



*AKFEN REAL ESTATE INVESTMENT TRUST*

*Monthly Investor Report*

*"APRIL 2015"*

# **AKFEN REIT**

*April 2015*

## **Hotel Performance Summary**

- ▶ 16 Accor operated hotels, 13 of which are in Turkey and 3 in Russia for which we have variable lease agreements with Accor, rental income from these hotels increased by 5% in Euro terms for the first 4 months of 2015 compared to the same period of 2014.
- ▶ Total rent revenue including the fixed rental income from Northern Cyprus Merit Park Hotel and Samara Office for the first 4 months of 2015 increased by 4% in Euro terms compared to the same period of 2014.

### **Turkey - Ibis Hotels**      2015 January - April / 2014 January - April Comparison

- ▶ 9 Operational Ibis Hotels in Turkey reported an overall ARR of €42 for the first 4 months of 2015.
- ▶ Overall Occupancy ratio for 9 Ibis Hotels in Turkey is 66% for the first 4 months of 2015.
- ▶ As a result, total rent revenue from these hotels increased by 5% in Euro terms.

### **Turkey - Novotels**      2015 January - April / 2014 January - April Comparison

- ▶ 4 Operational Novotels in Turkey reported an overall ARR of €60 for the first 4 months of 2015.
- ▶ Overall Occupancy ratio for 4 Novotels in Turkey is 68% for the first 4 months of 2015.
- ▶ As a result, total rent revenue from these hotels decreased by 8% in Euro terms for the first 4 months of 2015.

### **Turkey - Overall**      2015 January - April / 2014 January - April Comparison

- ▶ Overall ARR of these 13 Hotels in Turkey is €47 for the first 4 months of 2015.
- ▶ Overall Occupancy ratio for Turkey Hotels is %67 for the first 4 months of 2015.
- ▶ As a result, total rent revenue from Turkey hotels actualized in the same level in Euro terms compared to the same period of 2014.

### **Russia - IBIS Hotels**      2015 January - April / 2014 January - April Comparison

- ▶ 3 Ibis Hotels in Russia reported an overall ARR of €34 for the first 4 months of 2015.
- ▶ Overall Occupancy ratio for 3 Ibis Hotels in Russia is 50% for the first 4 months of 2015.
- ▶ As a result, total rent revenue from these hotels increased by 17% in Euro terms.

AKFEN REIT

OPERATING PERFORMANCE BY HOTEL FOR 2007-2015

		2007-2014 ANNUALLY								2014	2015	Change %
1481 rooms		2007	2008	2009	2010	2011	2012	2013	2014	Jan-Apr	Jan-Apr	
TOTAL TURKEY - IBIS	% Occ.Rate	68%	83%	73%	52%	61%	64%	64%	65%	66%	66%	0%
	ARR excl VAT (Euro)	53	63	63	58	50	52	48	42	41	42	2%
	ARR excl VAT (TL)	93	119	134	115	117	121	122	121	125	118	-6%
	RevPar (Euro)	36.4	51.9	45.5	30.3	30.7	33.7	30.8	27.1	27.4	27.8	2%
	RevPar (TL)	63.6	98.0	97.3	60.3	71.6	77.6	77.7	78.8	82.4	77.7	-6%
	Total Revenue (Euro)	4,223,717	7,519,568	6,402,021	8,709,471	11,582,439	13,613,967	16,854,796	16,316,698	5,237,813	6,032,722	15%
	Total Revenue (TL)	7,389,756	14,200,454	13,695,295	17,326,371	26,973,407	31,366,097	42,558,114	47,383,383	15,766,847	16,855,673	7%
	All Inclusive RevPar (Euro)	45	61	52	36	36	40	37	33	33	34	4%
	All Inclusive RevPar (TL)	78	115	112	71	85	92	93	95	98	95	-4%
	GOP%					49%	46%	42%	41%	45%	40%	-5%
	Effective % of Rent / Revenue	23%	23%	23%	23%	31%	29%	29%	27%	28%	25%	-2%
	Akfen Rent Revenue (Euro)	967,218	1,731,305	1,477,445	2,030,808	3,539,438	3,988,328	4,870,524	4,370,565	1,457,828	1,530,290	5%
	Akfen Rent Revenue (TL)	1,701,832	3,272,243	3,164,121	4,040,074	8,244,538	9,193,184	12,285,274	12,705,184	4,388,432	4,278,375	-3%

		2007-2014 ANNUALLY								2014	2015	Change %
596 rooms		2007	2008	2009	2010	2011	2012	2013	2014	Jan-Apr	Jan-Apr	
TOTAL TURKEY - NOVOTEL	% Occ.Rate	56%	67%	60%	61%	69%	74%	74%	70%	65%	68%	3%
	ARR excl VAT (Euro)	83	84	69	64	66	70	70	68	62	60	-5%
	ARR excl VAT (TL)	147	160	147	126	154	160	177	198	188	167	-11%
	RevPar (Euro)	46.7	56.1	41.0	39.2	45.1	51.3	51.9	47.9	40.9	40.6	-1%
	RevPar (TL)	82.4	106.3	87.6	77.0	105.2	117.9	131.0	138.9	122.9	113.5	-8%
	Total Revenue (Euro)	4,261,771	7,380,437	8,756,032	12,390,708	14,302,758	16,094,673	16,383,843	14,834,979	4,239,783	4,208,768	-1%
	Total Revenue (TL)	7,521,380	13,974,089	18,725,858	24,321,384	33,327,388	37,004,335	41,240,011	43,041,563	12,753,292	11,773,221	-8%
	All Inclusive RevPar (Euro)	70	79	59	59	66	74	75	68	59	59	-1%
	All Inclusive RevPar (TL)	123	149	126	116	153	170	190	198	178	165	-8%
	GOP%					41%	42%	43%	42%	39%	33%	-7%
	Effective % of Rent / Revenue	22%	22%	27%	24%	25%	24%	26%	26%	24%	24%	-2%
	Akfen Rent Revenue (Euro)	945,590	1,631,696	2,360,554	2,947,335	3,590,179	3,888,289	4,248,507	3,802,592	1,008,983	929,313	-8%
	Akfen Rent Revenue (TL)	1,681,448	3,093,370	5,076,372	5,863,428	8,364,699	8,940,786	10,684,138	11,031,727	3,033,923	2,599,559	-14%

		2007-2014 ANNUALLY								2014	2015	Change %
2077 rooms		2007	2008	2009	2010	2011	2012	2013	2014	Jan-Apr	Jan-Apr	
TOTAL TURKEY - IBIS/NOVOTEL	% Occ.Rate	63%	64%	66%	52%	64%	68%	67%	67%	66%	67%	1%
	ARR excl VAT (Euro)	64	67	64	53	57	60	56	50	48	47	-1%
	ARR excl VAT (TL)	113	129	137	105	133	137	141	145	144	132	-8%
	RevPar (Euro)	40.7	43.1	42.0	27.5	36.6	40.6	37.6	33.4	31.5	31.5	0%
	RevPar (TL)	71.6	81.5	89.9	54.2	85.3	93.4	94.8	97.0	94.9	88.0	-7%
	Total Revenue (Euro)	8,485,488	14,900,005	15,158,053	21,100,179	25,885,197	29,708,640	33,238,639	31,151,677	9,477,596	10,241,490	8%
	Total Revenue (TL)	14,911,135	28,174,543	32,421,153	41,647,754	60,300,795	68,370,432	83,798,125	90,424,946	28,520,139	28,628,893	0%
	All Inclusive RevPar (Euro)	53	55	56	39	48	53	49	43	41	41	0%
	All Inclusive RevPar (TL)	94	104	119	78	113	123	124	126	123	115	-7%
	GOP%					45%	44%	43%	41%	42%	37%	-5%
	Effective % of Rent / Revenue	23%	23%	25%	24%	28%	27%	27%	26%	26%	24%	-2%
	Akfen Rent Revenue (Euro)	1,912,807	3,363,001	3,837,999	4,978,143	7,129,617	7,876,617	9,119,031	8,173,157	2,466,811	2,459,603	0%
	Akfen Rent Revenue (TL)	3,383,280	6,365,612	8,240,493	9,903,502	16,609,237	18,133,969	22,969,412	23,736,911	7,422,355	6,877,934	-7%

		2007-2014 ANNUALLY								2014	2015	Change %
548 rooms		2007	2008	2009	2010	2011	2012	2013	2014	Jan-Apr	Jan-Apr	
TOTAL RUSSIA - IBIS	% Occ.Rate					36%	59%	58%	53%	48%	50%	1%
	ARR excl VAT (Euro)					46	51	53	46	49	34	-30%
	ARR excl VAT (TL)					110	117	136	135	147	95	-35%
	RevPar (Euro)					16.7	29.7	30.9	24.5	23.5	16.9	-28%
	RevPar (TL)					39.6	68.3	78.4	71.3	70.7	47.3	-33%
	Total Revenue (Euro)					474,235	5,220,354	6,734,014	6,746,038	2,141,491	1,570,627	-27%
	Total Revenue (TL)					1,125,027	11,989,021	17,104,003	19,600,608	6,443,708	4,398,430	-32%
	All Inclusive RevPar (Euro)					23	41	42	34	33	24	-27%
	All Inclusive RevPar (TL)					54	94	107	98	98	67	-32%
	GOP%					2%	41%	43%	39%	46%	74%	-1%
	Effective % of Rent / Revenue					0%	25%	30%	44%	46%	74%	27%
	Akfen Rent Revenue (Euro)					0	1,299,960	1,996,248	2,993,934	987,784	1,155,551	17%
	Akfen Rent Revenue (TL)					0	2,981,781	5,131,169	8,700,836	2,975,117	2,974,981	0%

		2007-2014 ANNUALLY								2014	2015	Change %
2625 rooms		2007	2008	2009	2010	2011	2012	2013	2014	Jan-Apr	Jan-Apr	
GRAND TOTAL - TURKEY & RUSSIA	% Occ.Rate	63%	64%	66%	52%	63%	66%	65%	64%	62%	63%	1%
	ARR excl VAT (Euro)	64	67	64	53	57	58	56	49	48	45	-6%
	ARR excl VAT (TL)	113	129	137	105	133	134	140	144	145	126	-13%
	RevPar (Euro)	40.7	43.1	42.0	27.5	36.6	38.6	36.3	31.5	29.8	28.4	-4%
	RevPar (TL)	71.6	81.5	89.9	54.2	85.3	88.7	91.6	91.4	89.5	79.5	-11%
	Total Revenue (Euro)	8,485,488	14,900,005	15,158,053	21,100,179	26,359,431	34,928,994	39,972,653	37,897,715	11,619,087	11,812,116	2%
	Total Revenue (TL)	14,911,135	28,174,543	32,421,153	41,647,754	61,425,822	80,359,453	100,902,128	110,025,554	34,963,846	33,027,324	-6%
	All Inclusive RevPar (Euro)	53	55	56	39	47	51	48	41	39	37	-4%
	All Inclusive RevPar (TL)	94	104	119	78	113	117	121	120	118	105	-11%
	GOP%					44%	43%	43%	41%	41%	37%	-5%
	Effective % of Rent / Revenue	23%	23%	25%	24%	27%	26%	28%	29%	30%	31%	1%
	Akfen Rent Revenue (Euro)	1,912,807	3,363,001	3,837,999	4,978,143	7,129,617	9,176,577	11,115,279	11,167,091	3,454,595	3,615,155	5%
	Akfen Rent Revenue (TL)	3,383,280	6,365,612	8,240,493	9,903,502	16,609,237	21,115,750	28,100,581	32,437,747	10,397,471	9,852,915	-5%

299 rooms		2007	2008	2009	2010	2011	2012	2013	2014	2014	2015	Change %
Merit Park Hotel/Casino Rent Rev. (E)		1,500,000	4,581,244	4,386,159	4,259,840	4,709,840	4,475,180	4,750,000	4,750,000	1,583,333	1,583,333	
Merit Park Hotel / Casino Rent Rev. (TL)		2,667,300	8,602,631	9,444,952	8,567,482	11,011,714	10,294,900	11,997,391	13,818,700	4,661,492	4,488,908	-4%

Samara Office Rent Rev. (EURO)							378,782	621,792	156,793	185,549	18%
Samara Office Rent Rev. (TL)							970,036	1,803,427	472,651	485,907	3%

	843 rooms	1,043 rooms	1,043 rooms	1,768 rooms	1,945 rooms	2,314 rooms	2,777 rooms	2,924 rooms	2,777 rooms	2,911 rooms	Change %
GRAND TOTAL (EURO)	3,412,807	7,944,245	8,224,158	9,237,983	11,839,457	13,651,757	16,244,061	16,538,883	5,194,722	5,384,037	
GRAND TOTAL (TL)	6,050,580	14,968,243	17,685,445	18,470,985	27,620,951	31,410,650	41,068,008	48,059,873	15,531,614	14,827,730	-5%

# AKFEN REIT

## INVESTMENTS UNDER PROGRESS

As of 30 April 2015

### TURKEY

Investment	Location	Number of Rooms	Status	Total Investment Cost (Euro, including VAT)	Investment Completion (%) *	Physical Completion (%)	Expected Hotel Opening Date
Novotel Karaköy	İstanbul	200	Under Construction	34,000,000	82%	75%	2015
Ibis Hotel Tuzla	Tuzla	200	Under Construction	15,000,000	56%	15%	2016

As of 30 April 2015

### RUSYA

Investment	Location	Number of Rooms	Status	Total Investment Cost (Euro, including VAT)	Investment Completion (%) *	Physical Completion (%)	Expected Hotel Opening Date
Ibis Hotel Moscow	Moscow	317	Under Construction	33,500,000	97%	99%	2015

\* Not including financing cost incurred during the construction stage and general&administrative expenses attributable to the projects.

\*\* Including advances paid to the contractor.