



AKFEN REAL ESTATE INVESTMENT TRUST

Monthly Investor Report

"NOVEMBER 2016"

AKFEN REIT

Nov-16

Hotel Performance Summary

- ▶ 18 Accor operated hotels, 14 of which are in Turkey and 4 in Russia for which we have variable lease agreements with Accor, rental income from these hotels decreased by 2% in Euro terms, increased by 2% in TL terms for the first 11 months of 2016 compared to the same period of 2015.
- ▶ Total rent revenue including the fixed rental income from Northern Cyprus Merit Park Hotel and Samara Office for the first 11 months of 2016 decreased by 1% in Euro terms, increased by 4% in TL terms compared to the same period of 2015.

Turkey - Ibis Hotels

2016 November / 2015 November Comparison

- ▶ 9 Operational Ibis Hotels in Turkey reported an overall ARR of €34 for the first 11 months of 2016.
- ▶ Overall Occupancy ratio for 9 Ibis Hotels in Turkey is 61% for the first 11 months of 2016.
- ▶ As a result, total rent revenue from these hotels decreased by 22% in Euro terms, decreased by 14% in TL terms.

Turkey - Novotels

2016 November / 2015 November Comparison

- ▶ 5 Operational Novotels in Turkey reported an overall ARR of €52 for the first 11 months of 2016.
- ▶ Overall Occupancy ratio for 5 Novotels in Turkey is 57% for the first 11 months of 2016.
- ▶ As a result, total rent revenue from these hotels decreased by 16% in Euro terms, decreased by 8% in TL terms for the first 11 months of 2016.

Turkey - Overall

2016 November / 2015 November Comparison

- ▶ Overall ARR of these 14 Hotels in Turkey is €40 for the first 11 months of 2016.
- ▶ Overall Occupancy ratio for Turkey Hotels is %60 for the first 11 months of 2016.
- ▶ As a result, total rent revenue from Turkey hotels decreased by 19% in Euro terms, decreased by 12% in TL terms for the first 11 months of 2016.

Russia - IBIS Hotels

2016 November / 2015 November Comparison

- ▶ 4 Ibis Hotels in Russia reported an overall ARR of €36 for the first 11 months of 2016.
- ▶ Overall Occupancy ratio for 4 Ibis Hotels in Russia is 59% for the first 11 months of 2016.
- ▶ As a result, total rent revenue from these hotels increased by 36% in Euro terms, increased by 30% in TL terms.

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OPERATING PERFORMANCE BY HOTEL FOR 2007-2016

		2007-2015 ANNUALLY									2015	2016	Change %	
		2007	2008	2009	2010	2011	2012	2013	2014	2015	Jan - Nov	Jan - Nov		
1,481 rooms														
TOTAL TURKEY - IBIS	% Occ.Rate	68%	83%	73%	52%	61%	64%	64%	65%	66%	66%	61%	-5%	
	ARR excl VAT (Euro)	53	63	63	58	50	52	48	42	39	40	34	-14%	
	ARR excl VAT (TL)	93	119	134	115	117	121	122	121	118	119	112	-6%	
	RevPar (Euro)	36.4	51.9	45.5	30.3	30.7	33.7	30.8	27.1	25.9	26.2	20.9	-20%	
	RevPar (TL)	63.6	98.0	97.3	60.3	71.6	77.6	77.7	78.8	77.8	78.5	68.9	-12%	
	Total Revenue (Euro)	4,223,717	7,519,568	6,402,021	8,709,471	11,582,439	13,613,967	16,854,796	16,316,698	17,023,423	15,792,850	12,595,379	-20%	
	Total Revenue (TL)	7,389,756	14,200,454	13,695,295	17,326,371	26,973,407	31,366,097	42,558,114	47,383,383	51,201,078	47,296,227	41,575,005	-12%	
	All Inclusive RevPar (Euro)	45	61	52	36	36	40	37	33	31	32	25	-21%	
	All Inclusive RevPar (TL)	78	115	112	71	85	92	93	95	95	96	84	-12%	
	GOP%					49%	46%	42%	41%	39%	40%	34%	-5%	
	Effective % of Rent / Revenue	23%	23%	23%	23%	31%	29%	29%	27%	26%	26%	26%	-1%	
	Akfen Rent Revenue (Euro)	967,218	1,731,305	1,477,445	2,030,808	3,539,438	3,988,328	4,870,524	4,370,565	4,454,002	4,167,266	3,250,364	-22%	
Akfen Rent Revenue (TL)	1,701,832	3,272,243	3,164,121	4,040,074	8,244,538	9,193,184	12,285,274	12,705,184	13,414,729	12,504,856	10,728,414	-14%		

		2007-2015 ANNUALLY									2015	2016	Change %	
		2007	2008	2009	2010	2011	2012	2013	2014	2015	Jan - Nov	Jan - Nov		
796 rooms														
TOTAL TURKEY - NOVOTEL	% Occ.Rate	56%	67%	60%	61%	69%	74%	74%	70%	69%	71%	57%	-14%	
	ARR excl VAT (Euro)	83	84	69	64	66	70	70	68	64	66	52	-21%	
	ARR excl VAT (TL)	147	160	147	126	154	160	177	198	194	197	170	-14%	
	RevPar (Euro)	46.7	56.1	41.0	39.2	45.1	51.3	51.9	47.9	44.4	46.2	29.2	-37%	
	RevPar (TL)	82.4	106.3	87.6	77.0	105.2	117.9	131.0	138.9	133.8	138.8	96.4	-31%	
	Total Revenue (Euro)	4,261,771	7,380,437	8,756,032	12,390,708	14,302,758	16,094,673	16,383,843	14,834,979	13,650,830	12,982,382	10,927,002	-16%	
	Total Revenue (TL)	7,521,380	13,974,089	18,725,858	24,321,384	33,327,388	37,004,335	41,240,011	43,041,563	41,234,631	39,113,511	36,103,513	-8%	
	All Inclusive RevPar (Euro)	70	79	59	59	66	74	75	68	63	65	42	-35%	
	All Inclusive RevPar (TL)	123	149	126	116	153	170	190	198	189	196	140	-28%	
	GOP%					41%	42%	43%	42%	41%	42%	25%	-17%	
	Effective % of Rent / Revenue	22%	22%	27%	24%	25%	24%	26%	26%	25%	26%	26%	0%	
	Akfen Rent Revenue (Euro)	945,590	1,631,696	2,360,554	2,947,335	3,590,179	3,888,289	4,248,507	3,802,592	3,472,105	3,385,095	2,850,583	-16%	
Akfen Rent Revenue (TL)	1,681,448	3,093,370	5,076,372	5,863,428	8,364,699	8,940,786	10,684,138	11,031,727	10,565,880	10,289,780	9,420,237	-8%		

		2007-2015 ANNUALLY									2015	2016	Change %	
		2007	2008	2009	2010	2011	2012	2013	2014	2015	Jan - Nov	Jan - Nov		
2,277 rooms														
TOTAL TURKEY - IBIS&NOVOTEL	% Occ.Rate	63%	64%	66%	52%	64%	68%	67%	67%	67%	67%	60%	-8%	
	ARR excl VAT (Euro)	64	67	64	53	57	60	56	50	47	47	40	-16%	
	ARR excl VAT (TL)	113	129	137	105	133	137	141	145	141	143	131	-8%	
	RevPar (Euro)	40.7	43.1	42.0	27.5	36.6	40.6	37.6	33.4	31.2	32.0	23.7	-26%	
	RevPar (TL)	71.6	81.5	89.9	54.2	85.3	93.4	94.8	97.0	93.9	96.0	78.3	-18%	
	Total Revenue (Euro)	8,485,488	14,900,005	15,158,053	21,100,179	25,885,197	29,708,640	33,238,639	31,151,677	30,674,253	28,775,232	23,522,382	-18%	
	Total Revenue (TL)	14,911,135	28,174,543	32,421,153	41,647,754	60,300,795	68,370,432	83,798,125	90,424,946	92,435,710	86,409,738	77,678,517	-10%	
	All Inclusive RevPar (Euro)	53	55	56	39	48	53	49	43	40	41	31	-25%	
	All Inclusive RevPar (TL)	94	104	119	78	113	123	124	126	122	125	103	-17%	
	GOP%					45%	44%	43%	41%	40%	40%	30%	-10%	
	Effective % of Rent / Revenue	23%	23%	25%	24%	28%	27%	27%	26%	26%	26%	26%	0%	
	Akfen Rent Revenue (Euro)	1,912,807	3,363,001	3,837,999	4,978,143	7,129,617	7,876,617	9,119,031	8,173,157	7,926,107	7,552,360	6,100,947	-19%	
Akfen Rent Revenue (TL)	3,383,280	6,365,612	8,240,493	9,903,502	16,609,237	18,133,969	22,969,412	23,736,911	23,980,609	22,794,636	20,148,652	-12%		

		2007-2015 ANNUALLY									2015	2016	Change %
865 rooms		2007	2008	2009	2010	2011	2012	2013	2014	2015	Jan - Nov	Jan - Nov	
TOTAL RUSSIA - IBIS	% Occ.Rate					36%	59%	58%	53%	52%	54%	59%	6%
	ARR excl VAT (Euro)					46	51	53	46	36	36	36	-1%
	ARR excl VAT (TL)					110	117	136	135	111	111	120	8%
	RevPar (Euro)					16.7	29.7	30.9	24.5	18.9	19.5	21.4	10%
	RevPar (TL)					39.6	68.3	78.4	71.3	58.0	59.4	71.1	20%
	Total Revenue (Euro)					474,235	5,220,354	6,734,014	6,746,038	6,552,993	6,026,733	8,594,642	43%
	Total Revenue (TL)					1,125,027	11,989,021	17,104,003	19,600,608	20,057,044	18,387,113	28,489,659	55%
	All Inclusive RevPar (Euro)					23	41	42	34	26	27	30	12%
	All Inclusive RevPar (TL)					54	94	107	98	79	81	98	21%
	GOP%					2%	41%	43%	39%	36%	38%	41%	4%
	Effective % of Rent / Revenue					0%	25%	30%	44%	59%	58%	56%	-3%
	Akfen Rent Revenue (Euro)					0	1,299,960	1,996,248	2,993,934	3,878,550	3,516,341	4,783,390	36%
	Akfen Rent Revenue (TL)					0	2,981,781	5,131,169	8,700,836	13,527,608	11,595,711	15,088,395	30%

		2007-2015 ANNUALLY									2015	2016	Change %
3,142 rooms		2007	2008	2009	2010	2011	2012	2013	2014	2015	Jan - Nov	Jan - Nov	
GRAND TOTAL - TURKEY & RUSSIA	% Occ.Rate	63%	64%	66%	52%	63%	66%	65%	64%	63%	64%	60%	-4%
	ARR excl VAT (Euro)	64	67	64	53	57	58	56	49	45	45	39	-14%
	ARR excl VAT (TL)	113	129	137	105	133	134	140	144	135	136	128	-6%
	RevPar (Euro)	40.7	43.1	42.0	27.5	36.6	38.6	36.3	31.5	28.1	28.9	23.1	-20%
	RevPar (TL)	71.6	81.5	89.9	54.2	85.3	88.7	91.6	91.4	84.9	87.0	76.3	-12%
	Total Revenue (Euro)	8,485,488	14,900,005	15,158,053	21,100,179	26,359,431	34,928,994	39,972,653	37,897,715	37,227,246	34,801,964	32,117,024	-8%
	Total Revenue (TL)	14,911,135	28,174,543	32,421,153	41,647,754	61,425,822	80,359,453	100,902,128	110,025,554	112,492,754	104,796,851	106,168,176	1%
	All Inclusive RevPar (Euro)	53	55	56	39	47	51	48	41	37	38	31	-19%
	All Inclusive RevPar (TL)	94	104	119	78	113	117	121	120	111	114	102	-11%
	GOP%					44%	43%	43%	41%	39%	40%	33%	-7%
	Effective % of Rent / Revenue	23%	23%	25%	24%	27%	26%	28%	29%	32%	32%	34%	2%
	Akfen Rent Revenue (Euro)	1,912,807	3,363,001	3,837,999	4,978,143	7,129,617	9,176,577	11,115,279	11,167,091	11,804,657	11,068,701	10,884,337	-2%
	Akfen Rent Revenue (TL)	3,383,280	6,365,612	8,240,493	9,903,502	16,609,237	21,115,750	28,100,581	32,437,747	37,508,217	34,390,347	35,237,047	2%

286 rooms		2007	2008	2009	2010	2011	2012	2013	2014	2015	2015	2016	Change %
Merit Park Hotel/Casino Rent Rev. (EU)		1,500,000	4,581,244	4,386,159	4,259,840	4,709,840	4,475,180	4,750,000	4,750,000	4,750,000	4,354,167	4,354,167	
Merit Park Hotel / Casino Rent Rev. (TL)		2,667,300	8,602,631	9,444,952	8,567,482	11,011,714	10,294,900	11,997,391	13,818,700	14,392,658	13,074,256	14,320,853	10%

Samara Office Rent Rev. (EURO)								378,782	621,792	541,650	503,323	476,910	-5%
Samara Office Rent Rev. (TL)								970,036	1,803,427	1,600,942	1,479,130	1,494,358	1%

		843 rooms	1,043 rooms	1,043 rooms	1,768 rooms	1,945 rooms	2,314 rooms	2,777 rooms	2,911 rooms	3,228 rooms	3,228 rooms	3,428 rooms	Change %
GRAND TOTAL (EURO)		3,412,807	7,944,245	8,224,158	9,237,983	11,839,457	13,651,757	16,244,061	16,538,883	17,096,307	15,926,191	15,715,414	
GRAND TOTAL (TL)		6,050,580	14,968,243	17,685,445	18,470,985	27,620,951	31,410,650	41,068,008	48,059,873	53,501,817	48,943,734	51,052,258	4%

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INVESTMENTS UNDER PROGRESS

As of 30 November 2016

TURKEY

Investment	Location	Number of Rooms	Status	Total Investment Cost (Euro, including VAT)	Investment Completion (%) *	Physical Completion (%)	Expected Hotel Opening Date
Ibis Hotel Tuzla	Tuzla	200	Completed	17,300,000	100%	100%	2017

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

** Including advances paid to the contractor.