ibis Hotel	78,0	52,5	48%
			Esenyurt Ibis Hotel	89,1	67,0	33%
			İzmir Alsancak Ibis Hotel	99,4	0,0	
			Yaroslavl Ibis Hotel	109,8	104,0	6%
	70% 66% 73% 58% 75%	31-Mar-14       31-Mar-13         70%       78%         66%       78%         73%       80%         58%       55%         75%       66%         69%       75%         56%       52%         55%       67%         52%       60%         65%       49%         55%       44%         73%       0%         55%       61%	31-Mar-14         31-Mar-13         Change (%)           70%         78%         -7%           66%         78%         -12%           73%         80%         -7%           58%         55%         3%           75%         66%         9%           69%         75%         -6%           56%         52%         5%           55%         67%         -12%           52%         60%         -8%           65%         49%         16%           55%         44%         10%           73%         0%            55%         61%         -6%	31-Mar-14         31-Mar-13         Change (%)         ALL INCLUSIVE REVPAR (VAT EXC.) - TL           70%         78%         -7%         (VAT EXC.) - TL           66%         78%         -12%         Zeytinburnu Ibis Hotel           73%         80%         -7%         Zeytinburnu Novotel           58%         55%         3%         Eskişehir Ibis Hotel           75%         66%         9%         Trabzon Novotel           69%         75%         -6%         Gaziantep Ibis Hotel           56%         52%         5%         Kayseri Ibis Hotel           52%         60%         -8%         Kayseri Novotel           Bursa Ibis Hotel         Adana Ibis Hotel           Adana Ibis Hotel         Esenyurt Ibis Hotel           55%         44%         10%         Esenyurt Ibis Hotel           73%         0%          İzmir Alsancak Ibis Hotel           55%         61%         -6%         Yaroslavl Ibis Hotel	31-Mar-14         31-Mar-13         Change (%)         ALL INCLUSIVE REVPAR (VAT EXC.) - TL         31-Mar-14           70%         78%         -7%         Esytinburnu Ibis Hotel         160,2           73%         80%         -7%         Zeytinburnu Novotel         199,4           58%         55%         3%         Eskişehir Ibis Hotel         97,5           75%         66%         9%         Trabzon Novotel         157,4           69%         75%         -6%         Gaziantep Ibis Hotel         90,4           56%         52%         5%         Kayseri Ibis Hotel         67,1           52%         60%         -8%         Bursa Ibis Hotel         70,2           ALL INCLUSIVE REVPAR (VAT EXC.) - TL         160,2         2           Zeytinburnu Ibis Hotel         160,2         2           Zeytinburnu Novotel         199,4         97,5           Trabzon Novotel         157,4         6           Gaziantep Ibis Hotel         90,4           Kayseri Ibis Hotel         67,1           Kayseri Novotel         106,5           Bursa Ibis Hotel         70,2           Adana Ibis Hotel         89,1           İzmir Alsancak Ibis Hotel         99,4	31-Mar-14         31-Mar-13         Change (%)         ALL INCLUSIVE REVPAR (VAT EXC.) - TL         31-Mar-14 31-Mar-13           70%         78%         -7%         Zeytinburnu Ibis Hotel         160,2         164,1           73%         80%         -7%         Zeytinburnu Novotel         199,4         201,9           58%         55%         3%         Eskişehir Ibis Hotel         97,5         102,3           75%         66%         9%         Trabzon Novotel         157,4         114,3           69%         75%         -6%         Gaziantep Ibis Hotel         90,4         69,7           56%         52%         5%         Gaziantep Novotel         183,7         145,1           Kayseri Ibis Hotel         67,1         53,2         Kayseri Novotel         106,5         116,2           Bursa Ibis Hotel         70,2         75,6         Adana Ibis Hotel         78,0         52,5           55%         44%         10%         Esenyurt Ibis Hotel         89,1         67,0           73%         0%          İzmir Alsancak Ibis Hotel         99,4         0,0           55%         61%         -6%         Yaroslavl Ibis Hotel         109,8         104,0

Kaysell lois Hotel	3070	3270	370				
Kayseri Novotel	55%	67%	-12%	Kayseri Ibis Hotel	67,1	53,2	26%
Bursa Ibis Hotel	52%	60%	-8%	Kayseri Novotel	106,5	116,2	-8%
Adana Ibis Hotel	65%	49%	16%	Bursa Ibis Hotel	70,2	75,6	-7%
				Adana Ibis Hotel	78,0	52,5	48%
Esenyurt Ibis Hotel	55%	44%	10%	Esenyurt Ibis Hotel	89,1	67,0	33%
İzmir Alsancak Ibis Hotel	73%	0%		İzmir Alsancak Ibis Hotel	99,4	0.0	
Yaroslavl Ibis Hotel	55%	61%	-6%	Yaroslavl Ibis Hotel	109,8	104,0	6%
Samara Ibis Hotel	57%	45%	12%	Samara Ibis Hotel	123,2	90,2	37%
Kalinigrad Ibis Hotel	24%	0%	24%	Kalinigrad Ibis Hotel	45,1	0,0	
						·	
TOTAL	60%	62%	-2.%	TOTAL	113 3	106.6	6%

		00,0	-,-	Bursa Ibis Hotel	70,2	75,6	-7%
Adana Ibis Hotel	65%	49%	16%	Adana Ibis Hotel	78,0	52,5	48%
Esenyurt Ibis Hotel	55%	44%	10%	Esenyurt Ibis Hotel	89,1	67,0	33%
İzmir Alsancak Ibis Hotel	73%	0%		İzmir Alsancak İbis Hotel	99,4	0,0	33/0
Yaroslavl Ibis Hotel	55%	61%	-6%	Yaroslavl Ibis Hotel	109,8	104,0	6%
Samara Ibis Hotel	57%	45%	12%	Samara Ibis Hotel	109,8	90,2	37%
Kalinigrad Ibis Hotel	24%	0%	24%	Kalinigrad Ibis Hotel	45,1	0,0	
TOTAL	60%	62%	-2%	TOTAL	113,3	106,6	6%
AVERAGE ROOM PRICES (VAT EXC.) - TL	31-Mar-14	31-Mar-13	Change (%)	RENTAL INCOME (Thousand TL)	31-Mar-14	31-Mar-13	Change (%
				Zeytinburnu Ibis Hotel	1.056,8	1.129,5	-6%
Zeytinburnu Ibis Hotel	197,3	184,8	7%	Zeytinburnu Novotel	935,6	954,7	-2%
Zeytinburnu Novotel	226,5	187,2	21%	Eskişehir İbis Hotel	296,1	307,2	-4%
Eskişehir İbis Hotel	113,4	108,4	5%	Trabzon Novotel	623,3	452,5	38%
Trabzon Novotel	174,4	135,8	28%	Gaziantep Ibis Hotel	366,5	277,7	32%
Gaziantep Ibis Hotel	97,3	86,4	13%	Gaziantep Novotel	334,7	264,3	27%
Gaziantep Novotel	172,3	123,2	40%	Kayseri Ibis Hotel	241,7	191,5	26%
Kayseri Ibis Hotel	93,8	82,8	13%	Kayseri Novotel	202,4	220,9	-8%
Kayseri Novotel	130,5	116,0	12%	Bursa Ibis Hotel	316,1	376,7	-16%
Rurea Ibis Hotal	112.5	105.3	70/	Adana Ibis Hotel	289,5	195,0	48%

Addita 1015 110tc1	0570	<b>T</b> 2/0	1070	Adana Ibis Hotel	78,0	52,5	4
Esenyurt Ibis Hotel	55%	44%	10%	Esenyurt Ibis Hotel	89,1	67,0	3:
İzmir Alsancak Ibis Hotel	73%	0%		İzmir Alsancak Ibis Hotel	99,4	0,0	
Yaroslavl Ibis Hotel	55%	61%	-6%	Yaroslavl Ibis Hotel	109,8	104,0	6
Samara Ibis Hotel	57%	45%	12%	Samara Ibis Hotel	123,2	90,2	37
Kalinigrad Ibis Hotel	24%	0%	24%	Kalinigrad Ibis Hotel	45,1	0,0	-
TOTAL	60%	62%	-2%	TOTAL	113,3	106,6	6°
AVERAGE ROOM PRICES				RENTAL INCOME (Thousand TL)	31-Mar-14	31-Mar-13	Chang
(VAT EXC.) - TL	31-Mar-14	31-Mar-13	Change (%)				
				Zeytinburnu Ibis Hotel	1.056,8	1.129,5	-6
Zeytinburnu Ibis Hotel	197,3	184,8	7%	Zeytinburnu Novotel	935,6	954,7	-2
Zeytinburnu Novotel	226,5	187,2	21%	Eskişehir İbis Hotel	296,1	307,2	-4
Eskişehir Ibis Hotel	113,4	108,4	5%	Trabzon Novotel	623,3	452,5	38
Trabzon Novotel	174,4	135,8	28%	Gaziantep Ibis Hotel	366,5	277,7	32
Gaziantep Ibis Hotel	97,3	86,4	13%	Gaziantep Novotel	334,7	264,3	27
Gaziantep Novotel	172,3	123,2	40%	Kayseri Ibis Hotel	241,7	191,5	26
Kayseri Ibis Hotel	93,8	82,8	13%	Kayseri Novotel	202,4	220,9	-8
Kayseri Novotel	130,5	116,0	12%	Bursa Ibis Hotel	316,1	376,7	-16
Bursa Ibis Hotel	112,5	105,3	7%	Adana Ibis Hotel	289,5	195,0	48
Adana Ibis Hotel	90,9	86,4	5%	Esenyurt Ibis Hotel	312,8	172,5	81
Esenyurt Ibis Hotel	135,9	127,2	7%	İzmir Alsancak İbis Hotel	313,0	0,0	
İzmir Alsancak Ibis Hotel	119,0	0,0		Yaroslavl Ibis Hotel	849,7	530,8	60
Yaroslavl Ibis Hotel	150,0	132,0	14%	Samara Ibis Hotel	1.050,6	703,3	49
1 alosia vi lois Hotel	150,0	132,0	14/0	Samara Office	306,9	52,0	490

(VAT EXC.) - TL	51 Mai 14	or with 10	Change (70)				
				Zeytinburnu Ibis Hot	el	el 1.056,8	el 1.056,8 1.129,5
Zeytinburnu Ibis Hotel	197,3	184,8	7%	Zeytinburnu Novotel		935,6	935,6 954,7
Zeytinburnu Novotel	226,5	187,2	21%	Eskişehir İbis Hotel		296,1	296,1 307,2
Eskişehir İbis Hotel	113,4	108,4	5%	Trabzon Novotel		623,3	623,3 452,5
Frabzon Novotel	174,4	135,8	28%	Gaziantep Ibis Hotel		366,5	
Gaziantep Ibis Hotel	97,3	86,4	13%	Gaziantep Novotel		334,7	
Gaziantep Novotel	172,3	123,2	40%	Kayseri Ibis Hotel		241,7	
Kayseri Ibis Hotel	93,8	82,8	13%	Kayseri Novotel		202,4	
Kayseri Novotel	130,5	116,0	12%	Bursa Ibis Hotel		316,1	•
Bursa Ibis Hotel	112,5	105,3	7%	Adana Ibis Hotel		289,5	
Adana Ibis Hotel	90,9	86,4	5%	Esenyurt Ibis Hotel		312,8	
Esenyurt Ibis Hotel	135,9	127,2	7%	İzmir Alsancak İbis Hotel		313,0	
İzmir Alsancak İbis Hotel	119,0	0,0		Yaroslavl Ibis Hotel		849,7	,
Yaroslavl Ibis Hotel	150,0	132,0	14%	Samara Ibis Hotel Samara Office		1.050,6	
Samara Ibis Hotel	151,8	137,9	10%	Kaliningrad Ibis Hotel		306,9 510,2	
Kalinigrad Ibis Hotel	137,6	0,0		TRNC Merit Park Hotel		3.496,1	
		- ,-		THE CONTROLLED WITH THE PROPERTY OF THE PROPER		3.470,1	3170,1 2.011,0
TOTAL	144,2	131,3	10%	TOTAL	ľ	11.502,0	11.502,0 8.673,4

# **Financial Outcomes**



### Net Debt

Total amount of debt reached TL 525.7 million in 1. quarter of 2014; increasing 5% from its level of TL 500.8 million in 2013.

The main reasons of the increase in net debt and total amount of debt are the fact that 96% of current loans are euro loans and the increase of Euro/TL fx rate in 1. quarter of 2014 comparing to the 2013 year end.

Gross Debt (million TL)	31-Mar-14	31-Dec-13	Change (%)	Loan allocation based on currency	31-Mar-14	31-Dec-13	Change (%)
				<del>-</del>			
`urkey	339,3	319,6	6%	EUR	167,4	167,6	0%
RNC	36,1	40,2	-10%	TL	22,3	8,5	162%
Russia	150,3	141,0	7%				
				_			
CONSOLIDATED	525,7	500,8	5%	1			

Total Debt (million TL)	31-Mar-14	31-Dec-13	Change (%)
Less than 1 year	101,0	92,3	9%
1 – 2 years	73,8	62,6	18%
2 – 3 years	75,9	71,6	6%
3 – 4 years	78,8	75,5	4%
4 – 5 years	52,4	57,0	-8%
5 years and more	143,8	141,8	1%
TOTAL	525,7	500,8	5%
Annual Weighted Average Interest Rate for Euro Loans	5,68%	5,57%	0,11%
Annual Weighted Average Interest Rate for TL Loans	15,81%	12,76%	3,05%



# Investment Properties

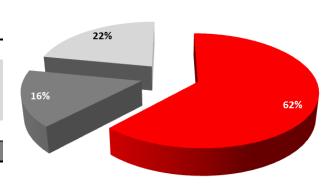
Total amount of investment properties within the Company's portfolio reached TL 1.411,8 million as of 31 March 2014.

<b>Investment Properties (Million TL)</b>	31-Mar-14	31-Dec-13	Change (%)
Operational investment properties	1.115,7	1.129,2	-1%
Investment properties under construction	296,0	289,7	2%
TOTAL	1.411,8	1.418,9	-1%

March 31, 2014
Distribution of Properties by
Regions (%)

■ Turkey ■ TRNC ■ Russia

<b>Investment Properties (Million TL)</b>	31-Mar-14	31-Dec-13	Change (%)
			_
Turkey	875,6	869,4	1%
TRNC	227,4	227,3	0%
Russia	308,9	322,1	-4%
TOTAL	1.411,8	1.418,9	-1%



# **Financial Outcomes**



Fair value of investment properties owned by the Company in Turkey and TRNC comprises the appraisament values as calculated on December 31, 2013 by TSKB Real Estate Appraisal Co. Inc., a real estate appraisal company registered with the CMB and listed among the CMB approved "Real Estate Appraisal Companies and the expenditures made for the properties fromm appraisal date to 31 March 2014

31 March 2014	
Name of Real Estate	Fair Value (Million TL)
Zeytinburnu Novotel and Ibis Hotel	247,4
Merit Park Otel - Girne	218,9
Karaköy Novotel Project	134,3
Trabzon Novotel	96,8
Gaziantep Novotel and Ibis Otel	65,3
Kayseri Novotel and Ibis Otel	60,8
Bursa Ibis Hotel	54,4
İzmir Ibis Hotel	46,8
Esenyurt Ibis Hotel	57,7
Adana Ibis Hotel	39,5
Ankara Esenboğa Ibis Hotel Project	38,6
Eskişehir Ibis Hotel and Fitness Center	16,9
Tuzla Ibis Hotel Project	17,0
Bafra Hotel Project	8,4
TOTAL	1.102,9

Fair value of investment properties owned by the Company in Russia comprises the values as calculated jointly by the Company Management and TSKB Real Estate Appraisal Co. Inc., a real estate appraisal company registered with the CMB and listed among the CMB approved "Real Estate Appraisal Companies and the expenditures made for the properties fromm appraisal date to 31 March 2014

31 March 2014	
Name of Real Estate	Fair Value (Million TL)
Moskova Hotel Projects	97,8
Samara Ibis Hotel	69,5
Yaroslavl Ibis Hotel	65,1
Kaliningrad Ibis Hotel	51,6
Samara Office	25,0
TOTAL	308,9

.

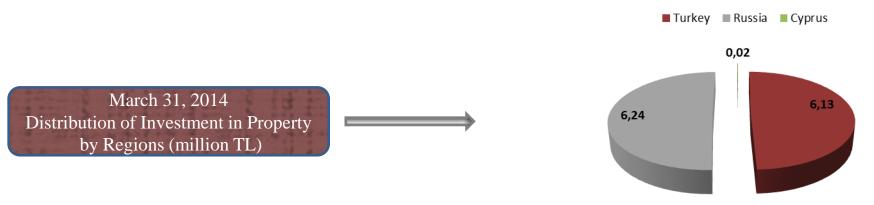
# **Financial Outcomes**





### **Investments in Property**

As of March 31, 2014; a total investment expense of TL 12,39 million was made for properties included in the Company's portfolio.



As of March 31, 2014

## **TURKEY**

Investment	Location	Number of Room	s Status	(Euro, VAT Included) *	Completion (%) **	Physical Completion (%)	Date for Openning
Novotel Karaköy	İstanbul	200	Under Construction	34.000.000	52%	48%	2015
Ibis Hotel Esenboğa Ankara	Ankara	147	Under Construction	10.000.000	99%	100%	2104
Ibis Hotel Tuzla	İstanbul	200	Project	15.000.000	41%	- '	2015

As of March 31, 2014

### **RUSSIA**

	Investment	Location	Number of Rooms	Status	Total investment Cost (Euro, VAT Included) *	Investment Completion (%) **	Physical Completion (%)	Estimated Date for Openning
This Hotel Moscow Moscow 317 Under Construction 33 500 000 55% 60%	Th: - TT-4-1 M	M	217	Hadaa Caaataa ti'aa	22 500 000	550/	<b>600</b> /	2015

- Does not include financing cost for the construction period and general administration expenses attributable to the peojects.
- Included advance payments made to the Contractors..



# Net Asset Value

The Company's net asset became TL 981,3 million as of 31 March 2014.

PORTFOLIO STATEMENT (mn TL)	31-Mar-14	31-Dec-13
Operationel Hotels		
Zeytinburnu Novotel and Ibis Hotel	247,4	247,4
Eskişehir Ibis Hotel and Fitness Center	16,9	16,9
Trabzon Novotel	96,8	96,8
Kayseri Novotel and Ibis Hotel	60,8	60,8
Gaziantep Novotel and Ibis Hotel	65,3	65,3
Bursa Ibis Hotel	54,4	54,4
Esenyurt Ibis Hotel	57,7	57,7
Adana Ibis Hotel	39,5	39,5
İzmir Ibis Hotel	46,8	46,8
Projects Under Construction		
Ankara Esenboğa Ibis Hotel Project	38,6	35,3
Tuzla Ibis Hotel Project	17,0	16,5
Affiliates	514,0	511,3
Money and Capital Market Instruments	0,9	0,4
TOTAL PORTFOLIO VALUE	1.256,2	1.249,2
Other Assets and Receivables	31,4	28,9
Debts	306,2	289,9
NET ASSET VALUE	981,3	988,2

Information in the statement are non-consolidated, and therefore may not match information in consolidated statements.







## **Government grants and incentives**

According to the Investment Incentive Law numbered 47/2000, the Group has a 100% of investment allowance on capital expenditures made until 31 December 2008 in TRNC.

# **Dividend Distribution Policy**

The Company makes its resolutions on dividend distribution by taking into account provisions of Turkish Commercial Code, Capital Markets Legislation, Regulations and Decisions of the Capital Markets Board, Tax Laws, other relevant legislations and the Company's Articles of Association.

Pursuant to the Board of Directors' decision of February 25, 2011, Akfen Real Estate Investment Trust Co. Inc. has adopted a dividend distribution policy based on the principle of "proposing to the General Assembly, distribution of minimum 30% of the distributable profit as of the accounting period of 2012, of by taking into account the Company's general profitability".

Dividend Distribution Policy is submitted to the information of shareholders, during the General Assembly meeting.

The Company's Dividend Distribution Policy is publicly disclosed on the Company's web site.

# **Portfolio Limitations**

	akfen	GYO
<b>€</b>	<b>u</b>	$\sim$

	Unconsolidated (separate) financial statement main account items	Related Regulation	31 March 2014	31 December 2013
A	Cash and capital market instruments	III-48.1. S/N 24 / (b)	917,042	409,421
В	Investment properties, investment property-based			
	projects,			
	investment property-based rights	III-48.1. S/N 24 / (a)	741,269,066	737,444,999
C	Participations	III-48.1. S/N 24 / (b)	513,970,607	511,336,900
	Due from related parties (non-trade)	III-48.1. S/N 23 / (f)		
	Other assets		31,409,026	28,922,193
D	Total assets	III-48.1. S/N 3 / (k)	1,287,565,741	1,278,113,513
E	Financial liabilities	III-48.1. S/N 31	298,860,183	281,647,741
F	Other financial liabilities	III-48.1. S/N 31	7,357,205	8,296,370
G	Finance lease liabilities	III-48.1. S/N 31	-	-
н	Due to related parties (non-trade)	III-48.1. S/N 23 / (f)		
I	Shareholders' equity (net asset value)	III-48.1. S/N 31	981,348,353	988,169,402
	Other liabilities			
D	Total liabilities and equity	III-48.1. S/N 3 / (k)	1,287,565,741	1,278,113,513
	Unconsolidated (separate) other financial information	Related Regulation	31 March 2014	31 December 2013
Al	Cash and capital market instruments held for payments of			
	investment properties for 3 years	III-48.1. S/N 24 / (b)		-
A2	Time / demand TL / foreign currency	III-48.1. S/N 24 / (b)	909,081	398,565
A3	Foreign capital market instruments	III-48.1. S/N 24 / (d)		
Bl	Foreign investment property, investment property-based			

		folio	W-	!/Nf!
_	which will be used for project developments	III-48.1. S/N 22 / (e)		-
J K	Non-cash loans Pledges on land not owned by the Investment Trust	III-48.1. S/N 31	818,736,260	763,683,318
C2	Participation to the operator company	III-48.1. S/N 28		-
	Foreign subsidiaries	III-48.1. S/N 24 / (d)	98,369,794	95,736,087
	Idle lands	III-48.1. S/N 24 / (c)		
ы	projects, investment property, investment property-based	III-48.1. S/N 24 / (d)		
	Foreign investment property, investment property-based	III-48.1. 5/IN 24 / (0)		-
	Time / demand TL / foreign currency Foreign capital market instruments	III-48.1. S/N 24 / (b) III-48.1. S/N 24 / (d)	909,081	398,565
	investment properties for 3 years	III-48.1. S/N 24 / (b)		
Al	Cash and capital market instruments held for payments of	-		

C2	Participation to the operator company	III-48.1. S/N	V28	-	
J K	Non-cash loans Pledges on land not owned by the Investment Trust	III-48.1. S/N	N31	818,736,26	0 763,683,318
	which will be used for project developments	III-48.1. S/N	V 22 / (e)	-	<u> </u>
		Portfolio			
		Constraints		ъ .	Minimum/Maximum
ъ	autfalia Cametoninta Balatad Bandatian	Related	Current	Previous	Ratio
	ortfolio Constraints Related Regulation ledges on Land not Owned by the Investment Trust	Regulation III-48.1. S/N 22 /	Period	Period	
W	hich will be Used for Project Developments	(e)	0.00%	0.00%	<10%
	ivestment Property, Investment Property Based rojects, Investment Property Based Rights	III-48.1. S/N 24 / (a). (b) III-48.1. S/N 24 /	57.57%	57.70%	>50%
4 F	ash and Capital Market Instruments and Participations oreign Investment Property, Investment Property based	(a). (b)	39.99%	44.04%	<50%
	rojects, Investment Property Based Rights, articipations, Capital Market Instruments	III-48.1. S/N 24 /	39.92%	40.01%	<49%
5 Io	ile Lands	(b)	0.00%	0.00%	<20%
6 P	articipation to the Operator Company		0.00%	0.00%	<10%
7 B	orrowing Limit	III-48.1. S/N 24 / (d) III-48.1. S/N 24 /	114.63%	106.62%	<500%
8 T	ime / Demand TL / Foreign Currency	(c)	0.07%	0.03%	<10%

The figures shown in the table are summarized and prepared in accordance with the 16. Article of the comminuque with II-14.1 no related to "Financial Reporting Principals in Capital Markets" and portfolio limitation regulations of the comminuque with III-48.1 no related to "Principals of Real Estate Investments". Additionally, since the information in the table is unconsolidated, they may differ from the consolidated information in the financial statements.



# Due to and due from related parties

### **Dure from realted parties (trade):**

As at 31 March 2014 and 31 December 2013, the Company has no due from related parties (trade)

### **Due to related parties (trade):**

As at 31 March 2014 and 31 December 2013, all amount of due to related parties is comprised from the prices difference invoices obtained from Akfen İnşaat related to progress payments of Esenyurt, İzmir ve Adana projects of the Company.

Due to related parties (trade) (TL)	31-Mar-14	31-Dec-13
Akfen Insaat Turizm ve Ticaret A.Ş.	769.091	751.010

# **Related party transactions**

Investment properties under development (TL)	1 January- 31 March 2014	1 July- 31 March 2013
Akfen Insaat Turizm ve Ticaret A.Ş.	4.328.658	3.231.733

Rent expenses (TL)	1 January- 31 March 2014	1 July- 31 March 2013
Hamdi Akın	69.425	66.843



- General Assembly Meeting Information Document
- Agenda of General Assembly Meeting
- Minutes of General Assembly Meeting
- List of Attendants
- Disclosure Policy
- Corporate Governance Principals Compliance Report
- Code of Ethics
- Statement of Responsibility



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