



AKFEN REAL ESTATE INVESTMENT TRUST

Monthly Investor Report

"JANUARY 2016"

AKFEN REIT

January 2016

Hotel Performance Summary

- ▶ 17 Accor operated hotels, 13 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 18% in TL terms for the first month 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 month of 2016 decreased by 1% in Euro terms, increased by 18% in TL terms compared to the same period of 2015.

Turkey - Ibis Hotels 2016 January / 2015 January Comparison

- ▶ 9 Operational Ibis Hotels in Turkey reported an overall ARR of €34 for the first month of 2016.
- ▶ Overall Occupancy ratio for 9 Ibis Hotels in Turkey is 63% for the first month of 2016.
- ▶ As a result, total rent revenue from these hotels decreased by 9% in Euro terms, increased by 10% in TL terms.

Turkey - Novotels 2016 January / 2015 January Comparison

- ▶ 4 Operational Novotels in Turkey reported an overall ARR of €43 for the first month of 2016.
- ▶ Overall Occupancy ratio for 4 Novotels in Turkey is 60% for the first month of 2016.
- ▶ As a result, total rent revenue from these hotels decreased by 22% in Euro terms for the first month of 2016.

Turkey - Overall 2016 January / 2015 January Comparison

- ▶ Overall ARR of these 13 Hotels in Turkey is €37 for the first month of 2016.
- ▶ Overall Occupancy ratio for Turkey Hotels is %62 for the first month of 2016.
- ▶ As a result, total rent revenue from Turkey hotels decreased by 14% in Euro terms, increased by 4% in TL terms for the first month of 2016.

Russia - IBIS Hotels 2016 January / 2015 January Comparison

- ▶ 4 Ibis Hotels in Russia reported an overall ARR of €30 for the first month of 2016.
- ▶ Overall Occupancy ratio for 4 Ibis Hotels in Russia is 43% for the first month of 2016.
- ▶ As a result, total rent revenue from these hotels increased by 21% in Euro terms.

AKFEN REIT

OPERATING PERFORMANCE BY HOTEL FOR 2007-2016

| | | 2007-2014 ANNUALLY | | | | | | | | | 2015 | 2016 | Change % |
|----------------------------|-------------------------------|--------------------|------------|------------|------------|------------|------------|------------|------------|------------|-----------|-----------|----------|
| 1481 rooms | | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | Jan | Jan | |
| TOTAL TURKEY - IBIS | % Occ.Rate | 68% | 83% | 73% | 52% | 61% | 64% | 64% | 65% | 66% | 59% | 63% | 4% |
| | ARR excl VAT (Euro) | 53 | 63 | 63 | 58 | 50 | 52 | 48 | 42 | 39 | 42 | 34 | -18% |
| | ARR excl VAT (TL) | 93 | 119 | 134 | 115 | 117 | 121 | 122 | 121 | 118 | 114 | 112 | -1% |
| | RevPar (Euro) | 36.4 | 51.9 | 45.5 | 30.3 | 30.7 | 33.7 | 30.8 | 27.1 | 25.9 | 24.8 | 21.8 | -12% |
| | RevPar (TL) | 63.6 | 98.0 | 97.3 | 60.3 | 71.6 | 77.6 | 77.7 | 78.8 | 77.8 | 67.3 | 71.0 | 5% |
| | Total Revenue (Euro) | 4,223,717 | 7,519,568 | 6,402,021 | 8,709,471 | 11,582,439 | 13,613,967 | 16,854,796 | 16,316,698 | 17,023,423 | 1,401,180 | 1,237,189 | -12% |
| | 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 | 3,805,885 | 4,030,391 | 6% |
| | All Inclusive RevPar (Euro) | 45 | 61 | 52 | 36 | 36 | 40 | 37 | 33 | 31 | 31 | 27 | -12% |
| | All Inclusive RevPar (TL) | 78 | 115 | 112 | 71 | 85 | 92 | 93 | 95 | 95 | 83 | 88 | 6% |
| | GOP% | | | | | 49% | 46% | 42% | 41% | 39% | 35% | 36% | 0% |
| | Effective % of Rent / Revenue | 23% | 23% | 23% | 23% | 31% | 29% | 29% | 27% | 26% | 25% | 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 | 355,263 | 324,573 | -9% |
| Akfen Rent Revenue (TL) | 1,701,832 | 3,272,243 | 3,164,121 | 4,040,074 | 8,244,538 | 9,193,184 | 12,285,274 | 12,705,184 | 13,414,729 | 964,965 | 1,057,360 | 10% | |

| | | 2007-2014 ANNUALLY | | | | | | | | | 2015 | 2016 | Change % |
|-------------------------------|-------------------------------|--------------------|------------|------------|------------|------------|------------|------------|------------|------------|-----------|-----------|----------|
| 596 rooms | | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | Jan | Jan | |
| TOTAL TURKEY - NOVOTEL | % Occ.Rate | 56% | 67% | 60% | 61% | 69% | 74% | 74% | 70% | 69% | 60% | 60% | 0% |
| | ARR excl VAT (Euro) | 83 | 84 | 69 | 64 | 66 | 70 | 70 | 68 | 64 | 57 | 43 | -24% |
| | ARR excl VAT (TL) | 147 | 160 | 147 | 126 | 154 | 160 | 177 | 198 | 194 | 154 | 140 | -9% |
| | RevPar (Euro) | 46.7 | 56.1 | 41.0 | 39.2 | 45.1 | 51.3 | 51.9 | 47.9 | 44.4 | 34.0 | 25.6 | -25% |
| | RevPar (TL) | 82.4 | 106.3 | 87.6 | 77.0 | 105.2 | 117.9 | 131.0 | 138.9 | 133.8 | 92.3 | 83.4 | -10% |
| | 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 | 903,345 | 700,807 | -22% |
| | 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 | 2,453,666 | 2,283,017 | -7% |
| | All Inclusive RevPar (Euro) | 70 | 79 | 59 | 59 | 66 | 74 | 75 | 68 | 63 | 49 | 38 | -22% |
| | All Inclusive RevPar (TL) | 123 | 149 | 126 | 116 | 153 | 170 | 190 | 198 | 189 | 133 | 124 | -7% |
| | GOP% | | | | | 41% | 42% | 43% | 42% | 41% | 19% | 16% | -3% |
| | Effective % of Rent / Revenue | 22% | 22% | 27% | 24% | 25% | 24% | 26% | 26% | 25% | 22% | 22% | 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 | 199,557 | 155,061 | -22% |
| 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 | 542,036 | 505,141 | -7% | |

| | | 2007-2014 ANNUALLY | | | | | | | | | 2015 | 2016 | Change % |
|--|-------------------------------|--------------------|------------|------------|------------|------------|------------|------------|------------|------------|-----------|-----------|----------|
| 2077 rooms | | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | Jan | Jan | |
| TOTAL TURKEY - IBIS&NOVOTEL | % Occ.Rate | 63% | 64% | 66% | 52% | 64% | 68% | 67% | 67% | 67% | 59% | 62% | 3% |
| | ARR excl VAT (Euro) | 64 | 67 | 64 | 53 | 57 | 60 | 56 | 50 | 47 | 46 | 37 | -20% |
| | ARR excl VAT (TL) | 113 | 129 | 137 | 105 | 133 | 137 | 141 | 145 | 141 | 125 | 120 | -4% |
| | RevPar (Euro) | 40.7 | 43.1 | 42.0 | 27.5 | 36.6 | 40.6 | 37.6 | 33.4 | 31.2 | 27.4 | 22.9 | -17% |
| | RevPar (TL) | 71.6 | 81.5 | 89.9 | 54.2 | 85.3 | 93.4 | 94.8 | 97.0 | 93.9 | 74.5 | 74.6 | 0% |
| | 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 | 2,304,525 | 1,937,996 | -16% |
| | 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 | 6,259,551 | 6,313,408 | 1% |
| | All Inclusive RevPar (Euro) | 53 | 55 | 56 | 39 | 48 | 53 | 49 | 43 | 40 | 36 | 30 | -16% |
| | All Inclusive RevPar (TL) | 94 | 104 | 119 | 78 | 113 | 123 | 124 | 126 | 122 | 97 | 98 | 1% |
| | GOP% | | | | | 45% | 44% | 43% | 41% | 40% | 29% | 29% | -1% |
| | Effective % of Rent / Revenue | 23% | 23% | 25% | 24% | 28% | 27% | 27% | 26% | 26% | 24% | 25% | 1% |
| | Akfen Rent Revenue (Euro) | 1,912,807 | 3,363,001 | 3,837,999 | 4,978,143 | 7,129,617 | 7,876,617 | 9,119,031 | 8,173,157 | 7,926,107 | 554,820 | 479,633 | -14% |
| 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 | 1,507,002 | 1,562,501 | 4% | |

| | | 2007-2014 ANNUALLY | | | | | | | | | 2015 | 2016 | Change % |
|---------------------|-------------------------------|--------------------|------|------|------|-----------|------------|------------|------------|------------|---------|-----------|----------|
| 865 rooms | | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | Jan | Jan | |
| TOTAL RUSSIA - IBIS | % Occ.Rate | | | | | 36% | 59% | 58% | 53% | 52% | 46% | 43% | -3% |
| | ARR excl VAT (Euro) | | | | | 46 | 51 | 53 | 46 | 36 | 29 | 30 | 3% |
| | ARR excl VAT (TL) | | | | | 110 | 117 | 136 | 135 | 111 | 79 | 98 | 24% |
| | RevPar (Euro) | | | | | 16.7 | 29.7 | 30.9 | 24.5 | 18.9 | 13.4 | 12.8 | -5% |
| | RevPar (TL) | | | | | 39.6 | 68.3 | 78.4 | 71.3 | 58.0 | 36.4 | 41.7 | 14% |
| | Total Revenue (Euro) | | | | | 474,235 | 5,220,354 | 6,734,014 | 6,746,038 | 6,552,993 | 314,158 | 461,272 | 47% |
| | Total Revenue (TL) | | | | | 1,125,027 | 11,989,021 | 17,104,003 | 19,600,608 | 20,057,044 | 853,316 | 1,502,685 | 76% |
| | All Inclusive RevPar (Euro) | | | | | 23 | 41 | 42 | 34 | 26 | 18 | 17 | -7% |
| | All Inclusive RevPar (TL) | | | | | 54 | 94 | 107 | 98 | 79 | 50 | 56 | 12% |
| | GOP% | | | | | 2% | 41% | 43% | 39% | 36% | 19% | 20% | 1% |
| | Effective % of Rent / Revenue | | | | | 0% | 25% | 30% | 44% | 59% | 95% | 78% | -17% |
| | Akfen Rent Revenue (Euro) | | | | | 0 | 1,299,960 | 1,996,248 | 2,993,934 | 3,878,550 | 298,407 | 359,825 | 21% |
| | Akfen Rent Revenue (TL) | | | | | 0 | 2,981,781 | 5,131,169 | 8,700,836 | 13,527,608 | 810,546 | 1,171,838 | 45% |

| | | 2007-2014 ANNUALLY | | | | | | | | | 2015 | 2016 | Change % |
|-------------------------------|-------------------------------|--------------------|------------|------------|------------|------------|------------|-------------|-------------|-------------|-----------|-----------|----------|
| 2942 rooms | | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | Jan | Jan | |
| GRAND TOTAL - TURKEY & RUSSIA | % Occ.Rate | 63% | 64% | 66% | 52% | 63% | 66% | 65% | 64% | 63% | 57% | 56% | 0% |
| | ARR excl VAT (Euro) | 64 | 67 | 64 | 53 | 57 | 58 | 56 | 49 | 45 | 43 | 35 | -18% |
| | ARR excl VAT (TL) | 113 | 129 | 137 | 105 | 133 | 134 | 140 | 144 | 135 | 117 | 115 | -2% |
| | RevPar (Euro) | 40.7 | 43.1 | 42.0 | 27.5 | 36.6 | 38.6 | 36.3 | 31.5 | 28.1 | 24.5 | 19.9 | -19% |
| | RevPar (TL) | 71.6 | 81.5 | 89.9 | 54.2 | 85.3 | 88.7 | 91.6 | 91.4 | 84.9 | 66.5 | 64.9 | -2% |
| | 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 | 2,618,683 | 2,399,267 | -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 | 7,112,867 | 7,816,093 | 10% |
| | All Inclusive RevPar (Euro) | 53 | 55 | 56 | 39 | 47 | 51 | 48 | 41 | 37 | 32 | 26 | -18% |
| | All Inclusive RevPar (TL) | 94 | 104 | 119 | 78 | 113 | 117 | 121 | 120 | 111 | 87 | 86 | -2% |
| | GOP% | | | | | 44% | 43% | 43% | 41% | 39% | 28% | 27% | -1% |
| | Effective % of Rent / Revenue | 23% | 23% | 25% | 24% | 27% | 26% | 28% | 29% | 32% | 33% | 35% | 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 | 853,226 | 839,458 | -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 | 2,317,548 | 2,734,339 | 18% |

| 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 | 395,833 | 395,833 | |
| 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 | 1,122,781 | 1,318,402 | 17% |

| | | | | | | | | | | | | | |
|--------------------------------|--|--|--|--|--|--|--|---------|-----------|-----------|---------|---------|-----|
| Samara Office Rent Rev. (EURO) | | | | | | | | 378,782 | 621,792 | 541,650 | 39,105 | 38,327 | -2% |
| Samara Office Rent Rev. (TL) | | | | | | | | 970,036 | 1,803,427 | 1,600,942 | 106,779 | 121,812 | 14% |

| | | 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 | 3,228 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 | 1,288,165 | 1,273,618 | |
| 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 | 3,547,108 | 4,174,553 | 18% |

AKFEN REIT
INVESTMENTS UNDER PROGRESS

As of 31 January 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 | Under Construction | 17,200,000 | 81% | 77% | 2016 |

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

** Including advances paid to the contractor.

AKFEN REIT
Key Events

- 1) Novotel İstanbul Bosphorus (Karaköy) having 200 rooms developed by Akfen Karaköy Gayrimenkul Yatırımları ve İnşaat A.Ş., subsidiary of our Company as 5-star hotel in the centre of Karaköy, one of the oldest trade center of İstanbul has started its operations.