



AKFEN REAL ESTATE INVESTMENT TRUST

Monthly Investor Report

"JANUARY 2015"

AKFEN REIT

January 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 month 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 month of 2015 increased by 5% in Euro terms compared to the same period of 2014.

Turkey - Ibis Hotels 2015 January / 2014 January Comparison

- ▶ 9 Operational Ibis Hotels in Turkey reported an overall ARR of €42 for the first month of 2015.
- ▶ Overall Occupancy ratio for 9 Ibis Hotels in Turkey is 59% for the first month of 2015.
- ▶ As a result, total rent revenue from these hotels increased by 12% in Euro terms.

Turkey - Novotels 2015 January / 2014 January Comparison

- ▶ 4 Operational Novotels in Turkey reported an overall ARR of €57 for the first month of 2015.
- ▶ Overall Occupancy ratio for 4 Novotels in Turkey is 60% for the first month of 2015.
- ▶ As a result, total rent revenue from these hotels decreased by 9% in Euro terms for the first month of 2015.

Turkey - Overall 2015 January / 2014 January Comparison

- ▶ Overall ARR of these 13 Hotels in Turkey is €46 for the first month of 2015.
- ▶ Overall Occupancy ratio for Turkey Hotels is %59 for the first month of 2015.
- ▶ As a result, total rent revenue from Turkey hotels increased by 3% in Euro terms.

Russia - IBIS Hotels 2015 January / 2014 January Comparison

- ▶ 3 Ibis Hotels in Russia reported an overall ARR of €29 for the first month of 2015.
- ▶ Overall Occupancy ratio for 3 Ibis Hotels in Russia is 46% for the first month 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 2007-2014

		2007-2014 ANNUALLY								2014	2015	Change %
1481 rooms		2007	2008	2009	2010	2011	2012	2013	2014	January	January	
TOTAL TURKEY - IBIS	% Occ.Rate	68%	83%	73%	52%	61%	64%	64%	65%	59%	59%	0%
	ARR excl VAT (Euro)	53	63	63	58	50	52	48	42	40	42	5%
	ARR excl VAT (TL)	93	119	134	115	117	121	122	121	120	114	-5%
	RevPar (Euro)	36.4	51.9	45.5	30.3	30.7	33.7	30.8	27.1	23.4	24.8	6%
	RevPar (TL)	63.6	98.0	97.3	60.3	71.6	77.6	77.7	78.8	70.8	67.3	-5%
	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	1,162,778	1,401,180	21%
	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	3,513,335	3,805,885	8%
	All Inclusive RevPar (Euro)	45	61	52	36	36	40	37	33	28	31	9%
	All Inclusive RevPar (TL)	78	115	112	71	85	92	93	95	85	83	-2%
	GOP%					49%	46%	42%	41%	42%	35%	-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	316,672	355,263	12%
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	956,825	964,965	1%	

		2007-2014 ANNUALLY								2014	2015	Change %
596 rooms		2007	2008	2009	2010	2011	2012	2013	2014	January	January	
TOTAL TURKEY - NOVOTEL	% Occ.Rate	56%	67%	60%	61%	69%	74%	74%	70%	56%	60%	4%
	ARR excl VAT (Euro)	83	84	69	64	66	70	70	68	61	57	-7%
	ARR excl VAT (TL)	147	160	147	126	154	160	177	198	183	154	-16%
	RevPar (Euro)	46.7	56.1	41.0	39.2	45.1	51.3	51.9	47.9	34.2	34.0	-1%
	RevPar (TL)	82.4	106.3	87.6	77.0	105.2	117.9	131.0	138.9	103.3	92.3	-11%
	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	908,886	903,345	-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	2,746,199	2,453,666	-11%
	All Inclusive RevPar (Euro)	70	79	59	59	66	74	75	68	49	49	-1%
	All Inclusive RevPar (TL)	123	149	126	116	153	170	190	198	149	133	-11%
	GOP%					41%	42%	43%	42%	33%	19%	-14%
	Effective % of Rent / Revenue	22%	22%	27%	24%	25%	24%	26%	26%	24%	22%	-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	220,162	199,557	-9%
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	665,221	542,036	-19%	

		2007-2014 ANNUALLY								2014	2015	Change %
2077 rooms		2007	2008	2009	2010	2011	2012	2013	2014	January	January	
TOTAL TURKEY - IBIS&NOVOTEL	% Occ.Rate	63%	64%	66%	52%	64%	68%	67%	67%	58%	59%	1%
	ARR excl VAT (Euro)	64	67	64	53	57	60	56	50	46	46	0%
	ARR excl VAT (TL)	113	129	137	105	133	137	141	145	139	125	-10%
	RevPar (Euro)	40.7	43.1	42.0	27.5	36.6	40.6	37.6	33.4	26.7	27.4	3%
	RevPar (TL)	71.6	81.5	89.9	54.2	85.3	93.4	94.8	97.0	80.8	74.5	-8%
	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	2,071,665	2,304,525	11%
	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	6,259,534	6,259,551	0%
	All Inclusive RevPar (Euro)	53	55	56	39	48	53	49	43	35	36	3%
	All Inclusive RevPar (TL)	94	104	119	78	113	123	124	126	105	97	-7%
	GOP%					45%	44%	43%	41%	38%	29%	-9%
	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	536,834	554,820	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	1,622,045	1,507,002	-7%	

		2007-2014 ANNUALLY								2014	2015	Change %
548 rooms		2007	2008	2009	2010	2011	2012	2013	2014	January	January	
TOTAL RUSSIA - IBIS	% Occ.Rate					36%	59%	58%	53%	43%	46%	3%
	ARR excl VAT (Euro)					46	51	53	46	50	29	-42%
	ARR excl VAT (TL)					110	117	136	135	152	79	-48%
	RevPar (Euro)					16.7	29.7	30.9	24.5	21.4	13.4	-37%
	RevPar (TL)					39.6	68.3	78.4	71.3	64.8	36.4	-44%
	Total Revenue (Euro)					474,235	5,220,354	6,734,014	6,746,038	496,139	314,158	-37%
	Total Revenue (TL)					1,125,027	11,989,021	17,104,003	19,600,608	1,499,083	853,316	-43%
	All Inclusive RevPar (Euro)					23	41	42	34	29	18	-37%
	All Inclusive RevPar (TL)					54	94	107	98	88	50	-43%
	GOP%					2%	41%	43%	39%	31%	19%	-12%
	Effective % of Rent / Revenue					0%	25%	30%	44%	51%	95%	44%
	Akfen Rent Revenue (Euro)					0	1,299,960	1,996,248	2,993,934	255,117	298,407	17%
	Akfen Rent Revenue (TL)					0	2,981,781	5,131,169	8,700,836	771,145	810,546	5%

		2007-2014 ANNUALLY								2014	2015	Change %
2625 rooms		2007	2008	2009	2010	2011	2012	2013	2014	January	January	
GRAND TOTAL - TURKEY & RUSSIA	% Occ.Rate	63%	64%	66%	52%	63%	66%	65%	64%	55%	57%	2%
	ARR excl VAT (Euro)	64	67	64	53	57	58	56	49	47	43	-7%
	ARR excl VAT (TL)	113	129	137	105	133	134	140	144	141	117	-17%
	RevPar (Euro)	40.7	43.1	42.0	27.5	36.6	38.6	36.3	31.5	25.6	24.5	-4%
	RevPar (TL)	71.6	81.5	89.9	54.2	85.3	88.7	91.6	91.4	77.3	66.5	-14%
	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	2,567,803	2,618,683	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	7,758,617	7,112,867	-8%
	All Inclusive RevPar (Euro)	53	55	56	39	47	51	48	41	33	32	-4%
	All Inclusive RevPar (TL)	94	104	119	78	113	117	121	120	101	87	-13%
	GOP%					44%	43%	43%	41%	37%	28%	-9%
	Effective % of Rent / Revenue	23%	23%	25%	24%	27%	26%	28%	29%	31%	33%	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	791,951	853,226	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	2,393,191	2,317,548	-3%

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	395,833	395,833	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	1,178,277	1,122,781	-5%

Samara Office Rent Rev. (EURO)							378,782	621,792	33,584	39,105	16%
Samara Office Rent Rev. (TL)							970,036	1,803,427	103,940	106,779	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	1,221,368	1,288,165	5%
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	3,675,408	3,547,108	-3%

AKFEN REIT

INVESTMENTS UNDER PROGRESS

As of 31 January 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%	65%	2015
Ibis Hotel Tuzla	Tuzla	200	Under Planning	15,000,000	44%	-	2016

As of 31 January 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	94%	95%	2015

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

** Including advances paid to the contractor.