



AKFEN REAL ESTATE INVESTMENT TRUST

Monthly Investor Report

"FEBRUARY 2015"

AKFEN REIT

February 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 8% in Euro terms for the first 2 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 2 months of 2015 increased by 6% in Euro terms compared to the same period of 2014.

Turkey - Ibis Hotels 2015 January - February / 2014 January - February Comparison

- ▶ 9 Operational Ibis Hotels in Turkey reported an overall ARR of €41 for the first 2 months of 2015.
- ▶ Overall Occupancy ratio for 9 Ibis Hotels in Turkey is 63% for the first 2 months of 2015.
- ▶ As a result, total rent revenue from these hotels increased by 9% in Euro terms.

Turkey - Novotels 2015 January - February / 2014 January - February Comparison

- ▶ 4 Operational Novotels in Turkey reported an overall ARR of €56 for the first 2 months of 2015.
- ▶ Overall Occupancy ratio for 4 Novotels in Turkey is 61% for the first 2 months of 2015.
- ▶ As a result, total rent revenue from these hotels decreased by 6% in Euro terms for the first 2 months of 2015.

Turkey - Overall 2015 January - February / 2014 January - February Comparison

- ▶ Overall ARR of these 13 Hotels in Turkey is €45 for the first 2 months of 2015.
- ▶ Overall Occupancy ratio for Turkey Hotels is %63 for the first 2 months of 2015.
- ▶ As a result, total rent revenue from Turkey hotels increased by 3% in Euro terms.

Russia - IBIS Hotels 2015 January - February / 2014 January - February Comparison

- ▶ 3 Ibis Hotels in Russia reported an overall ARR of €30 for the first 2 months of 2015.
- ▶ Overall Occupancy ratio for 3 Ibis Hotels in Russia is 46% for the first 2 months of 2015.
- ▶ As a result, total rent revenue from these hotels increased by 17% in Euro terms.

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OPERATING PERFORMANCE BY HOTEL FOR 2007-2015

		2007-2014 ANNUALLY								2014	2015	Change %
1481 rooms		2007	2008	2009	2010	2011	2012	2013	2014	Jan - Feb	Jan - Feb	
TOTAL TURKEY - IBIS	% Occ.Rate	68%	83%	73%	52%	61%	64%	64%	65%	64%	63%	0%
	ARR excl VAT (Euro)	53	63	63	58	50	52	48	42	40	41	3%
	ARR excl VAT (TL)	93	119	134	115	117	121	122	121	121	114	-6%
	RevPar (Euro)	36.4	51.9	45.5	30.3	30.7	33.7	30.8	27.1	25.4	26.1	3%
	RevPar (TL)	63.6	98.0	97.3	60.3	71.6	77.6	77.7	78.8	76.7	72.0	-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	2,399,295	2,811,169	17%
	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	7,246,875	7,739,613	7%
	All Inclusive RevPar (Euro)	45	61	52	36	36	40	37	33	30	32	6%
	All Inclusive RevPar (TL)	78	115	112	71	85	92	93	95	92	89	-4%
	GOP%					49%	46%	42%	41%	42%	36%	-6%
	Effective % of Rent / Revenue	23%	23%	23%	23%	31%	29%	29%	27%	27%	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	644,425	702,057	9%
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	1,946,441	1,932,868	-1%	

		2007-2014 ANNUALLY								2014	2015	Change %
596 rooms		2007	2008	2009	2010	2011	2012	2013	2014	Jan - Feb	Jan - Feb	
TOTAL TURKEY - NOVOTEL	% Occ.Rate	56%	67%	60%	61%	69%	74%	74%	70%	59%	61%	2%
	ARR excl VAT (Euro)	83	84	69	64	66	70	70	68	61	56	-8%
	ARR excl VAT (TL)	147	160	147	126	154	160	177	198	185	155	-17%
	RevPar (Euro)	46.7	56.1	41.0	39.2	45.1	51.3	51.9	47.9	36.0	34.1	-5%
	RevPar (TL)	82.4	106.3	87.6	77.0	105.2	117.9	131.0	138.9	108.7	93.8	-14%
	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	1,821,311	1,770,139	-3%
	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	5,501,174	4,871,934	-11%
	All Inclusive RevPar (Euro)	70	79	59	59	66	74	75	68	52	50	-3%
	All Inclusive RevPar (TL)	123	149	126	116	153	170	190	198	156	139	-11%
	GOP%					41%	42%	43%	42%	33%	21%	-13%
	Effective % of Rent / Revenue	22%	22%	27%	24%	25%	24%	26%	26%	23%	23%	-1%
	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	413,908	391,094	-6%
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	1,250,215	1,076,406	-14%	

		2007-2014 ANNUALLY								2014	2015	Change %
2077 rooms		2007	2008	2009	2010	2011	2012	2013	2014	Jan - Feb	Jan - Feb	
TOTAL TURKEY - IBIS/NOVOTEL	% Occ.Rate	63%	64%	66%	52%	64%	68%	67%	67%	62%	63%	0%
	ARR excl VAT (Euro)	64	67	64	53	57	60	56	50	46	45	-2%
	ARR excl VAT (TL)	113	129	137	105	133	137	141	145	140	125	-10%
	RevPar (Euro)	40.7	43.1	42.0	27.5	36.6	40.6	37.6	33.4	28.7	28.4	-1%
	RevPar (TL)	71.6	81.5	89.9	54.2	85.3	93.4	94.8	97.0	86.6	78.2	-10%
	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	4,220,606	4,581,308	9%
	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	12,748,049	12,611,548	-1%
	All Inclusive RevPar (Euro)	53	55	56	39	48	53	49	43	37	37	1%
	All Inclusive RevPar (TL)	94	104	119	78	113	123	124	126	112	103	-8%
	GOP%					45%	44%	43%	41%	39%	30%	-8%
	Effective % of Rent / Revenue	23%	23%	25%	24%	28%	27%	27%	26%	25%	24%	-1%
	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	1,058,332	1,093,151	3%
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	3,196,657	3,009,274	-6%	

		2007-2014 ANNUALLY								2014	2015	Change %
548 rooms		2007	2008	2009	2010	2011	2012	2013	2014	Jan - Feb	Jan - Feb	
TOTAL RUSSIA - IBIS	% Occ.Rate					36%	59%	58%	53%	46%	46%	1%
	ARR excl VAT (Euro)					46	51	53	46	50	30	-40%
	ARR excl VAT (TL)					110	117	136	135	151	82	-45%
	RevPar (Euro)					16.7	29.7	30.9	24.5	22.7	13.9	-39%
	RevPar (TL)					39.6	68.3	78.4	71.3	68.7	38.3	-44%
	Total Revenue (Euro)					474,235	5,220,354	6,734,014	6,746,038	1,002,073	631,270	-37%
	Total Revenue (TL)					1,125,027	11,989,021	17,104,003	19,600,608	3,026,700	1,738,026	-43%
	All Inclusive RevPar (Euro)					23	41	42	34	31	20	-37%
	All Inclusive RevPar (TL)					54	94	107	98	94	54	-43%
	GOP%					2%	41%	43%	39%	33%	27%	-6%
	Effective % of Rent / Revenue					0%	25%	30%	44%	48%	90%	42%
	Akfen Rent Revenue (Euro)					0	1,299,960	1,996,248	2,993,934	485,847	568,164	17%
	Akfen Rent Revenue (TL)					0	2,981,781	5,131,169	8,700,836	1,467,995	1,563,154	6%

		2007-2014 ANNUALLY								2014	2015	Change %
2625 rooms		2007	2008	2009	2010	2011	2012	2013	2014	Jan - Feb	Jan - Feb	
GRAND TOTAL - TURKEY & RUSSIA	% Occ.Rate	63%	64%	66%	52%	63%	66%	65%	64%	58%	59%	1%
	ARR excl VAT (Euro)	64	67	64	53	57	58	56	49	47	43	-8%
	ARR excl VAT (TL)	113	129	137	105	133	134	140	144	141	118	-16%
	RevPar (Euro)	40.7	43.1	42.0	27.5	36.6	38.6	36.3	31.5	27.4	25.4	-7%
	RevPar (TL)	71.6	81.5	89.9	54.2	85.3	88.7	91.6	91.4	82.6	69.9	-15%
	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	5,222,679	5,212,578	0%
	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	15,774,748	14,349,574	-9%
	All Inclusive RevPar (Euro)	53	55	56	39	47	51	48	41	36	34	-6%
	All Inclusive RevPar (TL)	94	104	119	78	113	117	121	120	108	93	-14%
	GOP%					44%	43%	43%	41%	37%	30%	-7%
	Effective % of Rent / Revenue	23%	23%	25%	24%	27%	26%	28%	29%	30%	32%	2%
	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	1,544,179	1,661,315	8%
	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	4,664,651	4,572,428	-2%

299 rooms		2007	2008	2009	2010	2011	2012	2013	2014	2014	2015	Change %
Merit Park Hotel/Casino Rent Rev. (EU)		1,500,000	4,581,244	4,386,159	4,259,840	4,709,840	4,475,180	4,750,000	4,750,000	791,667	791,667	0%
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	2,356,554	2,245,563	-5%

Samara Office Rent Rev. (EURO)							378,782	621,792	66,317	83,576	26%
Samara Office Rent Rev. (TL)							970,036	1,803,427	204,232	231,360	13%

	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	
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	2,402,163	2,536,558	6%
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	7,225,437	7,049,351	-2%

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INVESTMENTS UNDER PROGRESS

As of 28 February 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	71%	68%	2015
Ibis Hotel Tuzla	Tuzla	200	Under Planning	15,000,000	43%	-	2016

As of 28 February 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%	98%	2015

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

** Including advances paid to the contractor.