



# **REAL ESTATE VALUATION REPORT**

**ANKARA PROVINCE, AKYURT DISTRICT,  
BALIKHİSAR NEIGHBOURHOOD  
2019\_AKFENGYO\_20**

**“HOTEL EVALUATION”**

## INDEX

1. REPORT SUMMARY.....	3
2. REPORT INFORMATION .....	4
3. INFORMATION ON REAL ESTATE APPRAISAL COMPANY AND THE CUSTOMER.....	5
4. GENERAL ANALYSIS AND DATA .....	5
4.1 ANALYSIS OF THE REGION WITH THE REAL ESTATE AND THE DATA USED: .....	5
4.2 ANALYSIS OF EXISTING ECONOMIC CONDITIONS, REAL ESTATE MARKET, EXISTING TRENDS AND BASED DATA .....	6
5. INFORMATION ABOUT REAL ESTATE OF VALUATION SUBJECT .....	13
5.1 THE PLACE AND LOCATION OF REAL ESTATE.....	13
5.2 DESCRIPTION AND PROPERTIES OF REAL ESTATE.....	14
5.2.1 STRUCTURAL CONSTRUCTION FEATURES OF THE REAL ESTATE:.....	14
5.3 LEGAL REVIEWS OF REAL ESTATE .....	17
5.3.1 TITLE DEED REVIEW .....	17
5.3.2. MUNICIPAL REVIEW.....	18
5.3.2 CHANGE FROM THE LEGAL SITUATION IN THE LAST 3 YEARS.....	19
6. VALUATION STUDIES.....	19
6.1 FACTORS AFFECTING THE REAL ESTATE'S VALUE AND VALUE DETERMINATION OF THE REAL ESTATE .....	19
6.2 THE FACTORS AFFECTING THE VALUATION PROCESS .....	20
6.3 THE FACTORS AFFECTING THE VALUE OF THE REAL PROPERTY .....	20
FACTORS AFFECTING THE POSITIVE DIRECTION.....	20
6.4 ASSUMPTIONS, VALUATION METHODS USED IN THE EVALUATION PROCESS AND THE REASONS FOR USING THESE METHODS.....	20
6.5 MARKET RESEARCH AND INDICATIONS FOR VALUE DETERMINATION .....	21
6.6 COST APPROACH.....	22
6.6.1 VALUATION WITH THE INCOME APPROACH .....	23
6.6.2. RENTAL VALUE ANALYSIS AND DATA USED.....	26
6.7 ANALYSIS OF THE LEGAL SITUATION OF REAL ESTATE AND RELATED RIGHTS .....	28
6.8 HIGHEST AND BEST USE ANALYSIS .....	28
6.9 ASSESSMENT ANALYSIS OF THE COMMON OR DIVIDED SECTIONS .....	28
6.10 PRECEDENT SHARE RATIOS IN PROJECTS THAT WILL BE DONE BY THE REVENUE SHARING OR THE FLAT FORWARD METHOD .....	28
7. EVALUATION OF ANALYSIS RESULTS.....	28
7.1 ADAPTATION OF DIFFERENT VALUATION METHODS AND ANALYSIS RESULTS AND EXPLANATION OF THE METHOD AND REASONS FOLLOWED FOR THIS PURPOSE.....	28
7.2 REASONS FOR WHAT NOT INCLUDED IN THE REPORT FROM MINIMUM INFORMATION.....	28
7.3 DISCLOSURE ON WHICH LEGAL REQUIREMENTS HAVE BEEN COMPLETED AND WHICH THE AUTHORIZATION AND DOCUMENTS TO BE TAKEN IN ACCORDANCE OF THE LEGISLATION ARE FULL AND COMPLETE .....	28
7.4 CONSIDERATION ON WHICH THE CAPITAL MARKET LEGISLATION IS UNLOCKED IN THE PORTFOLIO OF REAL ESTATE INVESTMENT TRUSTS IN THE PORTFOLIO OF THE ASSESSED .....	28
8. CONCLUSION.....	29
8.1. CONCLUSION OF THE RESPONSIBLE REAL ESTATE APPRAISER .....	29
8.2. FINAL VALUE APPROACH .....	29
9. APPENDIX.....	31

## 1. REPORT SUMMARY

**TYPE OF THE PROPERTY  
EVALUATED :**

HOTEL

**BRIEF DISCRPTION OF THE  
PROPERTY EVALUATED :**

Balıkhisar Neighbourhood, Özal Avenue, No: İbis Ankara Airport Hotel Akyurt / Ankara is a 3 star hotel located on the land of 14.443 m<sup>2</sup>. It is of land with a land area of 215057 (Eski1843) block number and 10 (Old 7) parcel in the Land Registry Records.

**ZONING STATUS OF  
PROPERTY :**

According to the 1/1000 scale UIP, in the investigations carried out in the Akyurt Municipality Zoning Directorate, the logistics remains within the center and Urban Service Area.

Precedent 1, detached building, 25 m. to the road, 10 m-7 m distance to the neighboring parcels.

**VALUATION METHODS  
USED :**

In this appraisal study, the Income Approach and Cost Approach methods were used because the real estate subject to the appraisal is a commercial property that generates qualified income. The "Land value" used in the Cost Approach Method has been determined according to the Sales (Direct) Comparison Method.

**CONCLUSION VALUE :**

<b>MARKET VALUE OF THE PROPERTY</b>	
<b>Report Date</b>	31.12.2019
<b>Valuation Date</b>	25.12.2019
<b>Market Value (VAT Exc.)</b>	81.055.000.-TL
<b>Market Value (VAT Inc.)</b>	95.644.900.-TL
<b>Market Value (VAT Exc.)</b>	12.185.000.-EURO
<b>Market Value (VAT Inc.)</b>	14.378.300.-EURO
<b>Rental Value (VAT Exc.)</b>	2.675.000.-TL
<b>Rental Value (VAT Inc.)</b>	3.156.500.-TL
<b>Rental Value (VAT Exc.)</b>	400.000.-EURO
<b>Rental Value (VAT Inc.)</b>	472.000.-EURO

## 2. REPORT INFORMATION

**VALUE DATE** : 25.12.2019

**REPORT DATE** : 31.12.2019

**REPORT NUMBER** : 2019\_AKFENGYO\_20

**EVALUATION COMPLETION DATE** : 31.12.2019

**THE LEGAL AGREEMENT DATE** : 05.10.2019

**PURPOSE OF THE REPORT AND THE LOCATION OF THE PROPERTY** :

The full address is Balıkhisar Neighbourhood, Özal Avenue, No: İbis Ankara Airport Hotel Akyurt / Ankara. It is a 3 star hotel located on the land of 14.443 m<sup>2</sup>. It is of land with a land area of 215057 (Eski1843) block number and 10 (Old 7) parcel in the Land Registry Records; and the real estate appraisal report prepared within the scope of CMB regulations for the purpose of determining the market value of 31.12.2019.

**SUBJECT OF THE VALUATION AND PURPOSE** :

Balıkhisar Neighbourhood, Özal Avenue, No: İbis Ankara Airport Hotel Akyurt / Ankara is a 3 star hotel located on the land of 14.443 m<sup>2</sup>. It is of land with a land area of 215057 (Old 1843) block number and 10 (Old 7) parcel in the Land Registry Records.

**PREPARED BY THE REPORT** :

Ulvi Barkın SENSES  
CMB License No: 405898  
Real Estate Appraiser

**RESPONSIBLE REAL ESTATE APPRAISER** :

Seref EMEN  
CMB Licence No: 401584  
Topographical Engineer

**INFORMATION ON PAST EVALUATION** :

For the real estate subject to the appraisal, our company has a revised appraisal report dated 14.10.2019 on AKFENGYO\_201802.



Both public and private sector investments in and around Ankara encouraged a large population migration from other provinces. Since the foundation of the Republic, the population has increased at twice the rate of the country. About three quarters of the population work in civil service, transportation, communication and trade jobs, one-quarter in industry, and 2% in agriculture. The industry is concentrated especially in the textile, food and construction sectors. Nowadays, investments are made mostly in defense, metal and motor sectors. Turkey's most numerous in Ankara, the province also has a university, college diplomas person rate is twice the national average. This educated population creates the workforce required by technology-intensive investments.

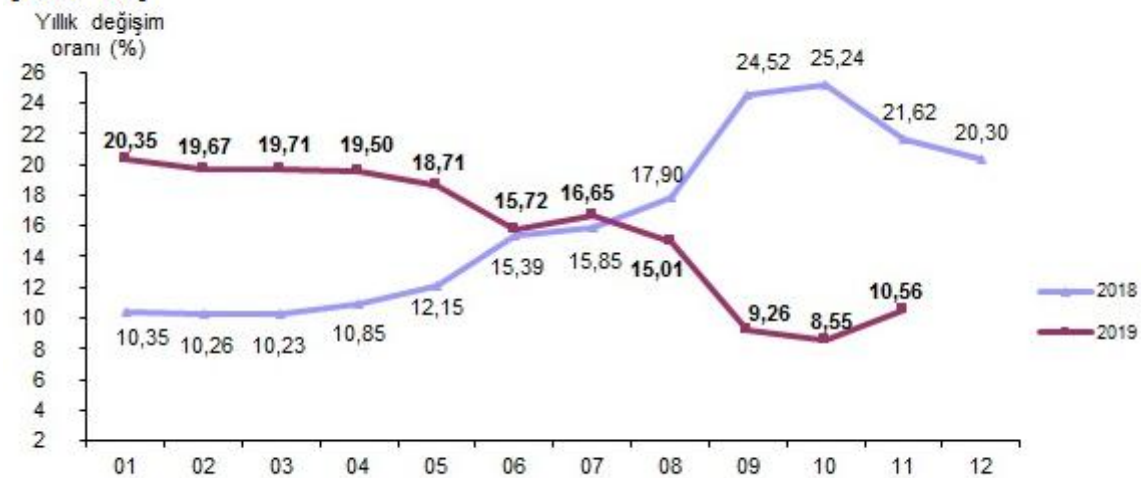
Most of the province, except for the northern parts of the Western Black Sea Region, is located in the Central Anatolia Region and has a land climate. Most of the provincial territory outside the cities consists of plateaus covered with grain fields. Natural beauties in various parts of the city have been protected and presented for recreation and entertainment. The rabbit, goat and cat named after the city are known worldwide, pear, cigdem, Ankara pan from local dishes and mineral water of Kızılcahamam and Beypazarı are recognized throughout the country.

#### 4.2 ANALYSIS OF EXISTING ECONOMIC CONDITIONS, REAL ESTATE MARKET, EXISTING TRENDS AND BASED DATA

##### Consumer Price Index, November 2019

Consumer price index (CPI) increased by 0.38% monthly. In CPI (2003 = 100), in November 2019, 0.38% compared to the previous month, 11.01% compared to December of the previous year, compared to the same month of the previous year. 10.56% and 15.87% increase compared to the averages of twelve months. The highest monthly increase was in the clothing and shoes group with 2.69%. , 59, 0.39% in communications, 0.36% in housing and 0.33% in transportation. The group that showed the most monthly decrease was 0.44% in various goods and services. Another group showing restaurants and restaurants was 0.15%. The highest annual increase was in the alcoholic beverages and tobacco group with 43.35%. In CPI, education was 14.35% compared to the same month of the previous year. services 14.03%, health 13.85% and restaurant and ote These are the other main spending groups, where the increase was 13.07%. The special comprehensive CPI indicator (B) increased by 0.59% monthly. 0.59% month-on-month, 10.31% compared with December of the previous year, 9.90% compared with the same month of the previous year and 15.13% on the averages of twelve months. While average prices of 33 items remained unchanged, average prices of 296 items increased and average prices of 89 items decreased.

##### Tüketici fiyat endeksi, Kasım 2019 [2003=100]



## Domestic Producer Price Index, November 2019

Domestic producer price index (D-PPI) decreased by 0.08% in November 2019 compared to the previous month, 6.63% compared to December of the previous year, 4.26% compared to the same month of the previous year and twelve months increased by 19.68% compared to the average of the twelve months.

## Domestic Producer Price Index Change Rates, November 2019 [2003 = 100]

	(%)	
	Kasım 2019	Kasım 2018
Bir önceki aya göre değişim oranı	-0,08	-2,53
Bir önceki yılın Aralık ayına göre değişim	6,63	36,68
Bir önceki yılın aynı ayına göre değişim	4,26	38,54
On iki aylık ortalamalara göre değişim	19,68	25,52

## Domestic Producer Price Index, Rate of Change compared to the same month of the previous year, November 2019 [2003 = 100]



The changes of the four sectors (mining and quarrying, manufacturing, electricity - gas production and water supply) of the industry compared to the previous month; 0.08% decrease in mining and quarrying industry, 0.04% in manufacturing industry sector, 0.53% decrease in electricity, gas production and distribution sector, 0.19% increase in water supply sector.

## Domestic Producer Price Index and Rates of Change, November 2019 [2003 = 100]

Sektörler	Endeks	Aylık değişim (%)	Bir önceki yılın Aralık ayına göre değişim (%)	Bir önceki yılın aynı ayına göre değişim (%)	On iki aylık ortalamalara göre değişim (%)
Yurt içi ÜFE	450,97	-0,08	6,63	4,26	19,68
Madencilik ve taşocakçılığı	584,75	-0,08	12,70	9,93	18,34
İmalat	448,52	-0,04	6,10	4,45	18,24
Elektrik, gaz	415,72	-0,53	13,43	3,82	40,12
Su temini	306,58	0,19	-7,39	-7,51	-2,29

The highest monthly increase was in crude oil and natural gas.

The biggest decrease compared to the previous month; Crude oil and natural gas with 4.85%, basic metals with 1.80%, chemicals and chemical products with 1.39%. On the other hand, other transportation vehicles were 3.48%, food products 1.48%, drinks 1.31%, and sub-sectors with the highest index increase compared to the previous month.

**The highest monthly increase in main industry groups was realized in energy.**

According to the classification of main industry groups, the highest monthly decrease in November 2019 was in intermediate goods with 0.60%.

**Domestic Producer Price Index and Rate of Changes by Main Industry Groups,**

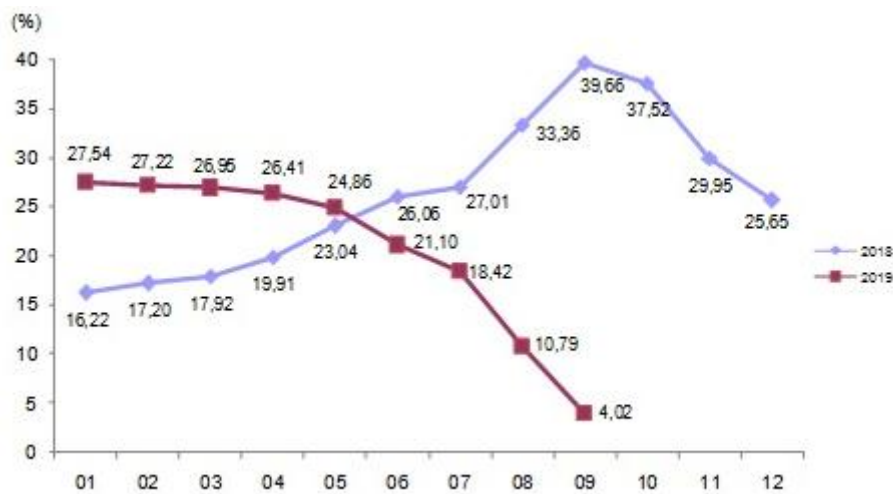
**November 2019 [2003 = 100]**

Ana sanayi grupları	Endeks	Aylık değişim (%)	Bir önceki yılın Aralık ayına göre değişim (%)	Bir önceki yılın aynı ayına göre değişim (%)	On iki aylık ortalamalara göre değişim (%)
Yurt içi ÜFE	450,97	-0,08	6,63	4,26	19,68
Ara malı	475,25	-0,60	3,54	1,63	18,07
Dayanıklı tüketim malı	321,03	-0,08	7,43	7,34	16,28
Dayanısız tüketim malı	372,93	1,06	10,57	10,02	19,43
Enerji	633,82	-0,53	9,03	-0,68	27,18
Sermaye malı	396,69	-0,17	7,64	7,38	20,25

**Construction Cost Index, September 2019**

Construction cost index (IME) decreased by 0.59% in September 2019 compared to the previous month and increased by 4.02% compared to the same month of the previous year. Compared to the previous month, material index decreased by 0.41% and labor index decreased by 0.97%. In addition, the material index decreased by 3.43% compared to the same month of the previous year, and the labor index increased by 24.63%.

**Construction Cost Index, Annual Rate of Change, September 2019 [2015 = 100]**





**Building construction cost index decreased by 0.73% monthly.**

Building construction cost index decreased by 0.73% compared to the previous month and increased by 5.53% compared to the same month of the previous year. Compared to the previous month, material index decreased by 0.61% and labor index decreased by 1.00%. In addition, the material index decreased by 1.78% compared to the same month of the previous year, and the labor index increased by 24.93%.

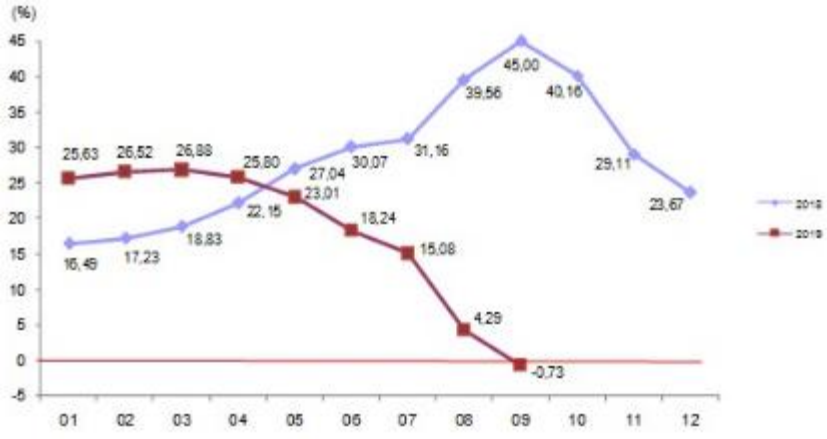
**Building Construction Cost Index, Annual Rate of Change, September 2019 [2015 = 100]**



The construction cost index for outdoor buildings decreased by 0.08% compared to the previous month and 0.73% compared to the same month of the previous year. Compared to the previous month, material index increased by 0.25%, labor index decreased by 0.84%. In addition, the material index decreased by 8.44% compared to the same month of the previous year, and the labor index increased by 23.55%.

**Construction Cost Index For Outdoor Buildings, Annual Rate of Change,**

**September 2019 [2015 = 100]**



## Construction Cost Index and Rate of Changes, September 2019 [2015 = 100]

Sektörler	Maliyet grubu	Endeks	Bir önceki aya göre değişim (%)	Bir önceki yılın aynı ayına göre değişim(%)
İnşaat	Toplam	190,23	-0,59	4,02
	Malzeme	183,67	-0,41	-3,43
	İşçilik	205,99	-0,97	24,63
Bina inşaatı	Toplam	190,57	-0,73	5,53
	Malzeme	183,95	-0,61	-1,78
	İşçilik	206,04	-1,00	24,93
Bina dışı yapıların inşaatı	Toplam	189,10	-0,08	-0,73
	Malzeme	182,74	0,25	-8,44
	İşçilik	205,81	-0,84	23,55

## Building License (Permit) Statistics, January-September, 2019

The area of buildings that have been granted building licenses decreased by 58% In the first nine months of 2019, the number of buildings by the municipalities has decreased by 57.1%, their area by 58%, their value by 48.9% and the number of apartments by 63.8%. In the January-September 2019 total of the buildings that are given construction permits; While the total area of the buildings is 45.5 million m<sup>2</sup>; 20.3 million m<sup>2</sup> of this has been realized as residential, 17.1 million m<sup>2</sup> as non-residential and 8 million m<sup>2</sup> as common use area. According to the purpose of use, two and more dwelling residential buildings had the highest share with 26.7 million m<sup>2</sup>. This was followed by public entertainment, education, hospital or care institutions buildings with 5.3 million m<sup>2</sup>. According to the ownership of the building, the private sector had the biggest share with 33.2 million m<sup>2</sup>. This was followed by the state sector with 11.2 million m<sup>2</sup> and building cooperatives with 1.1 million m<sup>2</sup>. According to the number of flats, 155 thousand 469 of the total 179 thousand 766 flats were taken by the private sector, 21 thousand 985 by the state sector and 2 thousand 312 by the building cooperatives. According to the total area of the buildings, Istanbul had the highest share with 7.5 million m<sup>2</sup>. Istanbul was followed by Konya with 2.9 million m<sup>2</sup> and Ankara with 2.88 million m<sup>2</sup>. The provinces with the lowest surface area were Karabük, Ardahan and Çankırı, respectively. According to the number of flats, Istanbul province had the highest share with 33 thousand 538 units. Konya was followed by Konya with 9,702 units and Ankara with 7,768 units. The provinces with the lowest number of apartments were Karabük, Ardahan and Hakkari, respectively.

## Building License, January - September, 2017-2019

### Yapı ruhsatı, Ocak – Eylül 2017-2019

Göstergeler	Yıl			Bir önceki yılın ilk dokuz ayına göre değişim oranı (%)	
	2019	2018 <sup>(r)</sup>	2017 <sup>(r)</sup>	2019	2018
Bina sayısı	33 684	78 567	132 848	-57,1	-40,9
Yüzölçümü (m <sup>2</sup> )	45 462 953	108 131 393	240 377 041	-58,0	-55,0
Değer (TL)	73 076 653 018	142 932 303 742	257 971 463 093	-48,9	-44,6
Daire sayısı	179 766	497 146	1 199 028	-63,8	-58,5

(r) Yapı izin istatistikleri 2017 ve 2018 yılları verileri revize edilmiştir.

In the first nine months of 2019, the number of building permits issued by the municipalities decreased by 20.6%, the surface area by 7.2%, the number of apartments by 11.3%, and its value increased by

12.3% compared to the previous year. In the January-September 2019 total of the buildings that have been given a building permit certificate; While the total area of the buildings is 111.4 million m<sup>2</sup>; 62.7 million m<sup>2</sup> of this was realized as residential, 25.4 million m<sup>2</sup> as non-residential and 23.2 million m<sup>2</sup> as common use area. According to the purpose of use, two and more dwelling residential buildings had the highest share with 84.1 million m<sup>2</sup>. Wholesale and retail trade buildings followed with 7.7 million m<sup>2</sup>. According to the ownership of the building, the private sector had the biggest share with 94.2 million m<sup>2</sup>. This was followed by the state sector with 15 million m<sup>2</sup> and building cooperatives with 2.2 million m<sup>2</sup>. According to the number of flats, 492 thousand 287 of 543 thousand 801 flats were taken by the private sector, 42 thousand 662 by the state sector and 8 thousand 852 by the building cooperatives. According to the total area of the buildings, Istanbul had the highest share with 20.3 million m<sup>2</sup>. Ankara was followed by Ankara with 10.8 million m<sup>2</sup> and Bursa with 4.8 million m<sup>2</sup>. The provinces with the lowest surface area were Ardahan, Tunceli and Batman, respectively. According to the number of flats, Istanbul province had the highest share with 106 thousand 637 units. Ankara was followed by Ankara with 39 thousand 510 units and İzmir with 29 thousand 235 units. The provinces with the lowest number of apartments were Ardahan, Batman and Bayburt, respectively.

### Occupancy Permit, January - September, 2017-2019

Göstergeler	Yıl			Bir önceki yılın ilk dokuz ayına göre değişim oranı (%)	
	2019	2018 (f)	2017 (f)	2019	2018
Bina sayısı	70 329	88 534	83 313	-20,6	6,3
Yüzölçümü (m <sup>2</sup> )	111 353 391	119 968 656	114 301 027	-7,2	5,0
Değer (TL)	180 924 705 654	161 059 112 111	120 880 724 130	12,3	33,2
Daire sayısı	543 801	613 370	575 893	-11,3	6,5

(f) Yapı izin istatistikleri 2017 ve 2018 yılları verileri revize edilmiştir.

### Global Economic Outlook

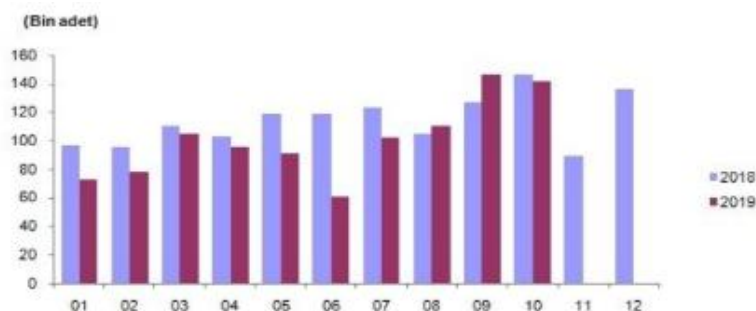
The slowdown and uncertainty in global growth continues. Increasing tension and geopolitical tensions in trade wars, as well as deterioration in investment, production and confidence indicators are driving global growth down. However, the fact that central banks of developed and developing countries regard anti-slowdown practices reduces their global recession expectations. In the second quarter of 2019, the rise in concerns about global trade, the emergence of the Middle East geopolitical risks and the slowdown in the global scale, especially in the manufacturing industry sector, which affected the economic activity negatively, increased the downward risks regarding the growth outlook for the rest of the year. The IMF published the October 2019 issue of the Global Economic Outlook Report with the title of “Decline Period of Global Manufacturing, Increasing Trade Barriers”. According to the July update, the IMF reduced its global economic growth forecast to 0.2 percent for 2019, down to 3 percent for 2019 and to 3.4 percent for 2020, according to the July update. In the report, which draws attention to the pressure created by trade wars on global economic growth, the report emphasized that the global economy is facing synchronous slowdown and that the global growth forecast for 2019 is revised downwards for this reason. Structural factors such as commercial and geopolitical high uncertainties, special factors of some emerging economies cause macroeconomic pressure, low productivity growth and aging population in developed economies are shown as other factors affecting the low growth of the global economy. According to the IMF report, the growth forecast for developed countries was reduced from 1.9 percent to 1.7 percent in 2019, while it remained at 1.7 percent for 2020. In developing economies, the growth forecast has been reduced from

4.1 percent to 3.9 percent for 2019 and from 4.7 percent to 4.6 percent for 2020. In 2019 and 2020, the growth estimates of Turkey's economy has been increased to 3 percent, respectively, 0.2 percent and minus 2.5 percent from 2.5 percent. Trade wars started August with high blood pressure, and tensions gradually increased. Despite the fact that the Shanghai talks between China and the USA were terminated at the beginning of August, Trump accused China of not wanting to buy US agricultural goods and putting the USA in a disadvantage. Donald Trump announced that a 10 percent additional tax will be imposed on the \$ 300 billion product imported from China, effective from September 1. He also stated that they will start taxing 15% of the Chinese product, which is currently worth 10% tax, of \$ 300 billion as of September 1. In the FOMC meeting held on September 17-18, 2019, the Federal Reserve (Federal Reserve) reduced the policy rate by 25 basis points to 1.75-2.00 percent in line with market expectations. According to updated projections, the median expectation for 2019 in policy rate fell from 2.4% to 1.9%, while the expectation for 2020 decreased from 2.1% to 1.9%. FED members' 2019 growth forecast increased from 2.1% to 2.2% while 2020 forecast was preserved at 2%. Personal consumption expenditure inflation estimates; 1.5% for 2019 and 1.9% for 2020. In the text of the decision; It was emphasized that economic activity continues to grow at a moderate pace and the labor market is strong. Despite that; it is mentioned that fixed capital investments and exports have weakened. In the statements made by FED President Powell after the meeting, it was stated that FED lowered interest rates to provide insurance in spite of weak global growth and trade tensions. Powell also stated that a more comprehensive reduction process might be appropriate if there are economic difficulties, while they noted that they could achieve the targets 5 with moderate adjustments in interest rates in the course of the economy. FED President Powell's implication that the continuation of the interest rate cut might not come was effective in the markets.

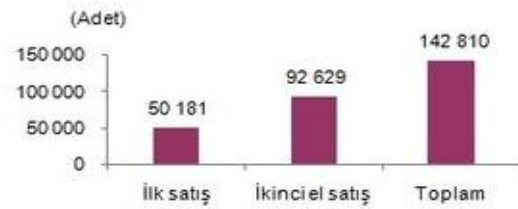
### Housing Sales Statistics, October 2019

Housing sales in Turkey decreased by 2.5% compared to the same month of the previous year in the month of October 2019 was 142 810. In house sales, Istanbul had the highest share with 24.451 house sales and 17.1%. According to sales numbers, Istanbul was followed by Ankara with 13.978 house sales and 9.8% share, İzmir with 9.012 house sales and 6.3% share. The provinces with low house sales were Hakkari with 13 houses, Ardahan with 24 houses and Bayburt with 93 houses, respectively.

### Housing Sales Numbers, 2018-2019



Mortgage sales in Turkey increased by 50 411 was 525.1% compared to the same month of the previous year. The share of mortgage sales in total house sales was 35.3%. In mortgage sales, Istanbul ranked first with 8 408 house sales and 16.7% share. The province with the highest share of mortgage sales in total house sales was Artvin with 54.3%. Other housing sales across Turkey became 92,399 decreased by 33.3% compared to the same month of the previous year. In other housing sales, Istanbul ranked first with 16,043 housing sales and 17.4% share. The share of other sales in total housing sales in Istanbul was 65.6%. Ankara ranked second with 7,875 other housing sales. Ankara was followed by İzmir with 5,344 sales. Hakkari was the province with the lowest sales of 10 other houses.



## **Sale of Housing by Sales Type, October 2019 - Housing Sales by Sales Situation, October 2019**

### **50.181 HOUSES ARE SOLD IN THE FIRST TIME.**

Turkey Number of houses sold decreased 32.9% for the first time in general was 50.181 compared to the same month of the previous year. The share of the first sale in total house sales was 35.1%. In the first sales, Istanbul had the highest share with 8.988 houses and 17.9%, followed by Ankara with 3.683 houses and İzmir with 2.967 houses.

### **92.629 HOUSES HAVE BEEN CHANGED IN THE SECOND HAND HOUSING SALES.**

Second-hand housing sales in Turkey became 92.629 increased 29.2% compared to the same month of the previous year. In second-hand house sales, Istanbul ranked first with 15.463 house sales and 16.7% share. The share of second-hand sales in total house sales in Istanbul was 63.2%. Ankara ranked second with 10.295 housing sales. Ankara was followed by İzmir with 6.045 houses sold.

### **SALE OF 4.272 HOUSES TO FOREIGNERS IN OCTOBER 2019.**

Housing sales to foreigners decreased by 31.9% compared to the same month of the previous year and became 4.272. In October 2019, Istanbul ranked first in housing sales to foreigners, with 2.043 sales. Istanbul was followed by Antalya with 912 sales, Bursa with 215 sales, Ankara with 192 sales and Yalova with 134 sales, respectively.

### **BY COUNTRY NATIONALS, THE MOST HOUSING SALES WERE MADE TO IRAQI CITIZENS.**

Iraqi citizens in Turkey from 597 in October bought it. Iraq was followed by Iran with 536 houses, the Russian Federation with 292 houses, Germany with 225 houses and Afghanistan with 185 houses.

**Reference: Central Bank of Turkey Republic, Turkish Statistical Institute, Real Estate Turkey.**

## **5. INFORMATION ABOUT REAL ESTATE OF VALUATION SUBJECT**

### **5.1 THE PLACE AND LOCATION OF REAL ESTATE**

The property subject to the appraisal is located in Ibis Istanbul Airport Hotel, Balıkhisar Neighbourhood, Turgut Özal Avenue (Esenboga Airport Road), No: 617 Akyurt / Ankara. On the way from Esenboga Airport to the city center, the property on the right is reached after ~ 1.5km. It is a 3-star hotel in front of the Esenboğa airport road. The property is located in Ankara Province, Akyurt District, Balıkhisar Neighbourhood, 215057 (Old 1843) Block, 10 (Old 7) Parcel. It was built on a 14.443 m<sup>2</sup> land, in front of the main road. The property (Hotel) is ~ 1.5 km from Esenboğa Airport, ~ 2 km from Balıkhisar Neighbourhood, ~ 10 km from Akyurt District Center, ~ 20 km from Ankara City Center.





The number of hotels in the area where the real estate is located is small and the density of population increases towards the city center in general. The airport is located close to the region and the guests of the industrial facilities in the region are accommodated with meetings.

Summer and winter occupancy rates of the real estate are close to each other. It is the region where general construction industry and logistics structures take place. The settlement is concentrated around the Esenboğa road (Turgut Özal Avenue).

## 5.2 DESCRIPTION AND PROPERTIES OF REAL ESTATE

The property is located in İbis Ankara Airport Hotel, Balıkhisar Neighbourhood, Turgut Ozal Avenue (Esenboga Airport Road), No: 617 Akyurt / Ankara. The real estate is located in Ankara Province, Akyurt District, Balıkhisar Neighbourhood, 215057 (Old 1843) Block, 10 (Old 7) Parcel. On the way from Esenboga Airport to the city center, the 3-star hotel property on the right hand side of Esenboğa Airport road. It is reached after ~ 1.5 km.

### 5.2.1 STRUCTURAL CONSTRUCTION FEATURES OF THE REAL ESTATE:

<b>Construction Type</b>	Reinforced Concrete
<b>Construction Form</b>	Detached Building
<b>Number of Floors of the Main Real Estate</b>	Basement floor + ground floor + 7 normal floor + Attic
<b>Building Total Construction Area</b>	7.664,00 m <sup>2</sup> (Gross) (Total area of all structures on the parcel according to the project)
<b>Building Age</b>	4
<b>Electricity</b>	Available
<b>Transformer</b>	Available.
<b>Generator</b>	Available.
<b>Water</b>	City Network.
<b>Water Tank</b>	Available.
<b>Drainage</b>	City Infrastructure Line.
<b>Heating / Cooling / Ventilation System</b>	Available.
<b>Elevator</b>	2 Customers

	2 Service Elevator
<b>Fire Escape</b>	Available
<b>Fire Warning System and Extinguishing Installation</b>	Available.
<b>Parking Lot</b>	Available.

### Evaluation in the Neighborhood of the Real Estate

The real estate subject to the appraisal is a 3-star hotel operating under the name of Ibis Ankara Airport Hotel which has 147 rooms, ironing rooms, restaurant and bar area established on a 14.443 m<sup>2</sup> land.

<b>Akfen GYO Esenboğa İbis Hotel Approved Architectural Project Floor Areas</b>	
<b>Hotel Block - Through Approved Architectural Project</b>	
Basement	1.233,86
Ground	1.232,98
1. Normal Floor	1.244,28
2. Normal Floor	559,34
3. Normal Floor	559,34
4. Normal Floor	559,34
5. Normal Floor	559,34
6. Normal Floor	559,34
7. Normal Floor	559,34
8. Normal Floor	559,34
Attic	37,28
<b>Total Area</b>	<b>7.663,78</b>

<b>EXTERNAL ASSEMBLY WORKS</b>	
<b>External and Miscellaneous Works</b>	<b>Area (m<sup>2</sup>)</b>
Concrete Keystone	3.800,00
Transformer Building	80,00
Garden wall	250,00
Wire netting	250,00
<b>TOTAL VALUE</b>	<b>3.880,00</b>

### NUMBER OF ROOMS ACCORDING TO THE CURRENT SITUATION AND ROOM DISTRIBUTION BY FLOORS

ROOM TYPE	NUMBER OF ROOMS	GROUND – FIRST FLOOR	2.FLOOR	3.FLOOR	BETWEEN 4.FLOOR-7.FLOOR	TOTAL
STANDARD ROOM	145	-	20	20	105	145
DISABLED ROOM	2	-	1	1	-	2
<b>TOTAL</b>	<b>147</b>	<b>-</b>	<b>21</b>	<b>21</b>	<b>105</b>	<b>147</b>

On the basement floor, there is a closed parking lot for 16 cars, shelter with male and female WC, water tank, fuel tank, pump room, electrical room, technical service room. The floors in this floor are generally compacted concrete, wet areas are covered with ceramics. The walls are covered with paint. Lighting is provided with spotlights and lighting fixtures.

On the ground floor, there is a parking garage for 15 vehicles, a garbage room, a purchase, a warehouse, a kitchen warehouse with 3 cold stores, laundry, male and female personnel locker rooms, system room, boiler room, staff cafeteria, camera room and fire room. . The floors in this floor are generally compacted concrete, wet areas are covered with ceramics. The walls are covered with paint. Lighting is provided with spotlights and lighting fixtures.

1. On the normal floor; Entrance to the hotel from Özal Boulevard is on the 1st normal floor. On the first floor, there is a cold and hot kitchen section, dish section, restaurant section with cold storage, lobby and bar section, reception section, luggage room, management offices, archive, terrace area and 3 meeting rooms (one can be divided). . There is an open car park at the front and back of the hotel building. The floors in this floor are generally covered with laminate flooring and ceramics, wet areas are covered with ceramics. The walls are covered with paint. Lighting is provided with spotlights and lighting fixtures.

2. On the Normal Floor; There are 21 rooms on the floor, including 1 ironing room, 1 handicapped room, 6 twin rooms, 14 standard rooms. The floors in this floor are generally carpeted and laminate flooring, wet areas are covered with ceramics. The walls are covered with paint. Lighting is provided with spotlights and lighting fixtures.

3. On Normal Floor; There are 21 rooms on the floor, including 1 ironing room, 1 handicapped room, 6 twin rooms, 14 standard rooms. The floors in this floor are generally carpeted and laminate flooring, wet areas are covered with ceramics. The walls are covered with paint. Lighting is provided with spotlights and lighting fixtures.

All floors are the same until the 4, 5, 6, 7. Normal floors and there are 1 laundry room and 21 standard rooms on each floor. The floors in this floor are generally carpeted and laminate flooring, wet areas are covered with ceramics. The walls are covered with paint. Lighting is provided with spotlights and lighting fixtures.

There is an elevator platform and electrical room available in the approved architectural project on the attic. In the open area, there are technical volumes such as generators, cooling groups and air handling units. The floors in this floor are generally ceramic, wet areas are covered with ceramic. The walls are covered with paint. Lighting is provided with spotlights and lighting fixtures.

The hotel has a total of 147 rooms, including 145 standard rooms and 2 handicapped rooms.

In standard room types, room sizes range from ~ 13m<sup>2</sup> to 14m<sup>2</sup>. Bathroom sizes are ~ 3m<sup>2</sup> in size. Disability rooms have a size of ~ 12m<sup>2</sup> and bathrooms ~ 5m<sup>2</sup>.

The surrounding of the hotel is landscaped and well maintained.

The land where the facility is located is slightly sloping.



## 5.3 LEGAL REVIEWS OF REAL ESTATE

### 5.3.1 TITLE DEED REVIEW

#### 5.3.1.1. TITLE DEED RECORDS

Province	Ankara
District	Akyurt
Neighbourhood	-
Village	-
Street	-
Site	-
Block	215057
Parcel (Layout)	10
Stem No	-
Main Real Estate Property (m <sup>2</sup> )	14.443,00 m <sup>2</sup>
Quality of Property	10-Floors Hotel and Land.

#### 5.3.1.2. LIMITS ON DETAIL INFORMATION AND TRANSFER

According to the current land registry records dated 13.11.2019 taken from the General Directorate of Land Registry and Cadastre;

**Annotation:** There is a lease agreement for 1 TL. (TC Turkey Electricity Distribution Company Headquarters in favor of the annual \$ 1.00 from 99-year lease annotation to begin on 29.11.2013 date to be used as transformer location), (Start date: 12/12/2013 Duration: 99 years), (Owner / Beneficiary: Directorate General of Turkey Electricity Distribution Company), (Date 12.12.2013 No. 6311 journal)

**Mortgage:** Credit Bank Europe N.V. There is a 1st degree mortgage in favor of 173.052.185,00.-Euro with 7.2% variable interest. (3407 journal no. Dated 28.01.2015)

**Mortgage:** Credit Bank Europe N.V. There is a second degree mortgage in favor of 173.052.185,00.-Euro with 7.2% variable interest. (2587 journal no. Dated 22.04.2015)

#### Changes in the Land Registry of the Real Estate in the Last Three Years

The block and parcel number changes in the land registry records of the real estate subject to the appraisal. The old 1843 block and 7 parcel numbers have been changed to 215057 and 10 parcels.

#### Opinion on whether there is an obstacle in the frame of Capital Market Legislation in the Inclusion of Real Estate Investment Trusts Portfolio in terms of Land Registry Records

1. Credit Bank Europe N.V. In favor of the first degree mortgage with a price of 173.052.185,00.-Euro, 7.2% variable interest rate (3407 journal no. 28.01.2015)
2. Credit Bank Europe N.V. There are two mortgages for the benefit of 173.052.185,00.-Euro, 7.2% variable interest rate, 2nd degree mortgage (2287 dated 22.04.2015 no.).

### **Mortgages in Real Estate Pledge Rights House;**

Credit Europe Bank, which owns 1st and 2nd Degree Mortgages, is owned by Akfen Gayrimenkul Yatırım Ortaklığı A.S. has been obtained for the collateral of the EUR 173.052.185 loan used by the company as of 28.01.2015 and 22.04.2015.

According to the first paragraph of Article 30 of the Communiqué on Real Estate Investment Partners published in the official newspaper of the Capital Markets Board dated 28.05.2013, Real Estate Investment Partners are solely concerned with the financing of these transactions during the purchase of real estate, real estate projects and real estate-based rights. mortgages, pledges and other limited real rights can be established on assets in the portfolio for the purpose of obtaining credit for investments.

Pursuant to the relevant article of the communiqué, mortgages on the immovable do not constitute an obstacle to the property in the portfolio of real estate investment trusts within the framework of the capital market legislation.

### **5.3.2. MUNICIPAL REVIEW**

#### **5.3.2.1. ZONING STATUS**

Zoning regulations regulate land use and intensity of development. While examining zoning regulations, all possible changes in current regulations and specifications are taken into account. Zoning plans define the general use such as residential, commercial and industrial and indicate the density of the structure that can be made based on these uses.

According to the decision of Ankara Metropolitan Municipality Assembly dated 05.09.2008 and numbered 195 in the reviews made in Akyurt Municipality Zoning Directorate, it is within the logistics center and urban service area according to 1/1000 scale UIP. Precedent 1, detached building, 25m to the road, 10m-7m distance to the neighboring parcels.

#### **5.3.2.2. LICENSE FILE REVIEW**

According to the examinations made in Akyurt Municipality, the legal documents pertaining to the real estate subject to the appraisal are stated in the order of history.

There is a "**Approved Architectural Project**" prepared for the construction of a hotel building with a closed area of 7.663,78 m<sup>2</sup>, dated 31.12.2012.

There is a "**Building Permit**" for the "**Building and Similar Guest House**" issued on 31.12.2012, number 105/12, with a closed area of 7.663,78 m<sup>2</sup>.

There is a "**Building License**" for the name change given for "**Hotel and Similar to Guest House**" with a closed area of 7.663,78 m<sup>2</sup>, dated 19.02.2013, numbered 32/13.

There is a "**Building Use Permit Certificate**" issued for the "Hotel" with a closed area of 25.04.2014, number 33/2014 and a closed area of 7.664,00 m<sup>2</sup>.

In the on-site examinations of the real estate, it was observed that there was no difference between its current and legal status. The existing building is in compliance with the "Architectural Project, Building License and Building Usage Permit Certificate".

#### **5.3.2.3 COMMITTEE DECISIONS, COURT DECISIONS, PLAN CANCELLATIONS, etc. OTHER SIMILAR SUBJECTS**

There is no committee decision in the zoning file of the real estate subject to the appraisal.

### **5.3.2 CHANGE FROM THE LEGAL SITUATION IN THE LAST 3 YEARS**

There is no change arising from the legal situation in the last 3 years of the real estate subject to the appraisal.

### **Opinion on whether there is an obstacle in the frame of Capital Market Legislation in the Inclusion of Real Estate Investment Trusts Portfolio in Terms of Zoning Information**

As all permits and documents required to be obtained in accordance with the legislation of the existing facilities on the parcel have been received in full and flawlessly, there is no objection to the Real Estate Investment Trust portfolio within the framework of the Capital Market Legislation

## **6. VALUATION STUDIES**

### **6.1 FACTORS AFFECTING THE REAL ESTATE'S VALUE AND VALUE DETERMINATION OF THE REAL ESTATE**

As valuation technique, there are 3 basic methods used in Turkey and international platform. These are Cost Approach, Sales Comparison Approach and Income Capitalisation Approach.

**COST APPROACH:** In this method, the cost of reconstruction of an existing building under today's economic conditions is considered the basis for the valuation of the real estate. In this sense, the main principle of the cost approach can be explained by the usage value. The value of use is defined as "The property has a real value even if nobody wants it or knows its value".

In this method, real estate is considered to have an important remaining economic life expectancy. For this reason, it is assumed that the value of the real estate will decrease over time due to its physical and functional and economically obsolete. In other words, it is assumed that the building value of an existing real estate can never be more than the cost of reconstruction.

**SALES (PRECEDENT) COMPARISON APPROACH:** The most reliable and realistic approach to real estate valuation in the business type is the market value approach. In this valuation method, comparable examples with common basic properties and the real estate to be valued in the region are examined. The peer comparison approach is based on the following assumptions.

- The existence of an existing market is accepted in advance in relation to the type of real estate analyzed.
- It is accepted that buyers and sellers in this market have a good level of knowledge about real estate and therefore time is not an important factor.
- The real estate is considered to remain in the market for a reasonable time with a reasonable sales price.
- Selected comparable samples are considered to have the basic characteristics common to the appraised real estate.
- Today's socio-economic conditions are accepted to be valid in making price corrections of the data of selected comparable samples.

**INCOME APPROACH:** If the value of the assets can only be determined according to the income they will bring - for example, in rental houses or workplaces - it is the rule to apply the income method to find the version fees. The criteria is the net income that can be obtained in determining the value of a real estate that has a structure with the income method. This net income; the building consists of other structural facilities and landshares related to the building. Despite the possibility of using the

land continuously, the period of using a building is limited. Therefore, in determining the monetary value of the net income, the values of the land, structure and other structural facilities related to the structure are determined in separate sections.

Net income is found by deducting income and operating expenses from the annual operating gross income of the income-generating real estate and the real estate being empty. Net income consists of building income and land income. Land income refers to the income that the land value will bring at the real estate interest rate valid in the real estate market in the region. Building income is the sum of the income generated by the building in the real estate rate of the real estate in the region throughout the remaining usage period and the annual depreciation amount to be allocated based on the remaining usage period of the building.

## **6.2 THE FACTORS AFFECTING THE VALUATION PROCESS**

There are no factors that negatively affect the valuation process.

## **6.3 THE FACTORS AFFECTING THE VALUE OF THE REAL PROPERTY**

### **FACTORS AFFECTING THE POSITIVE DIRECTION**

- Hotel is close to the Esenboga Airport.
- It has facade to Turgut Ozal Avenue.
- The construction of the hotel subject to the appraisal started in 2012 and was put into service in 2014. The materials and workmanship quality used in its construction are high.
- Garden and landscape arrangements are well maintained. Recreation areas have been created.

### **FACTORS AFFECTING THE NEGATIVE DIRECTION**

- Distance from the city center

## **6.4 ASSUMPTIONS, VALUATION METHODS USED IN THE EVALUATION PROCESS AND THE REASONS FOR USING THESE METHODS**

In this appraisal study, the Income Approach and Cost Approach methods were used because the real estate subject to the appraisal is a commercial property that generates qualified income. The “Land value” used in the Cost Approach Method has been determined according to the Sales (Direct) Comparison Method.

## 6.5 MARKET RESEARCH AND INDICATIONS FOR VALUE DETERMINATION

### Land Precedents / Sales:

No	Location	Legend	Sales Situation / Period	Areas (m <sup>2</sup> )	Sales Price	Unit Sales Price	Evaluation By Subject Property
					(TL)	(TL/m <sup>2</sup> )	
1	The appraised property is located on T. Özal Avenue, approximately 1.250 m from the main property.	Urban Service Area	For Sale	8.000	20.500.000	2.565	* In front of Özal Avenue. * It has similar construction conditions. * It is in a better position.
2	Located on T. Özal Boulevard, close to the subject main property.	Urban Service Area	For Sale	6.500	13.000.000	2000	* In front of Özal Avenue * It has similar construction conditions. * It is in a better position.
3	It is located on T. Özal Avenue, approximately 500,00 m from the main real estate subject to the appraisal.	Logistics Center Area	For Sale	12.500	18.125.000	1.450	* There is a bargain share. * In front of Özal Avenue * It is disadvantageous in terms of zoning status.
4	On T. Özal Avenue close to the main real estate subject to the appraisal	Urban Service Area	For Sale	5.750	9.500.000	1.650	* There is a bargain share. * In front of Özal Avenue * It is disadvantageous in terms of zoning status.
5	Located approximately 600,00 m from the main property subject to the appraisal.	Industry Storage Zoning	For Sale	7.800	10.500.000	1.350	* There is a bargain share. * In front of Özal Avenue * It is disadvantageous in terms of zoning status.

### Evaluation:

\* As a result of the researches carried out in the region where the real estate subject to the appraisal is located, it has been determined that the net unit sales value of the land in question can be in the range of 1.350 - 2.565 TL / m<sup>2</sup> by considering the zoning status, road fronts, areas, topographic structures, limitation factors, etc.

REFERENCE TABLE						
	Factors	Comparable Properties				
		1	2	3	4	5
Purchase-Sales Correction	Unit Price (TL/m <sup>2</sup> )	2.565	2.000	1.450	1.650	1.350
	Negotiable share	-10%	-5%	-5%	-5%	-5%
	Property Status	0%	0%	0%	0%	0%
	Terms of Sales	0%	0%	0%	0%	0%
	Building Licence	0%	0%	0%	0%	0%
	Market Conditions	0%	0%	0%	0%	0%
Real Estate Corrections	Location	-10%	-5%	0%	0%	5%
	Right to Build	0%	0%	20%	0%	20%
	Area	0%	0%	0%	15%	0%
	Physical Features	0%	0%	0%	0%	0%
	Legal Features	0%	0%	0%	0%	0%
<b>ADJUSTED VALUE</b>		<b>2.077</b>	<b>1.805</b>	<b>1.650</b>	<b>1.802</b>	<b>1.615</b>

## 6.6 COST APPROACH

In this analysis, the building cost values, the cost formation approach and the technical features of the buildings, the quality of materials and workmanship used in the construction of the buildings, the construction costs of the buildings built with the same features in the market, our sectoral experiences regarding similar hotel costs are taken into consideration.

LAND VALUE			
Block / Parcel	Area (m <sup>2</sup> )	Unit Value (TL/m <sup>2</sup> )	Land Value (TL)
1843 Block 7 Parcel	14.443,00	2.000	28.886.000.-
<b>TOTAL VALUE</b>			<b>28.885.000.-</b>

BUILDING VALUE				
Building	Building Area (m <sup>2</sup> )	Unit Cost (TL/m <sup>2</sup> )	Depreciation (%)	Building Value (TL)
Hotel Building	5.160	4.500	9%	21.130.200.-
Parking Area + Attic	2.504	1.950	9%	4.443.348.-
<b>TOTAL VALUE APPROXIMATELY</b>				<b>25.573.548.-</b>

(\*) Total construction cost value has been calculated by examining the construction costs information obtained from Akfen GYO A.Ş. and our sector experiences related to similar hotel costs together.

<b>EXTERNAL ASSEMBLY WORKS</b>			
<b>External and Miscellaneous Works</b>	<b>Area (m<sup>2</sup>)</b>	<b>Unit Cost *(TL/m<sup>2</sup>)</b>	<b>Total Value (TL)</b>
Concrete Keystone	4.236,80	75	317.760
Transformer Building	80,00	400	32.000
Garden wall	230,00	200	46.000
Wire netting	300,00	50	15.000
Security hut	9,00	500	4.500
Landscape	750,00	50	37.500
<b>TOTAL VALUE</b>			<b>452.760</b>
<b>TOTAL VALUE APPROXIMATELY</b>			<b>455.000</b>

<b>THE VALUE OF THE REAL PROPERTY ACCORDING TO THE COST APPROACH (TL)</b>	
Land Value	28.885.000.- TL
Building Value	25.575.000.- TL
External and Miscellaneous Works	455.000.- TL
<b>TOTAL VALUE OF THE PROPERTY</b>	<b>54.915.000.- TL</b>

## 6.6.1 VALUATION WITH THE INCOME APPROACH

### Income Approach

Given that the real estate subject to the appraisal is an income generating commercial property, the income approach method has been used.

#### Hotel Income Projection

-The hotel consists of 147 rooms.

- It is assumed that the average occupancy rate of the hotel will be 70% in 2020 and this rate will increase every year until 2024, it will reach 80% occupancy in 2026 and will be operated with 80% occupancy in the following years.

-The hotel is assumed to be open 365 days.

-The prices in the mentioned facility are foreseen to be in the concept of bed + breakfast. As a result of the examinations carried out in the tourism sector and the region, it is assumed that the room price will start with 29.00 Euro in 2020 and increase according to the inflation rate and regional economic indicators development forecasts.

- Considering the performance of the facility, it is assumed that the room revenues will be 70% of the total revenues and 30% of the other revenues.

- Gross operating profit has been calculated by deducting the department expenses and operating expenses from the total revenues. It is assumed that the Gross Operating Profit (GOP) of the hotel will be 39% in 2020 and will reach 49% by 2024 and will continue to be 46% in the following years.

- In accordance with the information provided by the employer, 15.911.-EURO has been collected. It is accepted that this value will increase by 3% over the years.

- According to the information obtained from Akfen GYO A.Ş., it has been learned that the insurance cost is 6.084.-EURO for 2019 and in the following years, Akfen GYO A.Ş. It has been accepted that there will be an annual 5% increase in insurance premiums.

- Furniture Fixture Renovation Reserve is accepted as 4% of annual gross income.
- In the appraisal study, the 10-year EURO-based Eurobond bond rate, 3.30%, was taken as the “Risk-Free Return Rate” (In this valuation study, the most liquid 10-year Euro-based Eurobond bond rate was selected as the risk-free rate of return.)
- The discount (reduction) rate in projection is determined as 10%.
- It is assumed that all payments are made in advance.
- By taking the mid-year factor (0.5) into account in net present value calculations, a more realistic net present value has been revealed.
- Taxes and VAT are not included in the studies within the scope of IVSC (International Valuation Standards Council).
- 10-year cash flow statement has been prepared and the present value of cash flows has been determined.

<b>İBİS ANKARA</b>	
NUMBER OF ROOMS	147
NUMBER OF DAYS OPEN	365
ANNUAL ROOM CAPACITY	53.655
OTHER INCOME RATE (%)	30,00%
RENOVATION COST RATE (%)	1,00%
CAPITALISATION RATE (%)	7,50%
CAPITALISATION RATE AGOP (%)	6,50%
INFILATION RATE (%)	2,00%

<b>1 EURO BUY</b>	<b>6,6506</b>
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<b>PROJECT CASH FLOW (EURO)</b>												
<b>YEARS</b>	<b>29.12.2019</b>	<b>29.12.2020</b>	<b>29.12.2021</b>	<b>29.12.2022</b>	<b>29.12.2023</b>	<b>29.12.2024</b>	<b>29.12.2025</b>	<b>29.12.2026</b>	<b>29.12.2027</b>	<b>29.12.2028</b>	<b>29.12.2029</b>	<b>29.12.2030</b>
<b>Hotel Facilities</b>												
Total Number of Rooms		147	147	147	147	147	147	147	147	147	147	147
Number of Days Open		365	365	365	365	365	365	365	365	365	365	365
Annual Room Capacity		53.655	53.655	53.655	53.655	53.655	53.655	53.655	53.655	53.655	53.655	53.655
Occupancy Rate (%)		70%	72%	73%	75%	76%	78%	80%	80%	80%	80%	80%
Number of Rooms Sold		37.559	38.363	39.168	39.973	40.778	41.851	42.924	42.924	42.924	42.924	42.924
Room Price (EURO)	26,00	29,00	33,00	37,00	40,00	43,00	43,86	44,74	45,63	46,54	47,48	48,42
<b>Annual Room Sales INCOME (EURO)</b>		<b>1.089.197</b>	<b>1.265.990</b>	<b>1.449.222</b>	<b>1.598.819</b>	<b>1.753.445</b>	<b>1.835.580</b>	<b>1.920.300</b>	<b>1.958.706</b>	<b>1.997.880</b>	<b>2.037.837</b>	<b>2.078.594</b>
<b>Other INCOME (EURO)</b>		<b>326.759</b>	<b>379.797</b>	<b>434.766</b>	<b>479.676</b>	<b>526.034</b>	<b>550.674</b>	<b>576.090</b>	<b>587.612</b>	<b>599.364</b>	<b>611.351</b>	<b>623.578</b>
<b>Total HOTEL INCOME (EURO)</b>		<b>1.415.955</b>	<b>1.645.787</b>	<b>1.883.988</b>	<b>2.078.595</b>	<b>2.279.479</b>	<b>2.386.255</b>	<b>2.496.389</b>	<b>2.546.317</b>	<b>2.597.244</b>	<b>2.649.188</b>	<b>2.702.172</b>
GOP (Gross Operational Profit Margin) (%)		39%	42%	45%	48%	49%	49%	49%	49%	49%	49%	49%
GOP (Gross Operational Profit)		552.223	691.230	847.795	997.725	1.116.945	1.169.265	1.223.231	1.247.695	1.272.649	1.298.102	1.324.064
<b>Operational Expenses</b>		<b>863.733</b>	<b>954.556</b>	<b>1.036.193</b>	<b>1.080.869</b>	<b>1.162.534</b>	<b>1.216.990</b>	<b>1.273.159</b>	<b>1.298.622</b>	<b>1.324.594</b>	<b>1.351.086</b>	<b>1.378.108</b>
<b>Renovation Cost (EURO)</b>		<b>14.160</b>	<b>16.458</b>	<b>18.840</b>	<b>20.786</b>	<b>22.795</b>	<b>23.863</b>	<b>24.964</b>	<b>25.463</b>	<b>25.972</b>	<b>26.492</b>	<b>27.022</b>
<b>Property Tax Value</b>		<b>15.357</b>	<b>15.357</b>	<b>15.357</b>	<b>15.357</b>	<b>15.357</b>	<b>15.357</b>	<b>15.357</b>	<b>15.357</b>	<b>15.357</b>	<b>15.357</b>	<b>15.357</b>
<b>Building Insurance Value</b>		<b>6.084</b>	<b>6.084</b>	<b>6.084</b>	<b>6.084</b>	<b>6.084</b>	<b>6.084</b>	<b>6.084</b>	<b>6.084</b>	<b>6.084</b>	<b>6.084</b>	<b>6.084</b>
<b>PROJECT NET INCOME</b>		<b>516.623</b>	<b>653.332</b>	<b>807.514</b>	<b>955.499</b>	<b>1.072.709</b>	<b>1.123.962</b>	<b>1.176.826</b>	<b>1.200.792</b>	<b>1.225.236</b>	<b>1.250.170</b>	<b>1.275.602</b>
<b>NET CASH FLOW</b>	<b>0</b>	<b>516.623</b>	<b>653.332</b>	<b>807.514</b>	<b>955.499</b>	<b>1.072.709</b>	<b>1.123.962</b>	<b>1.176.826</b>	<b>1.200.792</b>	<b>1.225.236</b>	<b>19.473.057</b>	

<b>VALUATION TABLE</b>			
Risk Free Return Rate		3,30%	3,30%
Risk Premium		6,20%	7,20%
Capitalisation (Discount) Ratio		9,50%	10,50%
<b>Total Present Value (EURO)</b>		<b>13.225.164</b>	<b>12.752.669</b>
<b>Approximate Total Present Value (EURO)</b>		<b>13.230.000</b>	<b>12.750.000</b>
<b>Total Present Value (TL)</b>		<b>87.955.277</b>	<b>84.812.904</b>
<b>Approximate Total Present Value (TL)</b>		<b>87.960.000</b>	<b>81.810.000</b>

## 6.6.2. RENTAL VALUE ANALYSIS AND DATA USED

### The Value of the Real Estate According to the Rental Income

#### According to the additional lease terms agreement Akfen GYO A.Ş.

- Valuation study Twenty-five percent (25%) of gross income (excluding VAT) for the hotel owned by Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. 5% (85%) of the adjusted gross operating income obtained by deducting 5% for 6% for the third year, 7% for the fourth year and 8% for the following years.
- The appraisal study of the hotel, Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. It is owned and operated by Accor Group, an international hotel operating company.
- It is assumed that the facility will be open 365 days a year.
- The renewal expense to be covered by the investor for the rental model of the hotel was taken at the rate of 5% of the renewal expense calculated in the rental alternative. In the rental model, it is assumed that the renovation works of the hotel will be made by the tenant.
- Building insurance cost is used as 6.084.-EURO annually in line with the data obtained by the customer and it is assumed that this value will be fixed in other years.
- Real estate tax was used as 15.357.- EURO for 2020, in which the first two years will be exempt from real estate tax in line with the data obtained by the customer, and this value will increase by 2% every year.
- The reduction rate in projection was taken as 8.00%.
- IVSC (International Valuation Standards Scope) tax is not included in the studies.
- In the projection, the capitalization rate was accepted as 7%.
- 2025 term EURO-based last 6 months average 3.30 "Risk-free Return Rate" has been accepted.

Note:

GOP: Gross Operating Profit

AGOP: Adjusted Gross Operating Profit

TOTAL CASH FLOW													
YEARS	29.12.2019	29.12.2020	29.12.2021	29.12.2022	29.12.2023	29.12.2024	29.12.2025	29.12.2026	29.12.2027	29.12.2028	29.12.2029	29.12.2030	
ESENBOĞA IBIS (OVER HOTEL INCOME) (€)	0	353.989	411.447	470.997	519.649	569.870	596.564	624.097	636.579	649.311	662.297	675.543	
AGOP (ADJUSTED GROSS OPERATIONAL PROFIT) ESENBOĞA IBIS OTEL (€)	0	385.140	475.632	592.514	706.722	794.398	831.610	869.992	887.392	905.139	923.242	941.707	
<b>ESENBOĞA IBIS HOTEL RENTAL INCOME USED (€)</b>	<b>0</b>	<b>385.140</b>	<b>475.632</b>	<b>592.514</b>	<b>706.722</b>	<b>794.398</b>	<b>831.610</b>	<b>869.992</b>	<b>887.392</b>	<b>905.139</b>	<b>923.242</b>	<b>941.707</b>	
INSURANCE EXPENSES (€)	0	6.084	6.084	6.084	6.084	6.084	6.084	6.084	6.084	6.084	6.084	6.084	
PROPERTY EXPENSES (€)		15.357	15.357	15.357	15.357	15.357	15.357	15.357	15.357	15.357	15.357	15.357	
RENOVATION COSTS (€) (%5)	0	708	823	942	1.039	1.140	1.193	1.248	1.273	1.299	1.325	1.351	
<b>TOTAL CASH FLOW (€)</b>	<b>0</b>	<b>362.991</b>	<b>453.369</b>	<b>570.132</b>	<b>684.242</b>	<b>771.818</b>	<b>808.976</b>	<b>847.303</b>	<b>864.678</b>	<b>882.400</b>	<b>16.215.734</b>	<b>918.915</b>	

VALUATION TABLE			
Risk Free Return Rate		3,30%	3,30%
Risk Premium		4,20%	5,20%
Capitalisation (Discount) Ratio		7,50%	8,50%
<b>Total Present Value (EURO)</b>		<b>12.080.541</b>	<b>11.623.169</b>
<b>Approximate Total Present Value (EURO)</b>		<b>12.080.000</b>	<b>11.620.000</b>
<b>Total Present Value (TL)</b>		<b>80.342.843</b>	<b>77.301.047</b>
<b>Approximate Total Present Value (TL)</b>		<b>80.340.000</b>	<b>77.300.000</b>

## RENTAL VALUE OF THE PROPERTY

YEARS	29.12.2019	29.12.2020
Rent Value (Average) Cash Flow	0	439.807

RENTAL VALUATION TABLE - HOTEL			
Risk Free Return Rate	1,44%	1,44%	1,44%
Risk Premium	7,06%	7,56%	8,06%
Capitalisation (Discount) Ratio	8,50%	9,00%	9,50%
<b>TOTAL PRESENT VALUE (EURO)</b>	<b>405.261</b>	<b>403.397</b>	<b>401.550</b>

<b>TOTAL PRESENT VALUE (EURO)</b>	<b>403.397</b>
<b>TOTAL PRESENT VALUE (TL)</b>	<b>2.682.834</b>

<b>Number of Days Between 29.12.2019 ve 29.12.2020</b>	<b>366</b>
<b>ANNUAL RENTAL VALUE OF THE HOTEL (EURO)</b>	<b>402.295</b>
<b>ANNUAL RENTAL VALUE OF THE HOTEL APPROXIMATELY (EURO)</b>	<b>400.000</b>
<b>ANNUAL RENTAL VALUE OF THE HOTEL APPROXIMATELY (TL)</b>	<b>2.675.000</b>

## **6.7 ANALYSIS OF THE LEGAL SITUATION OF REAL ESTATE AND RELATED RIGHTS**

Investigations regarding the real estate have been made in the relevant Municipality and Land Registry Directorate, and there is no legal restriction.

## **6.8 HIGHEST AND BEST USE ANALYSIS**

It is evaluated that the current (as a hotel) usage of the real estate subject to the appraisal is compatible with the zoning status and the construction conditions, and it is the most effective and efficient use.

## **6.9 ASSESSMENT ANALYSIS OF THE COMMON OR DIVIDED SECTIONS**

In this valuation study, joint or independent departments have not been valued. The subject property belongs to “Akfen Gayrimenkul Yatırım Ortaklığı A.S.”.

## **6.10 PRECEDENT SHARE RATIOS IN PROJECTS THAT WILL BE DONE BY THE REVENUE SHARING OR THE FLAT FORWARD METHOD**

There is no revenue sharing or floor allowance method.

## **7. EVALUATION OF ANALYSIS RESULTS**

### **7.1 ADAPTATION OF DIFFERENT VALUATION METHODS AND ANALYSIS RESULTS AND EXPLANATION OF THE METHOD AND REASONS FOLLOWED FOR THIS PURPOSE**

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### **7.2 REASONS FOR WHAT NOT INCLUDED IN THE REPORT FROM MINIMUM INFORMATION**

There is no information that is not given from minimum information.

### **7.3 DISCLOSURE ON WHICH LEGAL REQUIREMENTS HAVE BEEN COMPLETED AND WHICH THE AUTHORIZATION AND DOCUMENTS TO BE TAKEN IN ACCORDANCE OF THE LEGISLATION ARE FULL AND COMPLETE**

All legal documents related to the real estate subject to the appraisal are available and all permits and documents required by the legislation are complete.

### **7.4 CONSIDERATION ON WHICH THE CAPITAL MARKET LEGISLATION IS UNLOCKED IN THE PORTFOLIO OF REAL ESTATE INVESTMENT TRUSTS IN THE PORTFOLIO OF THE ASSESSED**

According to whether there is a limitation regarding the transfer of real estate in the land registry records there is a rent annotation in favor of TEDAŞ on the real estate subject to the appraisal. It was also determined that mortgages on the properties were established for project financing. The official letter dated 30.12.2019 on the mortgage in report is included in the appendix, and there is no limiting factor for the transfer of the real estate.

## **Conclusion**

It has been determined that mortgages on the real estate subject to the appraisal are established for the purpose of project financing.

According to the letter dated 30.12.2019 of the mortgage owner Credit Bank Europe on the mortgage in the real estate pledge rights section of the real estate, the mortgage in question is owned by Accor Group and Akfen GYO A.Ş. According to the agreement between Project Finance Syndication Loan was provided for financing

the investments of 9 hotels operated by Accor Group under the brands "IBIS" and "NOVOTEL". Credit Bank Europe's article on this matter is presented in the report annex.

According to the first paragraph of Article 30 of the Communiqué on Real Estate Investment Partners published in the official newspaper of the Capital Markets Board dated 28.05.2013, Real Estate Investment Partners only for the financing of these transactions or investments during the purchase of real estate-based rights. Mortgages, pledges and other limited real rights may be established on assets in the portfolio for the purpose of obtaining credit for the company. Pursuant to the relevant article of the communiqué, the mortgage on the real estate does not constitute an obstacle in the real estate investment trusts within the framework of the capital market legislation.

In line with these explanations, it is considered that there is no obstacle in the acquisition of the real estate subject to the appraisal as a building in the Real Estate Investment Trust portfolio as per the provisions of the relevant Capital Market Legislation.

## 8. CONCLUSION

### 8.1. CONCLUSION OF THE RESPONSIBLE REAL ESTATE APPRAISER

I agree with the analysis made by the appraisers on the subject and the conclusions they reached.

### 8.2. FINAL VALUE APPROACH

In the valuation study, the value assessment was made using the discounted cash flow method, which is the cost approach and the income approach method. In the evaluations made, the buying rate is taken as the basis for return from TL to foreign currency, and the selling rate for returns from TL to foreign currency.

Approach	TL	EURO
Cost Approach	54.915.000	8.620.000
Income Approach	81.055.000	12.185.000

The appraised property in the market approach has been compared with the sales of similar properties in the market. In the examinations carried out in the market, precedents similar to the subject real estate were reached and concrete data were obtained. In the cost approach, the building cost value was evaluated considering the cost approach and the technical characteristics of the buildings, the materials used in the buildings, the construction costs of the buildings built with the same features in the market and the costs calculated based on our past experience. Depreciation in buildings is appreciated by taking into account the visible physical condition of the building based on the experience of the appraiser.

\* The hotel is considered a qualified property as an income generating property, and an income approach is also used in the valuation of the property. A market research was carried out for similar properties in the region regarding the data used in the income approach. The income approach has been made in two different ways, taking into account the revenues that the real estate earns in accordance with the current lease agreement and the cash flow potentially can be obtained in the market. The hotel in question has been leased to Accor Group with a lease agreement to be operated at the moment. Accordingly, the value of the real estate has been calculated by reducing the lease income guaranteed by the contract with a lower risk premium. In another way, according to the market research conducted, the evaluation was made according to the potential net cash flows the hotel can achieve.

In this context, the appreciated value of the real estate according to the income approach; It is appreciated by taking the average of the two values calculated based on the rental income guaranteed according to the lease agreement and found by discounting the potential net cash flows of the enterprise. The value of the real estate in

income generating properties depends on the performance and it is concluded that the value calculated according to the income approach from the two different methods used reflects the value of the real estate better.

Accordingly, the market value calculated with the income approach was appreciated as the report result value.

**Final Value Appreciation:**

<b>MARKET VALUE OF THE PROPERTY</b>	
<b>Report Date</b>	31.12.2019
<b>Valuation Date</b>	25.12.2019
<b>Market Value (VAT Exc.)</b>	81.055.000.-TL
<b>Market Value (VAT Inc.)</b>	95.644.900.-TL
<b>Market Value (VAT Exc.)</b>	12.185.000.-EURO
<b>Market Value (VAT Inc.)</b>	14.378.300.-EURO
<b>Rental Value (VAT Exc.)</b>	2.675.000.-TL
<b>Rental Value (VAT Inc.)</b>	3.156.500.-TL
<b>Rental Value (VAT Exc.)</b>	400.000.-EURO
<b>Rental Value (VAT Inc.)</b>	472.000.-EURO

**NOTES:**

- This determined value is the current market value for cash sales.
- VAT rate is accepted as 18%.
- In the report content 1, -EURO = 6.6506.-TL has been accepted.
- This report has been prepared in accordance with the provisions of the relevant Capital Market Legislation.

**ASSIGNED REAL ESTATE APPRAISAL**

Ulvi Barkın ŞENSES

CMB License No: 405898

**EXPERIENCED (RESPONSIBLE) REAL ESTATE APPRAISAL**

Seref EMEN

CMB License No: 401584