



NET KURUMSAL GAYRİMENKUL DEĞERLEME VE DANIŞMANLIK A.Ş.

Real Estate Appraisal Report



Private 2023 - 1258

December, 2023



REAL ESTATE

Claimant	Akfen Gayrimenkul Yatırım Ortaklığı A.Ş.
Issued By	Net Kurumsal Gayrimenkul Değerleme ve Danışmanlık A.Ş.
Report Date	Report Date: 08.01.2024 (Date of Appraisal: 31.12.2023)
Report No	Private 2023-1258
Subject of Report	Determination of Fair Market Value of Real Estate
Subject and Scope of Appraisal	Determination of the market value of the "LAND" qualified real estate located in Muğla Province, Bodrum District, Yalıkavak Neighborhood, Block 696, Parcel 69 and the value of the project developed on the parcel in Turkish Lira.

➤ This report consists of thirty five (35) 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.

This Document was signed via e-signature within the scope of the "Electronic Signature Law" no 5070.

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EXECUTIVE SUMMARY

<u>Claimant</u>	Akfen Gayrimenkul Yatırım Ortaklığı A.Ş.
<u>Report No and Date</u>	Private 2023 - 1258 / 08.01.2024 (Date of Appraisal: 31.12.2023)
<u>Subject and Scope of Appraisal</u>	This report has been prepared in accordance with the principles set out in the relevant communiqué to be used within the scope of the CMB legislation for the determination of the current market value of the real estate in the specified register in line with the market conditions and economic indicators on the appraisal date and the value of the project developed on the parcel, upon customer request.
<u>Open Address of Real Estate</u>	Yalıkavak Mahallesi, Dazlak Mevkii Block 696 Parcel 69 Bodrum / Muğla
<u>Land Registry Details</u>	Real estate qualified as "Land" in Muğla Province, Bodrum District, Yalıkavak Neighborhood, Block 696, Parcel 69
<u>Actual Use (Current Status)</u>	It has been determined that construction works have started in the investigation made.
<u>Zoning Status</u>	According to the information and document received from the officer in charge of the zoning service in Bodrum Municipality, the subject real estate is within the "Residential Area" according to the 1/1.000 scale Yalıkavak Revision and Additional Implementation Zoning Plan. It has E:0,15, Hmaks: 6,50 m construction conditions.
<u>Restriction Status (Negative decision such as demolition, etc., reports, minutes, lawsuits or situations that prevent disposition)</u>	There is no situation that may constitute a restriction regarding the real estate.
<u>Total Value of the Project in its Current Condition Excluding VAT</u>	950.000.000,00 TL (Nine Hundred and Fifty Million Turkish Lira)
<u>Total Value of the Project in its Current Condition Including VAT</u>	1.140.000.000,00 TL
<u>Present Value of the Project at Completion</u>	1.739.623.405,88 TL
<u>Explanation</u>	The real estate was seen on site and its usage status was examined. There was no situation that would adversely affect the appraisal process.
<u>Prepared By</u>	Mehmet Akbalık – CMB License No: 911.340 Raci Gökcehan SONER – CMB License No: 404.622
<u>Responsible Appraiser</u>	Erdeniz BALIKÇIOĞLU – CMB License No: 401.418

This Document was signed via e-signature within the scope of the "Electronic Signature Law" no 5070.

1. REPORT DETAILS

1.1 Appraisal Date, Date of Report and Report No

The appraisal of the aforementioned transaction started as of 06.12.2023 and completed on 31.12.2023 and it has been completed as a report with the report no. Private 2023-1258 on 08.01.2024.

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 valuation of the existing value of the real estate on block 696 parcel 69 in Yalıkavak Neighborhood of Bodrum District of Muğla Province and the value of the project developed on this parcel.

The purpose of the appraisal, as stated in the agreement signed between the parties, is to prepare the appraisal report including the determination of the market value of the real estate(s), the details of which are given for evaluation in the portfolio.

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 25.01.2023 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 Mehmet Akbalık, 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 valuation, our company;

* Prepared a report with the report number Private 2022 - 994 with a valuation of 405.000.000,00 TL on 13.09.2022.

* Prepared a report with the report number Private 2022 - 1214 with a valuation of 440.000.000,00 TL on 30.12.2022.

* Prepared a report with the report number Private 2023564 with a valuation of 655.000.000,00 TL on 27.06.2023.

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 4345, to provide “appraisal services for real estates, real estate projects and rights and benefits related to real estates” to the banks.

Capital : 14.000.000 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 : 3.900.000.000, TL*
Public Offering : 24,5%
Telephone : 0 212 371 87 00
E-Mail : www.akfengyo.com.tr

(*)The Company's application to increase its issued capital from 1.300.000.000 TL to 3.900.000.000 TL within the registered capital ceiling of 6.500.000.000 TL, with an increase of 2.600.000.000 TL, all in cash and 200%, was approved by the Capital Markets Board at its meeting dated 07.12.2023 and numbered 76/1684. As of 04.01.2024, the issuance of the shares with a nominal value of 2.600.000.000.000 TL, which were increased in cash, was completed within the framework of the conditions specified in the prospectus, and the new issued capital increased to 3.900.000.000.000 TL as their prices were fully paid in cash.

2.3 Scope of Customer Requests and Limitations, If Any

This report has been prepared in accordance with the client's request to determine the current value of the block 696, parcel 69 in Yalikhavak Neighborhood of Bodrum District of Muğla Province and the value of the project developed on the parcel in Turkish Lira. No restrictions have been imposed by the client and the cash flow has been studied according to the architectural project based on the license and given in the report.

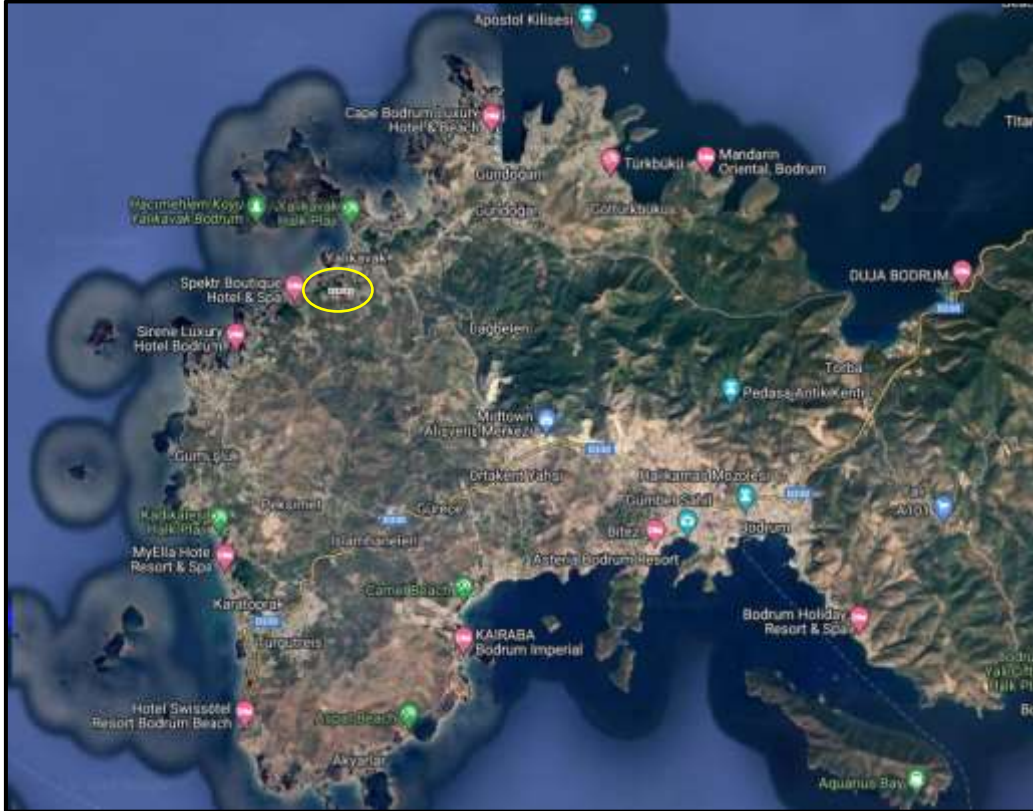
2.4 Scope of Work

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 appraisal is located in the north west of Bodrum district within the borders of Yalıkavak Neighborhood. For transportation to the immovable, enter Çelebi Street from the opposite of Yalıkavak marina. Turn left at the end of the street. Enter Şahin Street to the right. When you proceed in the south direction on the street, you can reach the real estate after approximately 300 m. Immediately next to the immovable, there are concept villa projects, tourism qualified immovables, empty plots and private residences. The real estate is located approximately 15 km from Bodrum District center and approximately 52 km from Milas-Bodrum Airport.



Coordinates: Latitude: 37.0965 Longitude: 27.2897

3.2 Land Registries of the Real Estate

PROVINCE – DISTRICT	: Muğla – Bodrum
NEIGHBORHOOD – VILLAGE - LOCATION	: Yalıkavak Neighborhood / Dazlak Location
VOLUME - PAGE NO	: 34/3294
BLOCK - PARCEL	: Block 696 Parcel 69
AREA	: 22.197,30 m ²
QUALIFICATION OF MAIN REAL ESTATE	: Land
REAL ESTATE ID	: 93977201
OWNER - SHARE	: Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. (1/1)
REASON OF ACQUISITION DATE-JOURNAL	: Sales (15.09.2022 – 32305)

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

According to the Land Registry taken from the General Directorate of Land Registry and Cadastre Portal as of 4:43 PM on 01.11.2023, there are no encumbrances on the real estate.

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.)

The parcel in question was sold on behalf of "Akfen GYO A.Ş." on 15.09.2022. 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 information and document received from the officer in charge of the zoning service in Bodrum Municipality, the subject real estate is within the "Residential Area" according to the 1/1.000 scale Yalıkavak Revision and Additional Implementation Zoning Plan. It has E:0,15, Hmaks: 6,50 m construction conditions.

3.6 Explanations Regarding the Suspension Decision, Demolition Decision, Risky Building Detection, etc.

As a result of the document examinations and verbal inquiries made at the Bodrum 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.)

There is no contract issued for the parcel in question.

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

During the researches made in the public institutions regarding the real estate subject to the report, the following documents were found.

Architectural Project : Architectural project approved on 11.09.2018 (29 I.S.)

Building License : New building licenses dated 23.11.2018 and numbered 2018-792/1-2-3-4-5.....29.

Name change licenses dated 11.02.2021 and numbered 2021-154/1-2-3-4-4-5.....29.

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 supervision of the project planned to be built on the parcel in question will be carried out by “Zeybek Yapı Denetim Ltd. Şti.”.

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

A total of 29 villas of 3 different types will be built on the parcel subject to the report. Type A villa has a gross construction area of 145,07 m² and each villa of type B and C has a gross construction area of 134,30 m², total construction area is 4.056,25 m².

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

The building on the parcel in question is at construction level and does not have an energy identity certificate.

4. PHYSICAL PROPERTIES OF THE REAL ESTATE

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

Muğla is the twenty-fourth most populous city in Türkiye. As of 2022, it has a population of 1,048,185. It is a settlement in the Aegean Region, a small part of which falls within the Mediterranean Region, and is famous for its holiday resorts such as Ortaca, Dalaman, Köyceğiz, Fethiye, Marmaris, Milas, Datça and Bodrum. There are 13 districts in the province. Muğla, which is one of the oldest settlements of the ancient Caria region, has been under the dominance of the Carians, the indigenous people of Anatolia at first, then the invasions of Egypt, Assyria and Scythians partially and for short periods, and in time, the Hellenistic colonization movement, especially on the coasts. First the Medes and then the Persians took Muğla under their administration and ruled the region through a satrap. When Alexander the Great came with his armies, the Muğla region was ruled by a Carian satrap. It is argued that the name 'Karya' derives from a commander named 'Kar' who led the tribes that came to the region in 3400 BC. The region has been known as Caria throughout the ages and starting from Söke, Aydın, Nazilli in the north and ending where the Dalaman Stream empties into the sea in the south, the Caria region was neighbor to the regions where the Lydians ruled in the north, the Lycians in the south and the Phrygians in the interior of Anatolia. Muğla is a region that has hosted ancient civilizations and preserved its importance in every era. It is not clear from where the name of the region, which was named Caria by the civilizations before the Islamic rule, and Menteşe after the Islamic domination. Muğla remained a small city closed to outsiders throughout the Ottoman period. When the lands of the Ottoman Empire, which was defeated in World War I, were shared by the Allied Powers, Muğla was occupied by Italy on May 11, 1919. During the occupation of Anatolia, Kocahan Meeting was held in Muğla and it was declared that Muğla, like all Anatolian cities, would resist these invasions. Thereupon, resistance committees such as the Vatan Müdafaa Society, the Serdengeçtiler Detachment, and the Muğla Kuvayi Milliyesi were established in the city. The city, which sent 6 deputies to the 1st Term Assembly opened in Ankara in 1920, took advantage of the Italians' ineffectiveness in the city and participated in the resistance activities established against the Greek occupation that started along the Menderes. Volunteers who united with the remnants of the 57th Division in the Aegean inflicted heavy losses on the enemy in the battles of Aydın.

The surface area of Muğla is 12,654 km². Muğla is under the influence of the Mediterranean climate. In the Menteşe region, where the city of Muğla is located, the mountains extend parallel to the sea. 'Actual Mediterranean Climate' is felt in areas up to 800 m altitude and 'Mediterranean Mountain Climate' is felt in higher areas. Maximum-minimum temperature values, humidity, precipitation amount and prevailing wind directions vary according to local geographical conditions. Muğla, which receives more than 1000 mm of precipitation per square meter, is one of the richest regions of Türkiye in terms of forest rate. However, the majority of precipitation falls in the winter season and summer

drought is evident. As another result of the mountains extending parallel to the sea and the elevation is higher in this region, unlike the Aegean Region in general, transportation becomes difficult in the east-west direction and the population becomes sparse.

There is Yatağan Thermal Power Plant in Yatağan district of the province, Yeniköy Thermal Power Plant in Yeniköy, Kemerköy Thermal Power Plant in Kemerköy. The mineral deposits of the province are rich. Yatağan lignite reserves and Fethiye chrome deposits can be counted as the first item in this sector. Muğla is also an important marble center. Apart from these energy and mining production facilities, there are no large enterprises for industry. Economy is based on tourism and agriculture in particular. There is also a Paper Factory (former name SEKA, new name MOPAK) in Dalaman district. Located at the southwestern tip of Türkiye, it is surrounded by Aydın in the north, Denizli and Burdur in the northeast, Antalya in the east, the Mediterranean Sea in the south and the Aegean Sea in the west. With its total coastline length of 1479 km, Muğla is the province with the longest coastline of Türkiye. Muğla province attracts attention with the diversity of its agricultural products. It is one of the most important centers of beekeeping in Türkiye. There is both bee and pine honey in the region. Marmaris district is famous for its pine honey. Citrus cultivation (orange, lemon, tangerine, grapefruit) is widely practiced in Ortaca, Fethiye and Dalaman districts. Another product unique to the Marmaris-Köyceğiz line is sweetgum oil, which is obtained from the daily tree and used in perfumery and pharmacy. Olive growing has also developed throughout the province.

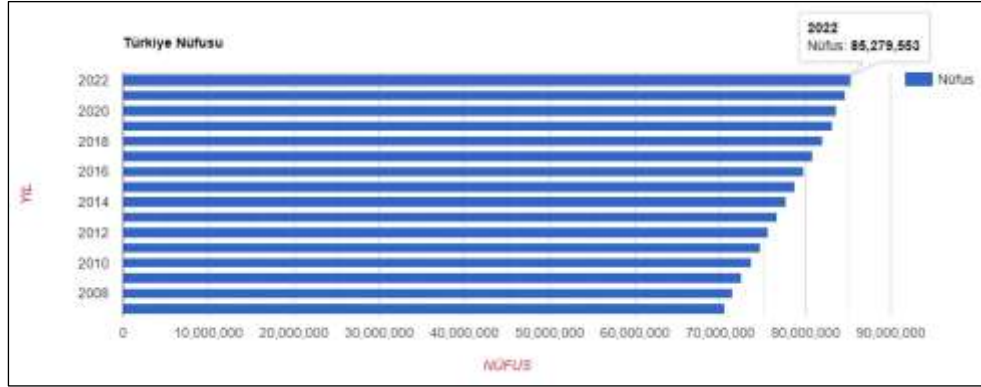
Bodrum is one of the 13 districts of Muğla. The district is known as an important tourism center today, which is due to the fact that Bodrum has some unique features. Bodrum is a district known not only in Türkiye but also in the world in terms of tourism. In terms of population, it surpassed Menteşe and Fethiye and became the largest district in the province. Mausoleum, one of the Seven Wonders of the World, was built in the city of Halicarnassus. The marble stones of the mausoleum, which was destroyed over time by the effects of earthquakes and invasions, were used in the construction of Bodrum Castle. Christian Knights built the castle in the 15th century. The construction was completed in a period of 100 years. The Pope distributed indulgence papers to those working in the construction of the castle so that the castle would be finished. Bodrum is the last captured Christian land on Anatolian lands. Although the city was besieged during the reign of Mehmed II, it was only captured during the Rhodes Campaign of Süleyman I. Bodrum Castle today serves as the world's second largest Underwater Archeology Museum. It is the strongest surviving castle in the Eastern Mediterranean. The city of Bodrum hosts many cultural events. Bodrum is located in the western corner of Muğla province. The majority of the district's lands are located in a peninsula bearing its name, which is surrounded by the Aegean Sea from the north, west and south. It has no administrative border except Milas in the east. In terms of climate, it has a feature consisting of the synthesis of Aegean and Mediterranean climates. As a peninsula, it shows the feature of a micro-climate area. There is almost no humidity in summer. In winter, the humidity is very low. Summer months are hot and dry, winter months are quite warm and rainy. From 1970 until today, snowfall has been seen only in February 2004 and the average snow thickness has reached 5 cm.



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

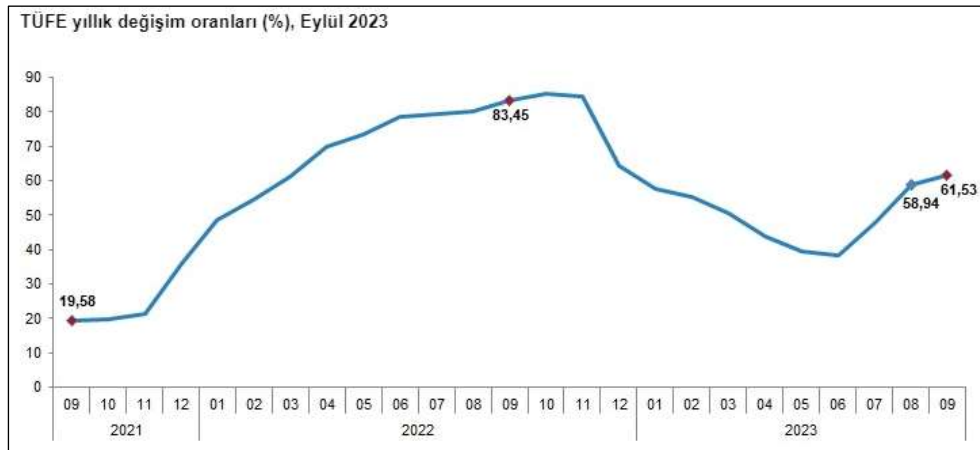
Some Economic Data and Statistics

Δ Population;

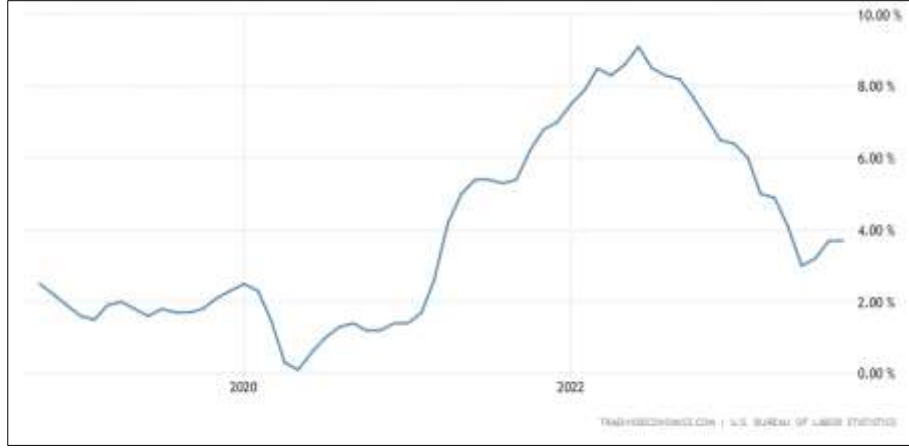


As of 31 December 2022, the population residing in Türkiye increased by 599 thousand 280 people compared to the previous year and reached 85 million 279 thousand 553 people. While the male population was 42 million 704 thousand 112 persons, the female population was 42 million 575 thousand 441 persons. In other words, 50,1% of the total population is men and 49,9% is women.

Δ CPI/Inflation Indexes;



In September 2023, the CPI (2003=100) increased by 4,75% compared to the previous month, by 49,86% compared to December of the previous year, by 61,53% compared to the same month of the previous year and by 55,30% on the averages of twelve months. The main group with the lowest year-on-year increase was housing with 20,16%. On the other hand, the main group with the highest increase compared to the same month of the previous year was restaurants and hotels with 92,48%. By main expenditure groups, the main group with the lowest increase in September 2023 compared to the previous month was clothing and footwear with 2,59%. On the other hand, the main group with the highest month-on-month increase in September 2023 was education with 30,27%. The change in CPI excluding unprocessed food, energy, alcoholic beverages and tobacco and gold was realized as 5,06% in September 2023 compared to the previous month, 54,66% compared to December of the previous year, 67,22% compared to the same month of the previous year and 57,75% compared to the twelve-month averages. (TÜİK.)



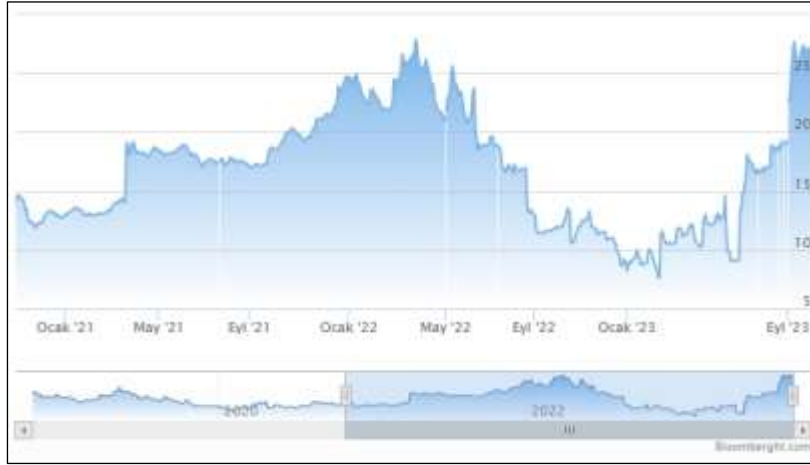
The U.S. consumer price index graph and rates for the last 5 years are as above. As of 2020, the annual inflation rate was 2,3 on an annual basis until April, while it decreased significantly with April, and this rate fell below 0,5%. The inflation rate, which was 1,7% in January 2021, has increased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

Δ GDP/Growth Indices;

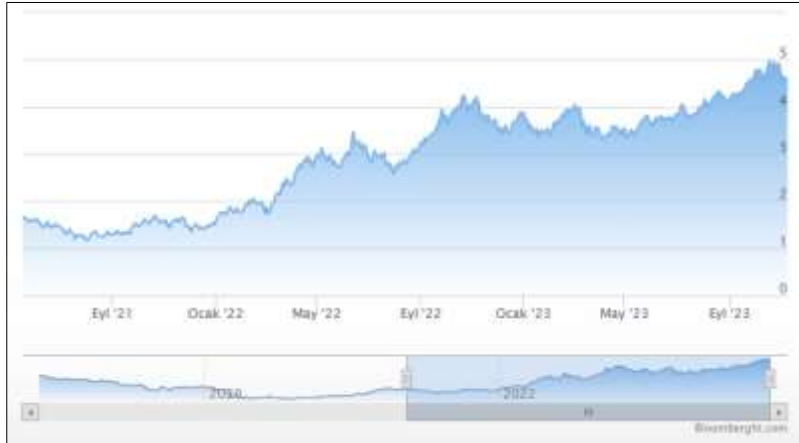


When the activities that make up GDP are analyzed, in the second quarter of 2023, other service activities increased by 6,6%, services by 6,4%, construction by 6,2%, public administration, education, human health and social work activities by 5,1%, finance and insurance activities by 4,9%, real estate activities by 3,2%, information and communication activities by 1,3% and agriculture sector by 1,2% as chained volume index compared to the previous year. Industry decreased by 2,6% and professional, administrative and support service activities decreased by 1,2%. Season and calendar adjusted GDP chained volume index increased by 3,5% compared to the previous quarter. Calendar adjusted GDP chained volume index increased by 5,0% in the second quarter of 2023 compared to the same quarter of the previous year. Gross Domestic Product estimate by production method increased by 60,7% in the second quarter of 2023 compared to the same quarter of the previous year at current prices and reached 5 trillion 502 billion 192 million TL. The second quarter value of GDP was realized as 271 billion 468 million in USD terms at current prices. Net operating surplus/mixed income increased by 31,0%. While the share of labor payments in Gross Value Added at current prices was 25,3% in the second quarter of last year, this ratio became 34,3% in 2023. The share of net operating surplus/mixed income decreased from 53,3% to 43,8%. (TÜİK)

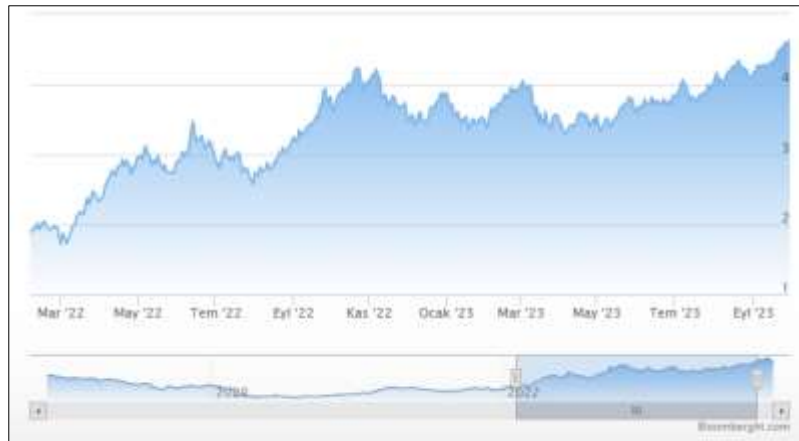
Δ TR and USD and EURO 10-Year Government Bonds Exchange;



While the bond rates, which were TR 10-year GDDS, were around 10% on average in the last 10 years, they started to increase in the 3rd quarter of 2021 and reached 27% as of the 1st quarter of 2022. After this period, they entered a downward trend, started an upward trend again as of January 2023 and reached approximately 27% as of the date of the report. (Graph: Bloomberght.com)

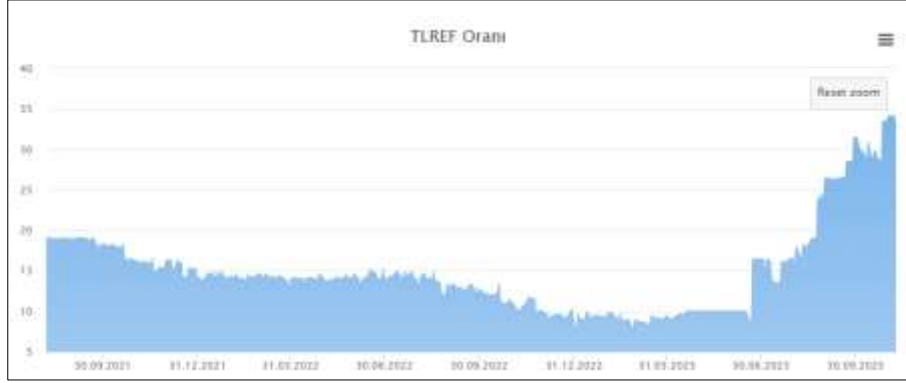


While the bond rates, which are USD 10-year GDDS, were around 2% in the last 10 years, they dropped seriously with the last quarter of 2019 and decreased to 1,5% and below, and decreased to 0,6% as of August 2020. After this period, they have progressed with an increase and are 4,60% as of the report date. (Graph: Bloomberght.com)

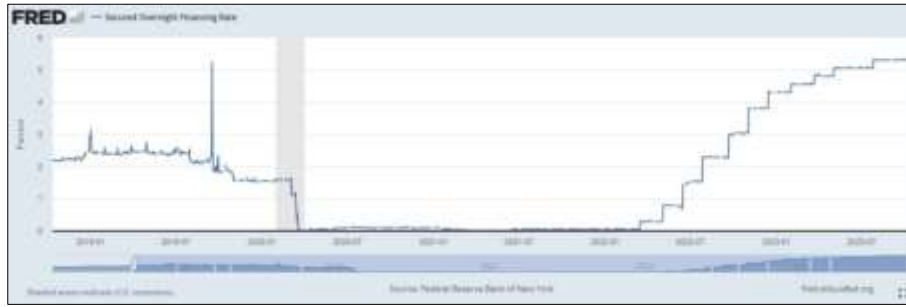


In May 2019, the Euro 10-year German Bund fell below 0 and continued in a positive direction in 2021 and 2022. The increase has been fluctuating in recent periods and has averaged 2,90% as of the report date. (Graph: Bloomberg.com)

Reference Interest Rate Change;

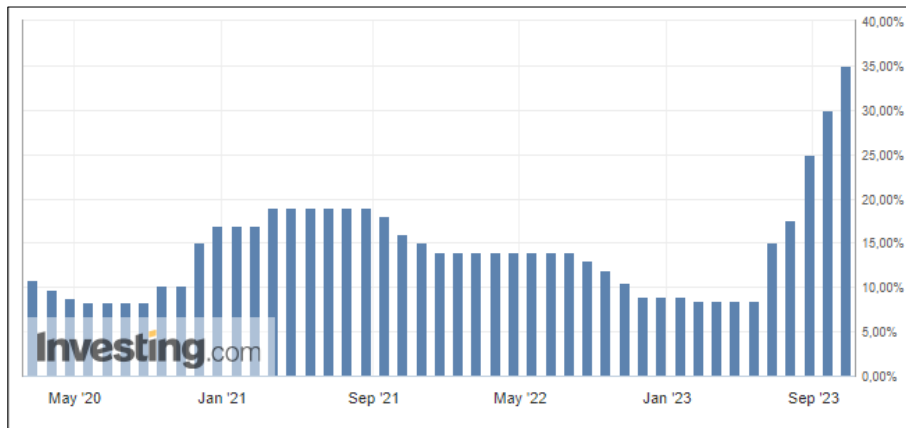


The chart above, prepared with the Turkish Lira Reference Interest Rates application published by Istanbul Stock Exchange, shows the TR reference interest rates over the years. As seen in 2023, while the TR annual reference interest rate was 10% in the first half of 2023, it is around 26,49% as of the report date.

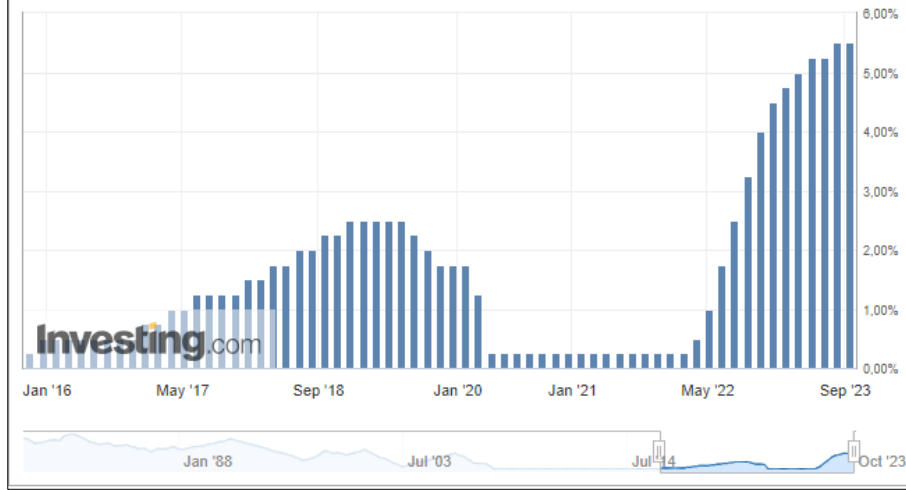


The chart above, prepared with the USD Reference Interest Rates application published by the ICE, shows the USD reference interest rates over the years. USD 12-month reference interest rate is at the level of 0,5% as of 30.06.2021. As seen, the USD reference interest rate started to increase as of April and reached 5,30% on the report date in 2022.

Δ CBRT and FED Interest Rate Change;



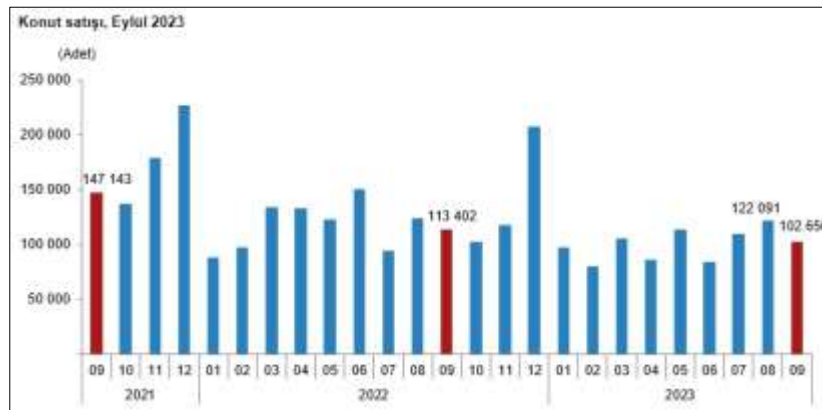
While the interest rate announced by the Central Bank of the Republic of Türkiye varied between 5,0% and 7,5% on average between 2010 and 2018, it rose above 20,00% as of May 2018 and remained at this level until June 2019. As of July 2019, it declined to 8,50% with a downward trend. Since then, it reached 19,00% until August 2021 with an upward trend. As of September 2021, it started to decline and reached 8,50% until June. With the changes in economic policies since June, it reached 30%.



According to the latest data announced by the US Federal Reserve, the interest rate is 5,00%. 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 March and is at 5,50% today.

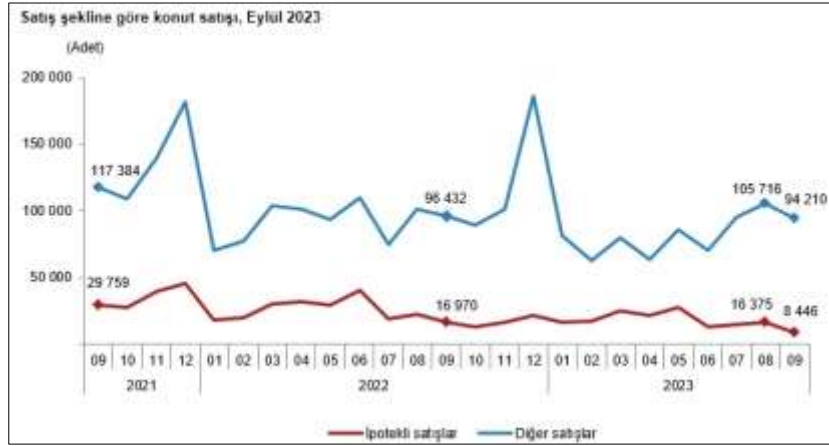
Δ Real Estate and Construction Sector in Türkiye;

In Türkiye, house sales decreased by 9,5% in September compared to the same month of the previous year and became 102 thousand 656. Istanbul had the highest share in house sales with 15 thousand 247 house sales and 14,9%. Istanbul was followed by Ankara with 9 thousand 48 house sales and 8,8% share, and İzmir with 5 thousand 476 house sales and 5,3% share. The provinces with the lowest number of house sales were Ardahan with 47 houses, Hakkari with 55 houses and Bayburt with 77 houses. (TÜİK)

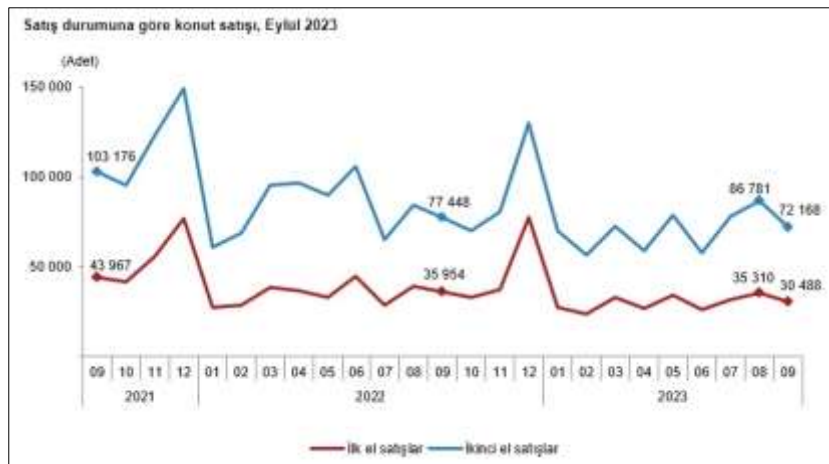


	Eylül			Ocak - Eylül		
	2023	2022	Değişim (%)	2023	2022	Değişim (%)
Satış şekline göre toplam satış	102 656	113 402	-9,5	900 074	1 057 193	-14,9
İpotekli satış	8 446	16 970	-50,2	180 884	228 601	-29,6
Diğer satış	94 210	96 432	-2,3	739 190	828 592	-10,8
Satış durumuna göre toplam satış	102 656	113 402	-9,5	900 074	1 057 193	-14,9
İlk el satış	30 488	35 954	-15,2	268 597	312 118	-13,9
İkinci el satış	72 168	77 448	-6,8	631 477	745 075	-15,2

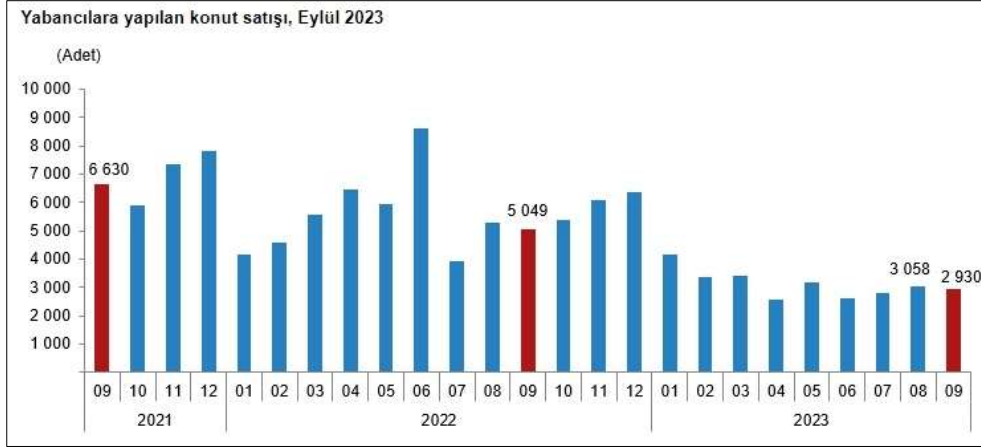
Mortgaged house sales in Türkiye decreased by 50,2% in September compared to the same month of the previous year and became 8 thousand 446. The share of mortgaged sales in total house sales was realized as 8,2%. In January-September period, mortgaged house sales decreased by 29,6% compared to the same period of the previous year and became 160 thousand 884. One thousand 971 of the mortgaged sales in September and 48 thousand 865 of the mortgaged sales in January-September period were realized as first-hand sales. In Türkiye, other house sales decreased by 2,3% in September compared to the same month of the previous year and became 94 thousand 210. The share of other sales in total house sales was realized as 91,8%. In January-September period, other house sales decreased by 10,8% compared to the same period of the previous year and became 739 thousand 190. (TUİK)



The number of first-hand house sales in Türkiye decreased by 15,2% in September compared to the same month of the previous year and became 30 thousand 488. The share of first-hand house sales in total house sales was 29,7%. In the January-September period, first-hand house sales decreased by 13,9% compared to the same period of the previous year and realized as 268 thousand 597. Second-hand house sales decreased by 6,8% in September compared to the same month of the previous year and became 72 thousand 168. The share of second-hand house sales in total house sales was 70,3%. In the January-September period, second-hand house sales decreased by 15,2% compared to the same period of the previous year and realized as 631 thousand 477. (TUİK)



In September, house sales to foreigners decreased by 42,0% compared to the same month of the previous year and became 2 thousand 930. In September, the share of house sales to foreigners in total house sales was 2,9%. Antalya ranked first in house sales to foreigners with one thousand 7 house sales. Antalya was followed by İstanbul with 978 house sales and Mersin with 211 house sales. (TUİK)



The total area of the buildings for which building permits were issued by municipalities in the second quarter of 2023 was 38,6 million m², of which 20,0 million m² was residential, 10,1 million m² was non-residential and 8,4 million m² was common use area. (TÜİK)

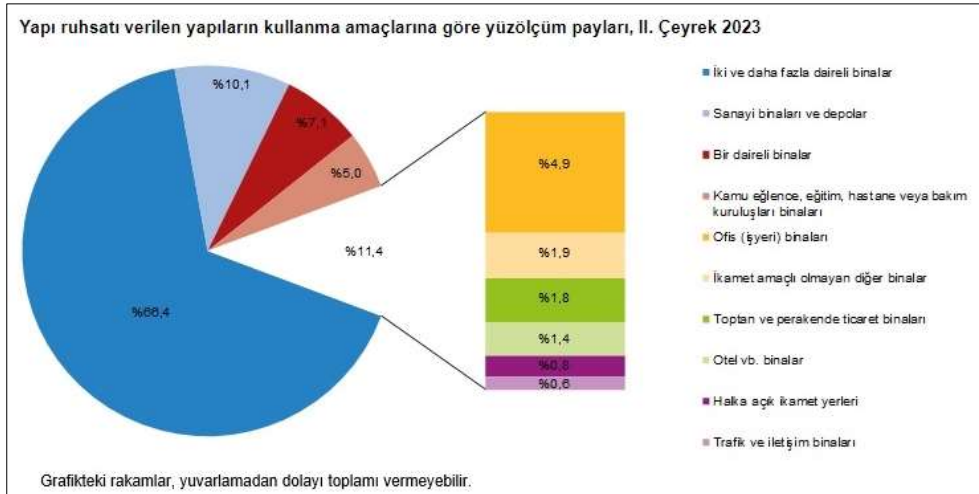


Compared to the same quarter of the previous year, in the second quarter of 2023, the number of buildings, the number of flats and the area of buildings for which building permits were issued by municipalities increased by 5,7%, 31,3% and 25,6%, respectively. (TÜİK)



Yapı ruhsatı istatistikleri, 2021-2023							
Yıl	Çeyrek	Bina sayısı	Yıllık değişim (%)	Daire sayısı	Yıllık değişim (%)	Yüzölçüm (m ²)	Yıllık değişim (%)
2021		138 556	44,1	724 544	30,5	151 328 137	34,4
	I	33 587	137,1	174 733	117,0	34 367 501	95,7
	II	30 535	55,7	157 696	14,4	31 783 225	15,6
	III	30 438	20,3	149 589	6,0	33 316 744	19,5
	IV	43 996	18,7	242 526	23,9	51 860 668	30,6
2022		127 745	-7,8	695 246	-4,0	145 875 756	-3,6
	I	26 133	-22,2	129 311	-26,0	27 378 845	-20,3
	II	29 065	-4,8	143 760	-8,8	30 713 792	-3,4
	III	28 280	-7,1	145 396	-2,8	32 111 128	-3,6
	IV	44 267	0,6	276 779	14,1	55 671 992	7,3
2023	I	23 841	-8,8	130 760	1,1	26 818 231	-2,0
	II	30 712	5,7	188 740	31,3	38 572 889	25,6

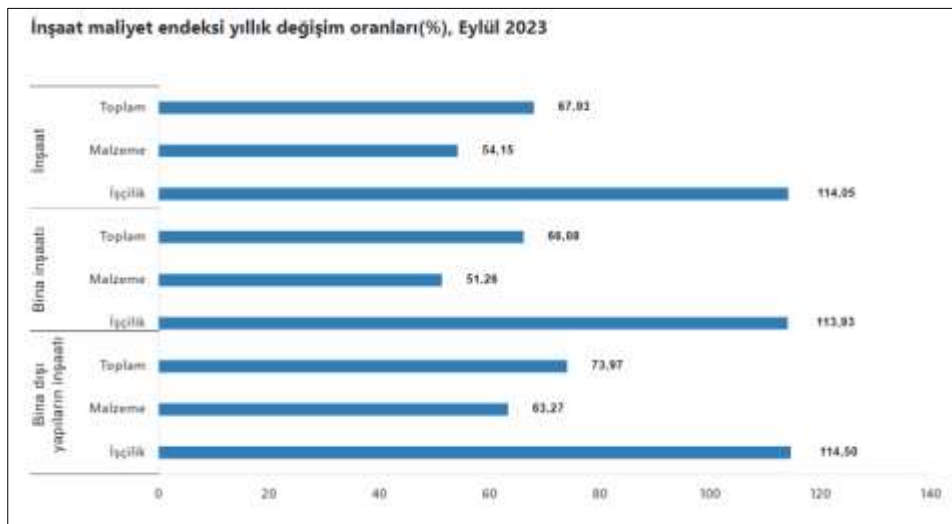
According to the purpose of use of the buildings for which building permits were issued by municipalities in the second quarter of 2023, buildings for residential purposes with two or more flats had the highest surface area share with 25,6 million m². This was followed by industrial buildings and warehouses with 3,9 million m². (TUİK)



Construction cost index increased by 2,46% in September 2023 compared to the previous month and by 67,93% compared to the same month of the previous year. Compared to the previous month, material index increased by 3,39% and labor index increased by 0,30%. In addition, compared to the same month of the previous year, material index increased by 54,15% and labor index increased by 114,05%. (TUİK)



Building construction cost index increased by 2,47% compared to the previous month and 66,08% compared to the same month of the previous year. Compared to the previous month, material index increased by 3,49% and labor index increased by 0,21%. In addition, compared to the same month of the previous year, material index increased by 51,26% and labor index increased by 113,93%. (TÜİK)



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 Properties;

Block 696 Parcel 69: According to the land registry records, it has a surface area of 22.197,30 m². The real estate has a geometrically amorphous shape and has a topographically sloping land structure. The parcel has no defined boundaries and has an open sea view.

Upon examination in the relevant municipality archive, there is a building license and an approved architectural project for the parcel. In the architectural project, 29 villa type residences of different types, A, B, C, were designed. A separate building license was issued for each villa. Type A villa has a gross construction area of 145,07 m² and each villa of type B and C has a gross construction area of 134,30 m², total construction area is 4.056,25 m².

As of the date of the report, it has been determined that partial excavation works have been carried out on the parcel, the rough construction of the basement floors of two villas continues and retaining walls are being built (on the north and east facades). In the architectural project, the retaining walls have an area of approximately 7.626,36 m² and the building areas have an area of 4.056,25 m². Considering the productions made in this regard, it is concluded that the current construction level will be approximately 15%.

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

It has been determined that the construction works on the parcel continue in accordance with the project.

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 situation that would require a new license on the real estate.

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

Excavation and retaining wall works based on the project are ongoing on the parcel in question.

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, E:0,15 - Hmax:6,50 m, a land with surface area of 2.600,00 m² zoned for Housing is for sale at a bargain price of 82.500.000,00 TL.

The real estate subject to the appraisal is advantageous in terms of location and view.

Respondent: 0549 599 48 48

[P:2 Land for Sale] In the region where the real estate subject to the appraisal is located, with partial sea view, E:0,20 - Hmax:6,50 m, a land with a surface area of 1.333,00 m² zoned for Housing is for sale at a bargain price of 57.800.000,00 TL.

The real estate subject to the appraisal is disadvantageous in terms of location and view.

Respondent: 0252 385 35 36

[P:3 Land for Sale] In the region where the real estate subject to the appraisal is located, in a disadvantageous location, E:0,20 - Hmax:6,50 m, a land with a surface area of 1.800,00 m² zoned for Housing is for sale at a bargain price of 50.000.000,00 TL.

The real estate subject to the appraisal is advantageous in terms of location and view.

Respondent: 0 535 790 55 00

[P:4 Land for Sale] In the region where the real estate subject to the appraisal is located, in a similar location, E:0,30 - Hmax:6,50 m, a land with a surface area of 7.000,00 m² zoned for Tourism is for sale at a bargain price of 300.000.000,00 TL.

The real estate subject to the appraisal is disadvantageous in terms of location and view.

Respondent: 0 532 604 80 44

[P:5 Land for Sale] In the region where the real estate subject to the appraisal is located, with a similar sea view but disadvantageous in terms of location, E:0,20 - Hmax:6,50 m, a land with a surface area of 242,00 m² zoned for Housing is for sale at a bargain price of 7.450.000,00 TL.

The real estate subject to the appraisal is advantageous in terms of location and view.

Respondent: 0535 100 10 10

PRECEDENT ADJUSTMENT TABLE LAND										
Content	Precedent 1		Precedent 2		Precedent 3		Precedent 4		Precedent 5	
Area (m ²)	2.600,00m ²		1.333,00m ²		1.800,00m ²		7.000,00m ²		242,00m ²	
Sales price	82.500.000 TL		57.800.000 TL		50.000.000 TL		300.000.000 TL		7.450.000 TL	
m ² unit price	31.731 TL		43.361 TL		27.778 TL		42.857 TL		30.785 TL	
Room for negotiation	3%	-	5%	-	3%	-	5%	-	3%	-
Position Goodwill	15%	+	10%	-	25%	+	5%	-	15%	+
Area goodwill	15%	+	15%	+	15%	+	5%	+	20%	+
Zoning Goodwill	0%	+	0%	-	0%	+	0%	+	0%	+
Discounted unit price	40.298 TL		43.361 TL		38.056 TL		40.714 TL		40.636 TL	
Average Unit Price	40.613TL/m ²									

In addition, there are generally 1.000-5.000 m² residential parcels in the region and the number of parcels with a similar surface area to the real estate subject to the report is almost negligible. The limited number of lands on which a concept project can be built makes the real estate subject to the report privileged in the region. This situation has been taken into consideration as a positive feature in the Area goodwill line in the precedent adjustment table and an adjustment has been made in this regard.

[P:1 Villa for Sale] Located close to the real estate subject to appraisal, a luxury furnished 3-year old, 5+1 villa with a pool, within the Lacaranda houses project, with an area of 285 m², is for sale at a price of 59.000.000 TL.

Respondent: 0532 385 18 48

[P:2 Villa for Sale] Located close to the real estate subject to appraisal, a luxury furnished 3-year old, 4+1 villa with a pool, within the Seba Taşevler project, with an area of 240 m², is for sale at a price of 55.100.000 TL.

Respondent: 0532 348 49 49

[P:3 Villa for Sale] Located close to the real estate subject to appraisal, a luxury furnished 1-year old, 5+2 villa with a pool and sea view, within the Monarch Luxury Mind project, with an area of 500 m², is for sale at a price of 145.000.000 TL.

Respondent: 0532 419 76 97

[P:4 Villa for Sale] Located close to the real estate subject to appraisal, a 2-year old, 4+1 villa with a pool, within a concept site, with an area of 320 m², is for sale at a price of 60.000.000 TL.

Respondent: 531 455 55 05

[P:5 Villa for Sale] Located close to the real estate subject to appraisal, a new, 3+1 villa with a pool, within the Armada Praxis Marinn project, with an area of 180 m², is for sale at a price of 60.000.000 TL.

Respondent: 0542 231 83 65

- The precedents subject to sale have been analyzed in terms of location/view and building quality and the necessary adjustments are given in the table below.

PRECEDENT ADJUSTMENT TABLE VILLA										
Content	Precedent 1		Precedent 2		Precedent 3		Precedent 4		Precedent 5	
Area (m2)	285,00m ²		240,00m ²		500,00m ²		320,00m ²		180,00m ²	
Sales price	59.000.000 TL		55.100.000 TL		145.000.000 TL		60.000.000 TL		60.000.000 TL	
m ² unit price	207.018 TL		229.583 TL		290.000 TL		187.500 TL		333.333 TL	
Room for negotiation	3%	-	3%	-	3%	-	3%	-	3%	-
Location and View Goodwill	40%	+	30%	+	0%	+	40%	+	20%	-
Net/Gross Area Goodwill *	60%	+	60%	+	60%	+	60%	+	60%	+
Building Quality Goodwill	20%	+	10%	+	0%	+	35%	+	0%	+
Discounted unit price	449.228 TL		452.279 TL		455.300 TL		435.000 TL		456.667 TL	
Average Unit Price	449.695TL/m ²									

* **Net/Gross Area Goodwill:** Considering the saleable area calculations of the real estates marketed in the region where the real estate subject to appraisal is located and throughout Bodrum, it has been determined that the net/gross area difference of the real estates is very high. Various determinations have been made such as the basements of the real estates subject to sale being exposed afterwards and providing usage area, marketing the terrace areas as winter gardens, closing the verandas and open terraces or selling them by including them in the gross area as if they were closed. This difference is reflected in the table as net/gross area goodwill since the real estates subject to sale have gross areas and the real estates within the project subject to appraisal are valued over their net areas.

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

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, the zoning status, location, sea view, land structure, infrastructure, landscaping, etc. of the parcel were taken into consideration and the unit price of the real estate was appraised.

In addition, housing parcels in the region are generally between 1.000 m² and 5.000 m². The number of lands with a similar surface area to the real estate subject to the report is almost negligible. Thanks to its large surface area, it is possible to produce a concept project on the parcel. This makes the real estate privileged in the region. As a result of the precedents obtained through market method analysis and the statements received from the real estate agents in the region, it has been concluded that the unit m² value of the land may be between 30.000 TL and 50.000 TL, considering the location, surface area and zoning status of the real estate subject to appraisal.

Considering the fact that all of the real estates under construction in the project have uninterrupted sea views and the quality of the internal structure construction, it has been concluded that the villa unit value in 2023 may be 450.000 TL/m².

Δ Result of Market Approach

The unit value of the land has been reached based on the land for sale or recently sold land precedents in the region. Considering the current location, zoning status and construction conditions of the real estate, the unit value of the land has been determined as **40.545,47 TL/m²**.

LAND VALUE		
Area (m2)	Unit Price (TL/m ²)	VALUE (TL)
22.197,30	₺40.545,47	900.000.000,00 ₺
Rounded Value		900.000.000,00 ₺

As a result of the market approach method, the total value of the land (excluding VAT) was appraised as **900.000.000,00 TL**, taking into account the title deed area of the main 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 benefits as the asset subject to appraisal without legal restrictions and the asset can be reconstituted in such a short period of time that participants would not have to be willing to pay a significant premium to be able to use the asset as soon as possible, (b) the asset does not directly generate income and the unique nature of the asset makes the income approach or market approach impossible, and/or (c) the value basis used is based primarily on replacement cost, as in the case of 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 arteries, its facade, 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 of the land has been appraised.

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

Due to the soil type and slope of the real estate subject to appraisal, the cost of excavation and retaining wall of the project to be developed on it is quite high. Considering the project's essential parts, project and overhead expenditures, landscaping, external miscellaneous works and the audience it addresses, it is thought that the approximate unit costs of construction for the year 2023 published by the Ministry of Environment and Urbanization will remain far below the actual cost. For this reason, the following data were taken into consideration in the construction quality, completion rates and construction costs of the buildings on the parcel.

BUILDING VALUE				
QUALIFICATION	CONSTRUCTION AREA (m ²)	UNIT COST (TL/m ²)	INS. LEVEL (%)	VALUE (TL)
HOUSE	4.056,25	₺44.000,00	10%	17.847.500,00 ₺
RETAINING WALL	7.626,36	₺15.000,00	25%	28.598.850,00 ₺
EXTERNAL MISCELLANEOUS WORKS				3.553.650,00 ₺
TOTAL				50.000.000,00 ₺

Δ Result of Cost Approach

REAL ESTATE	VALUE (TL)
LAND VALUE	900.000.000,00 ₺
BUILDING VALUE	50.000.000,00 ₺
TOTAL	950.000.000,00 ₺

As a result, a total value of **950.000.000,00 TL** was appraised as the land and construction level building value of the real estate according to the cost method.

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. 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

There is no direct income generating structure on the parcels in question. However, the present value of the project was calculated by calculating the cash inflows and outflows, taking into account the completion period and completion percentages of the project prepared based on the current licenses.

Based on the project information, it is estimated that the project will start in 2024 and will be completed in approximately 2 years.

Considering the current construction costs, the first year construction cost of the project was determined as 25.000 TL/m² for villa type blocks and retaining walls. It is estimated that there will be a 50% increase in the following years.

It is estimated that 50% of the villas in the project will be sold in the first year and 50% in the following years.

As of the date of the report, the villa unit value in 2023 was calculated as 450.000 TL/m² and it is assumed that it will increase by 60% in 2024 and will be 720.000 TL/m². 1st Period villa unit sales price was taken as approximately 585.000 TL/m² assuming that it will be the average of 2023-2024. It is considered that there will be a 60% increase in unit value for the residences in each subsequent year. The net present value of the project at completion was estimated as **1.739.623.405,88 TL**. Cash flow table and project details are given below.

Δ Result of Income Approach

In line with the aforementioned assumptions, the net present value of the project was determined as **1.739.623.405,88 TL** and the net present value of the project revenue was determined as **2.035.925.480,77 TL**. This calculation is based on the project valuation based on the approved project and license, and the bare land value (as of the current condition of the land) has been reached by accepting and assuming the completion goodwill as 25% from the land value that the parcel will create if the project is completed under today's conditions. The remaining 75% of the developed land value is considered to be the present value of the land. Accordingly, the bare land value has been determined as **1.068.860.877,40 TL** according to the income approach.

Block 696 Parcel 69	
Land Area (m ²)	22.197,30
Precedent Construction Requirement	0,15
Area Based on Precedent (m ²)	3.329,60
Sales Area Ratio Excluding Precedent	-
Total Sellable Area (m ²)	4.056,25
Sellable House Area (m ²)	4.056,25
Sellable Commercial Area (m ²)	0,00
Total Construction Area (m ²)	11.682,61
Sales and General Expense Ratio / Total R	2,50%

2023 Villa Unit Price	₺450.000,00
2024 Villa Unit Price	₺720.000,00
1. Period Average Villa Unit Price	₺585.000,00

Total Revenues During the Project	₺3.084.778.125,00
Total Costs During the Project	₺456.804.278,13

Net Present Value of the Project	1.739.623.405,88
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NBD Unit Price of Land	
Net Present Value of Revenue	₺2.035.925.480,77
Revenue Share Ratio	70,00%
Net Present Value of Developed Land	1.425.147.836,54
Net Present Value of Bare Land	1.068.860.877,40
Unit Price of Developed Land (TL/m ²)	₺64.203,66
Unit Price of Bare Land (TL/m ²)	₺48.152,74

NBD Profitability of the Contractor	
Total Gain of the Contractor (1-40%)	₺610.777.644,23
Net Present Value of Costs	₺296.302.074,89
Contractor's Profit (NBD)	314.475.569,34
Profitability Ratio of the Contractor	106,13%

Periyot	1	2	Total
Date	1st PERIOD	2nd PERIOD	
Sales Projection Villa	50%	50%	100,00%
m ² Sold	2.028,13	2.028,13	
Price Increase	0%	60%	
m ² Price	₺585.000,00	₺936.000,00	
Revenue	₺1.186.453.125,00	₺1.898.325.000,00	₺3.084.778.125,00
Sales Projection Trade	0%	100%	100,00%
m ² Sold	0,00	0,00	
Price Increase	0%	60%	
m ² Price	₺0,00	₺0,00	
Revenue	₺0,00	₺0,00	₺0,00
Net Present Value of Revenue	₺912.656.250,00	₺1.123.269.230,77	₺2.035.925.480,77
Completion Ratio of Constructi	40%	60%	100,00%
Cons. Cost Increase	0%	50%	
m ² cost	₺25.000,00	₺37.500,00	
(A) Total Cost of Construction	₺116.826.100,00	₺262.858.725,00	₺379.684.825,00
(B) Sales and Gen. Exp.	₺29.661.328,13	₺47.458.125,00	₺77.119.453,13
Total Costs (A + B)	₺146.487.428,13	₺310.316.850,00	₺456.804.278,13
Net Present Value of Costs	₺112.682.637,02	₺183.619.437,87	₺296.302.074,89
Reduction Rate	0,30	0,30	
Net Present Value of the Proje	₺799.973.612,98	₺939.649.792,90	₺1.739.623.405,88

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**

* The risk-free rate of return is determined by considering the returns of 10-year government bonds. According to the examinations, the risk-free rate of return on government bonds for the last 10 years is around 26,83% as of the appraisal date. For this reason, the risk-free rate of return was accepted as approximately 26,50%.

** The risk premium, on the other hand, has been determined by taking into account the sector risk of around 2-2,5% and the country risk of around 1,5-2,5% over the determined risk-free rates of return. Accordingly, the discount rate for 2024 has been set at 30%.

5.4 Other Determinations and Analyzes

Δ Determined Rental Values

Since there are no similar real estates for rent in the region, it has been concluded that the rental value will be determined according to the need and usage in case the real estate is rented and the rental value has not been determined.

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

It has been determined that the revenue sharing rates can vary between 50% and 60% throughout the province where the real estates are located and especially in the region where they are positioned, and the entrepreneur profit expectation rates in the revenue sharing method are between 80% and 100%. 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 appraisal has been prepared based on the existing licenses and projects of the real estate. The study based on the project in question is given under the title of income approach.

Δ Most Efficient and Best Use Value Analysis

Considering the zoning status, transportation capability, geometric and topographic shape of the parcel, it has been concluded that the most efficient and best use of the real estate in question will be constructing and using it in accordance with the licenses and projects approved by us.

Appraisal Analysis of Common or Divided Parts

The parcel in question has been subject to the appraisal process. No common or divided part analysis 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

All kinds of factors such as the nature of the real estate being land, type of use and purpose etc. have been taken into consideration. As stated in the relevant sections of the report, during the appraisal, the real estate was analyzed separately and the value of the real estate was found. Since the income approach method is based on many assumptions, it was appraised with the market approach method and it was determined that the results obtained with both methods are compatible with each other. With the market approach method, the current value of the land was determined as **900.000.000,00 TL** excluding VAT. While finding the land value determined by the cash flow method, the approved license and project details of the real estate was taken as basis, and the value determined by the market approach method was accepted as final when assumptions are generally used as data in the projection.

6.2 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.

6.3 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 estates 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.

6.4 Opinion on Encumbrances and Mortgages on the Real Estate, if Any

The encumbrance on the subject real estate is explained in section 3.3 of the report.

6.5 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

There are no restrictions or limitations on the transfer of the real estate.

6.6 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 parcel subject to appraisal is qualified as land and the project and license related to the parcel have been approved.

6.7 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 subject of the appraisal is not the right of construction or time-share property.

6.8 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 real estate subject to appraisal is qualified as land according to the title deed registry. For Real Estate Investment Trusts, subparagraph (a) of paragraph (1) of Article 22 in Section 7 of the "Communiqué on Principles Regarding Real Estate Investment Trusts" no. III-48.1 reads as follows: "(They may purchase, sell, rent, lease out and promise to purchase or sell all kinds of real estates such as lands, houses, offices, shopping centers, hotels, logistics centers, warehouses, parks, hospitals and similar real estates in order to obtain trading profit or rental income. Provided that the partnerships that will operate a portfolio consisting exclusively of infrastructure investments and services may only carry out transactions related to real estates that are the subject of infrastructure investments and services." and subparagraph (d) reads as follows: "It must be determined by independent real estate

appraisal institutions that all necessary permits have been obtained in accordance with the relevant legislation for the projects they will realize or invest in, that the project is ready and approved, and that all documents legally required for the start of construction are fully and accurately available. “. Pursuant to these paragraphs, there is no obstacle for the project to be included in the GYO portfolio.

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 market value of the real estate with the characteristics of "Land" in Muğla Province, Bodrum District, Yalıkavak Neighborhood, Block 69, Parcel 696, 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 values determined according to the market conditions of the existing projects and lands in line with the purpose and scope of use, specific to the region and location where the real estate is located, are stated in the table below.

DETAILS OF VALUE	TL
Total Value of the Project in its Current Condition Excluding VAT	₺950.000.000,00
Total Value of the Project in its Current Condition Including VAT	₺1.140.000.000,00
Present Value of the Project at Completion	₺1.739.623.405,88

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 is 1€:32.5739 TL.*

Mehmet AKBALIK Appraiser CMB License No: 911.340	Raci Gökcehan SONER Controller CMB License No: 404.622	Erdeniz BALIKÇIOĞLU Responsible Appraiser CMB License No: 401.418

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 Certificate

Δ Satellite, Location and CBS Images

Δ Official Documents

Δ Photos of Real Estate

Δ CMB License Certificates