



## NET KURUMSAL GAYRİMENKUL DEĞERLEME VE DANIŞMANLIK A.Ş.

### Real Estate Appraisal Report



Private 2022 - 1202

December, 2022



<b>Claimant</b>	Akfen Gayrimenkul Yatırım Ortaklığı A.Ş.
<b>Issued By</b>	Net Kurumsal Gayrimenkul Değerleme ve Danışmanlık A.Ş.
<b>Report Date</b>	30.12.2022
<b>Report No</b>	Private 2022-1202
<b>Subject of Report</b>	Determination of Fair Market Value of Real Estate
<b>Subject and Scope of Appraisal</b>	Determination of the fair market value of the "Right of Construction" of the "CARCASS HOTEL AND ITS LAND" registered in Kayseri Province, Kocasinan District, Pervane Neighborhood, Block 2420, Parcel 9, in Turkish Lira as of 30.06.2022.

➤ This report consists of Fifty Nine (59) pages and is a whole with its annexes.

➤ This report has been prepared within the scope of the provisions of the Capital Markets Board's "Communiqué No. III-62.3 on Real Estate Appraisal Institutions that will Operate in the Capital Markets" and the "Minimum Issues Required to be Included in Appraisal Reports" in the annex of this communiqué.

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### EXECUTIVE SUMMARY

<u>Claimant</u>	Akfen Gayrimenkul Yatırım Ortaklığı A.Ş.
<u>Report No and Date</u>	Private 2022-1202 / 30.12.2022
<u>Subject and Scope of Appraisal</u>	This report has been prepared, upon the request of the customer, within the framework of the principles specified in the relevant communiqué, to be used within the scope of the CMB legislation, for the determination of the current fair market value in line with the market conditions and economic indicators on the appraisal date of the real estate in the specified record.
<u>Open Address of Real Estate</u>	Pervane Mahallesi, Kocasinan Bulvarı No:161/1,2 Kocasinan - Kayseri
<u>Land Registry Details</u>	Kayseri Province, Kocasinan District, Pervane Neighborhood, Block 2420, Parcel 9
<u>Actual Use (Current Status)</u>	The said real estate is in active use as a hotel.
<u>Zoning Status</u>	The parcel in question remains in the Tourism Facility Area, according to the 1/1.000 scale elementary development plan, and has construction conditions as E:0.90.
<u>Restriction Status (Negative decision such as demolition, etc., reports, minutes, lawsuits or situations that prevent disposition)</u>	There are no records that may constitute a restriction in the land registration of the real estate.
<u>Fair Market Value</u>	<b>183.400.000,00 TL</b> <b>(One Hundred Eighty Three Million Four Hundred Thousand Turkish Lira)</b>
<u>18% VAT Included Fair Market Value</u>	<b>216.412.000,00 TL</b>
<u>Explanation</u>	There was no situation that would adversely affect the appraisal process.
<u>Prepared By</u>	Burak BARIŞ – CMB License No: 406713 Raci Gökcehan SONER – CMB License No: 404622
<u>Responsible Appraiser</u>	Erdeniz BALIKÇIOĞLU – CMB License No: 401418

## **1. REPORT DETAILS**

### **1.1 Appraisal Date, Date of Report and Report No**

The appraisal of the aforementioned transaction started as of the contract date and completed on 30.12.2022 and it has been completed as a final report with the report no. Private 2022-1202 on 30.12.2022.

### **1.2 Purpose of Appraisal**

This report is a Real Estate Appraisal Report, prepared upon the request of Akfen Gayrimenkul Yatırım Ortaklığı A.Ş., for the determination of the fair market value of the "Right of Construction" of the Carcass Hotel and Its Land registered in Kayseri Province, Kocasinan District, Pervane Neighborhood, Block 2420, Parcel 9, in Turkish Lira. The purpose of the appraisal, as stated in the contract signed between the parties, is the preparation of the appraisal report containing the fair market value dated 30.12.2022 for the purpose of appraisal of the real estate, details of which are given.

### **1.3 Scope of the Report (Whether it is within the Scope of CMB Legislation)**

This report has been prepared within the framework of the provisions of the Capital Markets Board's "Communiqué No. III-62.3 on Real Estate Appraisal Companies That will Operate in the Capital Markets" and the "Minimum Issues Required to be Available in Appraisal Reports" in the annex of this communiqué, and within the scope of the second paragraph of Article 1 of the Communiqué "*Real estate appraisal activities in the capital market refer to the independent and impartial appraisal of the probable value of the real estates of joint partnerships, issuers and capital market institutions which are subject to the transactions within the scope of capital market legislation, their real estate projects or rights and benefits related to real estates within the framework of the Board regulations and the appraisal standards accepted by the Board.*".

### **1.4 Date and Number of Reference Contract**

It was signed on 13.10.2022 between Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. and Net Kurumsal Gayrimenkul Değerleme ve Danışmanlık A.Ş.

### **1.5 Those who Prepared the Report and the Responsible Appraiser**

This report has been prepared by Real Estate Appraiser Burak BARIŞ, checked by Real Estate Appraiser Raci Gökcehan SONER and approved by Responsible Appraiser Erdeniz BALIKÇIOĞLU.

### **1.6 Information on the Last Three Appraisals Performed by Our Company in the Past for the Real Estate Subject to the Appraisal**

For the real estate subject to appraisal, our company prepared a report on 31.12.2021 with the report number Private 2021-1799 with a value of **117.900.000,00 TL - 8.030.000 Euro** and on 30.06.2022 with the report number Private 2022-611 with a value of **173.960.000,00 TL - 10.015.000 Euro**.

## **2. IDENTIFICATION DETAILS OF THE APPRAISAL COMPANY (ORGANIZATION) AND THE CLAIMANT (CUSTOMER)**

### **2.1 Details and Address of the Appraisal Company**

Our company NET Kurumsal Gayrimenkul Değerleme ve Danışmanlık A.Ş., which was established on 08.08.2008 in Ankara to provide real estate appraisal and consultancy services and has its headquarters at Emniyet Mahallesi Sınır Sokak No: 17/1 Yenimahalle/Ankara, was included in the “Board List” in November 2009 in accordance with the Communiqué Serial: VIII, No: 35 of the Capital Markets Board. Our company has also been authorized by the Banking Regulation and Supervision Agency, with the decision dated 11.08.2011 and numbered 20855, to provide “appraisal services for real estates, real estate projects and rights and benefits related to real estates” to the banks.

Capital : 6.000.000 TL  
Trade Registry : 256696  
Telephone : 0 312 467 00 61 Pbx  
E-Mail / Web : info@netgd.com.tr\_\_www.netgd.com.tr  
Address : Emniyet Mahallesi Sınır Sokak No:17/1 Yenimahalle/Ankara

### **2.2 Details and Address of the Claimant (Customer)**

Company Title : Akfen Gayrimenkul Yatırım Ortaklığı A.Ş.  
Company Address : Büyükdere Cad. No:201 C Blok Kat:8 Levent-Istanbul  
Company Purpose : To engage in the purposes and subjects written in the regulations of the Capital Markets Board regarding Real Estate Investment Trusts.  
Capital : 1.300.000.000 TL  
Telephone : 0 212 371 87 00  
E-Mail : [www.akfengyo.com.tr](http://www.akfengyo.com.tr)

### **2.3 Scope of Customer Requests and Limitations, If Any**

This report has been prepared upon the request of Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. to determine the fair market value of the “Right of Construction” of the Carcass Hotel and Its Land registered in Kayseri Province, Kocasinan District, Pervane Nieghborhood, Block 2420, Parcel 9, in Turkish Lira. No limitations have been imposed by the customer.

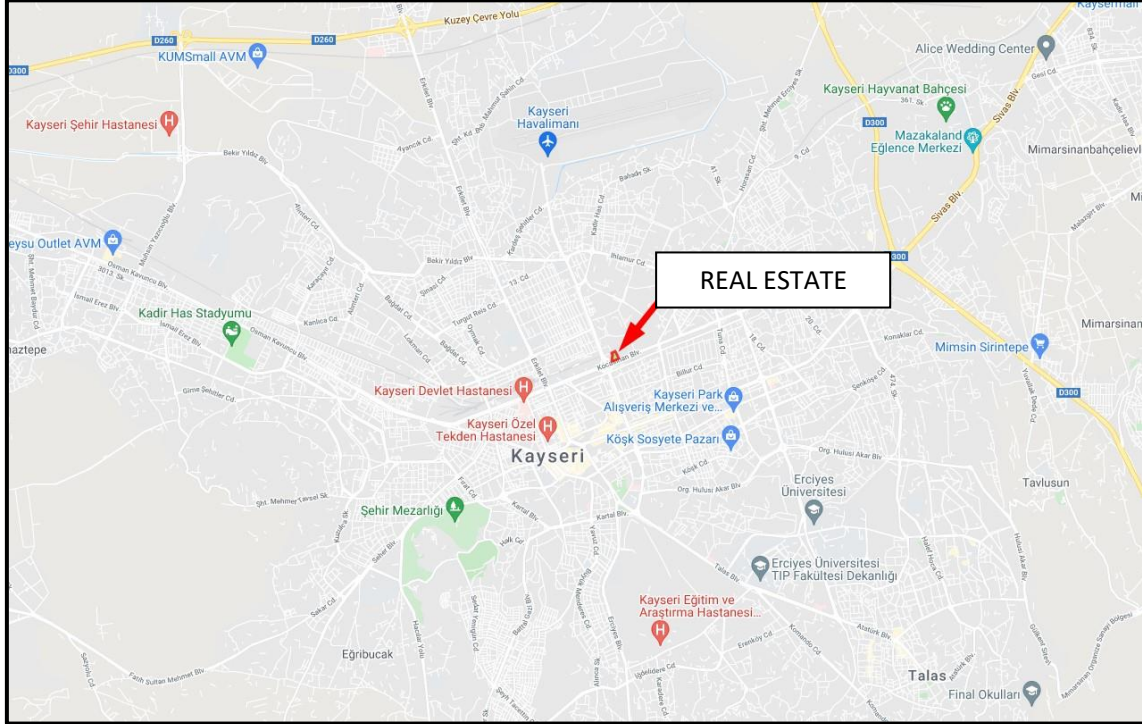
### **2.4 Scope of Work**

The scope of the work is the preparation of the appraisal report and delivery of it to the customer with a wet signature, based on the title deed information requested by the customer, within the scope of the CMB legislation and within the framework of minimum issues.

### 3. DETAILS ON THE LEGAL STATUS OF THE REAL ESTATE

#### 3.1 Details about the Place, Location, Definition and Environmental Organization of the Real Estate

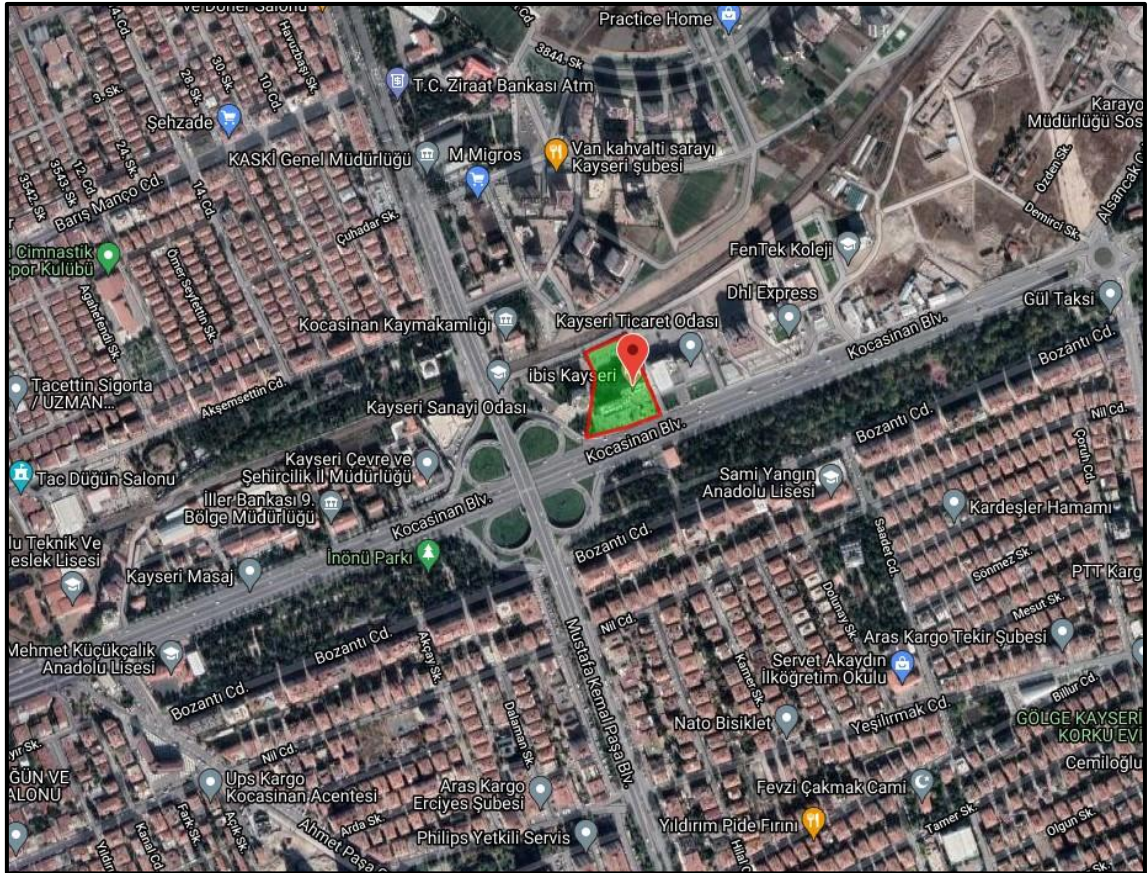
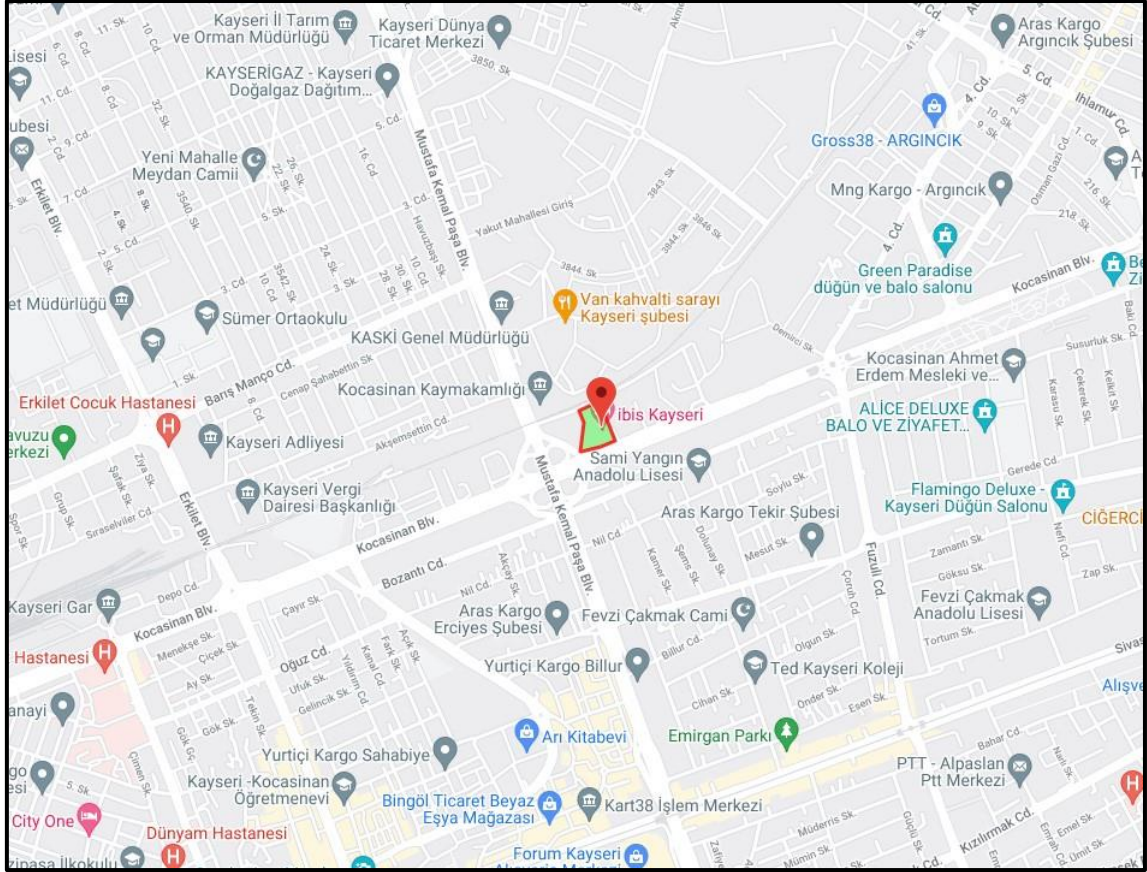
The real estate subject to the report is located in Kayseri Province, Kocasinan District, Pervane Neighborhood. The real estate is located as facing to Kocasinan Boulevard, the main arterial road of the region. It is located on the left arm after crossing the Mustafa Kemalpaşa road junction while going in the Northeast direction on Kocasinan Boulevard to access the real estate. Access to the real estate is easily provided by public transportation vehicles and private vehicles passing through Kocasinan Boulevard, which is the main arterial road of the region. The immediate surroundings of the real estate have developed as a residential building area. The real estate is located approximately 3.50 km from Kayseri Airport and can be easily accessed via Mustafa Kemalpaşa Street.



**Coordinates: Latitude: 38.781923 - Longitude: 35.350167**







### 3.2 Land Registries of the Real Estate

#### Land Registry Details of the Main Real Estate

PROVINCE – DISTRICT	: KAYSERİ - KOCASINAN
NEIGHBORHOOD – VILLAGE - LOCATION	: PERVANE NEIGHBORHOOD
VOLUME - PAGE NO	: 56/5913
BLOCK - PARCEL	: 2420 BLOCK 9 PARCEL
AREA	: 11.035,40 M <sup>2</sup>
QUALIFICATION OF MAIN REAL ESTATE	: CARCASS HOTEL AND ITS LAND
REAL ESTATE ID	: 19050848
OWNER - SHARE	: Kayseri Chamber of Industry (1/1)
REASON OF ACQUISITION DATE-JOURNAL	: Subdivision (02.08.2007 - 16329)

#### Land Registry Details of Right of Construction

PROVINCE – DISTRICT	: KAYSERİ - KOCASINAN
NEIGHBORHOOD – VILLAGE - LOCATION	: PERVANE NEIGHBORHOOD
VOLUME - PAGE NO	: 56/5919
BLOCK - PARCEL	: 2420 BLOCK 9 PARCEL
AREA	: 11.035,40 M <sup>2</sup>
QUALIFICATION OF MAIN REAL ESTATE	: "Right of Construction" on block 2420 parcel 9 on page 5913 of volume 56 for 49 years
REAL ESTATE ID	: 32157163
OWNER - SHARE	: Akfen Gayrimenkul Yatırım Ortaklığı Anonim Şirketi (1/1)
REASON OF ACQUISITION DATE-JOURNAL	: Establishment of Permanent and Independent Right of Construction (17.08.2007-176459)

### 3.3 Information on Any Encumbrances or Limitations Regarding the Transfer of Real Estate

According to the Title Deed Registration document obtained from the General Directorate of Land Registry and Cadastre as of 16:47 on 02.06.2022 on the TKGM Portal, the encumbrances on the land registry of right of construction are as follows;

Annotations: There is a lease contract in return for 20,000,740.6 TL. (THERE IS A RENT ANNOTATION FOR A PERIOD OF 12 YEARS BASED ON THE CONTRACT NO 11039 DATED 24/09/2008 OF THE 6TH NOTARY PUBLIC OF ISTANBUL.) (26.09.2008 – 25040)

Annotations: By adding 13 years to the 12-year-term lease annotation dated 26/09/2008 with a daily journal of 25040, the lease annotation period has been increased to 25 years. The Lease Annotation Renewed. (Duration: 13 Years, Price: 23.111.332,6 TL.) (10.10.2008 – 25726)

Mortgage: A first-degree mortgage amounting to 173.052.185,00 Euro was established in favor of Credit Bank Europe N.V. (28.01.2015 - 3407)

Mortgage: A second-degree mortgage amounting to 173,052,185.00 Euro was established in favor of Credit Bank Europe N.V. at the 1st order. (28.01.2015 - 3407)

Mortgage: A second-degree mortgage amounting to 173,052,185.00 Euro was established in favor of Credit Bank Europe N.V. at the 2nd order. (28.01.2015 - 3407)

Mortgage: A third-degree mortgage amounting to 173.052.185,00 Euro was established in favor of Credit Bank Europe N.V. (28.01.2015 - 3407)

An independent and permanent right of construction has been established for 49 years in favor of Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. on block 2420 and parcel 9. With the amendment agreement, the expiry date of the right of construction has been determined as 20.08.2057. Unless otherwise stated in the contract, there is no restriction on the transfer of the aforesaid right of construction.

**3.4 Information regarding the purchase and sale transactions that took place in the last three years, if any, and the changes in the legal status of the real estate (changes in the zoning plan, expropriation transactions, etc.)**

It has not been subject to purchase and sale in the last three years. There is no change in its zoning and legal status.

**3.5 Information on the Zoning Status of the Real Estate and the Region in Which it is Located**

According to the verbal information obtained from the Kocasinan Municipality, the subject real estate remains in the Tourism Facility Area, according to the 1/1.000 scale Implementary Zoning Plan of the said real estate, and has construction conditions of E:0,90 Hmaks: with a setback distance of 30 m from the road and 5 m from the side.

**3.6 Explanations Regarding the Suspension Decision, Demolition Decision, Risky Building Detection, etc. Taken for the Real Estate**

As a result of the document examinations and verbal inquiries made at the Kocasinan Municipality zoning service for the real estate in question, it was observed that there were no negative decisions, etc.

**3.7 Information on Contracts Concluded for the Real Estate (Preliminary Contract for Real Estate Sale, Construction Contract in Return for Flat or Revenue Sharing Contracts, etc.)**

The aforesaid right of construction is registered in favor of Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. It has a 49-year right of construction from 20.08.2008 to 20.08.2057. In the official contract regarding the easement, it is seen that the independent and permanent right of construction has a duration of 49 years, that the right of easement can be transferred to third parties, that, at the end of the period, the building subject to the easement will pass to the owner of the real estate free of charge, that there will be no easement cost for the first 5 years, and for the following years it is as the prices specified in the contract.

Below are the provisions regarding the right of construction in the relevant articles of the Civil Code.

***Right of construction***

***Article 726-*** The ownership of buildings that are built to remain permanently under or on top of a land belonging to someone else, based on a right of construction, shall belong to the owner of the right of easement. Establishment of condominium or construction servitude on the independent sections of a

building that are suitable for use on their own is subject to the Property Ownership Law. A separate right of construction cannot be established on independent sections.

**Article 826-** A real estate owner may establish an easement right in favor of a third party that gives the authority to construct a building above or below his land or to preserve an existing building. Unless otherwise agreed, this right is transferable and passes to heirs. If the right of construction is independent and permanent, it can be registered as an immovable in the land registry upon the request of the owner of the right of construction. The right of construction established for at least thirty years is of a permanent nature.

**Article 827-** The contractual records regarding the location, shape, quality, dimensions of the building, the purpose of designation and the use of the area without a building, which are included in the official deed regarding the content and scope of the right of construction, are binding for everyone.

**Article 828-** When the right of construction expires, the buildings remain with the land owner and become an integral part of the land. If the independent and permanent right of construction is registered as immovable in the land registry, this page is closed when the right of construction expires. The pledge rights, all other rights, restrictions and obligations on the right of construction registered as immovable also expire with the closing of the page. The provisions regarding the price are reserved.

**Article 829-** Unless otherwise agreed, the owner of the immovable does not pay any price to the owner of the right of construction for the remaining buildings. If an appropriate amount is decided to be paid, its amount and method of calculation are determined. The price agreed to be paid constitutes the assurance of the unpaid receivables of the creditors whose right of construction has been pledged for them, and is not paid to the owner of the construction without their consent. If the agreed price is not paid or secured, the owner of the right of construction or the creditor to whom this right has been pledged may request the registration of a mortgage of the same degree and order, instead of the abandoned right of construction, with the assurance that he will receive the price. This mortgage is registered within three months, starting from the expiration of the right of construction.

**Article 830-** The amount of the price agreed to be paid to the owner of the right of construction for the buildings left to the real estate owner, the way it was calculated, and the agreements regarding the removal of this price debt and the restoration of the land to its original state are subject to the official form required for the establishment of the right of construction and an annotation can be made in the land registry.

### **3.8 Information on Building Licenses, Modification Licenses, and Building Occupation Permits for Real Estates and Real Estate Projects, and Information on Whether All Permissions Required to be Obtained in accordance with the Legislation have been Obtained and Whether the Documents Legally Required are Fully and Correctly Available**

It has been observed that the permits required to be obtained in accordance with the legislation for the real estate subject to the report have been obtained and that the legally required documents are fully and correctly available.

**Architectural Project:** Approved on 11.02.2008

**Building License:** It was given for the construction area of 11.064 m<sup>2</sup> on 06.03.2008 with number 1/28.

**Occupancy Permit:** It was given for the construction area of 11.064 m<sup>2</sup> on 27.03.2009 with number 1/37.

**Tourism Operation Certificate:** 22.07.2008 – 11514

Novotel Kayseri (4 Star hotel): 91 Rooms+2 Physically Handicapped Rooms+3 Suits-192 Beds, 2nd Class restaurant for 100 people, multi-purpose hall for 95 people, multi-purpose hall for 55 people,

cafeteria-snack bar for 45 people, meeting room for 18 people, study office, reading area, American bar, gymnasium, volleyball court, mini golf, sales unit, parking lot for 44 cars.

Ibis Hotel Kayseri (3 star hotel): 156 Rooms+2 Physically Handicapped Rooms-320 Beds, 2nd Class restaurant for 100 people, American bar, parking lot for 74 cars.

**3.9 Information About the Building Inspection Institution (Trade Name, Address, etc.) Performing Inspections in accordance with the Law No. 4708 on Building Inspection dated 29/6/2001, in relation to the Projects Appraised, and the Inspections it Carried Out Regarding the Appraised Real Estate**

The real estate subject to the appraisal is not subject to building inspection in accordance with Article 11 of the "Law No. 4708 on Building Inspection" dated 29.06.2001. The province of Kayseri has entered into the scope of the Building Inspection Law as of 01.01.0211.

**3.10 If appraisal is performed on the basis of a specific project, detailed information about the project and an explanation that the plans and the value in question are entirely related to the current project and that the value to be found may be different if a different project is implemented**

There is a building, the kind of which has been changed, used as a hotel on the parcel in question. The appraisal has been made regarding the current project and legal documents prepared and approved for this real estate. A different project appraisal has not been made.

**3.11 Information on the Energy Efficiency Certificate of the Real Estate, If Any**

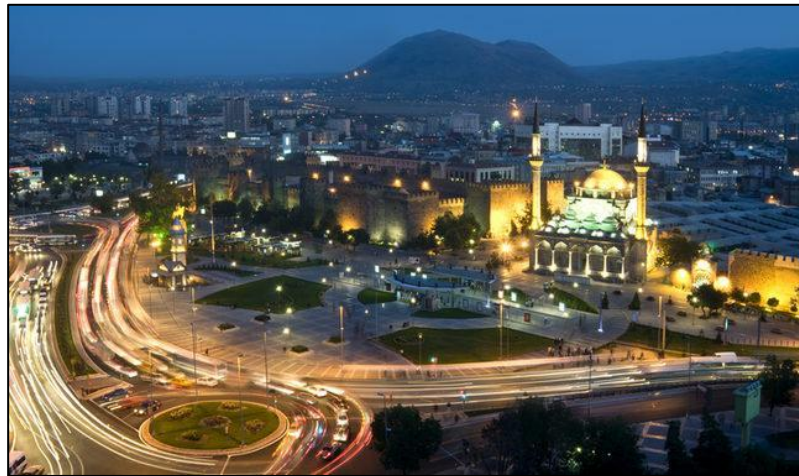
There is an energy identification certificate with the number S34E2D66E85E9 dated 08.02.2017 belonging to the real estate in question.

**4. PHYSICAL PROPERTIES OF THE REAL ESTATE**

**4.1 Analysis of the Area Where the Real Estate is Located and the Data Used**

Kayseri is a province of Türkiye. It is the third largest city and industrial center of Central Anatolia after Ankara and Konya. It consists of 16 districts, namely Akkışla, Bünyan, Develi, Hacılar, İncesu, Kocasinan, Melikgazi, Pınarbaşı, Sarioğlan, Sarız, Tomarza, Yahyalı, Talas, Özvatan, Felahiye and Yeşilhisar. It is a province on the skirts of Erciyes Mountain in the Middle Kızılırmak Section. It is surrounded by Yozgat in the north and northwest, Sivas in the north and northeast, Kahramanmaraş in the east, Adana in the south, Niğde in the southwest and Nevşehir in the west. Kayseri (formerly Mazaka, Kaisareia), one of the oldest cities in the world, is in the region called Cappadocia in classical times. Located south of Kızılırmak, this region extends from Salt Lake to the Euphrates River. Silk Road passes through here. The region has been hosted many civilizations.

Kayseri has a history of 6000 years, from 4000 BC to 2000 AC. The Hittites, who came to Anatolia in 2000 BC, established the city of Kültepe (Kaniş), which is 22 km away from Kayseri. Kültepe is the largest city on the Kayseri plain and one of the largest mounds in Anatolia. Various tablets written in cuneiform from this period were found during the excavations in Karum (Pazarşehir), which is right next to Kültepe, and information on the commercial relations between Assyrian merchants and Hittite locals was obtained from these tablets. Kültepe was inhabited continuously from 4000 BC until the end of the Roman period.



Kayseri is located in the Middle Kızılırmak section, where the southern part of Central Anatolia and the Taurus Mountains converge. It is located between 37 degrees 45 minutes and 38 degrees 18 minutes north latitude and 34 degrees 56 minutes and 36 degrees 58 minutes east longitudes. It is surrounded by Sivas in the east and northeast, Yozgat in the north, Nevşehir in the west, Niğde in the southwest, Adana and Kahramanmaraş in the south. The Haydarpaşa - Kars railway, built in 1929, passes through the administrative borders.



Kayseri is among the 2nd degree developed provinces. Industrial sites and large organized industrial zones can be considered as the infrastructure of the industrial sector. Nearly 3500 workplaces were built in Kayseri within the scope of CSR. There are 8 CSRs operating in the province. There are 3 organized industrial zones in Kayseri. Apart from the 1st Organized Industrial Zone, Mimarşinan Organized Industrial Zone and İncesu Organized Industrial Zone started operations in 2005. Within the framework of industrial infrastructure, Kayseri Free Zone also has an important place. Kayseri Free Zone has the largest free zone area in Türkiye.

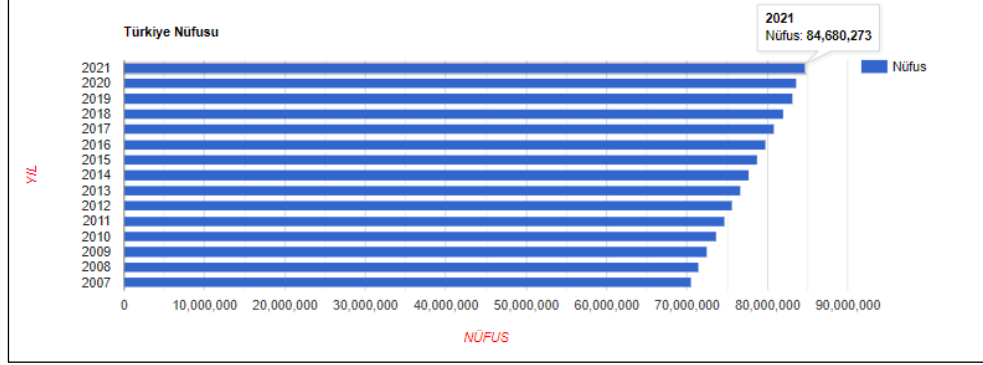
**About Kocasinan District:** Kocasinan district does not have an independent historical structure. It is in the historical structure of Kayseri province, as it was born within the body of the city of Kayseri. For this reason, the historical structure of the district should be considered within the historical structure of the city center. The city of Kayseri is in the region called Cappadocia in classical times, and the Hittite City Principalities dominated between 2000-1750 BC. Later (1200-700 BC) Young Hittite Period comes. Median and Persian domination begins in 600-500 BC. Later, Alexander and Diadoxes dominate the region. After the death of Alexander, the Anatolian lands are shared among the Diadoxes. After Kayseri became the center of the Independent Kingdom of Cappadocia, this Kingdom became ruled by Rome. After the division of the Roman Empire into two in 395, the region within the borders of the Eastern Roman Empire has preserved its importance until today. With around 390 industrial establishments operating in the region, approximately 30 thousand people are employed. There is also Gazi University Kocasinan campus within the boundaries of the district. Kocasinan district is located in the central Kızılırmak section of the Central Anatolian region. It is located at 33 degrees 30 minutes longitude and 38 degrees 45 minutes North latitude. The area of the district municipality borders is 9025 hectares. There are many plains at the height of the mountains within the borders of Kocasinan. The district center was established on a plain with an altitude of 1055. There are 116 neighborhoods affiliated to the District Municipality. In terms of the social situation of Kocasinan District, there is not much difference between the social situation and life in the city center and the social situation and life in the regions close to the city center. In the Neighborhoods, which are outside the Local Zoning Plan, beet farming is mainly carried out in the areas where irrigated agriculture is carried out. Since artificial insemination studies in animal husbandry could not be carried out properly, cows called domestic breeds are still seen, and modern chicken farms have been established in neighborhoods outside the district center.



## 4.2 Analysis of Current Economic Conditions, Real Estate Market, Current Trends and Reference Data and Their Effects on the Value of Real Estate

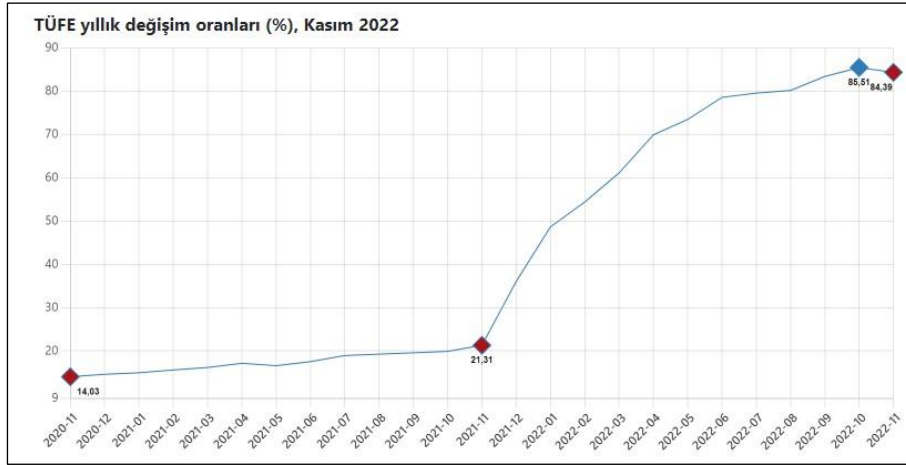
### Some Economic Data and Statistics

#### Δ Population;

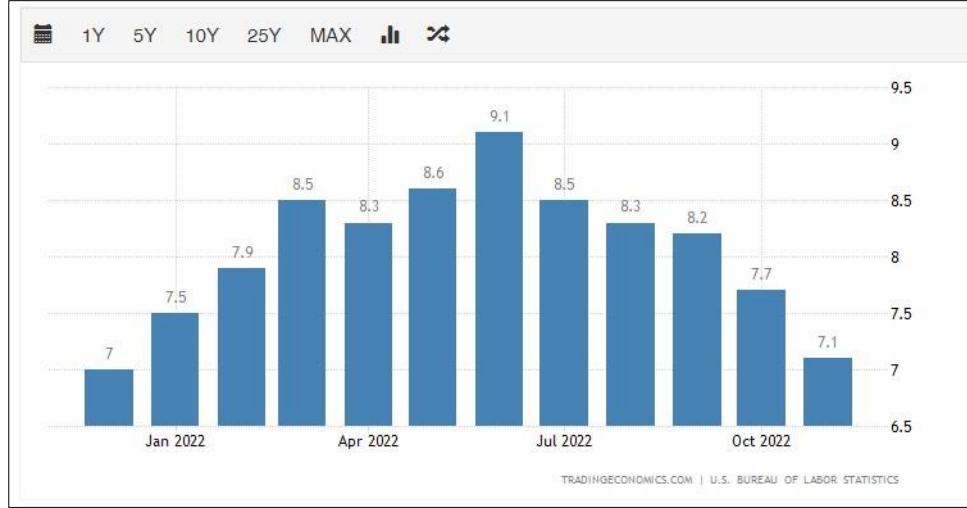


As of 31 December 2021, the population residing in Türkiye increased by 1 million 65 thousand 911 people compared to the previous year and reached 84 million 680 thousand 273 people. While the male population was 42 million 428 thousand 101 persons, the female population was 42 million 252 thousand 172 persons. In other words, 50,1% of the total population is men and 49,9% is women.

#### Δ CPI/Inflation Indexes;

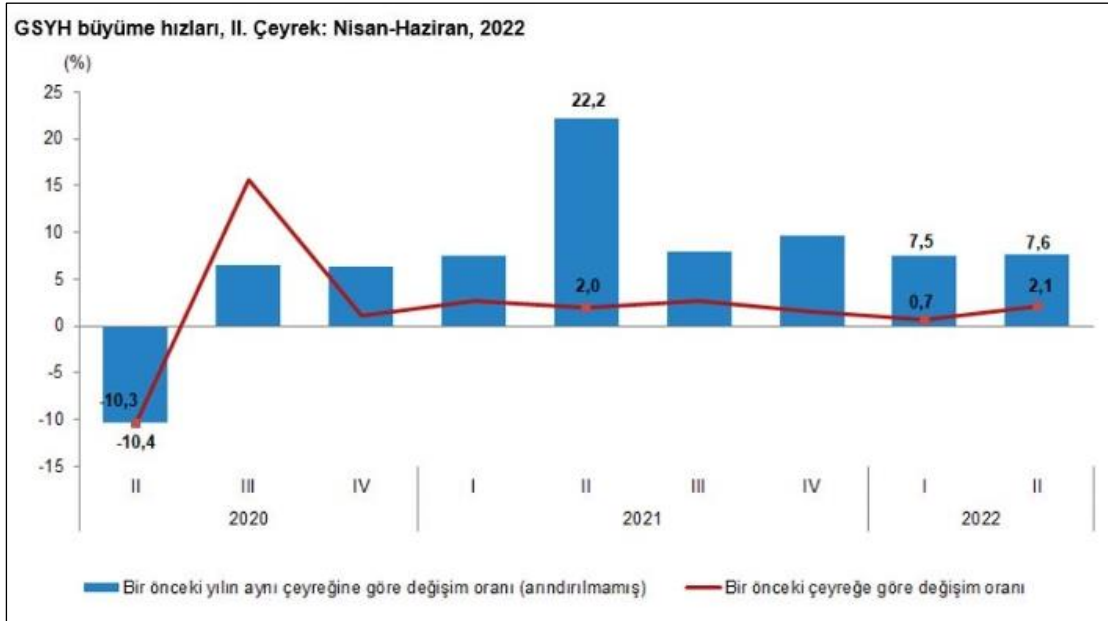


In November 2022, the CPI (2003=100) increased by 2,88% compared to the previous month, by 62,35% compared to December of the previous year, by 84,39% compared to the same month of the previous year and by 70,36% on the averages of twelve months. The main group with the lowest year-on-year increase was communication with 35,87%. On the other hand, the main group with the highest increase compared to the same month of the previous year was transportation with 107,03%. (TUIK.)



The U.S. consumer price index graph and rates for the last 5 years are as above. As of 2020, the annual inflation rate was 2,3 on an annual basis until April, while it decreased significantly with April, and this rate fell below 0,5%. The inflation rate, which was 1,7% in January 2021, has increased continuously since this month and reached 9,1%. It has been on a downward trend since then, reaching 7,1% as of November 2022.

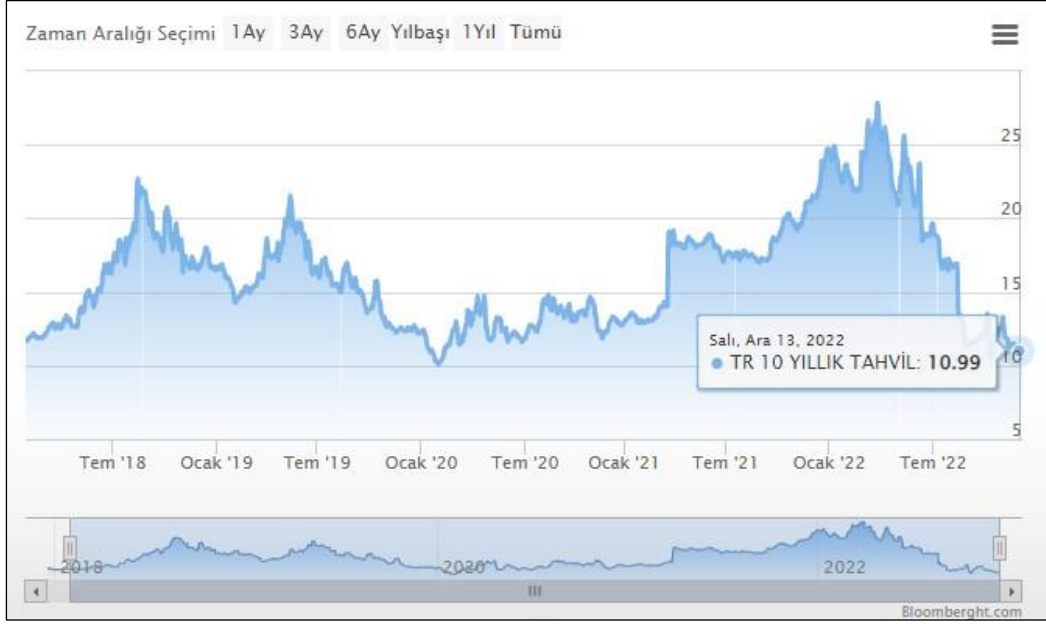
#### Δ GDP/Growth Indices;



Season and calendar adjusted GDP chained volume index increased by 2,1% compared to the previous quarter. Calendar adjusted GDP chained volume index increased by 7,3% in the second quarter of 2022 compared to the same quarter of the previous year. Gross Domestic Product estimate by production method increased by 114,6% in the second quarter of 2022 compared to the same quarter of the previous year at current prices and reached 3 trillion 418 billion 967 million TL. The second quarter value of GDP was realized as 219 billion 335 million in USD terms at current prices. In the second quarter of 2022, consumption expenditures of resident households increased by 22,5% in chained volume index terms compared to the same quarter of the previous year. Government final consumption expenditures and gross fixed capital formation increased by 2,3% and 4,7%, respectively. Exports of goods and services increased by 16,4% and imports of goods and services increased by 5,8% in the second quarter of 2022 compared to the same quarter of the previous year. (TUIK)



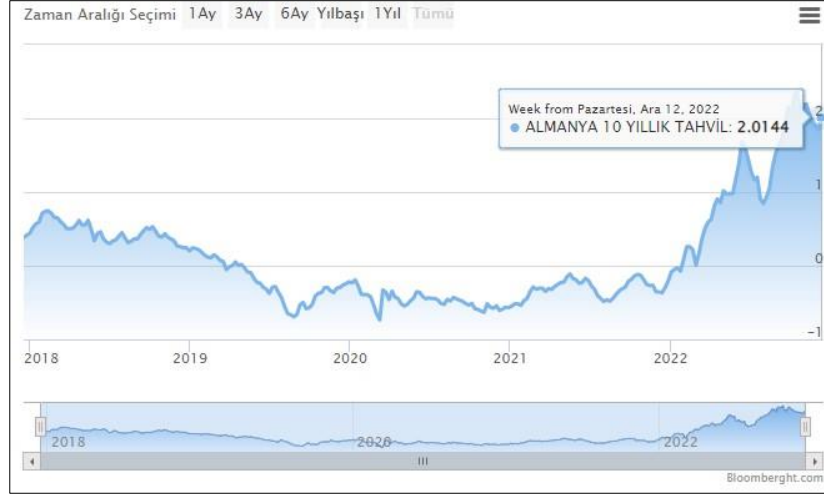
**Δ TR and USD and EURO 10-Year Government Bonds Exchange;**



While the bond rates, which are TR 10-year GDDS, were around 10% in the last 10 years, they started to increase during the third quarter of 2021 and reached 27% as of the 1st Quarter of 2022. Afterwards, it entered a downward trend and is at an average of 11% as of the report date. (Graph: Bloomberght.com)



While the bond rates, which are USD 10-year GDDS, were around 2% in the last 10-year period, they dropped seriously with the last quarter of 2019 and decreased to 1,5% and below, and decreased to 0,6% as of August 2020. After this period, it has progressed with an increase and is at an average of 3,5% as of the report date. (Graph: Bloomberght.com)

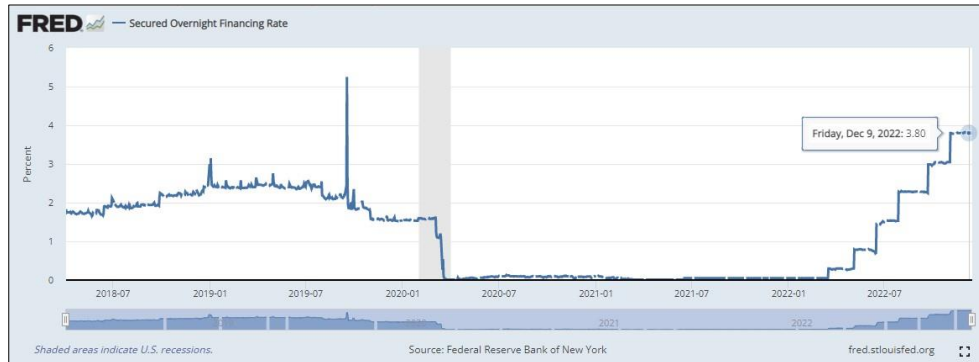


In May 2019, the Euro 10-year German Bund fell below 0 and continued in a positive direction at the end of January 2022. The increase has continued in recent months and has averaged 2% as of the report date. (Graph: Bloomberght.com)

**Reference Interest Rate Change;**



The chart above, prepared with the Turkish Lira Reference Interest Rates application published by Istanbul Stock Exchange, shows the TR reference interest rates over the years. As seen, the TR annual reference rate continues its course in the range of 9-12% in 2022.



The chart above, prepared with the USD Reference Interest Rates application published by the ICE, shows the USD reference interest rates over the years. USD 12-month reference interest rate is at the level of 0,5% as of 30.06.2021. As seen, the USD reference interest rate started to increase as of April and reached 3,5-4% on the report date in 2022.

**Δ CBRT and FED Interest Rate Change;**



According to the latest data announced by the Central Bank of the Republic of Türkiye, the interest rate is 10,50%. This rate, which varied between 5,0% and 7,5% on average between 2010 and 2018, rose to above 20,00% as of May 2018 and fell below 10,00% as of 2020. It was set at 14% as of December and continued at this level for a long time. It started to decline as of August and is at the level of 9% as of the report date.



According to the latest data announced by the US Federal Reserve, the interest rate is 0,25%. While it reached up to 2,50% as of 2017-2019, the interest rate gradually decreased and came below 0,50% as of 2022. It started to increase again as of April and is at 4,50% as of December.

### Δ Real Estate and Construction Sector in Türkiye;

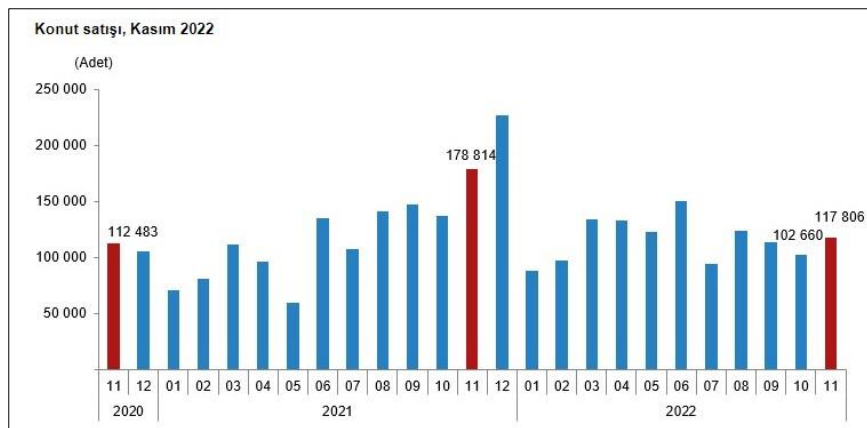
As in many other economies, the construction sector in Türkiye is not only a leading indicator in terms of the general economy, but also a driving force of growth. The acceleration and deceleration in the construction sector takes place earlier than the general economy. However, apart from the recent deceleration, it is seen that the sector is one of the sectors that makes the most significant contribution to the general economic growth, both directly and indirectly, with its high growth rate.

When we look at the long-term trends of the Turkish construction sector, it can be said that it is one of the sectors most sensitive to fluctuations in the general economy. The growth trend in the construction sector is, in a way, the leading indicator of GDP.

In the face of the exchange rate fluctuation we experienced in 2018 and the related developments, it seemed that the balancing was achieved to a great extent in 2019 with the arrangements made after the YEP decisions taken in economic terms. Annual GDP, as a chained volume index, increased by 0,9 percent in 2019 compared to the previous year. However, on a sectoral basis, while the total value added of finance and insurance activities increased by 7,4 percent, public administration, education, human health and social service activities increased by 4,6 percent, other service activities by 3,7 percent and agriculture sector by 3,3 percent, the construction sector decreased by 8,6 percent, professional, administrative and support service activities by 1,8 percent. This sharp decline in the construction sector seems to have resulted from the lack of demand, cost increase and cash flow problems experienced by contractors since 2018. While the construction sector had a 5,4 percent share in GDP in 2019 at current prices, the real estate sector had a 6,7 percent share. The two sectors reached a size of 12,1 percent of GDP.

2019 was a year in which real estate sales to foreigners, especially housing sales, exploded. With the historical decline in housing loan rates in the second quarter of 2020, sales figures, especially in newly built houses, reached a very rapid level. In 2021, the increase in interest rates negatively affected the sector, but the increase continued. Housing sales decreased by 18,3% in the January-September period compared to the same period of the previous year, and amounted to 949 thousand 138.

As of 2022, house sales in Türkiye decreased by 34,1% in November compared to the same month of the previous year and became 117 thousand 806. Istanbul had the highest share in house sales with 19 thousand 687 house sales and 16,7%. Istanbul was followed by Ankara with 9 thousand 367 house sales and 8,0% share, and Antalya with 7 thousand 902 house sales and 6,7% share. The provinces with the lowest number of house sales were Hakkari with 34 houses, Ardahan with 47 houses and Bayburt with 58 houses.

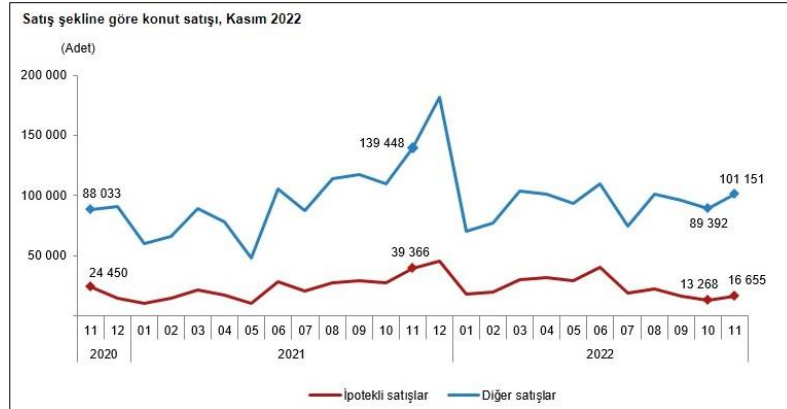


In January-November period, house sales increased by 1,0% compared to the same period of the previous year and realized as 1 million 277 thousand 659. Mortgaged house sales in Türkiye decreased by 57,7% in November compared to the same month of the previous year and became 16 thousand 655. The share of mortgaged sales in total house sales was realized as 14,1%. In January-November period, mortgaged house sales increased by 3,7% compared to the same period of the previous year and became 258 thousand 524.

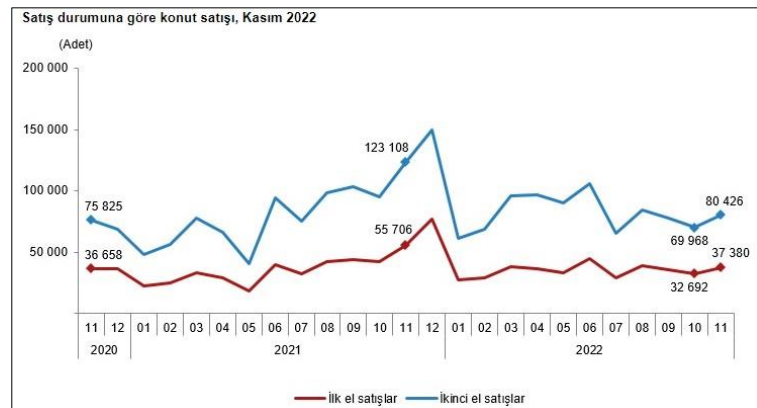
5 thousand 133 of the mortgaged sales in November and 70 thousand 170 of the mortgaged sales in January-November period were realized as first-hand sales.

Konut satış sayısı, Kasım 2022	Kasım			Ocak - Kasım		
	2022	2021	Değişim (%)	2022	2021	Değişim (%)
<b>Satış şekline göre toplam satış</b>	<b>117 806</b>	<b>178 814</b>	<b>-34,1</b>	<b>1 277 659</b>	<b>1 265 353</b>	<b>1,0</b>
İpotekli satış	16 655	39 366	-57,7	258 524	249 270	3,7
Diğer satış	101 151	139 448	-27,5	1 019 135	1 016 083	0,3
<b>Satış durumuna göre toplam satış</b>	<b>117 806</b>	<b>178 814</b>	<b>-34,1</b>	<b>1 277 659</b>	<b>1 265 353</b>	<b>1,0</b>
İlk el satış	37 380	55 706	-32,9	382 190	384 776	-0,7
İkinci el satış	80 426	123 108	-34,7	895 469	880 577	1,7

The number of first-hand house sales in Türkiye decreased by 32,9% in November compared to the same month of the previous year and became 37 thousand 380. The share of first-hand house sales in total house sales was 31,7%. In the January-November period, first-hand house sales decreased by 0,7% compared to the same period of the previous year and realized as 382 thousand 190.



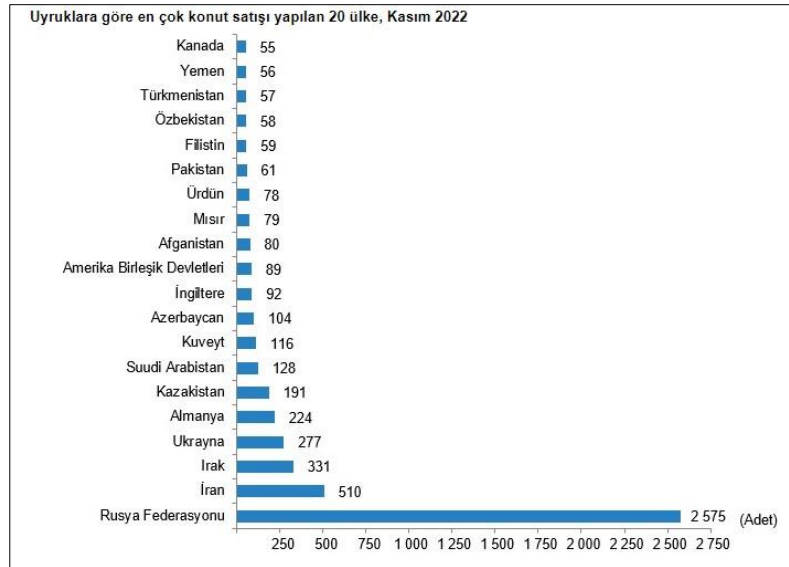
Second-hand house sales in Türkiye decreased by 34,7% in November compared to the same month of the previous year and became 80 thousand 426. The share of second-hand house sales in total house sales was 68,3%. In the January-November period, second-hand house sales increased by 1,7% compared to the same period of the previous year and realized as 895 thousand 469.



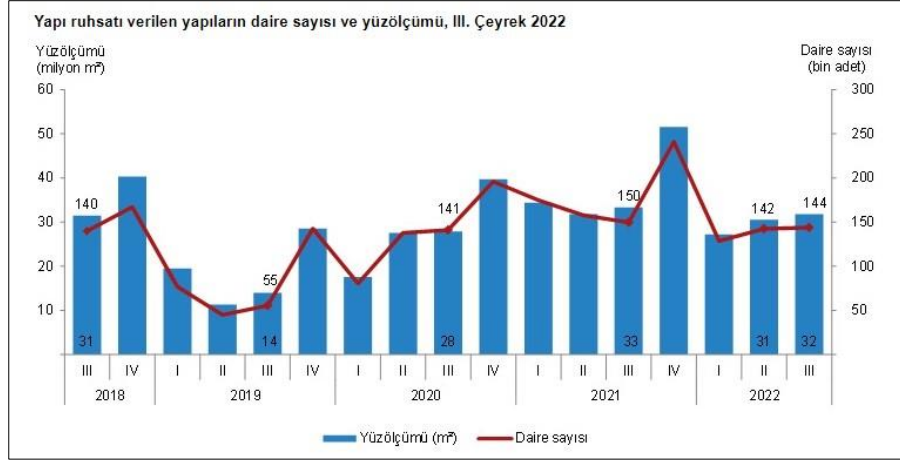
In November, house sales to foreigners decreased by 17,4% compared to the same month of the previous year and became 6 thousand 83. In November, the share of house sales to foreigners in total house sales was 5,2%. Antalya ranked first in house sales to foreigners with 2 thousand 616 house sales. Antalya was followed by Istanbul with one thousand 733 house sales and Mersin with 567 house sales. In the January-November period, house sales to foreigners increased by 20,4% compared to the same period of the previous year and became 61 thousand 104.



In November, Russian Federation citizens bought 2 thousand 575 houses from Türkiye. Russian Federation citizens were followed by Iran with 510 houses, Iraq with 331 houses and Ukraine with 277 houses.



Compared to the same quarter of the previous year, in the third quarter of 2022, the number of buildings, the number of flats and the area of buildings for which building permits were issued by municipalities decreased by 8,0%, 3,8% and 4,7%, respectively. The total area of the buildings for which building permits were issued by municipalities in the third quarter of 2022 was 31,8 million m<sup>2</sup>, of which 16,4 million m<sup>2</sup> was residential, 9,0 million m<sup>2</sup> was non-residential and 6,4 million m<sup>2</sup> was common use area.



### Δ Tourism Sector in Türkiye;

The tourism sector experienced one of the most challenging processes in its history in 2020. In 2020, the number of international passengers decreased by 74 percent compared to the previous year. While it is stated that there is a global loss of around 1,3 trillion dollars in the sector in 2020, this number was 11 times more than the loss experienced in the 2009 global economic crisis. While the VAT rate was reduced due to the significant effects of the pandemic on the tourism sector, accommodation tax and payment of adequate pay, rent, final permit, final allocation, easement right, usage permit, utilization, additional utilization fee and revenue share payments were postponed. Again, in order to reduce the negative impact on employment and the market, many regulations were made in the social security and labor law legislation.

The Covid-19, which was declared a pandemic by the World Health Organization, has adversely affected many sectors, especially the tourism sector, as it greatly restricts mobility. The tourism sector, which is called the smokeless industry, is of great importance for the economy, especially in countries such as Türkiye where it has a large share. Before Covid-19, Türkiye continued to experience a positive trend in the tourism sector. The direct contribution of tourism to the gross national product in Türkiye in 2019 amounted to 37,5 billion dollars and reached the highest figures in the last 9 years with 51,9 million visiting tourists and 34,5 billion dollars in revenue from tourism. According to the World Tourism Organization, in 2019, it was among the top 10 tourism destinations in the world in terms of the number of tourists visiting it. Türkiye's total tourism income reached 34,5 billion dollars in 2019, a record 17% increase compared to the previous year, according to TUIK. The average spend per person was 666 dollars, and the average spend per night was 68 dollars. The number of tourists visiting Türkiye increased by 14% in 2019 compared to the previous year and amounted to 51,9 million. With 7 million visitors in 2019, Russia became the country that sent the most tourists to Türkiye. While Germany ranked second in the list with 5 million tourists, it was followed by Bulgaria with 2,7 million tourists, England with 2,6 million tourists and Iran with 2,1 million tourists.

Restrictions started with the detection of the first Covid-19 case in Türkiye on March 11, 2020. In 2020, the beginning year of the pandemic, Türkiye's total tourism income decreased by 65% to 12,1 billion dollars, and the number of tourists visiting Türkiye decreased by 69% to 15,8 million as a result of the flight and travel bans due to the pandemic. While 80% of the visitors were foreign visitors residing abroad, 20% were Turkish citizens residing abroad. In 2020, the most tourists to Türkiye came from Russia with 2,1 million people, although there was a 69,7% decrease compared to the previous year. Russia was followed by Bulgaria with 1,2 million visitors, Germany with 1,1 million visitors, England with 821 thousand visitors and Iran with 386 thousand visitors. According to the data of the Ministry

of Culture and Tourism, the provinces with the most domestic and foreign visitors in 2020 were Antalya, Istanbul and Muğla, respectively.

In the first quarter of 2020, 5,6 million people visited Türkiye. Considering the first quarter of 2021, 2,6 million visitors were reached with a decrease of 54%. With the visit of 4 million people in the second quarter of 2021, approximately 6,6 million people visited Türkiye in the first half of 2021. According to the Airport Statistics, in which the inbound and outbound domestic and international passenger traffic is announced by the Turkish Hoteliers Association (TUROB), when the pre-pandemic and pandemic periods are compared, it was observed that the decrease in the number of international passengers was higher than that of the domestic passengers, due to the effect of international travel bans. When the first half of 2021 is compared with the first half of the previous year, there was a 15% increase in the domestic line and a 3% increase in the total at the airports in Istanbul, while a 5% decrease was observed in the international line. At Antalya Airport and the airports in Muğla, there was a significant increase in the number of international visitors in the first half of 2021 compared to the first half of 2020. Although there was an increase in air traffic in 2021 compared to the previous year, the levels in 2019 could not be achieved.

According to TUIK data, the average expenditure per person, which was 943 dollars in the first quarter of 2021, was 739 dollars in the second quarter, while the average spending per night, which was 56 dollars in the first quarter of 2021, was 57 dollars in the second quarter. In recent years, Türkiye has experienced difficulties in the tourism sector at different times due to various political problems. On the other hand, with the increasing effect of the pandemic, it became difficult to manage the repayment of financial debts.

Tourism revenues increased by 27,1% in the third quarter consisting of July, August and September compared to the same quarter of the previous year and reached 17 billion 952 million 361 thousand dollars. 14,3% of tourism revenues were generated from non-resident citizens visiting our country.

Visitors organize their travels individually or through package tours. In this quarter, 12 billion 562 million 557 thousand dollars of the expenditures made were personal expenditures and 5 billion 389 million 804 thousand dollars were package tour expenditures. (Ministry of Culture and Tourism)

Turizm geliri ve ziyaretçi sayısı, III. Çeyrek: Temmuz-Eylül, 2022						
	Çıkış yapan ziyaretçiler (Yurt dışı ikametli)					
	2021 III	2022 III	Değişim oranı <sup>(1)</sup> (%)	2021 9 Aylık	2022 9 Aylık	Değişim oranı <sup>(1)</sup> (%)
Turizm geliri (Bin \$)	14 126 732	17 952 361	27,1	20 866 783	35 028 540	67,9
Kişi sayısı	13 640 672	21 000 128	54,0	20 307 351	39 390 915	94,0
Kişi başı ortalama harcama (\$)	1 036	855	-17,5	1 028	889	-13,5
Gecelik ortalama harcama (\$)	91	89	-2,1	83	90	7,9

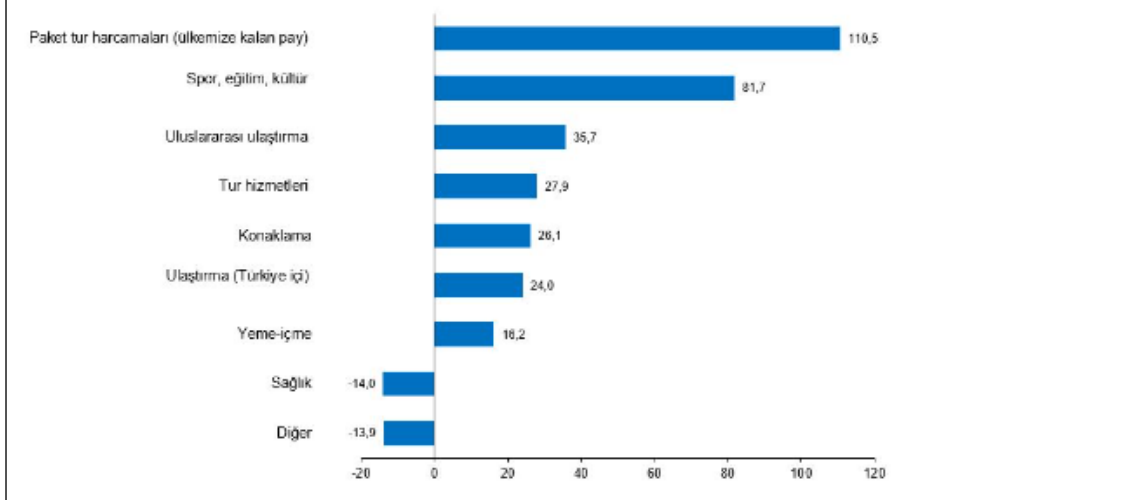
Tablodaki rakamlar, yuvarlamadan dolayı toplamı vermeyebilir.  
(1) Değişim oranı: Bir önceki yılın aynı dönemine göre hesaplanmaktadır.

In the third quarter of 2022, the number of visitors departing from our country increased by 54% compared to the same quarter of the previous year and reached 21 million 128. Citizens residing abroad made up 11,3% of the visitors with 2 million 374 thousand 125 people.

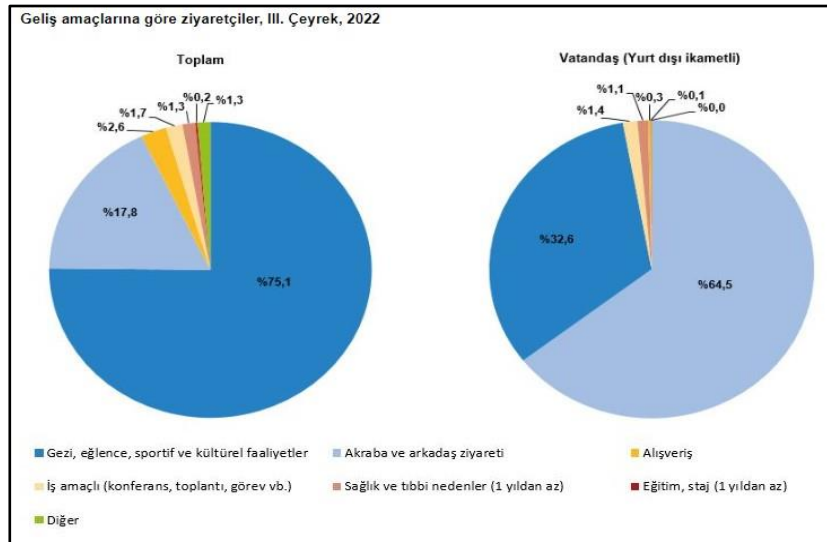
In this quarter, the average overnight expenditure of visitors departing from our country was 89 dollars. The average overnight expenditure of non-resident citizens residing abroad was 62 dollars.



Harcama türlerinin bir önceki yılın aynı dönemine göre değişim oranları (%), III. Çeyrek, 2022



In this quarter, all expenditure types except health and other expenditures increased compared to the same quarter of the previous year. Package tour expenditures (the share remaining in our country) increased by 110,5%, sports, education and culture expenditures by 81,7% and international transportation expenditures by 35,7%.



In this quarter, visitors mostly visited our country for "sightseeing, entertainment, sportive and cultural activities" with 75,1%, followed by "visiting relatives and friends" with 17,8% and "shopping" with 2,6%. Citizens residing abroad came to our country mostly for "visiting relatives and friends" with 64,5%.

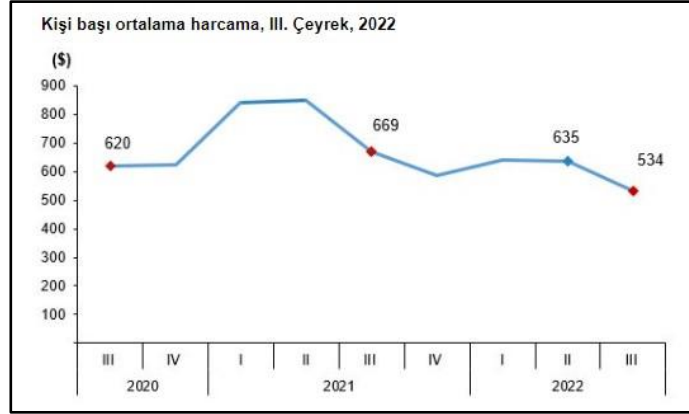
Turizm gideri ve yurt dışını ziyaret eden vatandaş sayısı, III. Çeyrek: Temmuz-Eylül, 2022

	Giriş yapan vatandaşlar (Yurt içi ikametli)					
	2021		Değişim oranı <sup>(1)</sup> (%)	2022		Değişim oranı <sup>(1)</sup> (%)
	III	III		9 Aylık	9 Aylık	
Turizm gideri (Bin \$)	584 379	1 106 285	89,3	1 155 738	2 829 062	144,8
Kişi sayısı	873 027	2 072 116	137,3	1 549 537	4 777 918	208,3
Kişi başı ortalama harcama (\$)	669	534	-20,2	746	592	-20,6

Tablodaki rakamlar, yuvarlamadan dolayı toplamı vermeyebilir.

(1) Değişim oranı: Bir önceki yılın aynı dönemine göre hesaplanmaktadır.

Tourism expenditure, which consists of the expenditures of our citizens residing at home and visiting other countries, increased by 89,3% compared to the same quarter of the previous year and reached 1 billion 106 million 285 thousand dollars. Of this amount, 907 million 483 thousand dollars was personal expenditures and 198 million 803 thousand dollars was package tour expenditures.



In this quarter, the number of citizens visiting abroad increased by 137,3% compared to the same quarter of the previous year and reached 2 million 72 thousand 116 people. Their average expenditure per person was 534 dollars.

#### **4.3 Factors Affecting or Restricting The Assessment Procedure Adversely**

There was no factor that negatively affected or limited the appraisal process from the date of appraisal until the completion of the process.

#### **4.4 Physical, Structural, Technical and Constructional Properties of the Real Estate**

##### **Δ Main Real Estate / Real Estate Properties;**

The real estate subject to the report is located on block 2420 parcel 9 with an area of 11.035,40 m<sup>2</sup>. The parcel is facing to Kocasinan Boulevard, the main arterial road of the region. The parcel is geometrically trapezoidal. There are two adjacent buildings on the parcel, which are used as Novotel and Ibis Hotel.

According to the architectural project, the Novotel part is named A block and the Ibis Hotel part is named B block. These buildings were built in reinforced concrete style. According to its project, A block consists of a basement, ground floor and 8 normal floors, and B block consists of basement, ground floor and 5 normal floors. The buildings have a total gross usage area of 11.064 m<sup>2</sup> according to their project.

A Block (Novotel): There is a shelter area in the basement, meeting rooms, a restaurant, a lobby on the ground floor, and room volumes on the normal floors. Entrance to the hotel is provided from the ground floor level and from the Kocasinan Boulevard frontage. The hotel has 4 meeting rooms. These meeting rooms have 113 m<sup>2</sup>, 23 m<sup>2</sup>, 23 m<sup>2</sup> and 45 m<sup>2</sup> usage areas. In the building, there is 1 service elevator that is used in the middle with the other block, and 2 passenger elevators that work to the room floors. Heating in the building is provided by the central ventilation system. The floors in the restaurant, lobby, kitchen, technical areas and office areas within the building are covered with ceramic, and the floors in the room floors and floor halls are carpet covered. The walls inside the building are satin painted over gypsum plaster. The hotel has 96 rooms, including 91 standard rooms, 4 suites, and 1 handicapped rooms. The rooms have a usage area of approximately 25-30m<sup>2</sup>. Each room has a bathroom with an area of approximately 3 m<sup>2</sup>. Access to the rooms is provided with a card entry system. Entrance doors are wooden panel. The floors inside the room are covered with parquet, and the walls are satin painted over gypsum plaster. In the bathroom areas, floors and walls are

covered with ceramic tiles, and there are sinks, toilet bowls and vitreous ware sets. The building is very well maintained and does not need any renovation.

B Block (İbis Otel): There are technical areas in the basement, restaurant, lobby and administrative areas in the ground floor, and rooms in the normal floors. Entrance to the hotel is provided from the ground floor level and from the Kocasınan Boulevard frontage. In the building, there is 1 service elevator that is used in the middle with the other block, and 2 passenger elevators that work to the room floors. Heating in the building is provided by the central ventilation system. The floors in the restaurant, lobby, kitchen, technical areas and office areas within the building are covered with ceramic, and the floors in the room floors and floor halls are carpet covered. The walls inside the building are satin painted over gypsum plaster. The hotel has 160 rooms in total, 156 standard rooms and 4 handicapped rooms. The rooms have a usage area of approximately 20 m<sup>2</sup>. Each room has a bathroom with an area of approximately 3 m<sup>2</sup>. Access to the rooms is provided with a card entry system. Entrance doors are wooden panel. The floors inside the room are covered with parquet, and the walls are satin painted over gypsum plaster. In the bathroom areas, floors and walls are covered with ceramic tiles, and there are sinks, toilet bowls and vitreous ware sets. The building is very well maintained and does not need any renovation.

COATS	Gross Area (m2)	NOVOTEL (Block A)			İSBIS OTEL (Block B)		
		Standard Room	Suite	Disabled Room	Standard Room	Suite	Disabled Room
Basement	1423	-	-	-	-	-	
Ground Floor	1598	-	-	-	-	-	
1st Floor	1272	19	-	1	19	-	1
2nd Floor	1272	18	1	-	19	-	1
3rd Floor	1272	18	1	-	19	-	1
4th Floor	1272	18	1	-	19	-	1
5th Floor	1272	18	1	-	20	-	-
6th Floor	561	-	-	-	20	-	-
7th Floor	561	-	-	-	20	-	-
8th Floor	561	-	-	-	20	-	-
<b>Total</b>	<b>11064</b>	91	4	1	156	-	4
		<b>96</b>			<b>160</b>		

**4.5 If Any, Information on the Situations Contrary to the License Regarding the Existing Building or the Project Under Construction**

In the examination carried out on site, it was seen that the buildings were compatible with their architectural project in terms of their general lines.

**4.6 Information on Whether Changes Made in Licensed Buildings Require Re-Licensing within the Scope of Article 21 of the Zoning Law No. 3194**

There is no production in the existing building that would require a new license.

**4.7 Information on the Purpose for which the Real Estate is Used as of the Appraisal Date, If the Real Estate is a Land, Whether There is Any Building on it and If There is, for What Purpose These Buildings are Used**

The said real estate is in active use as a hotel.

**5. APPRAISAL METHODS USED**

**UDS Defined Value Basis – Market Value:**

↗Market value is the estimated amount required to be used in the exchange of an asset or liability as of the appraisal date, as a result of appropriate marketing activities, in a non-collusive transaction

between a willing seller and a willing buyer, in which the parties have acted with knowledge, prudence and without coercion. The definition of market value should be applied in accordance with the following conceptual framework:

**(a)** The term “estimated amount” means the price expressed in money for the asset in a non-collusive market transaction. Market value is the most probable price that can be reasonably obtained in accordance with the definition of market value in the market as of the appraisal date. This price is the best price that can be reasonably obtained by the seller and the most advantageous price that can be obtained by the buyer in reasonable terms. This estimate does not include in particular any special considerations or concessions granted by any party associated with the sale, an estimated price that has been increased or decreased based on special terms or conditions, such as a non-standard financing, sell-and-lease agreement, or any element of value simply for a particular owner or buyer.

**(b)** The expression “to be exchanged” refers to a situation where the value of an asset or liability is an estimated value rather than a predetermined amount or actual selling price. This price is the price in a transaction that satisfies all elements of the market value definition as of the appraisal date;

**(c)** The expression “as of the appraisal date” requires that the value be determined as of a specific date and be specific to that time. The estimated value may not be accurate or appropriate at another time, as markets and market conditions may change. The appraisal amount reflects the market situation and conditions only as of the appraisal date, not at any other date;

**(d)** The expression “between a willing buyer” refers to a buyer who has acted with intent to buy, but not compelled. This buyer is not eager or determined to buy at any price. This buyer buys in accordance with current market realities and current market expectations, rather than in a virtual or hypothetical market that cannot be proven or predicted. A buyer who is deemed to exist will not pay a price higher than the market requires. The current owner of the asset is among those who make up the market.

**(e)** A “willing seller” means a seller who is not willing or compelled to sell at a particular price, or who does not insist on a price that is not considered reasonable by the current market. Regardless of the price, the willing seller is willing to sell the asset in open markets at the best price possible under market conditions as a result of appropriate marketing activities. The circumstances of the actual owner of the asset are not included in the foregoing because the willing seller is a hypothetical owner.

**(f)** The term “non-collusive transaction” refers to a transaction between parties for which there is no specific and special relationship, not parties such as the parent company and its subsidiary, or the landlord and the lessee, where the price may not reflect or raise the market price level. Market value transactions are assumed to be made between unrelated parties, each acting independently.

**(g)** The expression “as a result of appropriate marketing activities” means that the asset is put on the market and sold at the best price that can be obtained in accordance with the definition of market value if it is marketed in the most appropriate way. The method of sale is considered to be the most convenient method to obtain the best price in the market to which the seller has access. The time to market the asset is not a fixed period and may vary depending on the type of asset and market conditions. The only criterion here is that sufficient time must be allowed for the asset to attract the attention of a sufficient number of market participants. The time to market must occur before the appraisal date,

**(h)** The phrase “the parties acting with knowledge and prudence” assumes that the willing seller and willing buyer are reasonably informed about the market situation, the structure, characteristics, actual and potential uses of the asset as of the appraisal date. It is assumed that each party uses this information prudently to obtain the most advantageous price for their respective positions in the transaction. Prudence is evaluated not by the advantage of an experience, the benefit of which is understood later, but by taking into account the market conditions as of the appraisal date. For

example, a seller who sells its assets at a price below the previous market levels in an environment of falling prices is not considered imprudent. In such cases, prudent buyers or sellers will act on the best market information available at the time, as would be the case with other transactions in which assets are exchanged under changing price conditions in markets.

(i) The expression "without coercion" means that each of the parties has taken action with the intention of doing this transaction without being forced or under pressure.

➤ The concept of market value is accepted as the price negotiated in an open and competitive market where *participants* are free. An asset's market can be an international or a local market. A market may consist of a large number of buyers and sellers, or a characteristically limited number of *market participants*. The market in which the asset is assumed to be offered for sale is a market in which, in theory, the *asset* exchanged is normally exchanged.

➤ The market value of an *asset* reflects its most efficient and best use. The most efficient and best use is the highest legally permissible and financially profitable use of an asset's potential. The most efficient and best use may be a continuation of the current use of an asset or some alternative use. This is determined by the intended use for the asset when calculating the price a *market participant* will offer for the asset.

➤ The nature and source of appraisal inputs *should* reflect the basis of value, which should ultimately be relevant to the *appraisal purpose*. For example, different approaches and methods can be used to determine market value, provided that market-derived data are used. The market approach, by definition, uses market-derived inputs. In order to determine market value using the income approach, it is *necessary* to use the inputs and assumptions adopted by the *participants*. In order to determine market value using the cost approach, it is *necessary* to determine the cost and appropriate wear rate of an asset with equivalent use through market-based cost and wear analyzes.

➤ For the *asset* being appraised, the most valid and most appropriate appraisal method or methods *should* be determined according to the available data and market-related conditions. Each approach or method used *should* provide an indication of market value if it is based on properly analyzed and market-derived data.

➤ Market value does not reflect attributes of an *asset* that are not available to other buyers in the market and that have value to a particular owner or buyer. Such advantages may be *related* to the physical, geographical, economic or legal characteristics of an *asset*. Since market value assumes that there is a willing buyer, not a specific willing buyer, at a given date, it necessitates ignoring all such elements of value.

### **Appraisal Methods**

Care must be taken to ensure that appraisal approaches are appropriate and relevant to the content of the assets being appraised. The three approaches described and explained below are the basic approaches used in appraisal. All of these are based on the principles of price equilibrium, utility expectation, or substitution economics. The main appraisal approaches are given below:

**(A) Market Approach   (B) Income Approach   (C) Cost Approach**

Each of these basic appraisal approaches includes different and detailed application methods.

The purpose of choosing appraisal approaches and methods for an asset is to find the most appropriate method for certain situations. It is not possible for one method to be suitable for every situation. The following are taken into account as a minimum in the selection process:

**(a)** the terms and purpose of the appraisal task and the appropriate value basis(s) and assumed use(s) identified; **(b)** the strengths and weaknesses of possible appraisal approaches and methods; **(c)** the

relevance of each method in terms of the nature of the asset and the approaches and methods used by the participants in the relevant market; **(d)** the availability of reliable information necessary for the application of the method(s).

## 5.1 Market Approach

### Δ Explanatory Information on the Market Approach, Reasons for Using This Approach for the Appraisal of the Subject Real Estate

The market approach refers to the approach in which the indicative value is determined by comparing the *asset* with the same or comparable (similar) *assets* for which price information is available. It is deemed necessary to apply the market approach and to give important and/or significant weight to it in the following situations: **(a)** the subject asset has been recently sold at a fair value basis, **(b)** the subject asset or substantially similar assets are actively traded, and/or **(c)** there are frequent and/or recent observable transactions involving substantially similar assets.

If comparable market information is not identical or significantly related to the asset, the *appraiser should* conduct a comparative analysis of the qualitative and quantitative similarities and differences between the comparable *assets* and the subject *asset*. Adjustment based on this comparative analysis will often be necessary. These adjustments *should* be reasonable and *appraisers* should include in their reports the rationale for the adjustments and how they were quantified.

The market approach usually uses market multipliers derived from comparable assets, each with different multipliers. Selecting the appropriate multiplier from the specified range requires an evaluation that takes into account both qualitative and quantitative factors.

### Δ Precedent Information for which Price Information is Determined and Source of This Information

**[P:1 Land for Sale]** In the region where the real estate subject to the appraisal is located, facing to Osman Kavuncu Boulevard, Trade Area, a land with 5-storey construction conditions and a surface area of 169 m<sup>2</sup> is for sale at a bargain price of 1.725.000 TL.

Note: Due to the large area of the real estate subject to the appraisal, its unit value is low.

Respondent: 0552 826 10 40

**[P:2 Land for Sale]** In the region where the real estate subject to the appraisal is located, Residence+Trade Area, a share of 495 m<sup>2</sup> with E:2.200 construction conditions in a land with a surface area of 1.722 m<sup>2</sup> is for sale at a bargain price of 4.375.000 TL.

Note: The small area of the precedent real estate is an advantage.

Respondent: 0352 222 66 71

**[P:3 Land for Sale]** In the region where the real estate subject to the appraisal is located, a land with Trade Area construction conditions and a surface area of 252 m<sup>2</sup> is for sale at a bargain price of 1.370.000 TL.

Note: The real estate subject to the appraisal is advantageous in terms of location compared to the precedent real estate.

Respondent: 0530 774 71 38

**[P:4 Land for Sale]** In the region where the real estate subject to the appraisal is located, facing to the street with more intense pedestrian traffic, Trade Area, a land with 8-storey construction conditions and a surface area of 289 m<sup>2</sup> is for sale at a bargain price of 4.650.000 TL.

Note: The precedent real estate is advantageous in terms of zoning status. Due to the large area of the real estate subject to the appraisal, its unit value is low.

Respondent: 0534 958 30 15

(Alternative Hotels)

HOTELS THAT CAN BE ALTERNATIVES FOR THE REAL ESTATE			
NAME OF HOTEL	NUMBER OF STARS	OVERNIGHT PRICE PER HEAD	DISTANCE TO THE REAL ESTATE SUBJECT TO APPRAISAL
NOVOTEL KAYSERİ	4	900	0,3 km
HOTEL CITY ONE	4	950	3 km
RADISSON BLU HOTEL	4	1.500	2 km
HOLIDAY INN HOTEL	4	1200	3 km

PRECEDENT ADJUSTMENT TABLE								
Content	Precedent 1		Precedent 2		Precedent 3		Precedent 4	
Gross area (m <sup>2</sup> )	169,00m <sup>2</sup>		495,00m <sup>2</sup>		252,00m <sup>2</sup>		289,00m <sup>2</sup>	
Sales price	1.725.000 TL		4.375.000 TL		1.370.000 TL		4.650.000 TL	
m <sup>2</sup> unit price	10.207 TL		8.838 TL		5.437 TL		16.090 TL	
Room for negotiation	5%	-	5%	-	10%	-	15%	-
Position Goodwill	0%	+	0%	-	40%	+	0%	+
Area Goodwill	30%	-	30%	-	30%	-	30%	-
Zoning Status Goodwill	0%	+	0%	-	0%	+	20%	-
Discounted unit price	6.635 TL		5.745 TL		5.437 TL		5.631 TL	
Average Unit Price	5.862TL/m <sup>2</sup>							

**Δ Sketches Extracted from the Virtual Environment Maps of the Used Precedents, Showing the Proximity to the Real Estate Subject to the Appraisal**



### **Δ Detailed Explanation on How the Precedents are Taken into Consideration, Adjustments to the Precedent Information, Detailed Explanations on the Reason for Making the Adjustments and Other Assumptions**

There is no precedent land in the region with a similar zoning status as the real estate. In the research carried out in the region where the real estate is located, similar/different land precedents for sale with residential and commercial zoning status have been seen. Based on these precedents in the region, the zoning status, location, road frontage, land structure, infrastructure, landscaping, etc. of the parcel were taken into consideration and the value of the real estate was appraised.

In line with this information, it has been concluded that the sales prices of the land per square meter can be between 4.000 TL and 6.000 TL.

### **Δ Result of Market Approach**

In line with the information written above, all kinds of positive/negative factors such as the location, zoning status, land structure, road frontage, ease of transportation etc. of the real estate in question were taken into account, and the land unit value of the real estate was appraised as 5.890 TL/m<sup>2</sup> in the light of the corrections in the precedents.

Land Value of Block 2420, Parcel 9: 11.035,40 m<sup>2</sup> x 5.890,14 TL/m<sup>2</sup> = ~65.000.000,00 TL

As a result of the market approach method, the total value of the land (excluding VAT) was appraised as **65.000.000,00 TL**, taking into account the title deed area of the real estate.

## **5.2 Cost Approach**

### **Δ Explanatory Information on the Cost Approach, Reason for Using This Approach for the Appraisal of the Subject Real Estate**

The cost approach is the approach in which the indicative value is determined by applying the economic principle that a buyer will not pay more for a given asset than the cost of acquiring another asset of equal utility, whether acquired by purchase or construction, unless there are factors such as time, inconvenience and risk that cause unnecessary burden. In this approach, the indicative value is determined by calculating the current replacement cost or reproduction cost of an *asset* and deducting any depreciation that occurs in physical deterioration and other forms. It is deemed necessary to apply the cost approach and to give important and/or significant weight to it in the following situations: **(a)** participants can reconstitute an asset with substantially the same utility as the subject asset, without legal restrictions, and the asset can be reconstituted in such a short time that participants are not willing to pay a significant premium for prompt use of the subject asset;

**(b)** the asset does not directly generate income and the unique nature of the asset makes the income or market approach impossible and/or **(c)** the value basis used is primarily based on replacement cost, such as for example replacement value.

There are three main cost approach methods: **(a)** replacement cost method: the method by which indicative value is determined by calculating the cost of a similar asset providing equivalent benefits. **(b)** reproduction cost method: the method by which the indicative value is determined by calculating the cost required to reproduce the asset. **(c)** collection method: the method in which the value of the asset is calculated by adding the value of each of its components.



### **Δ Precedent Information Used in Determining the Value of the Land and the Source of This Information, Adjustments, Other Assumptions and Result**

The current market conditions have been taken into account as a result of the corrections made with the precedents determined in the market approach and the explanations, taking into account all distinctive factors such as the area of the parcel in question, its location in the region where it is located, its distance to the main arterial roads, its frontage, geometric shape and topographic features.

Based on all these conditions and the corrections in the precedents found by the researches, the opinions of the real estate agents who dominate the region and the historical data, the unit value above has been appraised for the parcel in question.

### **Δ Information Used in Determining Building Costs and Other Costs, Source of This Information and Assumptions**

While determining the building value of the real estate in question, "The Chart Showing the Rates of Depreciation" was not used. The determinations made at the location of the real estate and the current construction costs were compared and a separate unit value was determined for the hotel area and a separate unit value for the parking area of the real estate.

### **Δ Result of Cost Approach**

BUILDING NO	CONSTRUCTION AREA (m2)	UNIT COST (TL/m2)	DEPRECIATION (%)	VALUE (TL)
HOTEL (BASEMENTS)	1.423,00	₺6.500,00	10	8.330.000,00 ₺
NOVOTEL	4453	₺12.000,00	7	49.700.000,00 ₺
IBIS HOTEL	5188	₺11.000,00	7	53.080.000,00 ₺
Environmental Layout, Infrastructure Costs, External Miscellaneous Works etc.				890.000,00 ₺
<b>TOTAL</b>				<b>112.000.000,00 ₺</b>

\* As a result, a total value of **177.000.000,00 TL** was appraised as the land and building value of the real estate according to the cost method.

The calculation table of the basis for the right of construction established on the said real estate is as follows.

Right of Construction Period and Rate Table	
Right of Construction Establishment Date	20.08.2008
Right of Construction Period	49 Years
Right of Construction Period on a Day Basis	17897
Right of Construction Expiry Date	20.08.2057
Appraisal Date	30.12.2022
Remaining Right of Construction Usage Period as of the Appraisal Date on	12652
Percentage of Remaining Use Period of Right of Construction	70,69
Appreciated Full Ownership Land Unit Value	5.890,14 ₺
Land Area	11035,40
Total Land Value	65.000.000,00 ₺
Ratio of Right of Construction Value (2/3)	0,666666
Percentage of Remaining Use Period of Right of Construction	70,69
Unit Value of the Land That is the Basis for Right of Construction	2.775,96 ₺
Land Area	11035,40
<b>Total Value of the Land That is the Basis for Right of Construction</b>	<b>30.633.781,36 ₺</b>

While calculating the value of the real estate, the market approach value and the unit value of the land that is the basis for full ownership were found, and the land unit value that constitutes the basis for the right of construction was achieved by the method of calculating the right of construction, as shown in the table above. Thus, the fair market value of the real estate subject to the report according to the cost method based on the right of construction has been calculated as;

Land Value: ~30.635.000,00 TL and Building Value: 112.000.000,00 TL, a total of ~150.635.000,00 TL. The right of construction value of the real estate was appraised as **150.635.000,00 TL** with this method.

Right of Construction Value: Calculation has been made over the Market Value of the Land x 2/3 (Right of Construction Multiplier) x (Remaining Years/49 Years).

#### **Δ Building Values Basis for Insurance**

The building value basis for insurance is stated assuming that it will be rebuilt over the building class specified in the building permit and occupancy certificate. The real estate has a construction class of 4A in the occupancy and license certificate. For this reason, the building value basis for insurance has been determined by considering the unit cost of the 4A building.

Indoor Area (m2)	Unit Price (TL/m <sup>2</sup> )	VALUE (TL)
11064	₺4.950,00	54.766.800,00 ₺

### **5.3 Income Approach**

#### **Δ Explanatory Information on the Income Approach, Reason for Using This Approach for the Appraisal of the Subject Real Estate**

The income approach allows the indicative value to be determined by converting future cash flows into a single current value. In the income approach, the value of the asset is determined based on the present value of the income, cash flows or cost savings generated by the asset. It is deemed necessary to apply the income approach and to give important and/or significant weight to it in the following situations:

(a) The ability of the asset to generate income is a very important factor affecting the value from the perspective of the participant, (b) Reasonable estimates of the amount and timing of future income associated with the subject asset exist, but with few relevant market precedents, if any.

→ **Discounted Cash Flows (DCF) Method:**

In the DCF method, estimated cash flows are discounted to the appraisal date, resulting in the present value of the *asset*. It is also described as yield capitalization (reduction) of income. In some cases involving long-lived or indefinite-lived *assets*, the DCF *may include* the continuing value that represents the *asset's* value at the end of its exact forecast period. In other cases, the value of the *asset* may be calculated using a stand-alone sustained value that does not have an exact forecast period.

Residual value, which is a current approach to the application of discounted cash flow analysis, is the value calculated for the real estate investor based on the assumption that the real estate is sold after the anticipated operating period. In the residual value calculation made with the help of the capitalization rate, TIP 1 (International Valuation Standards Council (IVSC)'s Technical Information Paper 1 (TIP 1) Discounted Cash Flow) in July 2013 is the use of the income of the year following the last period, as in the current valuation studies carried out internationally. It is thought that the investor who will purchase the real estate at the end of the projection period will decide on the purchase price according to the income of the next year.

Taking the income of the year following the last period as a basis in the residual value calculation is a factor that affects the resulting value. In other words, residual value is the cash flows from the last year of the project's anticipated modeling period to infinity, discounted to the last year predicted.

The basic steps of the DCF method are as follows:

- (a) selecting the type of cash flow that best suits the nature of the subject asset and the appraisal task (for example, pre-tax or post-tax cash flows, total cash flows or equity cash flows, real or nominal cash flows, etc.),
- (b) determining, if any, the most appropriate exact period for estimating cash flows,
- (c) preparing cash flow forecasts for the period in question,
- (d) determining whether the continuing value at the end of the exact forecast period (if any) is appropriate for the subject asset, and then determining the continuing value appropriate to the nature of the asset;
- (e) determining the appropriate discount rate,
- (f) applying the discount rate to the estimated cash flows, including the continuing value, if any.

→ **Direct Capitalization Method:**

It is the method in which the all-risk or overall capitalization rate is applied to a representative single period income. The value of the real estate is calculated by dividing the net income to be generated by the real estate for that period (year) by a capitalization rate formed according to the current real estate market conditions. This capitalization rate can be determined by the relationship between sales and income levels in comparable real estates. The concept of Net Income should be noted here. After the effective gross income, which includes the income to be obtained from all sources, the potential gross income of the property and the expected gaps / losses from it, net operating income should be obtained by eliminating the effective gross income from operating expenses and other expenses. Potential Gross Rental Income: It is the amount of income obtained in cases where all the rentable units of the real estate are rented and the rental prices are collected as unregistered.

- Total annual potential income / Capitalization rate = Value

### **Δ Precedent Information Used in Estimating Cash Inflows and Outflows, Source of This Information and Other Assumptions**

The information used below has been determined by taking into account the data of the last 3 years of Kayseri Novotel and Ibis Hotel.

#### **ibis Hotel;**

In 2020, occupancy rates decreased after March and it is known that the hotel was closed for 4 months during the year. The year-end occupancy rate was 37%. In 2021, it was observed that the occupancy rate of the hotel increased especially after the 3rd quarter as the effects of the pandemic decreased. In 2022, it was observed that the increase continued. Due to the increase in demand and prices, the average room price was taken as 24 Euro. Detailed information about income data and rent analysis is given below.

#### **Novotel Hotel;**

It is seen that occupancy rates have decreased after March in 2020. The year-end occupancy rate was 59%. In 2021, it was observed that the occupancy rate of the hotel increased especially after the 3rd quarter as the effects of the pandemic decreased. In 2022, it was observed that the increase continued. Due to the increase in demand and prices, the average room price was taken as 32 Euro. Detailed information about income data and rent analysis is given below.

### **Δ Detailed Explanation and Reasons for How the Discount Rate is Calculated**

While determining the discount rate, the collection method within the scope of UDES was taken as a basis and the items listed below were taken into account.

- a. Risks related to projections of used cash flows,
- b. Type of asset appraised,
- c. Ratios implicitly involved in transactions in the market,
- d. The geographic location of the asset and/or the location of the market in which it will be traded,
- e. The life of the asset and the consistency of the inputs,
- f. Type of cash flow used,

Discount Rate = Risk-Free Rate of Return\* + Risk Premium\*\*

\* During the studies, the Euro-based 5-year value of long-term, Eurobonds with Euro value was obtained as the risk-free rate of return. In determining these rates, the return rates of the most liquid bonds were determined as the risk-free rate of return.

\*\* The discount rates were determined by taking the risk premium as the sum of the risk-free rates of return and the country risks arising from the irregularities in exchange rates at around 3-4%. In the income analysis, the discount rate was taken as 11,5% with the sum of the risk-free rate of return and the risk premium. Since the net income will not change in rental income, the total risk rate was taken as 2-3% and the discount rate was taken as 9,5%.

### **Δ Assumptions Used in Income Analysis**

#### **ibis Hotel**

- The Ibis Hotel subject to the appraisal have 160 rooms. It is assumed that the hotel will be open 365 days a year.
- The average occupancy rate of the hotel was determined by taking into account the last 3 years' data from the hotel operator, the negativities experienced in the tourism sector during the

pandemic process, and the increased hotel occupancy rates after the effect of the pandemic began to decrease in the last 12 months. In 2019, the occupancy rate of the hotel is 72%, and the average room price is approximately 20 Euro. In 2020, occupancy rates decreased after March and it is known that the hotel was closed for 4 months during the year. The year-end occupancy rate was 37%. The annual average room price is 19 Euro. In 2021, it was observed that the occupancy rate of the hotel increased especially after the 3rd quarter as the effects of the pandemic decreased. In 2022, it was observed that the increase continued. Due to the increase in demand and prices, the average room price was taken as 24 Euro. Room occupancy rate was assumed to be 64% for 2023, 5% for the following 5 years, and 80,13% for the 6th year after a 3% increase until the end of the projection.

- Hotel room prices are determined by assuming that it will operate on a bed-and-breakfast system. In the researches, the concept of the hotel and the room/night prices of the hotels in the region were taken into consideration. The hotel room price per night is determined as 24 Euro/room, taking into account, in the first 5 years, the radical changes in the exchange rates in our country, a 5% increase in room prices, and in the following 10 years, 3% increase and in the following years approximately 2%.
- Considering the performance of the facility, the other income ratio was determined. As a result of the research we conducted with the information and data obtained from the hotel operator, it has been predicted that the other income ratio will be approximately 20% of the total room income of the hotel.
- Gross operating profit is calculated by deducting department expenses and operating expenses from total income. Hotel GOP (Gross Operating Profit Ratio) Ratios were projected to be 35% for the first year, and remain constant at 46,49% after 5% increase for the following 5 years and 3% for the 3 years following the 5th year. It has been seen that this predicted GOP ratio is reasonable for the continuation of the operation period.

#### **Novotel**

- Novotel subject to the appraisal have 96 rooms. It is assumed that the hotel will be open 365 days a year.
- The average occupancy rate of the hotel was determined by taking into account the last 3 years' data from the hotel operator, the negativities experienced in the tourism sector during the pandemic process, and the increased hotel occupancy rates after the effect of the pandemic began to decrease in the last 12 months. In 2019, the occupancy rate of the hotel is 72%, and the average room price is approximately 20 Euro. In 2020, occupancy rates decreased after March and it is known that the hotel was closed for 4 months during the year. The year-end occupancy rate was 37%. The annual average room price is 19 Euro. In 2021, it was observed that the occupancy rate of the hotel increased especially after the 3rd quarter as the effects of the pandemic decreased. In 2022, it was observed that the increase continued. Due to the increase in demand and prices, the average room price was taken as 32 Euro. Room occupancy rate was assumed to be 60% for 2023, and 75,12% after a 5% increase for the following 5 years and a 3% increase in the 6th year until the end of the projection.
- Hotel room prices are determined by assuming that it will operate on a bed-and-breakfast system. In the researches, the concept of the hotel and the room/night prices of the hotels in the region were taken into consideration. In addition, the average room prices of the hotel in the last 5 months, when the effect of the pandemic decreased, were taken into account. The hotel room price per night is determined as 31 Euro/room, taking into account, in the first 5 years, the radical changes in the exchange rates in our country, a 5% increase in room prices, and in the following 10 years, 3% increase and in the following years approximately 1,5%.
- Considering the performance of the facility, the other income ratio was determined. As a result of the research we conducted with the information and data obtained from the hotel operator, it has

been predicted that the other income ratio will be approximately 25% of the total room income of the hotel.

- Gross operating profit is calculated by deducting department expenses and operating expenses from total income. Hotel GOP (Gross Operating Profit Ratio) Ratios were projected to be 29% for the first year, and remain constant at 45,15% after 5% increases until the 10th year. It has been seen that this predicted GOP ratio is reasonable for the continuation of the operation period.

#### **General Data**

- Real estate tax and insurance costs transmitted by Akfen GYO A.Ş. are added to the projection at the same amount each year, assuming that there will be no annual increase.
- The annual right of construction price will continue to increase by 105.000 USD between 2019-2023, 140.000 USD in 2024, and 1.400 USD every year from 2025 until the expiration of the right of construction, according to the right of construction agreement. At the end of the right of construction, the facility will be transferred to the Kayseri Chamber of Industry. Since Euro data is used in the projection, the right of construction price has been taken into account by calculating the Euro value from the current exchange rate.
- Tax and VAT are not included in the studies within the scope of International Appraisal Standards.
- A more realistic net present value was obtained by taking the mid-year factor (0,5) into account in net present value calculations.
- The discount rate is taken as 11,5% in the income projection as stated in the relevant article of the report.
- It is assumed that all payments are made in advance.

#### **Δ Assumptions Used in Rent Analysis**

##### **İbis Hotel**

- The İbis Hotel subject to the appraisal have 160 rooms. It is assumed that the hotel will be open 365 days a year.
- The details of the lease contract submitted by Akfen GYO AŞ. were examined. The real estate is owned by Akfen GYO AŞ. and is operated by the Accor Group, an international hotel management company. According to the contract, the rent to be paid by the Accor Group is determined as the higher amount of 25% of the total gross income or 95% of the adjusted gross operating income (AGOP). According to the terms of the contract, the AGOP rate for the last year has been determined as 95%.
- Adjusted gross operating income (AGOP) is determined by deducting the operator share and replacement reserve ratio to be paid to ACCOR at the rate of 8% of the gross income from the gross operating profit (GOP).
- The average occupancy rate of the hotel was determined by taking into account the last 3 years' data from the hotel operator, the negativities experienced in the tourism sector during the pandemic process, and the increased hotel occupancy rates after the effect of the pandemic began to decrease in the last 12 months. In 2019, the occupancy rate of the hotel is 72%, and the average room price is approximately 20 Euro. In 2020, occupancy rates decreased after March and it is known that the hotel was closed for 4 months during the year. The year-end occupancy rate was 37%. The annual average room price is 19 Euro. In 2021, it was observed that the occupancy rate of the hotel increased especially after the 3rd quarter as the effects of the pandemic decreased. In 2022, it was observed that the increase continued. Due to the increase in demand and prices, the average room price was taken as 24 Euro. Room occupancy rate was assumed to be 64% for 2023, 5% for the following 5 years, and 80,13% for the 6th year after a 3% increase until the end of the projection.

- Hotel room prices are determined by assuming that it will operate on a bed-and-breakfast system. In the researches, the concept of the hotel and the room/night prices of the hotels in the region were taken into consideration. The hotel room price per night is determined as 24 Euro/room, taking into account, in the first 5 years, the radical changes in the exchange rates in our country, a 5% increase in room prices, and in the following 10 years, 3% increase and in the following years approximately 2%.
- Considering the performance of the facility, the other income ratio was determined. As a result of the research we conducted with the information and data obtained from the hotel operator, it has been predicted that the other income ratio will be approximately 20% of the total room income of the hotel.
- Gross operating profit is calculated by deducting department expenses and operating expenses from total income. Hotel GOP (Gross Operating Profit Ratio) Ratios were projected to be 35% for the first year, and remain constant at 46.49% after 5% increase for the following 5 years and 3% for the 3 years following the 5th year. It has been seen that this predicted GOP ratio is reasonable for the continuation of the operation period.

### Novotel

- Novotel subject to the appraisal have 96 rooms. It is assumed that the hotel will be open 365 days a year.
- The details of the lease contract submitted by Akfen GYO AŞ. were examined. The real estate is owned by Akfen GYO AŞ. and is operated by the Accor Group, an international hotel management company. According to the contract, the rent to be paid by the Accor Group is determined as the higher amount of 22% of the total gross income or 95% of the adjusted gross operating income (AGOP). According to the terms of the contract, the AGOP rate for the last year has been determined as 95%.
- Adjusted gross operating income (AGOP) is determined by deducting the operator share and replacement reserve ratio to be paid to ACCOR at the rate of 8% of the gross income from the gross operating profit (GOP).
- The average occupancy rate of the hotel was determined by taking into account the last 3 years' data from the hotel operator, the negativities experienced in the tourism sector during the pandemic process, and the increased hotel occupancy rates after the effect of the pandemic began to decrease in the last 12 months. In 2019, the occupancy rate of the hotel is 72%, and the average room price is approximately 20 Euro. In 2020, occupancy rates decreased after March and it is known that the hotel was closed for 4 months during the year. The year-end occupancy rate was 37%. The annual average room price is 19 Euro. In 2021, it was observed that the occupancy rate of the hotel increased especially after the 3rd quarter as the effects of the pandemic decreased. In 2022, it was observed that the increase continued. Due to the increase in demand and prices, the average room price was taken as 32 Euro. Room occupancy rate was assumed to be 60% for 2023, and 75,12% after a 5% increase for the following 5 years and a 3% increase in the 6th year until the end of the projection.
- Hotel room prices are determined by assuming that it will operate on a bed-and-breakfast system. In the researches, the concept of the hotel and the room/night prices of the hotels in the region were taken into consideration. In addition, the average room prices of the hotel in the last 5 months, when the effect of the pandemic decreased, were taken into account. The hotel room price per night is determined as 31 Euro/room, taking into account, in the first 5 years, the radical changes in the exchange rates in our country, a 5% increase in room prices, and in the following 10 years, 3% increase and in the following years approximately 1,5%.
- Considering the performance of the facility, the other income ratio was determined. As a result of the research we conducted with the information and data obtained from the hotel operator, it has

been predicted that the other income ratio will be approximately 25% of the total room income of the hotel.

- Gross operating profit is calculated by deducting department expenses and operating expenses from total income. Hotel GOP (Gross Operating Profit Ratio) Ratios were projected to be 29% for the first year, and remain constant at 45,15% after 5% increases until the 10th year. It has been seen that this predicted GOP ratio is reasonable for the continuation of the operation period.

#### General Data

- Real estate tax and insurance costs transmitted by Akfen GYO A.Ş. are added to the projection at the same amount each year, assuming that there will be no annual increase. Since the first year is based on a 6-month period, a projection has been created by taking half of the specified costs into account.
- The annual right of construction price will continue to increase by 105,000 USD between 2019-2023, 140,000 USD in 2024, and 1,400 USD every year from 2025 until the expiration of the right of construction, according to the right of construction agreement. At the end of the right of construction, the facility will be transferred to the Kayseri Chamber of Industry. Since Euro data is used in the projection, the right of construction price has been taken into account by calculating the Euro value from the current exchange rate.
- Tax and VAT are not included in the studies within the scope of International Appraisal Standards.
- A more realistic net present value was obtained by taking the mid-year factor (0,5) into account in net present value calculations.
- The discount rate is taken as 9,5% in the rental income projection as stated in the relevant article of the report.
- It is assumed that all payments are made in advance.



IBIS HOTEL		Discounted Cash Flow Over Hotel Income															
Year of Appraisal		0,5	1,5	2,5	3,5	4,5	5,5	6,5	7,5	8,5	9,5	10,5	11,5	12,5	13,5	14,5	15,5
Periyot Period		0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Yıllar Years		2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038
<b>Toplam Oda Sayısı</b> Total Number of Rooms		122	122	122	122	122	122	122	122	122	122	122	122	122	122	122	122
<b>Faal Gün Sayısı</b> The Number of Operative Days		365	366	365	365	365	366	365	365	365	366	365	365	365	366	365	365
<b>Doluluk Oranı</b> Occupancy Rate		64,00%	67,20%	70,56%	74,09%	77,79%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%
<b>Oda Fiyatı (€)</b> Room Price (€)		25,00 €	26,25 €	27,56 €	28,94 €	30,39 €	31,30 €	32,24 €	33,21 €	34,20 €	35,23 €	36,28 €	37,37 €	38,49 €	39,65 €	40,84 €	42,06 €
<b>Konaklama Gelir Toplamı</b> Total Accommodation Income		712.480,00 €	787.661,28 €	866.023,89 €	954.791,34 €	1.052.657,45 €	1.119.823,92 €	1.150.322,18 €	1.184.831,84 €	1.220.376,80 €	1.260.431,90 €	1.294.697,74 €	1.333.538,68 €	1.373.544,84 €	1.418.627,21 €	1.457.193,72 €	1.500.909,53 €
<b>Diğer Gelir Toplamı</b> Total Other Income		142.496,00 €	157.532,26 €	173.204,78 €	190.958,27 €	210.531,49 €	223.964,78 €	230.064,44 €	236.966,37 €	244.075,36 €	252.086,38 €	258.939,55 €	266.707,74 €	274.708,97 €	283.725,44 €	291.438,74 €	300.181,91 €
<b>Toplam Brüt Gelir</b> Total Gross Income		854.976,00 €	945.193,54 €	1.039.228,67 €	1.145.749,61 €	1.263.188,95 €	1.343.788,71 €	1.380.386,61 €	1.421.798,21 €	1.464.452,16 €	1.512.518,28 €	1.553.637,29 €	1.600.246,41 €	1.648.253,80 €	1.702.352,65 €	1.748.632,46 €	1.801.091,43 €
<b>Brüt Faaliyet Karı Oranı - GOP Oranı</b> Gross Operating Profit Rate		35,00%	36,75%	38,59%	40,52%	42,54%	43,82%	45,13%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%
<b>Brüt Faaliyet Karı - GOP</b> Gross Operating Profit		299.241,60 €	347.358,62 €	401.012,36 €	464.221,94 €	537.394,92 €	588.834,78 €	623.017,76 €	660.959,54 €	680.823,81 €	703.169,75 €	722.285,98 €	743.954,56 €	766.273,19 €	791.423,75 €	812.939,23 €	837.327,41 €
<b>İşletme Gideri Oranı</b> OpEx Rate		65,00%	63,25%	61,41%	59,48%	57,46%	56,18%	54,87%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%
<b>İşletme Gider Toplamı</b> Total Operating Expense		555.734,40 €	597.834,91 €	638.216,31 €	681.527,67 €	725.794,03 €	754.953,93 €	757.368,85 €	760.838,67 €	783.628,35 €	809.348,53 €	831.351,32 €	856.291,85 €	881.980,61 €	910.928,91 €	935.693,23 €	963.764,03 €
<b>Yenileme Maliyeti (%1)</b> Renovation Cost		8.549,76 €	9.451,94 €	10.392,29 €	11.457,50 €	12.631,89 €	13.437,89 €	13.803,87 €	14.217,98 €	14.644,52 €	15.125,18 €	15.536,37 €	16.002,46 €	16.482,54 €	17.023,53 €	17.486,32 €	18.010,91 €
<b>Net Gelir Toplamı</b> Total Net Income		290.691,84 €	337.906,69 €	390.620,08 €	452.764,44 €	524.763,03 €	575.396,89 €	609.213,90 €	646.741,56 €	666.179,29 €	688.044,57 €	706.749,60 €	727.952,09 €	749.790,66 €	774.400,22 €	795.452,91 €	819.316,49 €
<b>Nakit Akışı</b> Cash Flow		290.691,84 €	337.906,69 €	390.620,08 €	452.764,44 €	524.763,03 €	575.396,89 €	609.213,90 €	646.741,56 €	666.179,29 €	688.044,57 €	706.749,60 €	727.952,09 €	749.790,66 €	774.400,22 €	795.452,91 €	819.316,49 €

16,5	17,5	18,5	19,5	20,5	21,5	22,5	23,5	24,5	25,5	26,5	27,5	28,5	29,5	30,5	31,5	32,5	33,5	34,5	35,5
16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35
2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058
122	122	122	122	122	122	122	122	122	122	122	122	122	122	122	122	122	122	122	122
365	366	365	365	365	366	365	365	365	366	365	365	365	366	365	365	365	366	365	359
80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%
43,33 €	44,63 €	45,96 €	47,34 €	48,76 €	50,23 €	51,73 €	53,28 €	54,88 €	56,53 €	58,23 €	59,97 €	61,77 €	63,63 €	65,53 €	67,50 €	69,52 €	71,61 €	73,76 €	75,97 €
1.545.936,81 €	1.596.677,42 €	1.640.084,37 €	1.689.286,90 €	1.739.965,50 €	1.797.074,51 €	1.845.929,40 €	1.901.307,28 €	1.958.346,50 €	2.022.623,19 €	2.077.609,81 €	2.139.938,10 €	2.204.136,24 €	2.276.480,22 €	2.338.368,14 €	2.408.519,18 €	2.480.774,76 €	2.562.198,54 €	2.631.853,94 €	2.666.248,31 €
309.187,36 €	319.335,48 €	328.016,87 €	337.857,38 €	347.993,10 €	359.414,90 €	369.185,88 €	380.261,46 €	391.669,30 €	404.524,64 €	415.521,96 €	427.987,62 €	440.827,25 €	455.296,04 €	467.673,63 €	481.703,84 €	496.154,95 €	512.439,71 €	526.370,79 €	533.249,66 €
1.855.124,18 €	1.916.012,91 €	1.968.101,24 €	2.027.144,28 €	2.087.958,60 €	2.156.489,41 €	2.215.115,28 €	2.281.568,74 €	2.350.015,80 €	2.427.147,83 €	2.493.131,77 €	2.567.925,72 €	2.644.963,49 €	2.731.776,27 €	2.806.041,77 €	2.890.223,02 €	2.976.929,71 €	3.074.638,25 €	3.158.224,73 €	3.199.497,97 €
46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%
862.447,23 €	890.754,40 €	914.970,27 €	942.419,37 €	970.691,96 €	1.002.551,93 €	1.029.807,10 €	1.060.701,31 €	1.092.522,35 €	1.128.381,03 €	1.159.056,96 €	1.193.828,67 €	1.229.643,53 €	1.270.002,79 €	1.304.528,82 €	1.343.664,68 €	1.383.974,62 €	1.429.399,32 €	1.468.258,68 €	1.487.446,61 €
53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%	53,51%
992.676,95 €	1.025.258,51 €	1.053.130,97 €	1.084.724,90 €	1.117.266,65 €	1.153.937,48 €	1.185.308,19 €	1.220.867,43 €	1.257.493,46 €	1.298.766,80 €	1.334.074,81 €	1.374.097,05 €	1.415.319,96 €	1.461.773,48 €	1.501.512,95 €	1.546.558,34 €	1.592.955,09 €	1.645.238,93 €	1.689.966,05 €	1.712.051,36 €
18.551,24 €	19.160,13 €	19.681,01 €	20.271,44 €	20.879,59 €	21.564,89 €	22.151,15 €	22.815,69 €	23.500,16 €	24.271,48 €	24.931,32 €	25.679,26 €	26.449,63 €	27.317,76 €	28.060,42 €	28.902,23 €	29.769,30 €	30.746,38 €	31.582,25 €	31.994,98 €
843.895,99 €	871.594,27 €	895.289,25 €	922.147,93 €	949.812,37 €	980.987,03 €	1.007.655,94 €	1.037.885,62 €	1.069.022,19 €	1.104.109,55 €	1.134.125,64 €	1.168.149,41 €	1.203.193,89 €	1.242.685,02 €	1.276.468,40 €	1.314.762,45 €	1.354.205,33 €	1.398.652,94 €	1.436.676,43 €	1.455.451,63 €
843.895,99 €	871.594,27 €	895.289,25 €	922.147,93 €	949.812,37 €	980.987,03 €	1.007.655,94 €	1.037.885,62 €	1.069.022,19 €	1.104.109,55 €	1.134.125,64 €	1.168.149,41 €	1.203.193,89 €	1.242.685,02 €	1.276.468,40 €	1.314.762,45 €	1.354.205,33 €	1.398.652,94 €	1.436.676,43 €	1.455.451,63 €

NOVOTEL

Year of Appraisal	0,5	1,5	2,5	3,5	4,5	5,5	6,5	7,5	8,5	9,5	10,5	11,5	12,5	13,5	14,5	15,5
Periyot Period	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Yıllar Years	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038
Toplam Oda Sayısı Total Number of Rooms	96	96	96	96	96	96	96	96	96	96	96	96	96	96	96	96
Faal Gün Sayısı The Number of Operative Days	365	366	365	365	365	366	365	365	365	366	365	365	365	366	365	365
Doluluk Oranı Occupancy Rate	60,00%	63,00%	66,15%	69,46%	72,93%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%
Oda Fiyatı (€) Room Price (€)	32,00 €	33,60 €	35,28 €	37,04 €	38,90 €	40,06 €	41,26 €	42,50 €	43,78 €	45,09 €	46,44 €	47,84 €	49,27 €	50,75 €	52,27 €	53,84 €
Konaklama Gelir Toplamı Total Accommodation Income	672.768,00 €	743.758,85 €	817.753,71 €	901.573,46 €	993.984,74 €	1.057.407,51 €	1.086.178,75 €	1.118.764,11 €	1.152.327,03 €	1.190.148,62 €	1.222.503,75 €	1.259.178,86 €	1.296.954,23 €	1.339.522,75 €	1.375.938,74 €	1.417.216,90 €
Diğer Gelir Toplamı Total Other Income	235.468,80 €	260.315,60 €	286.213,80 €	315.550,71 €	347.894,66 €	370.092,63 €	380.162,56 €	391.567,44 €	403.314,46 €	416.552,02 €	427.876,31 €	440.712,60 €	453.933,98 €	468.832,96 €	481.578,56 €	496.025,92 €
Toplam Brüt Gelir Total Gross Income	908.236,80 €	1.004.074,44 €	1.103.967,51 €	1.217.124,18 €	1.341.879,40 €	1.427.500,13 €	1.466.341,31 €	1.510.331,55 €	1.555.641,49 €	1.606.700,63 €	1.650.380,06 €	1.699.891,46 €	1.750.888,21 €	1.808.355,72 €	1.857.517,30 €	1.913.242,82 €
Brüt Faaliyet Karı Oranı - GOP Oranı Gross Operating Profit Rate	29,00%	30,45%	31,97%	33,57%	35,25%	37,01%	38,86%	40,81%	42,85%	44,99%	47,24%	45,61%	45,61%	45,61%	45,61%	45,61%
Brüt Faaliyet Karı - GOP Gross Operating Profit	263.388,67 €	305.740,67 €	352.966,01 €	408.602,28 €	473.008,21 €	528.348,71 €	569.860,90 €	616.304,57 €	666.533,39 €	722.830,81 €	779.605,61 €	775.320,50 €	798.580,11 €	824.791,04 €	847.213,64 €	872.630,05 €
İşletme Gideri Oranı OpEx Rate	71,00%	69,55%	68,03%	66,43%	64,75%	62,99%	61,14%	59,19%	57,15%	55,01%	52,76%	54,39%	54,39%	54,39%	54,39%	54,39%
İşletme Gider Toplamı Total Operating Expense	644.848,13 €	698.333,78 €	751.001,50 €	808.521,90 €	868.871,19 €	899.151,42 €	896.480,41 €	894.026,98 €	889.108,11 €	883.869,82 €	870.774,45 €	924.570,97 €	952.308,10 €	983.564,67 €	1.010.303,66 €	1.040.612,77 €
Yenileme Maliyeti (%1) Renovation Cost	9.082,37 €	10.040,74 €	11.039,68 €	12.171,24 €	13.418,79 €	14.275,00 €	14.663,41 €	15.103,32 €	15.556,41 €	16.067,01 €	16.503,80 €	16.998,91 €	17.508,88 €	18.083,56 €	18.575,17 €	19.132,43 €
Net Gelir Toplamı Total Net Income	254.306,30 €	295.699,92 €	341.926,34 €	396.431,04 €	459.589,42 €	514.073,71 €	555.197,49 €	601.201,25 €	650.976,97 €	706.763,80 €	763.101,81 €	758.321,58 €	781.071,23 €	806.707,48 €	828.638,47 €	853.497,62 €
Nakit Akışı Cash Flow	254.306,30 €	295.699,92 €	341.926,34 €	396.431,04 €	459.589,42 €	514.073,71 €	555.197,49 €	601.201,25 €	650.976,97 €	706.763,80 €	763.101,81 €	758.321,58 €	781.071,23 €	806.707,48 €	828.638,47 €	853.497,62 €

16,5	17,5	18,5	19,5	20,5	21,5	22,5	23,5	24,5	25,5	26,5	27,5	28,5	29,5	30,5	31,5	32,5	33,5	34,5	35,5
16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35
2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058
96	96	96	96	96	96	96	96	96	96	96	96	96	96	96	96	96	96	96	96
365	366	365	365	365	366	365	365	365	366	365	365	365	366	365	365	365	366	365	365
75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%
55,46 €	57,12 €	58,83 €	60,60 €	62,42 €	64,29 €	66,22 €	68,20 €	70,25 €	72,36 €	74,53 €	76,77 €	79,07 €	81,44 €	83,88 €	86,40 €	88,99 €	91,66 €	94,41 €	97,24 €
1.459.733,41 €	1.507.644,66 €	1.548.631,17 €	1.595.090,11 €	1.642.942,81 €	1.696.867,35 €	1.742.998,03 €	1.795.287,97 €	1.849.146,61 €	1.909.839,15 €	1.961.759,64 €	2.020.612,43 €	2.081.230,80 €	2.149.540,79 €	2.207.977,76 €	2.274.217,09 €	2.342.443,60 €	2.419.327,09 €	2.485.098,42 €	2.559.651,37 €
510.906,69 €	527.675,63 €	542.020,91 €	558.281,54 €	575.029,98 €	593.903,57 €	610.049,31 €	628.350,79 €	647.201,31 €	668.443,70 €	686.615,87 €	707.214,35 €	728.430,78 €	752.339,28 €	772.792,21 €	795.975,98 €	819.855,26 €	846.764,48 €	869.784,45 €	895.877,98 €
1.970.640,10 €	2.035.320,29 €	2.090.652,08 €	2.153.371,65 €	2.217.972,80 €	2.290.770,92 €	2.353.047,34 €	2.423.638,76 €	2.496.347,92 €	2.578.282,85 €	2.648.375,51 €	2.727.826,78 €	2.809.661,58 €	2.901.880,06 €	2.980.769,97 €	3.070.193,07 €	3.162.298,86 €	3.266.091,57 €	3.354.882,86 €	3.455.529,35 €
45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%
898.808,95 €	928.309,58 €	953.546,42 €	982.152,81 €	1.011.617,39 €	1.044.820,62 €	1.073.224,89 €	1.105.421,64 €	1.138.584,29 €	1.175.954,81 €	1.207.924,07 €	1.244.161,79 €	1.281.486,65 €	1.323.547,50 €	1.359.529,18 €	1.400.315,06 €	1.442.324,51 €	1.489.664,37 €	1.530.162,07 €	1.576.066,94 €
54,39%	54,39%	54,39%	54,39%	54,39%	54,39%	54,39%	54,39%	54,39%	54,39%	54,39%	54,39%	54,39%	54,39%	54,39%	54,39%	54,39%	54,39%	54,39%	54,39%
1.071.831,15 €	1.107.010,71 €	1.137.105,67 €	1.171.218,84 €	1.206.355,40 €	1.245.950,30 €	1.279.822,45 €	1.318.217,12 €	1.357.763,63 €	1.402.328,04 €	1.440.451,44 €	1.483.664,98 €	1.528.174,93 €	1.578.332,57 €	1.621.240,79 €	1.669.878,01 €	1.719.974,35 €	1.776.427,21 €	1.824.720,79 €	1.879.462,41 €
19.706,40 €	20.353,20 €	20.906,52 €	21.533,72 €	22.179,73 €	22.907,71 €	23.530,47 €	24.236,39 €	24.963,48 €	25.782,83 €	26.483,76 €	27.278,27 €	28.096,62 €	29.018,80 €	29.807,70 €	30.701,93 €	31.622,99 €	32.660,92 €	33.548,83 €	34.555,29 €
879.102,55 €	907.956,38 €	932.639,89 €	960.619,09 €	989.437,66 €	1.021.912,91 €	1.049.694,42 €	1.081.185,25 €	1.113.620,81 €	1.150.171,98 €	1.181.440,32 €	1.216.883,52 €	1.253.390,03 €	1.294.528,70 €	1.329.721,48 €	1.369.613,13 €	1.410.701,52 €	1.457.003,45 €	1.496.613,24 €	1.541.511,64 €
879.102,55 €	907.956,38 €	932.639,89 €	960.619,09 €	989.437,66 €	1.021.912,91 €	1.049.694,42 €	1.081.185,25 €	1.113.620,81 €	1.150.171,98 €	1.181.440,32 €	1.216.883,52 €	1.253.390,03 €	1.294.528,70 €	1.329.721,48 €	1.369.613,13 €	1.410.701,52 €	1.457.003,45 €	1.496.613,24 €	1.541.511,64 €

**İBİS&NOVOTEL TOTAL**

Year of Appraisal	0,5	1,5	2,5	3,5	4,5	5,5	6,5	7,5	8,5	9,5	10,5	11,5	12,5	13,5	14,5	15,5
Periyot Period	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Yıllar Years	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038

İBİS HOTEL NET CASH FLOW	218.945,10 €	257.762,15 €	301.547,35 €	353.456,47 €	413.996,49 €	456.705,18 €	486.382,33 €	519.262,49 €	534.874,06 €	552.429,66 €	567.447,90 €	584.471,33 €	602.005,47 €	621.764,45 €	638.667,61 €	657.827,63 €
NOVOTEL NET CASH FLOW	199.475,71 €	220.524,50 €	251.007,30 €	295.219,94 €	346.877,98 €	392.912,56 €	429.382,83 €	470.144,76 €	514.401,80 €	563.984,94 €	614.585,19 €	606.733,13 €	624.935,12 €	645.446,69 €	662.993,67 €	682.883,48 €
ANNUAL ROYALTY COST (\$)	\$105.000,00	\$140.000,00	\$141.400,00	\$142.800,00	\$144.200,00	\$145.600,00	\$147.000,00	\$148.400,00	\$149.800,00	\$151.200,00	\$152.600,00	\$154.000,00	\$155.400,00	\$156.800,00	\$158.200,00	\$159.600,00
ANNUAL ROYALTY COST (€)	98.486,65 €	131.315,53 €	132.628,69 €	133.941,84 €	135.255,00 €	136.568,15 €	137.881,31 €	139.194,46 €	140.507,62 €	141.820,77 €	143.133,93 €	144.447,09 €	145.760,24 €	147.073,40 €	148.386,55 €	149.699,71 €
PROPERTY TAX	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €
BUILDING INSURANCE	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €
TOTAL NET CASH FLOW	298.832,17 €	325.869,12 €	398.823,97 €	493.632,57 €	604.517,46 €	691.947,59 €	756.781,85 €	829.110,78 €	887.666,25 €	953.491,83 €	1.017.797,16 €	1.025.655,38 €	1.060.078,36 €	1.099.035,74 €	1.132.172,73 €	1.169.909,41 €

İndirgeme Oranı Discount Rate	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%
İndirgenmiş Nakit Akışı Discounted Cash Flow	285.575,07 €	284.395,05 €	317.867,37 €	359.297,66 €	401.832,74 €	420.044,74 €	419.545,37 €	419.765,43 €	410.421,11 €	402.608,41 €	392.475,89 €	361.192,81 €	340.927,06 €	322.790,84 €	303.674,25 €	286.571,76 €

16,5	17,5	18,5	19,5	20,5	21,5	22,5	23,5	24,5	25,5	26,5	27,5	28,5	29,5	30,5	31,5	32,5	33,5	34,5	35,5
16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35
2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058

677.562,46 €	699.801,36 €	718.826,02 €	740.390,80 €	762.602,52 €	787.632,60 €	809.045,01 €	833.316,36 €	858.315,86 €	886.487,43 €	910.587,29 €	937.904,91 €	966.042,06 €	997.749,41 €	1.024.874,02 €	1.055.620,24 €	1.087.288,85 €	1.122.975,75 €	1.153.504,74 €	1.168.579,31 €
703.369,99 €	726.455,94 €	746.205,22 €	768.591,38 €	791.649,12 €	817.632,56 €	839.860,55 €	865.056,37 €	891.008,06 €	920.252,65 €	945.270,45 €	973.628,56 €	1.002.837,42 €	1.035.752,47 €	1.063.910,22 €	1.095.827,52 €	1.128.702,35 €	1.165.748,53 €	1.197.440,32 €	1.233.363,53 €
\$161.000,00	\$162.400,00	\$163.800,00	\$165.200,00	\$166.600,00	\$168.000,00	\$169.400,00	\$170.800,00	\$172.200,00	\$173.600,00	\$175.000,00	\$176.400,00	\$177.800,00	\$179.200,00	\$180.600,00	\$182.000,00	\$183.400,00	\$184.800,00	\$186.200,00	\$187.600,00
151.012,86 €	152.326,02 €	153.639,17 €	154.952,33 €	156.265,48 €	157.578,64 €	158.891,79 €	160.204,95 €	161.518,10 €	162.831,26 €	164.144,42 €	165.457,57 €	166.770,73 €	168.083,88 €	169.397,04 €	170.710,19 €	172.023,35 €	173.336,50 €	174.649,66 €	175.962,81 €
11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €
9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €
1.208.817,59 €	1.252.829,29 €	1.290.290,06 €	1.332.927,85 €	1.376.884,16 €	1.426.584,52 €	1.468.911,77 €	1.517.065,78 €	1.566.703,81 €	1.622.806,82 €	1.670.611,32 €	1.724.973,90 €	1.781.006,75 €	1.844.316,00 €	1.898.285,20 €	1.959.635,57 €	2.022.865,85 €	2.094.285,77 €	2.155.193,40 €	2.204.878,03 €

9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%
270.413,15 €	255.943,92 €	240.727,75 €	227.107,42 €	214.243,65 €	202.718,76 €	190.624,20 €	179.792,93 €	169.566,86 €	160.400,89 €	150.799,97 €	142.198,25 €	134.079,74 €	126.799,87 €	119.187,53 €	112.364,87 €	105.927,37 €	100.152,77 €	94.123,73 €	87.939,37 €

Exchange Rate 30.12.2022 CBRT (1\$)	<b>₺18,6983</b>
Exchange Rate 30.12.2022 CBRT (1€)	<b>₺19,9349</b>

Valuation Table			
Risk-free Rate of Return	7,30%	7,30%	7,30%
Risk Premium	1,70%	2,20%	2,70%
Discount Rate	9,00%	9,50%	10,00%
Total Present Value (€)	9.612.254,13 €	9.014.098,56 €	8.470.317,43 €
Approximate Present Value (€)	9.610.000,00 €	9.010.000,00 €	8.470.000,00 €
Present Value (TL)	₺191.619.324,89	₺179.695.153,31	₺168.854.930,85
Approximate Present Value (TL)	₺191.620.000,00	₺179.700.000,00	₺168.850.000,00

IBIS HOTEL		Discounted Cash Flow Over Rental Income																	
Year of Appraisal	0,5	1,5	2,5	3,5	4,5	5,5	6,5	7,5	8,5	9,5	10,5	11,5	12,5	13,5	14,5	15,5	16,5	17,5	
Periyot Period Yıllar Years	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	
	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	
Toplam Oda Sayısı Total Number of Rooms	122	122	122	122	122	122	122	122	122	122	122	122	122	122	122	122	122	122	
Faal Gün Sayısı The Number of Operative Days	365	366	365	365	365	366	365	365	365	366	365	365	365	366	365	365	365	366	
Doluluk Oranı Occupancy Rate	64,00%	67,20%	70,56%	74,09%	77,79%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	
Oda Fiyatı (€) Room Price (€)	25,00 €	26,25 €	27,56 €	28,94 €	30,39 €	31,30 €	32,24 €	33,21 €	34,20 €	35,23 €	36,28 €	37,37 €	38,49 €	39,65 €	40,84 €	42,06 €	43,33 €	44,63 €	
Konaklama Gelir Toplamı Total Accommodation Income	712.480,00 €	787.661,28 €	866.023,89 €	954.791,34 €	1.052.657,45 €	1.119.823,92 €	1.150.322,18 €	1.184.831,84 €	1.220.376,80 €	1.260.431,90 €	1.294.697,74 €	1.333.538,68 €	1.373.544,84 €	1.418.627,21 €	1.457.193,72 €	1.500.909,53 €	1.545.936,81 €	1.596.677,42 €	
Diğer Gelir Toplamı Total Other Income	142.496,00 €	157.532,26 €	173.204,78 €	190.958,27 €	210.531,49 €	223.964,78 €	230.064,44 €	236.966,37 €	244.075,36 €	252.086,38 €	258.939,55 €	266.707,74 €	274.708,97 €	283.725,44 €	291.438,74 €	300.181,91 €	309.187,36 €	319.335,48 €	
Toplam Brüt Gelir Total Gross Income	854.976,00 €	945.193,54 €	1.039.228,67 €	1.145.749,61 €	1.263.188,95 €	1.343.788,71 €	1.380.386,61 €	1.421.798,21 €	1.464.452,16 €	1.512.518,28 €	1.553.637,29 €	1.600.246,41 €	1.648.253,80 €	1.702.352,65 €	1.748.632,46 €	1.801.091,43 €	1.855.124,18 €	1.916.012,91 €	
Brüt Faaliyet Kan Oranı - GOP Oranı Gross Operating Profit Rate	35,00%	36,75%	38,59%	40,52%	42,54%	43,82%	45,13%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	
Otel Kira Sözleşme Oranı Hotel Lease Agreement Rate	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	
Sözleşme AGOP Oranı Lease Agreement Adjusted GOP Rate	8,00%																		
AGOP Geliri Adjusted GOP Income	95,00%																		
Brüt Gelir Üzerinden Yıllık Kira Bedeli Annual Rental Fee on Gross Income	213.744,00 €	236.298,38 €	259.807,17 €	286.437,40 €	315.797,24 €	335.947,18 €	345.096,65 €	355.449,55 €	366.113,04 €	378.129,57 €	388.409,32 €	400.061,60 €	412.063,45 €	425.588,16 €	437.158,11 €	450.272,86 €	463.781,04 €	479.003,23 €	
AGOP Üzerinden Yıllık Kira Bedeli Annual Rental Fee on AGOP Rate	219.301,34 €	258.155,98 €	301.980,37 €	353.933,87 €	414.522,81 €	457.265,10 €	486.957,49 €	519.854,90 €	535.484,25 €	553.059,87 €	568.095,24 €	585.138,10 €	602.692,24 €	622.473,76 €	639.396,20 €	658.578,09 €	678.335,43 €	700.599,70 €	
Projeksiyona Esas Yıllık Kira Bedeli Annual Rental Fee Based on Projection	219.301,34 €	258.155,98 €	301.980,37 €	353.933,87 €	414.522,81 €	457.265,10 €	486.957,49 €	519.854,90 €	535.484,25 €	553.059,87 €	568.095,24 €	585.138,10 €	602.692,24 €	622.473,76 €	639.396,20 €	658.578,09 €	678.335,43 €	700.599,70 €	
Yenileme Maliyeti (%5 Sözleşme) Renovation Cost	356,24 €	393,83 €	433,01 €	477,40 €	526,33 €	559,91 €	575,16 €	592,42 €	610,19 €	630,22 €	647,35 €	666,77 €	686,77 €	709,31 €	728,60 €	750,45 €	772,97 €	798,34 €	
Net Gelir Toplamı Total Net Income	218.945,10 €	257.762,15 €	301.547,35 €	353.456,47 €	413.996,49 €	456.705,18 €	486.382,33 €	519.262,49 €	534.874,06 €	552.429,66 €	567.447,90 €	584.471,33 €	602.005,47 €	621.764,45 €	638.667,61 €	657.827,63 €	677.562,46 €	699.801,36 €	
Nakit Akışı Cash Flow	218.945,10 €	257.762,15 €	301.547,35 €	353.456,47 €	413.996,49 €	456.705,18 €	486.382,33 €	519.262,49 €	534.874,06 €	552.429,66 €	567.447,90 €	584.471,33 €	602.005,47 €	621.764,45 €	638.667,61 €	657.827,63 €	677.562,46 €	699.801,36 €	

18,5	19,5	20,5	21,5	22,5	23,5	24,5	25,5	26,5	27,5	28,5	29,5	30,5	31,5	32,5	33,5	34,5	35,5
18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35
2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058
122	122	122	122	122	122	122	122	122	122	122	122	122	122	122	122	122	122
365	365	365	366	365	365	365	366	365	365	365	366	365	365	365	366	365	359
80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%	80,13%
45,96 €	47,34 €	48,76 €	50,23 €	51,73 €	53,28 €	54,88 €	56,53 €	58,23 €	59,97 €	61,77 €	63,63 €	65,53 €	67,50 €	69,52 €	71,61 €	73,76 €	75,97 €
1.640.084,37 €	1.689.286,90 €	1.739.965,50 €	1.797.074,51 €	1.845.929,40 €	1.901.307,28 €	1.958.346,50 €	2.022.623,19 €	2.077.609,81 €	2.139.938,10 €	2.204.136,24 €	2.276.480,22 €	2.338.368,14 €	2.408.519,18 €	2.480.774,76 €	2.562.198,54 €	2.631.853,94 €	2.666.248,31 €
328.016,87 €	337.857,38 €	347.993,10 €	359.414,90 €	369.185,88 €	380.261,46 €	391.669,30 €	404.524,64 €	415.521,96 €	427.987,62 €	440.827,25 €	455.296,04 €	467.673,63 €	481.703,84 €	496.154,95 €	512.439,71 €	526.370,79 €	533.249,66 €
1.968.101,24 €	2.027.144,28 €	2.087.958,60 €	2.156.489,41 €	2.215.115,28 €	2.281.568,74 €	2.350.015,80 €	2.427.147,83 €	2.493.131,77 €	2.567.925,72 €	2.644.963,49 €	2.731.776,27 €	2.806.041,77 €	2.890.223,02 €	2.976.929,71 €	3.074.638,25 €	3.158.224,73 €	3.199.497,97 €
46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%	46,49%
25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%	25,00%
492.025,31 €	506.786,07 €	521.989,65 €	539.122,35 €	553.778,82 €	570.392,19 €	587.503,95 €	606.786,96 €	623.282,94 €	641.981,43 €	661.240,87 €	682.944,07 €	701.510,44 €	722.555,76 €	744.232,43 €	768.659,56 €	789.556,18 €	799.874,49 €
719.646,06 €	741.235,44 €	763.472,50 €	788.531,14 €	809.967,98 €	834.267,02 €	859.295,03 €	887.498,74 €	911.626,10 €	938.974,88 €	967.144,13 €	998.887,65 €	1.026.043,20 €	1.056.824,50 €	1.088.529,23 €	1.124.256,85 €	1.154.820,66 €	1.169.912,43 €
719.646,06 €	741.235,44 €	763.472,50 €	788.531,14 €	809.967,98 €	834.267,02 €	859.295,03 €	887.498,74 €	911.626,10 €	938.974,88 €	967.144,13 €	998.887,65 €	1.026.043,20 €	1.056.824,50 €	1.088.529,23 €	1.124.256,85 €	1.154.820,66 €	1.169.912,43 €
820,04 €	844,64 €	869,98 €	898,54 €	922,96 €	950,65 €	979,17 €	1.011,31 €	1.038,80 €	1.069,97 €	1.102,07 €	1.138,24 €	1.169,18 €	1.204,26 €	1.240,39 €	1.281,10 €	1.315,93 €	1.333,12 €
718.826,02 €	740.390,80 €	762.602,52 €	787.632,60 €	809.045,01 €	833.316,36 €	858.315,86 €	886.487,43 €	910.587,29 €	937.904,91 €	966.042,06 €	997.749,41 €	1.024.874,02 €	1.055.620,24 €	1.087.288,85 €	1.122.975,75 €	1.153.504,74 €	1.168.579,31 €
718.826,02 €	740.390,80 €	762.602,52 €	787.632,60 €	809.045,01 €	833.316,36 €	858.315,86 €	886.487,43 €	910.587,29 €	937.904,91 €	966.042,06 €	997.749,41 €	1.024.874,02 €	1.055.620,24 €	1.087.288,85 €	1.122.975,75 €	1.153.504,74 €	1.168.579,31 €



Değerleme Yılı	0,5	1,5	2,5	3,5	4,5	5,5	6,5	7,5	8,5	9,5	10,5	11,5	12,5	13,5	14,5	15,5	16,5	17,5
Periyot Period	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
Yıllar Years	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040
<b>Toplam Oda Sayısı</b> Total Number of Rooms	96	96	96	96	96	96	96	96	96	96	96	96	96	96	96	96	96	96
<b>Faal Gün Sayısı</b> The Number of Operative Days	365	366	365	365	365	366	365	365	365	366	365	365	365	366	365	365	365	366
<b>Doluluk Oranı</b> Occupancy Rate	60,00%	63,00%	66,15%	69,46%	72,93%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%
<b>Oda Fiyatı (€)</b> Room Price (€)	32,00 €	33,60 €	35,28 €	37,04 €	38,90 €	40,06 €	41,26 €	42,50 €	43,78 €	45,09 €	46,44 €	47,84 €	49,27 €	50,75 €	52,27 €	53,84 €	55,46 €	57,12 €
<b>Konaklama Gelir Toplamı</b> Total Accommodation Income	672.768,00 €	743.758,85 €	817.753,71 €	901.573,46 €	993.984,74 €	1.057.407,51 €	1.086.178,75 €	1.118.764,11 €	1.152.327,03 €	1.190.148,62 €	1.222.503,75 €	1.259.178,86 €	1.296.954,23 €	1.339.522,75 €	1.375.938,74 €	1.417.216,90 €	1.459.733,41 €	1.507.644,66 €
<b>Diğer Gelir Toplamı</b> Total Other Income	235.468,80 €	260.315,60 €	286.213,80 €	315.550,71 €	347.894,66 €	370.092,63 €	380.162,56 €	391.567,44 €	403.314,46 €	416.552,02 €	427.876,31 €	440.712,60 €	453.933,98 €	468.832,96 €	481.578,56 €	496.025,92 €	510.906,69 €	527.675,63 €
<b>Toplam Brüt Gelir</b> Total Gross Income	908.236,80 €	1.004.074,44 €	1.103.967,51 €	1.217.124,18 €	1.341.879,40 €	1.427.500,13 €	1.466.341,31 €	1.510.331,55 €	1.555.641,49 €	1.606.700,63 €	1.650.380,06 €	1.699.891,46 €	1.750.888,21 €	1.808.355,72 €	1.857.517,30 €	1.913.242,82 €	1.970.640,10 €	2.035.320,29 €
<b>Brüt Faaliyet Kar Oranı - GOP Oranı</b> Gross Operating Profit Rate	29,00%	30,45%	31,97%	33,57%	35,25%	37,01%	38,86%	40,81%	42,85%	44,99%	47,24%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%
<b>Otel Kira Sözleşme Oranı</b> Hotel Lease Agreement Rate	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%
<b>Sözleşme AGOP Oranı</b> Lease Agreement Adjusted GOP Rate	8,00%																	
<b>AGOP Geliri</b> Adjusted GOP Income	95,00%																	
<b>Brüt Gelir Üzerinden Yıllık Kira Bedeli</b> Annual Rental Fee on Gross Income	199.812,10 €	220.896,38 €	242.872,85 €	267.767,32 €	295.213,47 €	314.050,03 €	322.595,09 €	332.272,94 €	342.241,13 €	353.474,14 €	363.083,61 €	373.976,12 €	385.195,41 €	397.838,26 €	408.653,81 €	420.913,42 €	433.540,82 €	447.770,46 €
<b>AGOP Üzerinden Yıllık Kira Bedeli</b> Annual Rental Fee on AGOP Rate	181.193,24 €	214.143,98 €	251.416,18 €	295.670,73 €	347.374,97 €	393.441,26 €	429.925,92 €	470.704,14 €	514.977,97 €	564.580,02 €	615.196,45 €	607.362,72 €	625.583,60 €	646.116,46 €	663.681,64 €	683.592,09 €	704.099,86 €	727.209,76 €
<b>Projeksiyona Esas Yıllık Kira Bedeli</b> Annual Rental Fee Based on Projection	199.812,10 €	220.896,38 €	251.416,18 €	295.670,73 €	347.374,97 €	393.441,26 €	429.925,92 €	470.704,14 €	514.977,97 €	564.580,02 €	615.196,45 €	607.362,72 €	625.583,60 €	646.116,46 €	663.681,64 €	683.592,09 €	704.099,86 €	727.209,76 €
<b>Yenileme Maliyeti (% Sözleşme)</b> Renovation Cost	336,38 €	371,88 €	408,88 €	450,79 €	496,99 €	528,70 €	543,09 €	559,38 €	576,16 €	595,07 €	611,25 €	629,59 €	648,48 €	669,76 €	687,97 €	708,61 €	729,87 €	753,82 €
<b>Net Gelir Toplamı</b> Total Net Income	199.475,71 €	220.524,50 €	251.007,30 €	295.219,94 €	346.877,98 €	392.912,56 €	429.382,83 €	470.144,76 €	514.401,80 €	563.984,94 €	614.585,19 €	606.733,13 €	624.935,12 €	645.446,69 €	662.993,67 €	682.883,48 €	703.369,99 €	726.455,94 €
<b>Nakit Akışı</b> Cash Flow	199.475,71 €	220.524,50 €	251.007,30 €	295.219,94 €	346.877,98 €	392.912,56 €	429.382,83 €	470.144,76 €	514.401,80 €	563.984,94 €	614.585,19 €	606.733,13 €	624.935,12 €	645.446,69 €	662.993,67 €	682.883,48 €	703.369,99 €	726.455,94 €

18,5	19,5	20,5	21,5	22,5	23,5	24,5	25,5	26,5	27,5	28,5	29,5	30,5	31,5	32,5	33,5	34,5	35,5
18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35
2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058
96	96	96	96	96	96	96	96	96	96	96	96	96	96	96	96	96	96
365	365	365	366	365	365	365	366	365	365	365	366	365	365	365	366	365	365
75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%	75,12%
58,83 €	60,60 €	62,42 €	64,29 €	66,22 €	68,20 €	70,25 €	72,36 €	74,53 €	76,77 €	79,07 €	81,44 €	83,88 €	86,40 €	88,99 €	91,66 €	94,41 €	97,24 €
1.548.631,17 €	1.595.090,11 €	1.642.942,81 €	1.696.867,35 €	1.742.998,03 €	1.795.287,97 €	1.849.146,61 €	1.909.839,15 €	1.961.759,64 €	2.020.612,43 €	2.081.230,80 €	2.149.540,79 €	2.207.977,76 €	2.274.217,09 €	2.342.443,60 €	2.419.327,09 €	2.485.098,42 €	2.559.651,37 €
542.020,91 €	558.281,54 €	575.029,98 €	593.903,57 €	610.049,31 €	628.350,79 €	647.201,31 €	668.443,70 €	686.615,87 €	707.214,35 €	728.430,78 €	752.339,28 €	772.792,21 €	795.975,98 €	819.855,26 €	846.764,48 €	869.784,45 €	895.877,98 €
2.090.652,08 €	2.153.371,65 €	2.217.972,80 €	2.290.770,92 €	2.353.047,34 €	2.423.638,76 €	2.496.347,92 €	2.578.282,85 €	2.648.375,51 €	2.727.826,78 €	2.809.661,58 €	2.901.880,06 €	2.980.769,97 €	3.070.193,07 €	3.162.298,86 €	3.266.091,57 €	3.354.882,86 €	3.455.529,35 €
45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%	45,61%
22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%	22,00%
459.943,46 €	473.741,76 €	487.954,02 €	503.969,60 €	517.670,41 €	533.200,53 €	549.196,54 €	567.222,23 €	582.642,61 €	600.121,89 €	618.125,55 €	638.413,61 €	655.769,39 €	675.442,48 €	695.705,75 €	718.540,15 €	738.074,23 €	760.216,46 €
746.979,54 €	769.388,92 €	792.470,59 €	818.480,99 €	840.732,05 €	865.954,01 €	891.932,63 €	921.207,57 €	946.251,33 €	974.638,87 €	1.003.878,03 €	1.036.827,24 €	1.065.014,21 €	1.096.964,63 €	1.129.873,57 €	1.166.958,19 €	1.198.682,87 €	1.234.643,36 €
746.979,54 €	769.388,92 €	792.470,59 €	818.480,99 €	840.732,05 €	865.954,01 €	891.932,63 €	921.207,57 €	946.251,33 €	974.638,87 €	1.003.878,03 €	1.036.827,24 €	1.065.014,21 €	1.096.964,63 €	1.129.873,57 €	1.166.958,19 €	1.198.682,87 €	1.234.643,36 €
774,32 €	797,55 €	821,47 €	848,43 €	871,50 €	897,64 €	924,57 €	954,92 €	980,88 €	1.010,31 €	1.040,62 €	1.074,77 €	1.103,99 €	1.137,11 €	1.171,22 €	1.209,66 €	1.242,55 €	1.279,83 €
746.205,22 €	768.591,38 €	791.649,12 €	817.632,56 €	839.860,55 €	865.056,37 €	891.008,06 €	920.252,65 €	945.270,45 €	973.628,56 €	1.002.837,42 €	1.035.752,47 €	1.063.910,22 €	1.095.827,52 €	1.128.702,35 €	1.165.748,53 €	1.197.440,32 €	1.233.363,53 €
746.205,22 €	768.591,38 €	791.649,12 €	817.632,56 €	839.860,55 €	865.056,37 €	891.008,06 €	920.252,65 €	945.270,45 €	973.628,56 €	1.002.837,42 €	1.035.752,47 €	1.063.910,22 €	1.095.827,52 €	1.128.702,35 €	1.165.748,53 €	1.197.440,32 €	1.233.363,53 €

**İBİS&NOVOTEL TOTAL**

Year of Appraisal	0,5	1,5	2,5	3,5	4,5	5,5	6,5	7,5	8,5	9,5	10,5	11,5	12,5	13,5	14,5	15,5	16,5	17,5
Periyot Period	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
Yıllar Years	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040
İBİS HOTEL NET CASH FLOW	218.945,10 €	257.762,15 €	301.547,35 €	353.456,47 €	413.996,49 €	456.705,18 €	486.382,33 €	519.262,49 €	534.874,06 €	552.429,66 €	567.447,90 €	584.471,33 €	602.005,47 €	621.764,45 €	638.667,61 €	657.827,63 €	677.562,46 €	699.801,36 €
NOVOTEL NET CASH FLOW	199.475,71 €	220.524,50 €	251.007,30 €	295.219,94 €	346.877,98 €	392.912,56 €	429.382,83 €	470.144,76 €	514.401,80 €	563.984,94 €	614.585,19 €	606.733,13 €	624.935,12 €	645.446,69 €	662.993,67 €	682.883,48 €	703.369,99 €	726.455,94 €
ANNUAL ROYALTY COST (\$)	\$105.000,00	\$140.000,00	\$141.400,00	\$142.800,00	\$144.200,00	\$145.600,00	\$147.000,00	\$148.400,00	\$149.800,00	\$151.200,00	\$152.600,00	\$154.000,00	\$155.400,00	\$156.800,00	\$158.200,00	\$159.600,00	\$161.000,00	\$162.400,00
ANNUAL ROYALTY COST (€)	98.486,65 €	131.315,53 €	132.628,69 €	133.941,84 €	135.255,00 €	136.568,15 €	137.881,31 €	139.194,46 €	140.507,62 €	141.820,77 €	143.133,93 €	144.447,09 €	145.760,24 €	147.073,40 €	148.386,55 €	149.699,71 €	151.012,86 €	152.326,02 €
PROPERTY TAX	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €
BUILDING INSURANCE	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €
TOTAL NET CASH FLOW	298.832,17 €	325.869,12 €	398.823,97 €	493.632,57 €	604.517,46 €	691.947,59 €	756.781,85 €	829.110,78 €	887.666,25 €	953.491,83 €	1.017.797,16 €	1.025.655,38 €	1.060.078,36 €	1.099.035,74 €	1.132.172,73 €	1.169.909,41 €	1.208.817,59 €	1.252.829,29 €
İndirgeme Oranı Discount Rate	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%
İndirgenmiş Nakit Akışı Discounted Cash Flow	285.575,07 €	284.395,05 €	317.867,37 €	359.297,66 €	401.832,74 €	420.044,74 €	419.545,37 €	419.765,43 €	410.421,11 €	402.608,41 €	392.475,89 €	361.192,81 €	340.927,06 €	322.790,84 €	303.674,25 €	286.571,76 €	270.413,15 €	255.943,92 €

19,5	20,5	21,5	22,5	23,5	24,5	25,5	26,5	27,5	28,5	29,5	30,5	31,5	32,5	33,5	34,5	35,5
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35
2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058

740.390,80 €	762.602,52 €	787.632,60 €	809.045,01 €	833.316,36 €	858.315,86 €	886.487,43 €	910.587,29 €	937.904,91 €	966.042,06 €	997.749,41 €	1.024.874,02 €	1.055.620,24 €	1.087.288,85 €	1.122.975,75 €	1.153.504,74 €	1.168.579,31 €
768.591,38 €	791.649,12 €	817.632,56 €	839.860,55 €	865.056,37 €	891.008,06 €	920.252,65 €	945.270,45 €	973.628,56 €	1.002.837,42 €	1.035.752,47 €	1.063.910,22 €	1.095.827,52 €	1.128.702,35 €	1.165.748,53 €	1.197.440,32 €	1.233.363,53 €
\$165.200,00	\$166.600,00	\$168.000,00	\$169.400,00	\$170.800,00	\$172.200,00	\$173.600,00	\$175.000,00	\$176.400,00	\$177.800,00	\$179.200,00	\$180.600,00	\$182.000,00	\$183.400,00	\$184.800,00	\$186.200,00	\$187.600,00
154.952,33 €	156.265,48 €	157.578,64 €	158.891,79 €	160.204,95 €	161.518,10 €	162.831,26 €	164.144,42 €	165.457,57 €	166.770,73 €	168.083,88 €	169.397,04 €	170.710,19 €	172.023,35 €	173.336,50 €	174.649,66 €	175.962,81 €
11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €	11.622,00 €
9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €	9.480,00 €
1.332.927,85 €	1.376.884,16 €	1.426.584,52 €	1.468.911,77 €	1.517.065,78 €	1.566.703,81 €	1.622.806,82 €	1.670.611,32 €	1.724.973,90 €	1.781.006,75 €	1.844.316,00 €	1.898.285,20 €	1.959.635,57 €	2.022.865,85 €	2.094.285,77 €	2.155.193,40 €	2.204.878,03 €

9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%	9,50%
227.107,42 €	214.243,65 €	202.718,76 €	190.624,20 €	179.792,93 €	169.566,86 €	160.400,89 €	150.799,97 €	142.198,25 €	134.079,74 €	126.799,87 €	119.187,53 €	112.364,87 €	105.927,37 €	100.152,77 €	94.123,73 €	87.939,37 €

Exchange Rate 30.12.2022 CBRT (1\$)	₺18,6983
Exchange Rate 30.12.2022 CBRT (1€)	₺19,9349

Valuation Table			
Risk-free Rate of Return	7,30%	7,30%	7,30%
Risk Premium	1,70%	2,20%	2,70%
Discount Rate	9,00%	9,50%	10,00%
Total Present Value (€)	9.612.254,13 €	9.014.098,56 €	8.470.317,43 €
Approximate Present Value (€)	9.610.000,00 €	9.010.000,00 €	8.470.000,00 €
Present Value (TL)	₺191.619.324,89	₺179.695.153,31	₺168.854.930,85
Approximate Present Value (TL)	₺191.620.000,00	₺179.700.000,00	₺168.850.000,00

Rental Value Analysis			
Projected Rental Value			418.421 €
Risk-free Rate of Return	7,30%	7,30%	7,30%
Risk Premium	1,70%	2,20%	2,70%
Discount Rate	9,00%	9,50%	10,00%
Present Rental Value (€)	383.872,31 €	382.119,47 €	380.382,56 €
Approximate Present Rental Value (€)	380.000,00 €	380.000,00 €	380.000,00 €
Present Rental Value (TL)	₺7.575.262,00	₺7.575.262,00	₺7.575.262,00
Approximate Present Value (TL)	₺7.580.000,00	₺7.580.000,00	₺7.580.000,00

DETAILS OF FINAL VALUE	
Market Value Determined by Income Discount Analysis	9.390.000,00 €
Market Value Determined by Direct Capitalization Analysis	9.010.000,00 €
Final Value of the Real Estate	9.200.000,00 €
Exchange Rate 30.12.2022 CBRT (1€)	19,9349 ₺
Turkish Lira Equivalent Market Value:	₺183.401.080,00
Approximate Turkish Lira Equivalent Market Value:	₺183.400.000,00
Final Annual Rental Value of the Real Estate (€)	380.000,00 €
Final Annual Rental Value of the Real Estate (TL)	₺7.575.262,00
Approximate Turkish Lira Equivalent Annual Rental Value	₺7.580.000,00

### Δ Result of Income Approach

Since the real estate subject to the report is an income generating property that is currently actively used, a discounted cash flow has been applied and a value has been achieved as a result.

Such achieved value is the sum of the present values of the discounted cash flows.

\*\* The exchange rate used in the table has been determined by taking into account the CBRT data valid as of 15:30 on 30.12.2022.

Considering the DCF data, the appraised value of the real estate is 9.200.000 Euro, approximately **183.400.000 TL**, as a result of bringing the total revenues obtained during the right of construction period to the present.

#### **5.4 Other Determinations and Analyzes**

##### **Δ Determined Rental Values**

Considering the income data of the real estate subject to the appraisal, the rental value of the real estate has been determined according to the contracts concluded between Akfen GYO AŞ. and Accor Group. According to the contract, the rent to be paid by the Accor Group for Ibis Hotel is determined as the higher amount of 25% of the total gross income or 95% of the adjusted gross operating income (AGOP). According to the terms of the contract, the AGOP rate for the last year has been determined as 95%. The rent payable for Novotel is determined as 22% of the total gross income or 95% of the adjusted gross operating income (AGOP), whichever is higher. According to the terms of the contract, the AGOP rate for the last year has been determined as 95%.

Adjusted gross operating income (AGOP) is determined by deducting the operator share and replacement reserve ratio to be paid to ACCOR at the rate of 8% of the gross income from the gross operating profit (GOP).

According to the discounted cash flow projection made over the rental income, the rental value of the real estate has been determined as a result of bringing the sum of the revenues obtained during the right of construction period to the present. According to this calculation, the annual rental income of the hotel has been determined as 380.000 Euro, approximately 7.580.000.00 TL.

##### **Δ Precedent Share Ratios in Projects to be Constructed Through Revenue Sharing or Flat For Land Method**

It is foreseen that the flat for land ratios may vary by 50%-55% throughout the province where the real estate subject to the appraisal is located and especially in the region where it is located, and the revenue sharing ratios may be realized at the rates of 35%-40%. These ratios vary according to factors such as the size of the area of the real estate, the scope and total return of the project, and the nature and location of the project to be built.

##### **Δ Wasteland and Project Values of Land on Which Projects are Developed**

The real estate subject to the appraisal has been changed in type and is currently used as a hotel. There is no project development work on it.

##### **Δ Most Efficient and Best Use Value Analysis**

Considering the characteristics of the region and environment where the real estate in question is located, we believe that the current usage situation is the most effective and efficient.

##### **Appraisal Analysis of Common or Divided Parts**

The entire real estate in question has been appraised. No common or divided part appraisal has been made.

## **6. EVALUATION OF THE RESULTS OF THE ANALYZES**

### **6.1 Harmonization of Different Appraisal Methods and Analysis Results and Explanation of the Methods Followed for This Purpose and Its Reasons**

The appraisal study for the real estate subject to the report was analyzed separately as stated in the relevant parts of the report. The land value was determined by the market analysis method (precedent comparison) and the building value was determined by the cost approach method. Value formations were supported with the Cost and Income method. For the income method, direct capitalization and discounted cash flow projections were used. Since the property in question is a Hotel and is actually operating and is in a direct income generating property class, the final value has been determined by averaging the results obtained from direct capitalization and discounted cash flow projections on the income method basis.

### **6.2 Factors Affecting the Value of Real Estate – SWOT Analysis**

#### **Δ Positive Features**

- The region being on the main arterial road and having good transportation facilities
- Being close to Kayseri airport
- Good workmanship and material quality of the building, and being well-maintained

#### **Δ Negative Features**

- Availability of alternative accommodation establishments

#### **Δ Opportunities**

- The contribution of the city's development in terms of industrial activities to the customer portfolio
- Availability of winter tourism in the city

#### **Δ Threats**

- The possibility that the negative picture in economic developments will continue with exchange rate fluctuations

### **6.3 Reasons for not Including Some of the Minimum Issues and Information in the Report**

All minimum issues and information required for the appraisal study are included in the report.

### **6.4 Opinion on Whether the Legal Requirements are Fulfilled and Whether the Permits and Documents Required To Be Obtained Pursuant to Legislation are Full and Complete**

As a result of the researches and examinations carried out in the relevant institutions, it has been seen that all legal documents and information required for the real estate are available and that the legal requirements are fulfilled. As of the appraisal date, it has been learned that there are no unfavorable situations such as legal restrictions, decisions, etc.

### **6.5 Opinion on Encumbrances and Mortgages on the Real Estate, if Any**

Explanations regarding the encumbrance examination of the subject real estate are given under the heading 3.3.

### **6.6 Information on Whether the Real Estate Subject to the Appraisal is Subject to a Limitation on the Transferability of the Real Estate Except in Cases of Mortgage or Any Encumbrances that will Directly and Significantly Affect the Value of the Real Estate**

As stated in this article, there is no limitation or restriction regarding the transfer of the real estate.

**6.7 If the Subject of the Appraisal is Land, Information on Whether Any Savings have been Made for the Development of a Project Although Five Years have Passed from Its Purchase**

The real estate subject to the appraisal is a Hotel, and there is no work to develop a project as a result of the building on it.

**6.8 If the Subject of the Appraisal is the Right of Construction or Timeshare, Information on Whether There are Any Limitations on the Transfer of the Right of Construction and Timeshare, Except for the Provisions of Special Laws, in the Contracts that Raise These Rights**

The parcel subject to the appraisal belongs to the Kayseri Chamber of Industry and there is a hotel facility on which the right of construction has been established for 49 years. In the official contract regarding the easement, it is seen that the independent and permanent right of construction has a duration of 49 years, that the right of easement can be transferred to third parties, that, at the end of the period, the building subject to the easement will pass to the owner of the real estate free of charge, that there will be no easement cost for the first 5 years, and for the following years it is as the prices specified in the contract. According to this contract, there is no obstacle to the transfer the right of construction.

**6.9 Opinion on Whether the Nature of the Real Estate in the Title Deed, its Actual Use and the Quality of its Inclusion in the Portfolio are Compatible with Each Other, and Opinion on Whether There is Any Objection in its Inclusion in the Portfolio**

The properties of the real estate subject to the appraisal in the title deed and the actual use are compatible with each other. Pursuant to subparagraph (ç) of paragraph 1 of Article 22 in Section 7 of the "Communiqué No. III-48.1 on Principles Regarding Real Estate Investment Companies" for Real Estate Investment Partners (**Amended:RG-2/1/2019-30643**) In addition to the lands and lands they own, they can develop real estate projects or invest in projects by establishing a right of construction on lands belonging to other people with which revenue sharing or land sales contracts in return for flat have been concluded. In projects to be carried out jointly with one or more parties within the framework of the provisions of the contract to be concluded, if there is no objective of acquiring property in favor of the partnership, the contractual rights of the partnership must be secured by a guarantee deemed appropriate by the Board. In case the counterparty to the contract is the Housing Development Administration, İller Bankası A.Ş., municipalities and their subsidiaries, affiliates and/or companies that have the privilege to nominate candidates for the board of directors, the guarantee requirement in this paragraph shall not apply.”, it has been concluded that there is no obstacle for the real estate to be included in the portfolio of GYO with its properties in the title deed.

In addition, according to the 7th section of the same communiqué, Article 30, paragraph 1 and 2, it was seen that the mortgage in the land registry was a pledge record used to finance the real estate's value and the mortgage owner was Akfen GYO A.Ş., and it was concluded that this situation did not prevent it from being included in the portfolio of the GYO.

## **7. CONCLUSION**

### **7.1 Conclusion Sentence of The Responsible Appraiser**

This report, which contains the minimum elements within the scope of the CMB legislation for the determination of the fair market value of the real estate in Kayseri Province, Kocasinan District, Pervane Neighborhood, Block 2420, Parcel 9 has been prepared by us, upon the request of Akfen Gayrimenkul Yatırım Ortaklığı A.Ş.

The Fair Market Value of the real estate subject to the appraisal on the date of appraisal has been determined considering all factors such as the opinion formed in line with the examination and research carried out in the real estate area and throughout the region, the development trend of the district and the region, the zoning status and construction conditions of the real estate and its usage function, the area of the land, its geometric shape, topography, the honor and importance of the neighborhood, the organization style of its surroundings, its distance to the city center and the central locations in its region, its frontage to the main road, boulevard or street, transportation and environmental characteristics, current economic conditions, and by taking into account all positive and negative factors, such as whether it can find a buyer according to the neighborhood it is in, and if it finds, the degree of ratio.



## 7.2 Final Assessment

While appraising the real estate, all the positive and negative factors specified in the relevant articles in the report were taken into account. As a result of the examinations, the data obtained and the results of the methods used were concluded in a meaningful way.

The result obtained as a result of the market method has been determined as the final value, on the grounds that it shows the market value more accurately, taking into account the title deed and actual nature of the real estate in terms of the region and location where it is located, in line with the purpose and scope of use. Thus;

As of the appraisal date, the current market value of the real estate, which was determined according to the Income Method, is as follows;

In numbers; **183.400.000,00 TL** and in text **One Hundred Eighty Three Million Four Hundred Thousand Turkish Lira.**

Monthly Lease Amount of Real Estate has been determined as: **630.000 TL/month.**

Final Value	
Report Date	30.12.2022
Value of Real Estate (Excluding VAT)	183.400.000,00 ₺
Value of Real Estate (Including VAT)	216.412.000,00 ₺
Value of Real Estate (Excluding VAT)	9.200.000,00 €
Value of Real Estate (Including VAT)	10.856.000,00 €
Annual Rental Value of Real Estate (Excluding VAT)	7.580.000,00 ₺
Annual Rental Value of Real Estate (Including VAT)	8.944.400,00 ₺
Annual Rental Value of Real Estate (Excluding VAT)	380.000,00 €
Annual Rental Value of Real Estate (Including VAT)	448.400,00 €

1. These values are for the cash sale of the real estate.
2. The final value represents the VAT Excluded value.
3. This report is a whole with its annexes.
4. The final assessment cannot be separated from the content of the report.
5. CBRT Foreign Exchange Buying Rate as of the appraisal date 1\$:18.6983 TL and 1 Euro: 19.9349 TL.

Burak BARIŞ Appraiser CMB License No: 406713	Raci Gökcehan SONER Controller CMB License No: 404622	Erdeniz BALIKÇIOĞLU Responsible Appraiser CMB License No: 401418

## 8. DECLARATION OF CONFORMITY

We declare the accuracy of the following items for the report prepared;

- The findings presented in the report are correct to the best of our knowledge.
- The analysis, opinion and conclusions reported are limited to the stated assumptions and conditions only.
- The report consists of impartial and unbiased professional analyzes, opinions and conclusions.
- We have no current or potential interest in the real estate that is the subject of the report.
- We have no prejudices regarding the real estate subject to this report or related parties.
- The fee for the service we provide as an appraiser is not dependent on any part of the report.
- The appraisal was carried out according to ethical rules and performance standards.
- Appraiser(s) have vocational training requirements.
- The Appraiser(s) have experience in the location of the real estate and the content of the report.
- The property, which is the subject of the report, was personally inspected and the necessary examinations were made in the relevant public institutions.
- Except for the Appraiser(s) mentioned in the report, no one has any professional assistance in the preparation of this report.
- The study was developed in accordance with the scope of business requirements and reported in accordance with International Appraisal Standards.

→ **This report has been prepared specifically for customer request. It cannot be used, copied or reproduced by third parties other than the relevant person and the purpose for which it was prepared.**

## 9. ANNEXES OF THE REPORT

Δ Encumbrance Documents,

Δ Official Documents,

Δ Photos of Real Estate,

Δ CMB License Certificates and Professional Experience Certificates

 SPL  
Sermaye Piyasası  
Lisanslama Sicil ve Eğitim Kuruluşu

Tarih : 12.07.2017 No : 406713

**GAYRİMENKUL DEĞERLEME LİSANSI**

Sermaye Piyasası Kurulu'nun "Sermaye Piyasasında Faaliyette Bulunanlar İçin Lisanslama ve Sicil Tutmaya İlişkin Esaslar Hakkında Tebliğ"i (VII-128.7) uyarınca

**Burak BARIŞ**

Gayrimenkul Değerleme Lisansını almaya hak kazanmıştır.

  
Levent HANLIOĞLU  
LİSANSLAMA VE SİCİL MÜDÜRÜ

  
Tuba ERTUGAY YILDIZ  
GENEL MÜDÜR



 SPL  
Sermaye Piyasası  
Lisanslama Sicil ve Eğitim Kuruluşu

Tarih : 13.07.2015 No : 404622

**GAYRİMENKUL DEĞERLEME LİSANSI**

Sermaye Piyasası Kurulu'nun "Sermaye Piyasasında Faaliyette Bulunanlar İçin Lisanslama ve Sicil Tutmaya İlişkin Esaslar Hakkında Tebliğ"i (VII-128.7) uyarınca

**Raci Gökcehan SONER**

Gayrimenkul Değerleme Lisansını almaya hak kazanmıştır.

  
Levent HANLIOĞLU  
LİSANSLAMA VE SİCİL MÜDÜRÜ

  
Tuba ERTUGAY YILDIZ  
GENEL MÜDÜR



**TSPAKB TÜRKİYE SERMAYE PİYASASI  
ARACI KURULUŞLARI BİRLİĞİ**

Tarih : 04.08.2010 No : 401418

**GAYRİMENKUL DEĞERLEME UZMANLIĞI LİSANSI**

Sermaye Piyasası Kurulu'nun Seri: VIII, No:34 sayılı "Sermaye Piyasasında Faaliyette Bulunanlar İçin Lisanslama ve Sicil Tutmaya İlişkin Esaslar Hakkında Tebliğ"i uyarınca

**Erdeniz BALIKÇIOĞLU**

Gayrimenkul Değerleme Uzmanlığı Lisansını almaya hak kazanmıştır.

  
İlkey ARIKAN  
GENEL SEKRETER



  
E.Nevzat ÖZTANGUT  
BAŞKAN



### MESLEKİ TECRÜBE BELGESİ

Belge Tarihi: 02.08.2019


Belge No: 2019-01.1374

**Sayın Erdeniz BALIKÇIOĞLU**

(T.C. Kimlik No: 29039108440 - Lisans No: 401418 )

Sermaye Piyasası Kurulu tarafından gayrimenkul değerlendirme alanındaki tecrübenin kontrolüne ilişkin belirlenen ilke ve esaslar çerçevesinde "Sorumlu Değerleme Uzmanı" olmak için aranan 5 (beş) yıllık mesleki tecrübe şartını sağladığınız tespit edilmiştir.

  
Doruk KARŞI  
Genel Sekreter

  
Encan AYDOĞDU  
Başkan



### MESLEKİ TECRÜBE BELGESİ

Belge Tarihi: 27.02.2019

Belge No: 2019-01.1066

**Sayın Raci Gökcehan SONER**

(T.C. Kimlik No: 43933302186 - Lisans No: 404622 )

Sermaye Piyasası Kurulu tarafından gayrimenkul değerlendirme alanındaki tecrübenin kontrolüne ilişkin belirlenen ilke ve esaslar çerçevesinde "Sorumlu Değerleme Uzmanı" olmak için aranan 5 (beş) yıllık mesleki tecrübe şartını sağladığınız tespit edilmiştir.

  
Doruk KARŞI  
Genel Sekreter

  
Şinasi BAYRAKTAR  
Başkan



### MESLEKİ TECRÜBE BELGESİ

Belge Tarihi: 26.08.2020

Belge No: 2019-02.6851

**Sayın Burak BARIŞ**

(T.C. Kimlik No: 12946205852 - Lisans No: 406713 )

Sermaye Piyasası Kurulu tarafından gayrimenkul değerlendirme alanındaki tecrübenin kontrolüne ilişkin belirlenen ilke ve esaslar çerçevesinde "Gayrimenkul Değerleme Uzmanı" olmak için aranan 3 (üç) yıllık mesleki tecrübe şartını sağladığınız tespit edilmiştir.

  
Doruk KARŞI  
Genel Sekreter

  
Encan AYDOĞDU  
Başkan