



## **Akfen Holding A.Ş.**

**Analyst Meeting**  
**Full Year Results 2010**

13 April 2011

**Süha GÜÇSAV, CEO**

**Kadri SAMSUNLU, CFO**

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# Company Overview – Business lines



Core Businesses				Portfolio Investments		
Port Operations	Airports / Terminals	Airport Construction	Water & Waste Water Utilities	Energy	Real Estate	
<ul style="list-style-type: none"> <li>➤ 36 years operating rights of multi purpose Mersin Port</li> <li>➤ 2<sup>nd</sup> largest container port in Turkey with 1.2 mn TEU capacity</li> <li>➤ 50%-50% JV between Akfen and PSA</li> <li>➤ MIP handled over 1 million TEU in 2010</li> </ul>	<ul style="list-style-type: none"> <li>➤ Leading airport / terminal operator</li> <li>➤ Operates Istanbul, Ankara, Izmir Int'l and Alanya Gazipaşa airports in Turkey</li> <li>➤ Also operates 6 airports in Georgia, Tunisia and Macedonia</li> <li>➤ MCap of US\$1,8 bn<sup>1</sup></li> </ul>	<ul style="list-style-type: none"> <li>➤ 4<sup>th</sup> largest airport / terminal construction company worldwide<sup>2</sup></li> <li>➤ Backlog of US\$1.56 billion as of 2010 year-end in UAE, Oman, Qatar, Libya and Macedonia</li> </ul>	<ul style="list-style-type: none"> <li>➤ Constructs and manages facilities for the production and distribution of drinkable water and water treatment</li> <li>➤ The only private water utility concession holder in Turkey</li> <li>➤ 50%-50% JV between Akfen and Kardan of the Netherlands</li> </ul>	<ul style="list-style-type: none"> <li>➤ Owns 20 licenses with a total capacity of 350 MW</li> <li>➤ 3HEPPs are operational . 6 to be operational in H12011, 6 to be operational in early 2012 and 2 will be operational in early 2013 reaching a total capacity of 237 MW</li> <li>➤ HEPP 3 includes 2 projects with a total capacity of 104 MW of which 99 MM represents a dam</li> </ul>	<ul style="list-style-type: none"> <li>➤ Develops and owns 3-4 star city hotels in Turkey and Russia</li> <li>➤ Exclusive rental agreement with Accor in Turkey</li> <li>➤ 10 operational hotels at present</li> <li>➤ 24 hotels in total by 2015</li> </ul>	
<b>Revenue 09</b>	US\$151.9 mn	EUR640 mn <sup>3</sup>	US\$788.4 mn	EUR 7 mn	EUR87.4 mn <sup>4</sup>	EUR8.2 mn
<b>Revenue 10</b>	US\$200.3 mn	EUR785 mn <sup>3</sup>	US\$682.5 mn	EUR 8.3 mn		EUR9.3 mn
<b>EBITDA 09</b>	US\$79.5 mn	EUR167 mn <sup>3</sup>	US\$50.6 mn	EUR -0,1 mn	EUR75.1 mn <sup>4</sup>	EUR5.7 mn
<b>EBITDA 10</b>	US\$106.5 mn	EUR212 mn <sup>3</sup>	US\$21.0 mn	EUR 0.7 mn		EUR6.1 mn

1 As of 11 April 2011

2 According to ENR Magazine 2010, TAV Construction with \$605 mn works ranked 4th after Bechtel with \$1871 mn, Hochtief with \$754 mn, Odebrecht with \$636 mn of works completed.

3 TAV figures are in TAV Airports' adjusted presentation format

4 2012E based on Is Yatirim IPO Report dated 11.04.10

# Investment Strategy – Key pillars



	MIP	TAV Airports	TAV Construction	TASK	Energy	Akfen REIT
<b>Concessions with monopolistic nature</b>	36 years concession of Mersin port	Concessions / BOT of 4 airports in Turkey and 6 abroad (15.5 years for Istanbul Airport, 40 years for Tunisia)	Airport/terminal contractor	Concession of Güllük municipality (35 years) and BOT of Dilovası OIZ (29 years)	49 years energy generation licenses	Exclusive rental agreement for Novotel and Ibis hotels in Turkey & certain cities in Russia
<b>Respectable business partners with strategic know-how</b>	PSA – One of the world's top port operators	Tepe Construction IFC & PAIDF in Tunisia EBRD in Georgia	CCC of Lebanon, Taisei of Japan, Oderbrecht of Brazil and Al Rajhi Group of Saudi Arabia †	Kardan N.V. – Netherlands based infrastructure investment company	n.a	Accor †† – One of the world's leading hotel operators
<b>Shareholding position with control</b>	50:50 JV with PSA	Akfen stake 26.1% Joint control with Tepe Group	Akfen stake 42.5% Joint control with Tepe Group	50:50 JV with Kardan N.V.	100%	Akfen stake 74.8% Remaining owned by Hamdi Akın
<b>Efficient use of leverage</b>	75-25% debt to equity Non-recourse project finance Euromoney Award – 2007 †††	In average 70-30% debt to equity Non-recourse project finance at project company level	Working capital need only	44-56% debt to equity Limited recourse project finance	75-25% debt to equity Limited recourse project finance	75-25% debt to equity Limited recourse project finance

† As project partners  
 †† As business partner

††† Project Finance Deal of the Year in Transportation - 2007

# Proven Track Record – Investment history



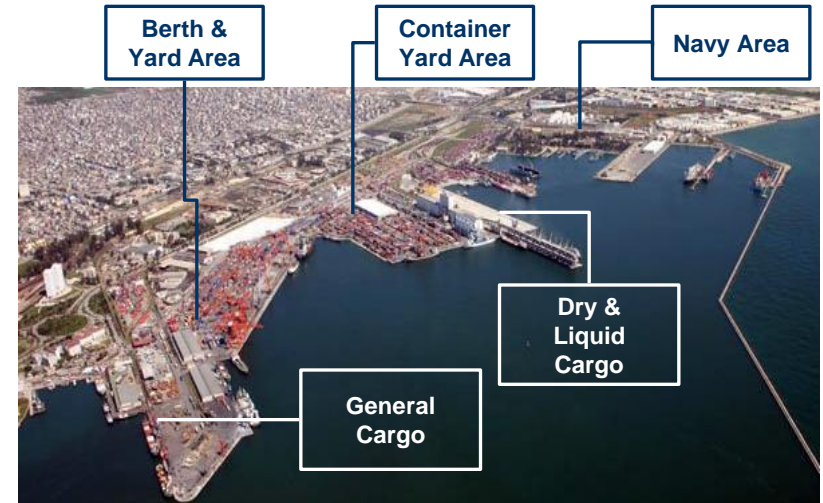
	1997	2003	2004	2005	2006	2007	2008	2009	2010	2011
<b>MIP</b>				Winning Bid for MIP		MIP started to operate			Container volume of over 1 mn TEU	
<b>TAV Airports</b>	BOT contract for Istanbul Ataturk Airport		BOT contract for Istanbul Ankara Airport	Renewal of Istanbul Airport contract for 15,5 years	Opening of Istanbul and Ankara Airports	- IPO of TAV Airports - Contract for Tunisia Airport	Contract for Macedonian Airports	Sale of partial stake of TAV Tunisia and Havaş	- Bidding for Medina Airport - Signing of JV with Air Baltic for Riga Airport	
<b>TAV Construction</b>		Establishment of TAV C. & Contract for Emirates hangars	Contracts for Ankara and Cairo Airports	Contracts for İzmir, Tbilis and Batumi Airports	Contracts for Doha Airport	Contracts for Enfidha Airport and Tripoli Airport	Contracts for Alanya Gazipaşa Airport	Contracts for Oman Muscat Airport		
<b>TASK</b>				Establishment of TASK	1st concession Güllük won and became operational		Dilovası OIZ BOT		Dilovası OIZ BOT became operational	
<b>Energy</b>				Acquisition of electricity generation licenses began			Start of the construction of the 1st portfolio	1st HEPP started to operated	Start of the construction of the 2nd portfolio	Otluca 1 HEPP and Çamlıca HEPP became operational *
<b>AkfenREIT</b>				Signing of Accor agreement	Conversion to Akfen REIT	First 4 star hotels started to operate & agreement for Russian operations signed	Trabzon Novotel started to operate		Total operational hotels reached 10	
<b>IDO (Istanbul Fast Ferry Co.) **</b>										Preferred bidder for IDO
<b>TüvTurk ***</b>				Winning bid for TüvTurk		Concession Agreement signed and roll-out started	Tüvturk started to operate	Sale of Akfen stake		
<b>Kuşadası Cruise Port ***</b>	Concession won	Sale of Akfen stake								

- As of 11 April 2011
- \*\* Preferred Bidder on 8 April 2011
- \*\*\* Divested businesses

## MIP – 2<sup>nd</sup> largest container port in Turkey

- Akfen-PSA partnership won the operating rights of the port until 2043 at US\$755 mn in 2005. The transfer of the port was completed in May 2007.
- MIP's container throughput realized at 804K TEU in 2007, 868K in 2008, 851K TEU in 2009 and 1030.4K TEU in 2010 despite the global economic crisis. Container throughput showed a CAGR of 14% between 1995 and 2010 whereas container volumes increased by 21% in 2010 compared to 2009.
- Total berth number is 21 and port area is 1,100K sqm, whereas the total wharf length is 3,3 km and the maximum draft range is 14 m.
- MIP, today, is the 2<sup>nd</sup> largest container port in Turkey with container capacity of 1.2 mn TEU and captures c. 17,5% in 2010 of the Turkish ports' total container handling volume whereas it is the largest export-import port of Turkey.
- In 2010, 42,9% of total cargo handling was imports and 43,4% exports, with remaining divided among transit, transshipment and cabotage as 10,5%, 2,7% and 0,5% respectively.
- The port commenced Ro-Ro services to Trieste in 2009.
- Asia represents the major continent in both import and export regime with 40,7% and 46% respectively followed by Europe with 29,7% and 26% respectively and US with 23,8% in import, Africa with 19% in export regimes.
- Major import commodities are plastics, cotton, synthetic and artificial fiber, paper and carton and yarn whereas the major export commodities are salt, sulphur, plaster, cement, chromium, iron, copper, macaroni, biscuit, bulghur and commodities from iron or steel.

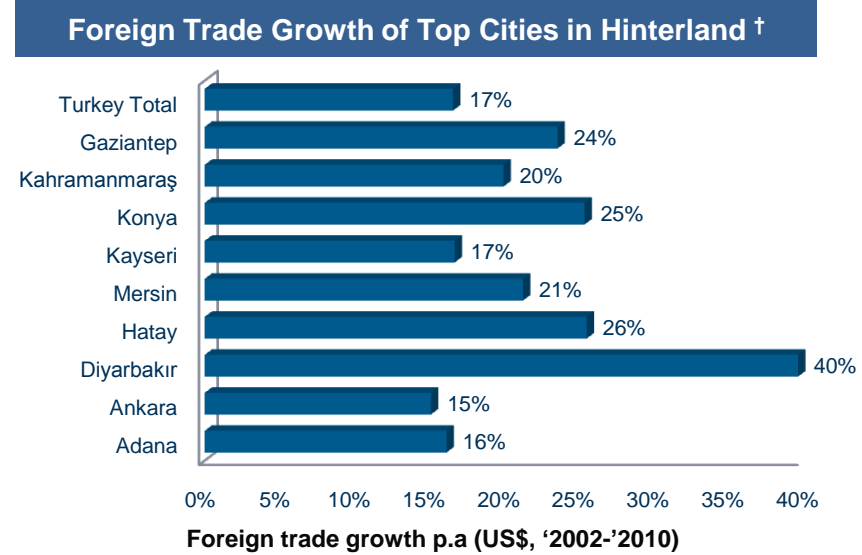
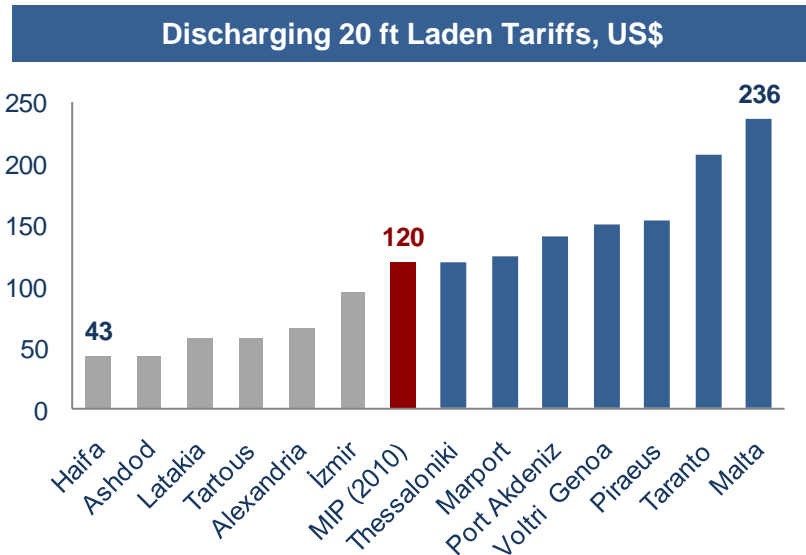
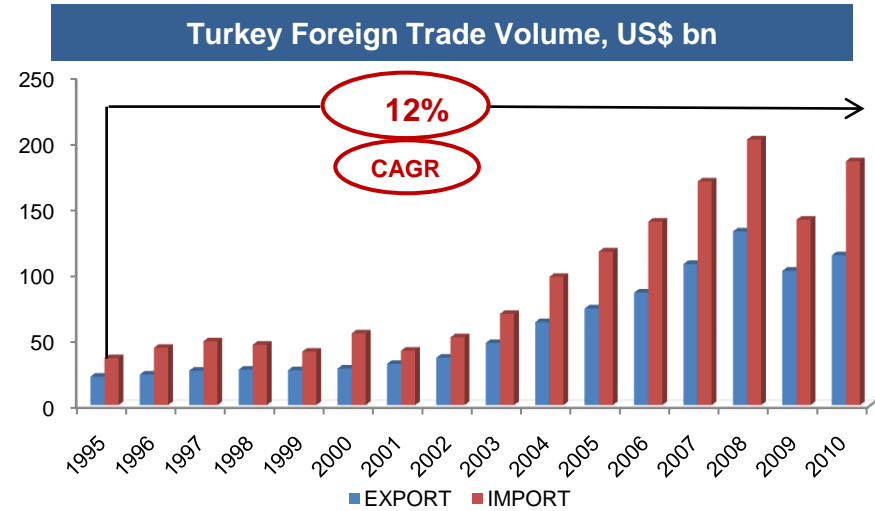
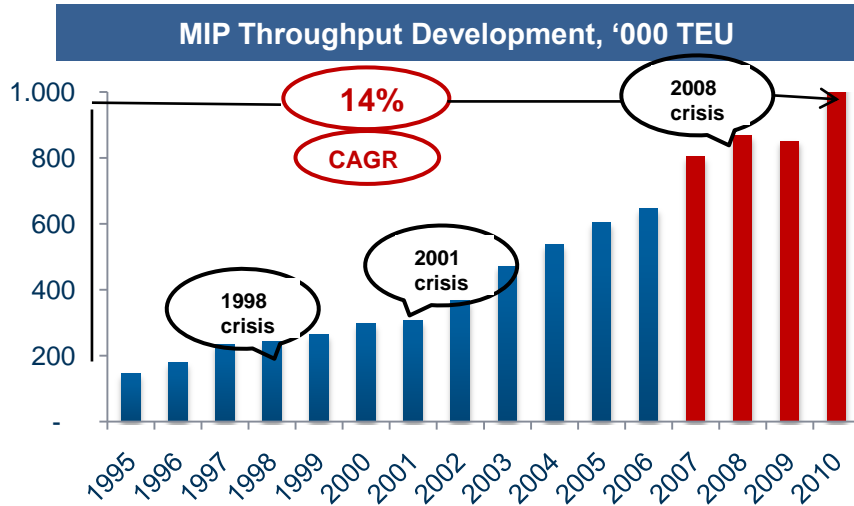
### Aerial View of Mersin Port



### Geographical Location



# MIP – Key drivers



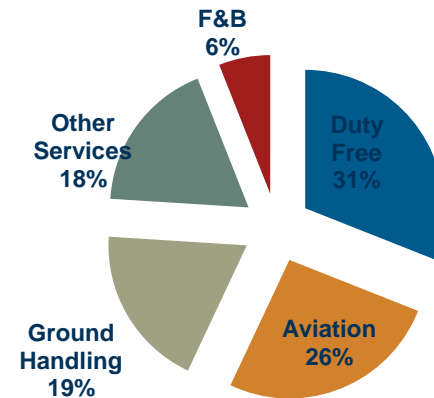
† Source: Turkish Statistical Institute

# TAV Airports – Leading airport / terminal operator

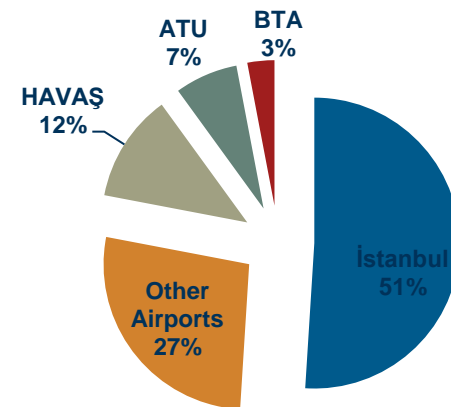


TAV Passengers (mn)	2010	2009
<b>TAV Total</b>	<b>47,6</b>	<b>42,1</b>
International	29,2	25,7
Domestic	18,2	16,4
<b>TAV TR</b>	<b>41,9</b>	<b>37,6</b>
International	23,7	21,2
Domestic	18,2	16,4
TAV Non-TR	5,5	5,2
Air Traffic Movements (000)	2010	2009
<b>TAV Total</b>	<b>417</b>	<b>376</b>
International	268	237
Domestic	149	139
<b>TAV TR</b>	<b>353</b>	<b>330</b>
International	207	193
Domestic	147	137
TAV Non-TR	63	59
Passenger Growth (%)	2010/2009	2009/2008
Ataturk	8%	4%
Esenboga	26%	7%
Izmir International	24%	0%
Tunisia	3%	-10%
Georgia	18%	-4%
Macedonia	14%	-9%
<b>TAV Total</b>	<b>13%</b>	<b>3%</b>

## 2010 Turnover Breakdown, by Segment



## 2010 EBITDA Breakdown



- **Highly visible cash flow with down side protection**
- **Hard currency based revenue**

# TAV Construction – Globally recognized airport contractor

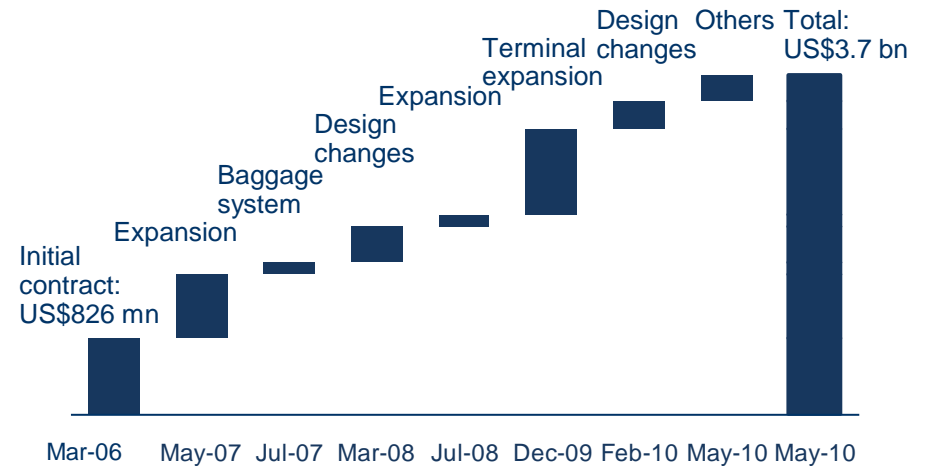


## Airport Projects – Geographical Footprint



■ Operated by TAV Airports ■ Operated by third parties

## Continuous Expansion of Project Size: Doha Case



- TAV Construction completed US\$2.45 billion worth of projects with a current backlog of c.US\$1.56 billion. Total construction project area is 2.6 mn sqm
- TAV Airports' share in the ongoing projects is only 7,6% (down from 78% in the completed projects)
- TAV Construction has strategic partnerships with world's leading construction companies including CCC of Lebanon, Taisei of Japan, Oderbrecht of Brazil and Al Rajhi Group of Saudi Arabia

# TAV Construction – Ongoing projects



				Total Size	TAV C.	TAV-C Backlog	Physical Completion
Project Name	Location	Client	Partner	(US\$m)	Share	(US\$m)	As of 31.12.2010
New Doha Intl. Airport Pax Terminal, Qatar	Qatar	Government of the State of Qatar	Taisei	3.691	35%	501,85	62,50%
New Sepha Intl Airport, Libya	Libya	The Libyan Civil Aviation Authority	CCC	229	50%	114,5	6,99%
New Tripoli Intl Airport Terminal, Libya	Libya	The Libyan Civil Aviation Authority	Odebrecht, CCC	2.103	25%	323,25	36,90%
Sulafa Tower Project, Dubai	Dubai	Al Sayyah Family	NA	104,0	100%	85	100,00%
Emirates Financial Tower, Dubai	Dubai	Emirates Financial Towers	NA	115	100%		97,85%
Marina 101 Hotel & Residence, Dubai	Dubai	Sheffield Real Estate	NA	198	100%		45,10%
Ataturk Airport (AHL) 2010 Investments, Turkey	Turkey	TAV Airports	NA	40,2	100%	6,6	92,25%
Oman - Muscat International Airport / MC-1 Package, Oman	Oman	Oman Sultanete Ministry of Transport and Comm.	CCC	1.170	50%	413,54	30,40%
Skopje and Ohrid Airports Construction and Renovation Works, Macedonia	Macedonia	TAV Macedonia	NA	110	100%	86,49	37,30%
ABU DHABI Pile Caps	UAE	Superivison Committe for the expansion of Abu Dhabi International Airport (SCADIA)	CCC	57,2	50%	29	0,00%
<b>TOTAL</b>				<b>7.817</b>		<b>1.560</b>	

# TASK – Turkey’s first private water concessions operator



- TASK is the sole privately owned water concession operator active in Turkey
- TASK is a 50:50 JV between Akfen and Kardan N.V of the Netherlands
- TASK has won all the concession and BOT tenders it has participated to date. Currently TASK owns concession rights of Güllük and Kars and operating rights of Dilovası OIZ on BOT basis †
- TASK Güllük invoiced 433.8Km<sup>3</sup> water in 2009 and 467.2m<sup>3</sup> in 2010 representing a 7,7% increase YoY compared to 2009.
- TASK Dilovası started its operations on 01 July 2010 and since then treated 1.220,7K m<sup>3</sup> waste water.
- TASK was awarded the water and wastewater concession tender of Kars for 49 years, by the Kars Municipality in August 2007. The concession agreement was initialed by Task and the Municipality. The approvals of Council of State and the Ministry of Interior are pending.



	Güllük	Dilovası	Kars
<b>Start date</b>	Aug-2006	Apr-2008	Concession granted in August 2007 (in approval stage)
<b>Term</b>	35 years	29 years	35 years
<b>Counterparty</b>	Municipality	Industrial Zone Management	Municipality
<b>Concession fee</b>	Fixed annual concession fee and revenue sharing	BOT	Fixed annual concession fee and revenue sharing
<b>Subscribers</b>	5,015	OIZ member factories (215 factories )	c. 20,000 (2006 figure)

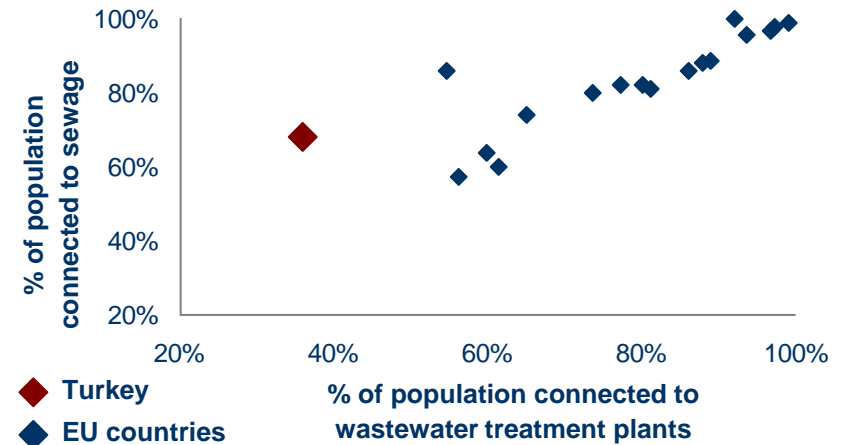
† Kars is at approval stage

# TASK – Turkish market offers high potential

## Potential Client Base is Sizeable

	# of Units	Av. Population per Unit	Regulatory Status
<b>Municipalities</b>	~2,200	~20,000	As per law, allowed to tender concession rights of water and wastewater network operations
<b>Organized Industrial Zone</b>	~100	215 factories †	Started to award BOT rights of their water and wastewater services as BOT models
<b>Metropolitan Municipalities</b>	16 ††	~2 million	As per current regulation, allowed to sell the shares of the operating companies

## Sewage & Treatment Plant Penetration



**Turkish water and waste water market is estimated to have a size of US\$7-8 billion**

† The figure represents subscriber factories in Dilovasi OIZ for illustrative purposes

†† The number will increase as per recent announcement of the government

# Energy – A portfolio of renewable energy assets

Renewable Energy Portfolio Overview				
	# of Projects	Installed Capacity (MW)	Generation (GWh/year)	Status
I	11	132	594	3 operational 6 completion stage †
II	8	119	477	6 construction stage ††
III	2	104	259	1 at license stage 1 at project design stage †††

- “Renewable Energy Law” of Turkey secures a purchase guarantee in a price band of 7.3 USD cents/kWh. All HEPPs of Akfen, except for one (Laleli Dam and HEPP), fall under the scope of renewable energy law
- Long term project financing is secured for HEPP-1 as of March 2009 and for HEPP-2 as of May 2010. Full equity requirement for HEPP-1 and HEPP-2 has been fulfilled (considering the proceeding from Piringlik sale transaction which is available in cash at HEPP 2 account) €152.4 mn loan of HEPP 1 portfolio projects has been utilized whereas the first tranche of €16.75 mn loan has been drawdown for HEPP 2 portfolio projects as of 2010 year-end.

Project Company	HEPP	Installed Capacity (MW)	Production (GWh/yr)	CAPEX (incl. VAT, €m)	Civil Work Progress February 2011(%)
Beyobası	Otluca *	44,72	207,64	58,1 €	98%
	Sırma	5,93	26,72	7,7 €	100%
	Yuvarlakçay	3,24	22,84	7,4 €	0%
	Sekiyaka	3,46	16,81	13,1 €	0%
İdeal	Karasu – 1	3,73	23,09	7,7 €	96%
	Karasu – 2	3,09	19,61	10,5 €	95%
	Karasu – 4.2	9,94	56,35	15,1 €	91%
	Karasu – 4.3	3,71	16,89	7,2 €	96%
	Karasu – 5	4,03	23,16	10,2 €	97%
Çamlıca	Çamlıca III **	25,81	94,47	40,4 €	99%
	Saraçbendi	24,01	86,13	50,5 €	98%
<b>HEPP 1</b>		<b>131,7</b>	<b>593,7</b>	<b>228 €</b>	
Elen	Doğançay	30,55	171,63	53,7 €	21%
Pak	Kavakcalı	10,88	48,19	18,0 €	0%
	Demirciler	9,4	32,29	13,9 €	40%
	Gelinkaya	7,06	30,9	6,0 €	20%
BT Bordo	Yağmur	8,48	36,21	10,4 €	6%
Yenidoruk	Doruk	28,83	82,06	21,9 €	7%
Zeki	Çatak	10	42,93	8,1 €	0%
Rize İpek	Tepe	13,61	32,57	14,8 €	0%
<b>HEPP 2</b>		<b>118,81</b>	<b>476,78</b>	<b>147 €</b>	
<b>HEPP 1 + HEPP 2</b>		<b>250,5</b>	<b>1.070,49</b>	<b>375 €</b>	
Laleli	Laleli	99	240,53	145,8 €	0%
Değirmenyanı	Adadağı	4,7	18,2	11,7 €	0%
<b>HEPP 3</b>		<b>103,7</b>	<b>258,73</b>	<b>157,6 €</b>	
<b>HEPP 1 + HEPP 2+ HEPP 3</b>		<b>354,2</b>	<b>1.329,22</b>	<b>532,2 €</b>	

† Legal process for Yuvarlakçay HEPP is ongoing, construction of Sekiyaka HEPP will start in H211

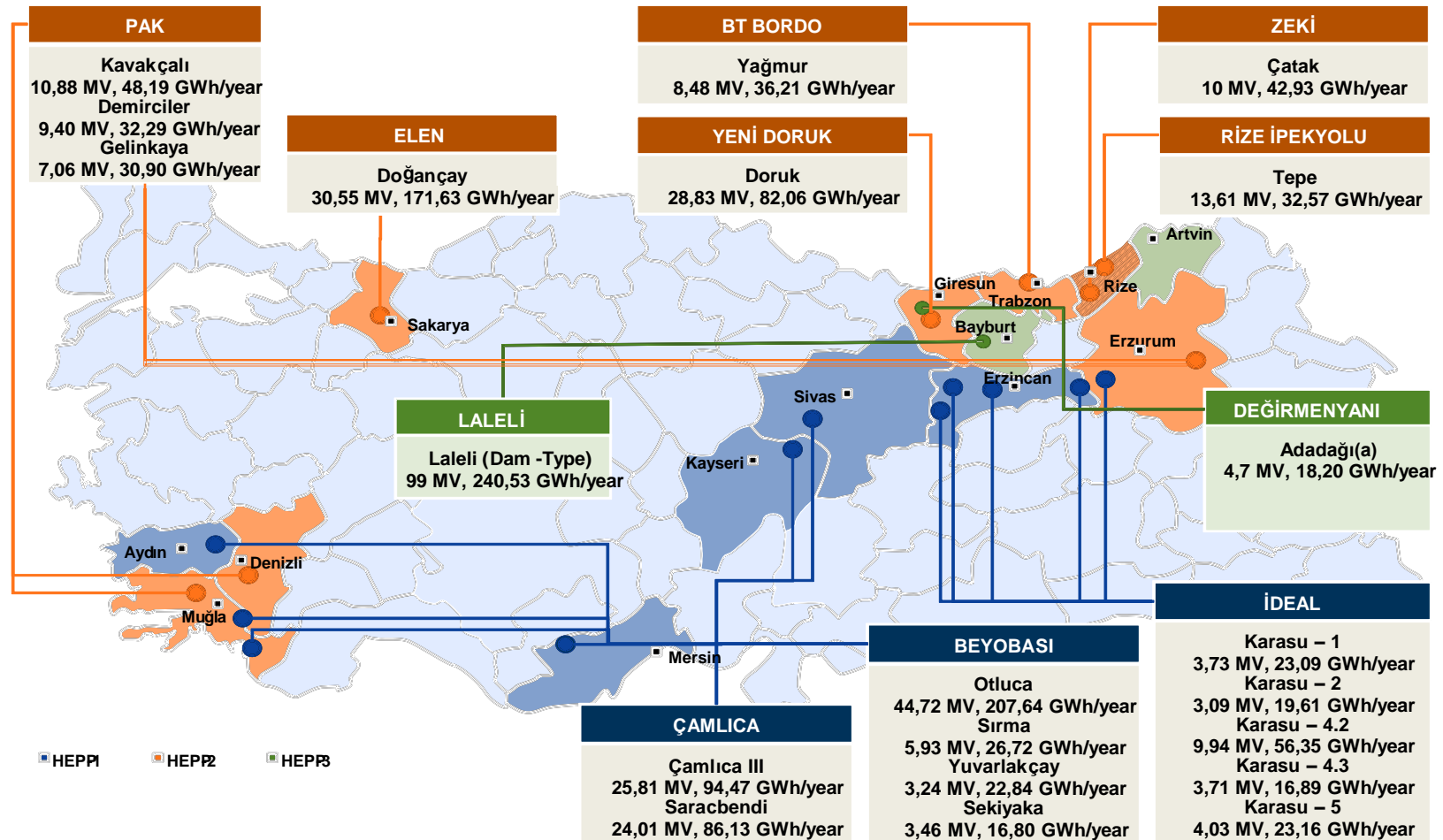
†† Legal process for Çatak and Tepe HEPP are ongoing

††† License is granted for the Laleli Dam and HEPP and project design works have started.

\* Otluca 1 HEPP with 35,62 MW capacity of Otluca HEPP projects became operational as of 7 April 2011

\*\* Camlica HEPP became operational as of 1 April 2011

# Energy – Geographically well diversified assets



(a) Licensing in progress in Adadağı HEPP

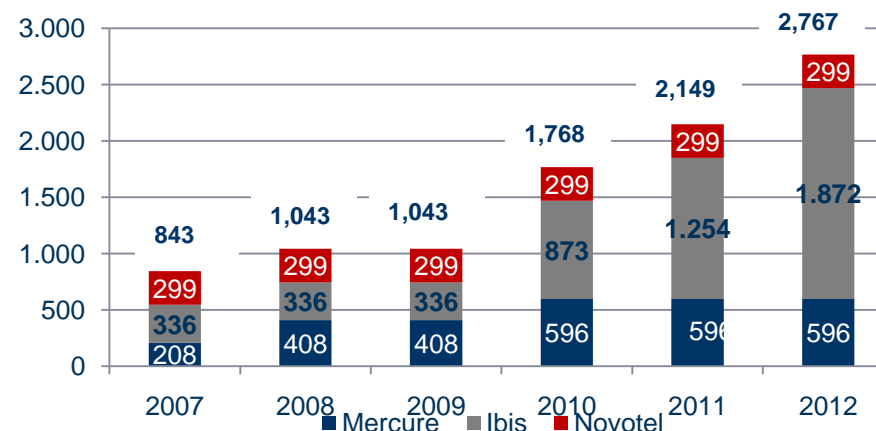
**Akfen HEPP Portfolio is geographically well diversified throughout Turkey**

# Akfen REIT – The sole hotel-only REIT in Turkey



- Akfen REIT is engaged in the development and ownership of 3-4 star city hotels in Turkey and Russia
- The company has framework agreement with Accor on exclusivity basis. Akfen REIT leases its buildings to Accor through lease contracts under a revenue sharing model for 15+10 years
- Revenue sharing limits downside, while letting Akfen REIT enjoy any upsides

Evolution of Operational Room Capacity



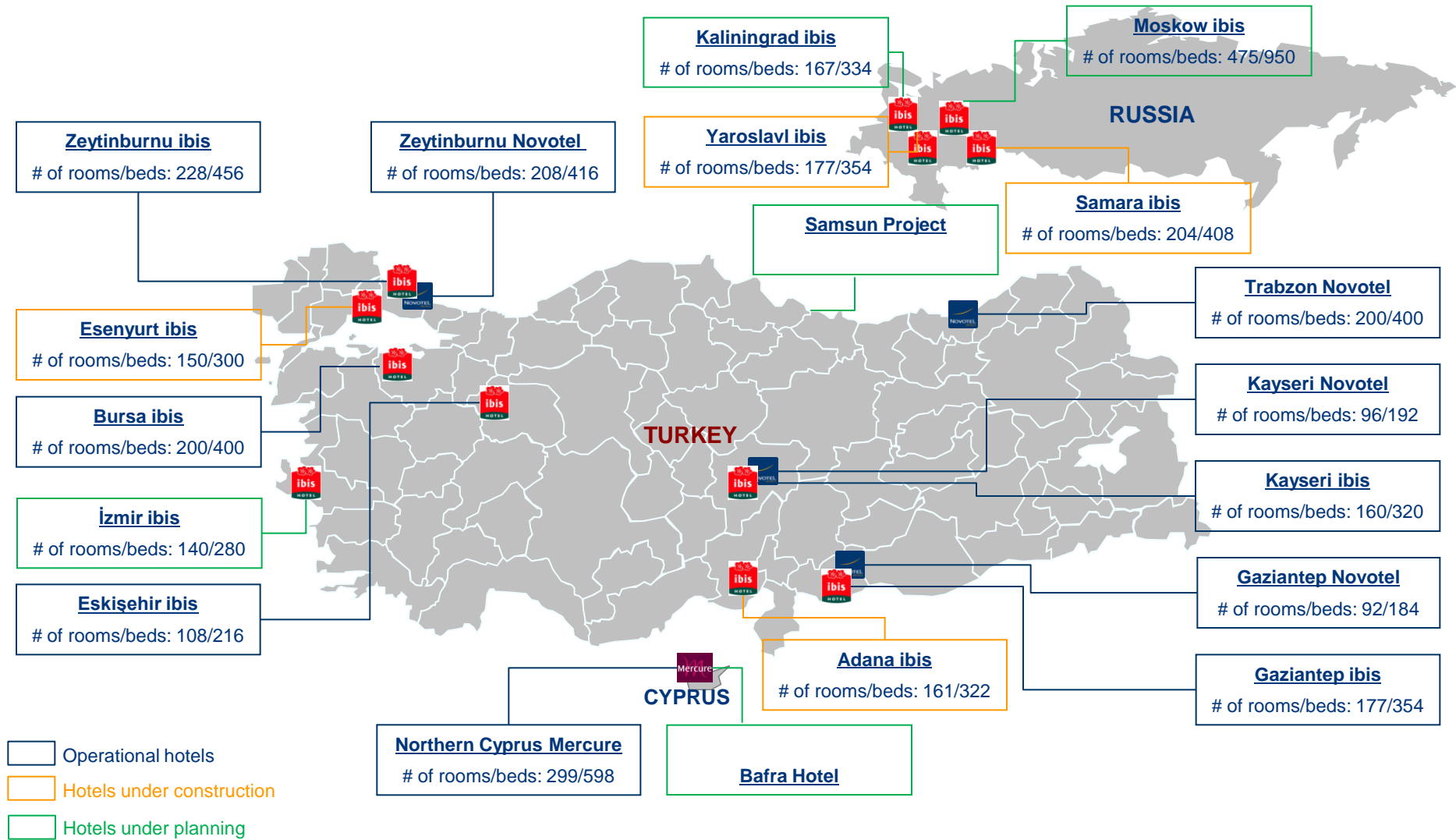
Operational Performance

Hotel (*)	No of Rooms	Occupancy			Revpar (€) **			T-Revpar (€)		
		2009	2010	Change %	2009	2010	Change %	2009	2010	Change %
Zeytinburnu Ibis	228	75,7%	84,1%	11,1%	53,07	57,86	9,0%	60,80	68,11	12,0%
Zeytinburnu Novotel	208	72,1%	84,1%	16,6%	56,22	64,57	14,9%	74,99	88,51	18,0%
Eskişehir Ibis	108	66,0%	73,7%	11,6%	29,50	37,00	25,4%	34,04	42,54	25,0%
Trabzon Novotel	200	46,9%	61,3%	30,7%	25,07	31,91	27,3%	41,95	53,60	27,8%
Gaziantep Ibis	92	n.a	18,9%	n.a	0,00	7,09	n.a	0,00	8,89	n.a
Gaziantep Novotel	177	n.a	29,0%	n.a	0,00	14,34	n.a	0,00	26,56	n.a
Kayseri Ibis	160	n.a	30,8%	n.a	0,00	12,23	n.a	0,00	15,70	n.a
Kayseri Novotel	96	n.a	35,8%	n.a	0,00	18,89	n.a	0,00	30,87	n.a
Bursa Ibis Otel	200	n.a	24,5%	n.a	0,00	10,62	n.a	0,00	12,52	n.a

\* 5 hotels which are located in Gaziantep, Kayseri and Bursa cities became operational in 2010

\*\* RevPar: Average Room Rate x Occupancy Rate

# Akfen REIT – Snapshot of current portfolio



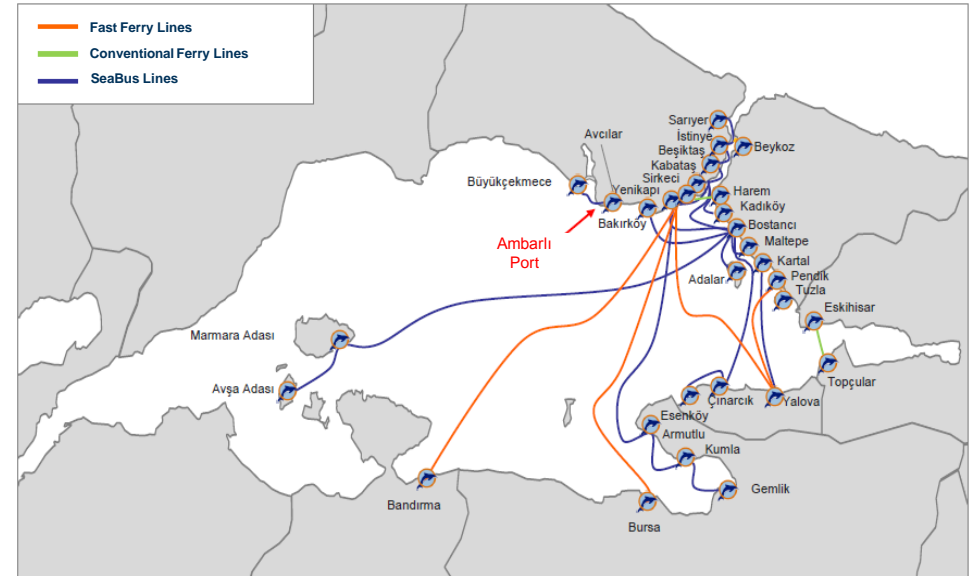
# Brief Information on IDO



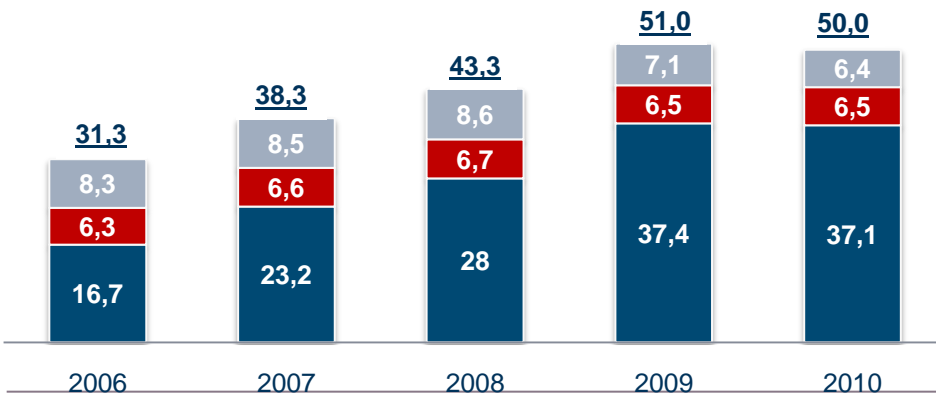
## Current Operations of IDO

<b>Operations</b>	Passenger and vehicle transportation
<b>Fleet</b>	25 sea buses, 10 fast ferries, 17 conventional ferries
<b>Capacity</b>	Around 36.000 passengers and 3.000 vehicles
<b>Terminals</b>	Total of 35 terminals
<b>Lines</b>	Total of 14 main lines (5 inner-city and 9 inter-city)
<b>Personnel</b>	1.882 (626 payroll and 1.256 outsourced)

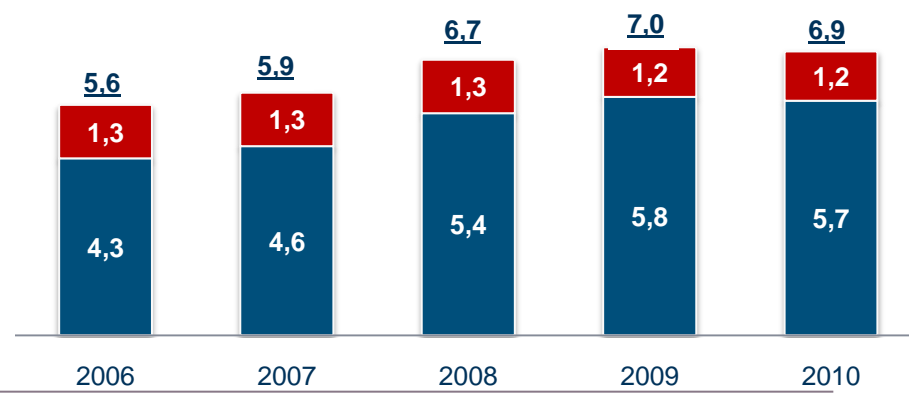
## IDO Lines



## Number of Passengers (million)



## Number of Vehicles (million)



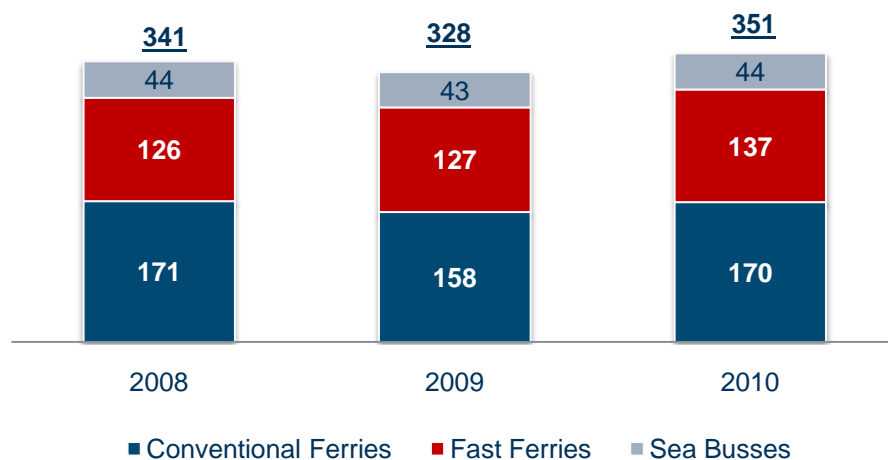
■ Conventional Ferries ■ Fast Ferries ■ Sea Buses

■ Conventional Ferries ■ Fast Ferries

# Brief Information on IDO

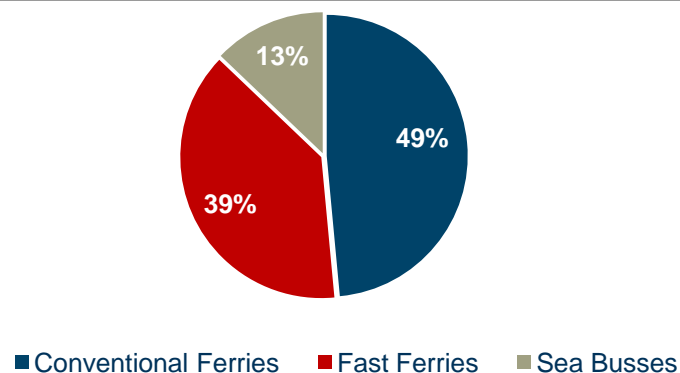


## Net Sales (TL Million)



Source: Statutory Financials of the Company

## Breakdown of Revenues (2010)



## Operational Profitability

(TL'000)	2008	2009	2010
<b>Net Sales</b>	<b>341,731</b>	<b>327,562</b>	<b>351,042</b>
Sea Buses	44,272	42,616	44,030
Fast Ferries	126,131	127,156	136,537
Conventional Ferries	171,328	157,790	170,475
<b>EBITDA</b>	<b>87,644</b>	<b>91,829</b>	<b>115,078</b>
Sea Buses	-15,797	-13,375	-17,391
Fast Ferries	3,218	17,151	30,090
Conventional Ferries	100,223	88,053	102,379
<b>EBITDA Margin</b>	<b>%26</b>	<b>%28</b>	<b>%33</b>
Sea Buses	n.m.	n.m.	n.m.
Fast Ferries	%3	%13	%22
Conventional Ferries	%58	%56	%60
<b>Adjustments</b>	<b>41,347</b>	<b>49,874</b>	<b>32,255</b>
Rent	38,395	38,168	24,326
Adequate Pay Expense	1,743	7,915	2,562
Severance, Notice and Retirement	1,209	3,791	5,367
Incentive Payments*			
<b>Adjusted EBITDA</b>	<b>128,991</b>	<b>141,702</b>	<b>147,333</b>
Sea Buses	-9,035	-5,561	-14,268
Fast Ferries	26,392	46,475	45,712
Conventional Ferries	110,426	96,998	110,522
<b>Adjusted EBITDA Margin</b>	<b>%38</b>	<b>%43</b>	<b>%42</b>
Sea Buses	n.m.	n.m.	n.m.
Fast Ferries	%21	%37	%33
Conventional Ferries	%64	%61	%65

Source: Statutory Financials of the Company

# What is next? – Toll roads privatization

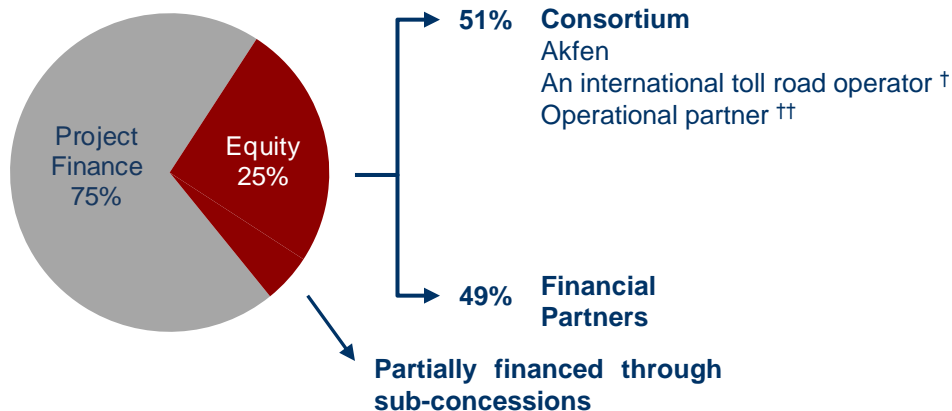
## Turkey Motorway Network



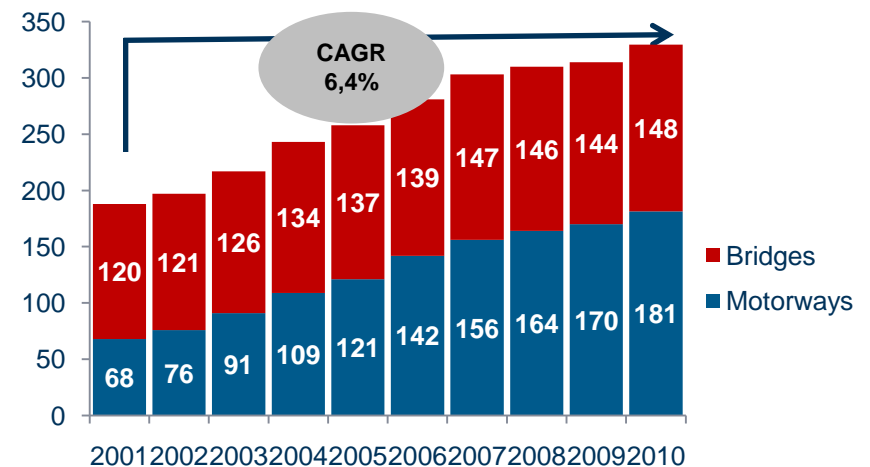
## Growth Prospects

- Total of c. 2,000 km of toll road and two bridges to be privatized with favorable outlook for growth
- Turkey has favorable metrics to justify an investment into this area such as:
  - Constantly increasing traffic averages (Annual 8% increase in vehicle/km and 15% on highways vs. c. 0% in EU)
  - Higher share of motorways in passenger and goods transport, 95% in Turkey vs 80% in EU and 90% in the USA
  - Relatively lower number of vehicles per capita compared to developed countries

## Proposed Structure



## Number of Passages (mn)



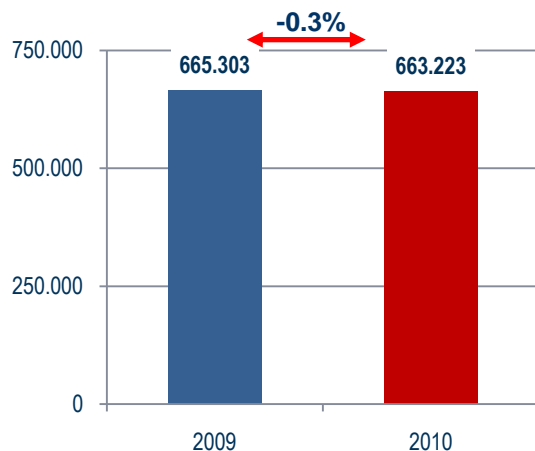
† Akfen already engaged with the international partner  
 †† Possibly a road contracting or construction company

## ▀ Highlights of 2010

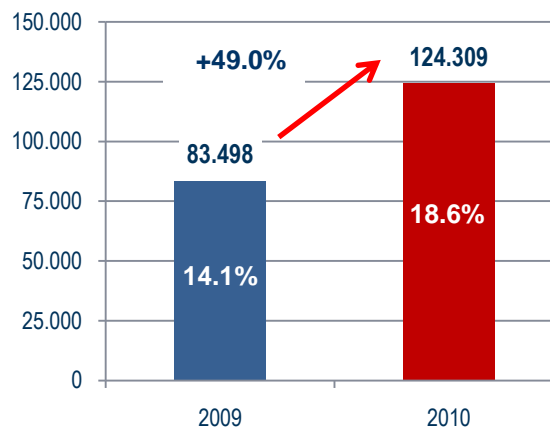
# Highlights of 2010 – Summary Financials



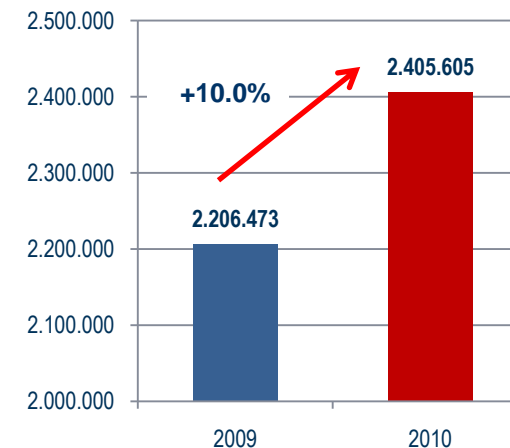
## Revenues, US\$ 000



## EBITDA, US\$ 000 & EBITDA Margin, %



## Total Assets, US\$



- Reported consolidated revenue roughly the same
- The revenue excluding the construction revenue of IFRIC12 in 2010 increased to USD 641.8 mn. from USD 572.1 mn. in 2009 which represents an increase of 12.1%.
- Strong organic growth of MIP revenue (31%). Increased revenues in all other business units positively impacted the top-line.
- These effects were offset by the decline in other revenues from USD 41 mn to USD 89K due to divestments.

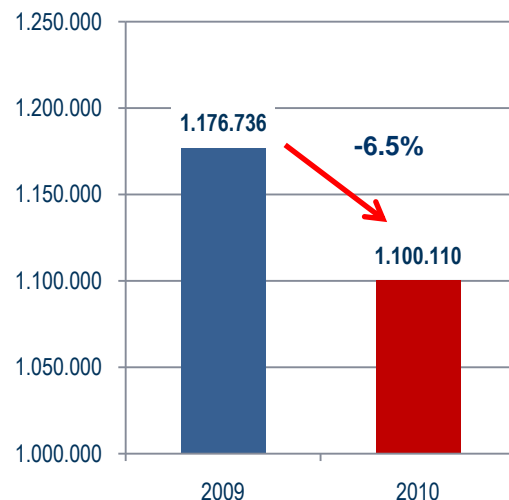
- As a result of strong operational performance of TAV Airports Holding and MIP, EBITDA increased by 49% and reached to USD 124 mn in 2010. Thanks to strong TAV Airports Holding and MIP, EBITDA margin increased to 18.6%.
- The above mentioned gains compensated the drop in TAV Construction EBITDA due to one of losses in Egypt.

- In 2010, Akfen's total assets reached USD 2.4 billion .
- 10% growth of total assets due to an increase in investment property and PP&E (80% of the growth comes from investment in hydro power plants) and shareholders' equity.

# Highlights of 2010 – Summary Financials

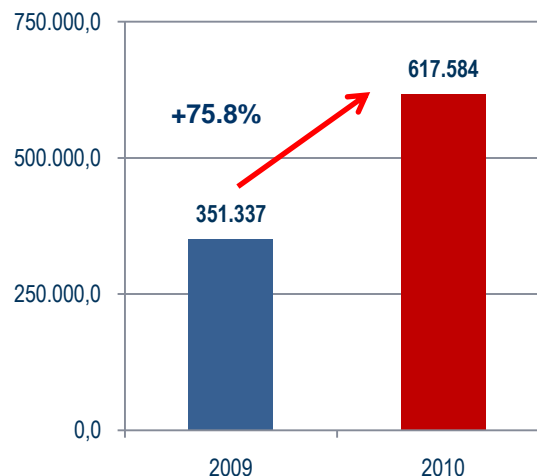


## Net Debt, US\$



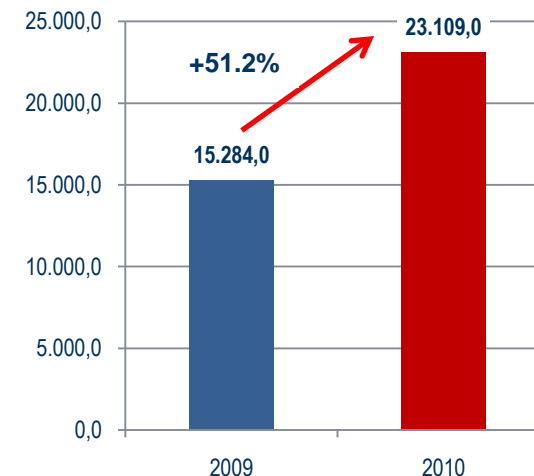
- **Consolidated net debt decreased to USD 1.1 billion.**
- As a result of strong cash flow from operations, net debt position of TAV Havalimanları Holding and MIP declined around USD 68 mn and USD 23 mn, respectively.
- Through cash proceeds from IPO and SPO; the capital increased and this resulted a decrease in the net debt position.

## Total Equity, US\$



- **Akfen's total equity increased by 75.8% including minority interest.**
- Akfen increased its capital through two public offerings leading a cash injection of TL 500 million contributed to an increase of 121% in controlling shareholders equity.

## Number of Employees

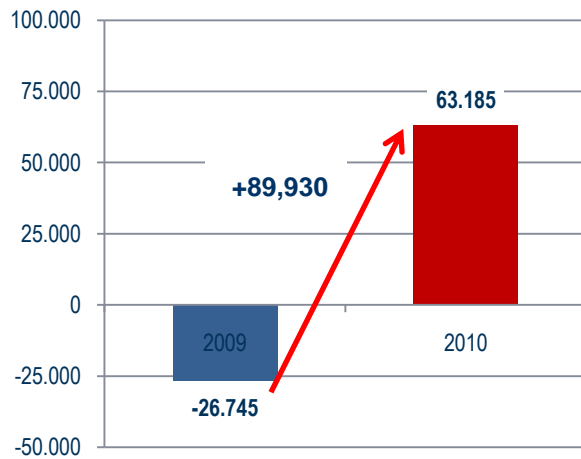


- **Strong increase of number of employees (51.2%) mainly from TAV Airports.**
- With the commencement of TGS operations as of January 1st 2010, commencement of operations at Enfidna Airport in Tunisia and takeover of operations at Ohrid&Skopje Airports in Macedonia, TAV Airports experienced a strong increase in personnel in 2010.

# Highlights of 2010 – Summary Financials

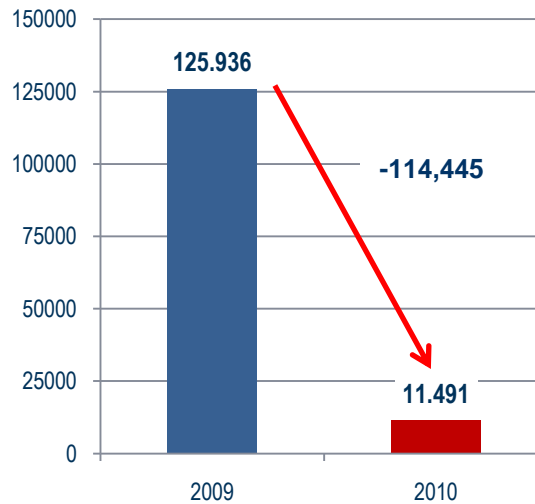


**Net Profit from Continuing Operations, US\$ 000**



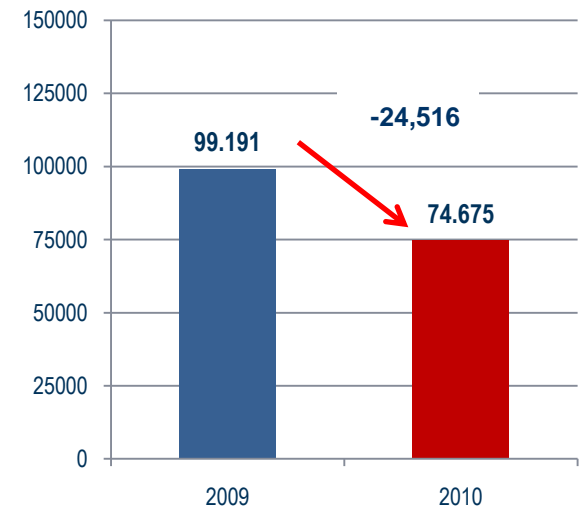
- **Net profit from continuing operations increased** significantly thanks to improved operating profitability with EBITDA growth.
- In 2010 other operational income increased from USD 50.6 mn. to USD 120.1 mn. compared to last year with an increase rate of 136.8%.
- Net financial expenses amounted to USD -89 mn, which is USD 6 mn less from 2009 due to a decline in the amount of debt over the period.

**Net Profit from Discontinued Operations, US\$ 000**



- **Net profit from discontinued operations decreased** due to divestment of various subsidiaries such as IBS Sigorta Brokerlik, Akfen Gayrimenkul Yatırımları prior to IPO in 2010.
- The reason of sizeable difference decrease in net profit from discontinued operations is mainly due to disposal of TUV TURK in 2009.

**Net Profit, US\$ 000**



- **Net profit decreased** due to decline in discontinued operations in 2010.

# Highlights of 2010 – Key Financials by Business Units



2010 (US\$ 000) (*)	TAV Construction	Akfen Construction	Akfen REIT	HEPP I-II-III	MIP TASK Water	TAV Airports	Other	Elimin.	TOTAL (*)	
<b>Ownership Percentage</b>	42,5%	100,0%	100,0%	100,0%	50,0%	50,0%	26,1%			
<b>Revenue</b>	271.869	10.952	12.321	765	100.147	5.520	261.559	89	0	663.223
<b>EBITDA</b>	8.946	-2.905	8.147	-1.600	53.274	468	73.515	-5.865	-9.670	124.309
<b>EBITDA Margin</b>	3%	-27%	66%	n.a.	53%	25%	27%	n.a.	n.a.	18,55%
<b>Net Profit</b>	-974	-2.505	80.991	-2.850	16.545	130	17.894	-35.363	-10.683	74.676
<b>Capex</b>	5.042	378	11	145.645	7.149	292	41.544	386	0	200.447
<b>Total Assets</b>	218.294	221.223	452.138	418.628	407.219	16.607	579.329	92.167	0	2.405.605

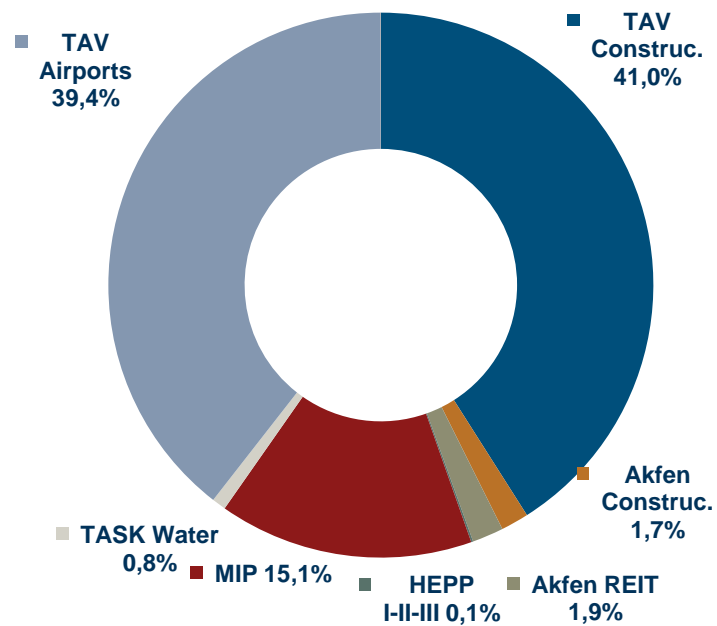
2009 (US\$ 000)	TAV Construction	Akfen Construction	Akfen REIT	HEPP I-II-III	MIP TASK Water	TAV Airports	Other	Elimin.	TOTAL (*)	
<b>Ownership Percentage</b>	42,5%	100,0%	100,0%	100,0%	50,0%	50,0%	26,1%			
<b>Revenue</b>	261.417	6.858	11.440	631	76.669	4.863	262.330	41.095	0	665.303
<b>EBITDA</b>	22.428	1.315	7.790	-1.502	39.459	-37	51.900	-9.397	-28.457	83.498
<b>EBITDA Margin</b>	7%	1%	68%	n.a.	51%	-1%	27%	0%	0%	14,07%
<b>Net Profit</b>	4.460	-5.841	10.895	-3.121	5.307	-169	18.688	-48.358	-8.607	99.192
<b>Capex</b>	12.409	481	13	80.877	4.622	118	125.345	2.084	0	225.949
<b>Total Assets</b>	240.959	72.935	327.286	210.482	414.626	13.078	716.586	210.521	0	2.206.473

\* In 2010, discontinued operations has a contribution of US\$ 11.5 mn where it was 125.9 in 2009.

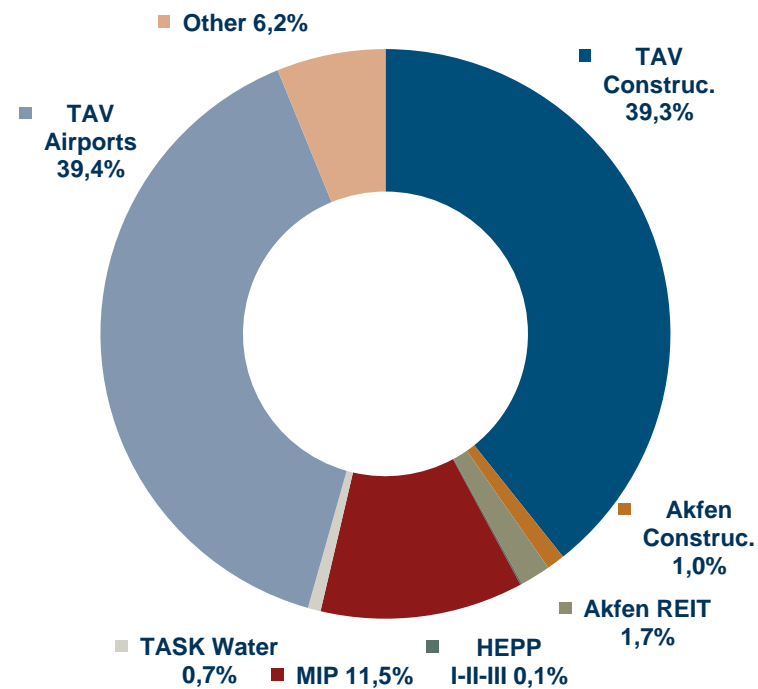
# Highlights of 2010 – Revenue



Akfen Holding 2010 Revenue, US\$ 000



Akfen Holding 2009 Revenue, US\$ 000

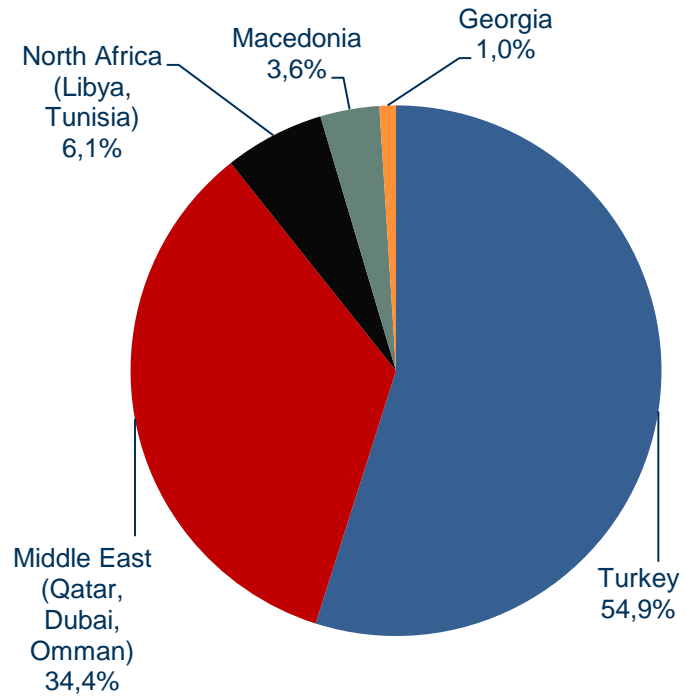


REVENUE (US\$ 000)	TAV Construction	Akfen Construction	Akfen REIT	HEPP I-II-III	MIP	TASK Water	TAV Airports	Other	Elimin.	TOTAL
2010	271.869	10.952	12.321	765	100.147	5.520	261.559	89	0	663.223
2009	261.417	6.858	11.440	631	76.669	4.863	262.330	41.095	0	665.303

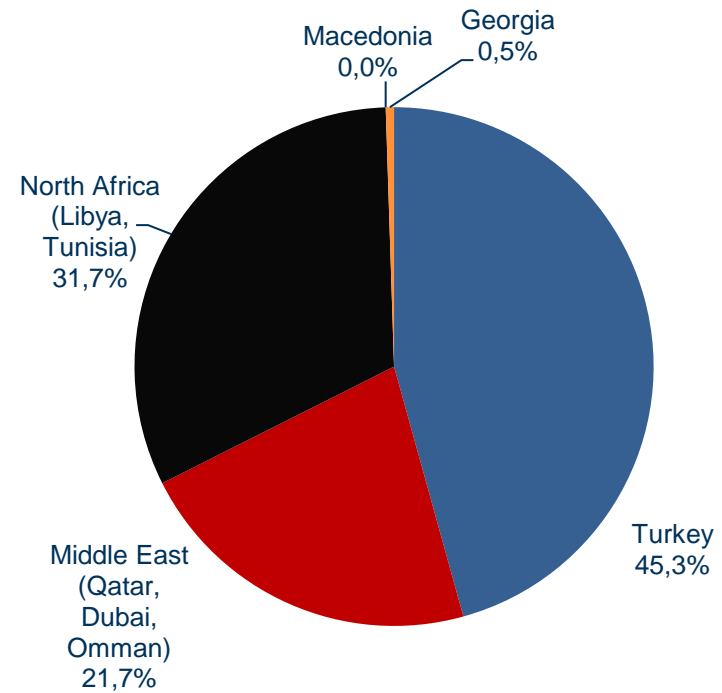
# Highlights of 2010 – Geographical Distribution of Revenue



Regional Distribution of 2010 Revenue , %



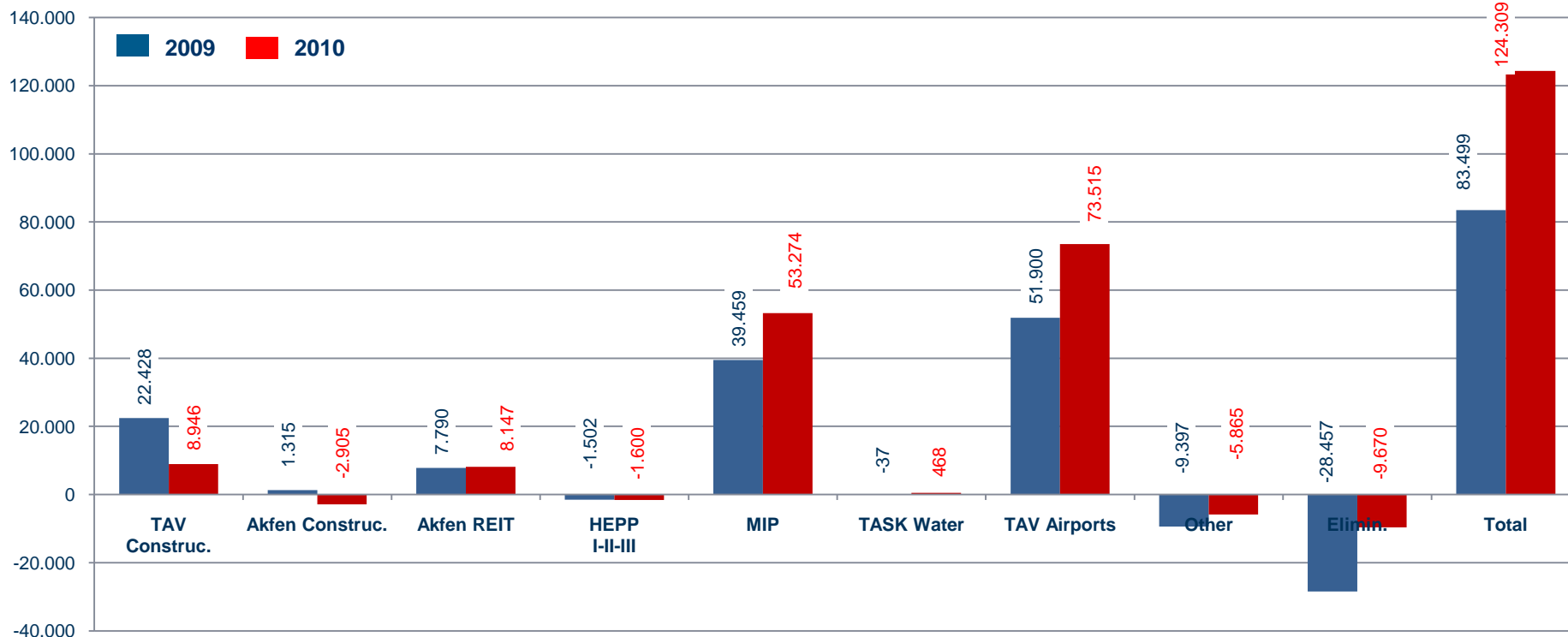
Regional Distribution of 2009 Revenue , %



# Highlights of 2010 – EBITDA



## Akfen Holding 2009 - 2010 EBITDA, US\$ 000

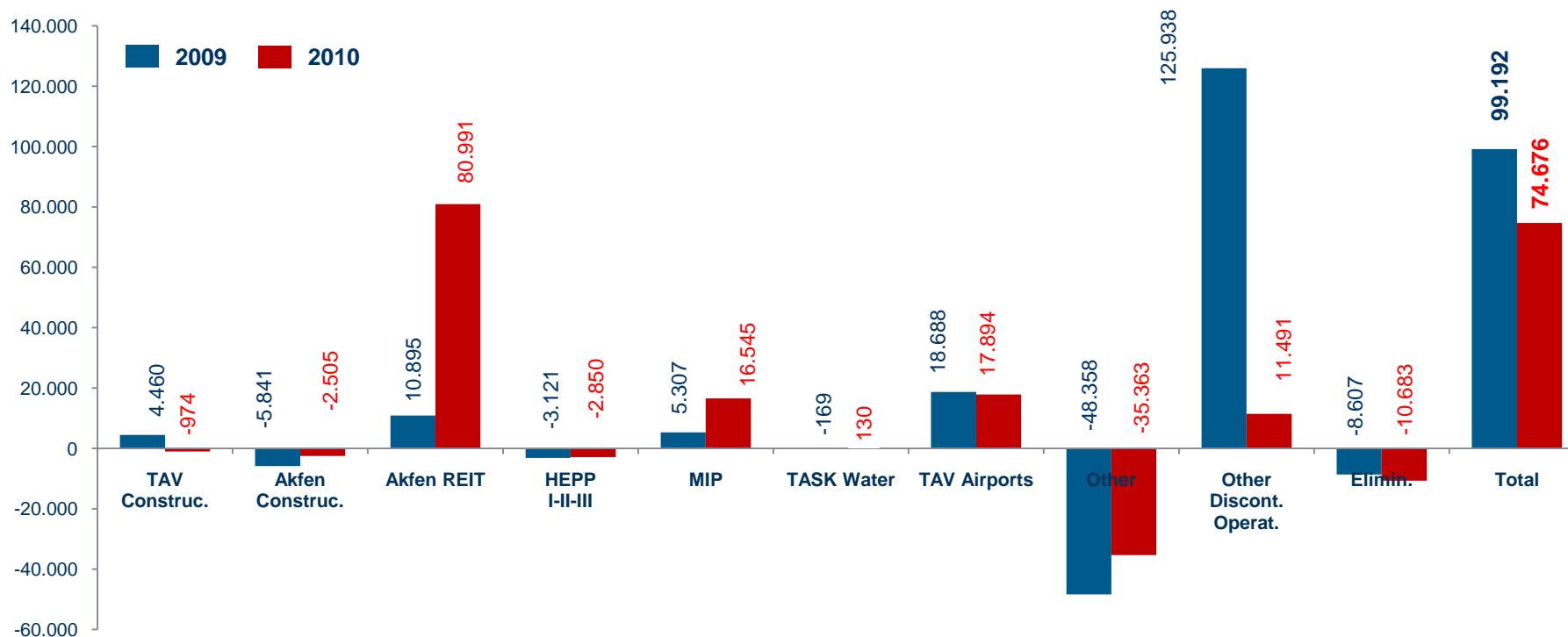


EBITDA (US\$ 000)	TAV Construction	Akfen Construction	Akfen REIT	HEPP I-II-III	MIP	TASK Water	TAV Airports	Other	Elimin.	TOTAL
<b>2010</b>	8,946	-2,905	8,147	-1,600	53,274	468	73,515	-5,865	-9,670	124,309
<b>2009</b>	22,428	1,315	7,790	-1,502	39,459	-37	51,900	-9,397	-28,457	83,498

# Highlights of 2010 – Net Profit



## Akfen Holding 2009 - 2010 Net Profit, US\$ 000



NET PROFIT (US\$ 000)	TAV Construction	Akfen Construction	Akfen REIT	HEPP I-II-III	MIP	TASK Water	TAV Airports	Other	Other Discont.	Elimin.	TOTAL
<b>2010</b>	-974	-2,505	80,991	-2,850	16,545	130	17,894	-35,363	11,491	-10,683	74,676
<b>2009</b>	4,460	-5,841	10,895	-3,121	5,307	-169	18,688	-48,358	125,938	-8,607	99,192

# Highlights of 2010 – Summary Balance Sheet



(US\$ 000) Balance Sheet	31.12.2010	31.12.2009
<b>Non – Current Assets</b>	<b>1,760,086</b>	<b>1,543,640</b>
of which intangible fixed assets	662,195	692,448
of which tangible fixed assets	348,288	203,338
of which property investments	426,105	353,090
Other	323,498	294,765
<b>Current Assets</b>	<b>645,519</b>	<b>662,833</b>
of which cash and cash equivalents	273,331	228,474
of which restricted bank balance	79,806	78,999
Trade Receivables	142,673	171,965
Other	149,710	183,395
<b>TOTAL ASSETS</b>	<b>2,405,605</b>	<b>2,206,473</b>
Equity	513,700	231,850
Non-Controlling Interest	103,884	119,487
<b>Total Equity</b>	<b>617,584</b>	<b>351,337</b>
Financial Debt	1,453,246	1,484,207
Other Current Liabilities	233,868	287,280
Other Non- Current Liabilities	100,907	83,649
<b>TOTAL LIABILITIES</b>	<b>2,405,605</b>	<b>2,206,473</b>

## 31.12.2010 Balance Sheet Notes

### Non-Current Assets:

- **Intangible Fixed Assets:** \$ 604 mn. from airport and seaport management rights.
- **Tangible Fixed Assets:** \$ 263 mn. from construction in progress.
- **Property Investments:** \$ 359 mn. from operating investment properties.

### Current Assets:

- **Cash and Cash Equivalents:** \$164 mn. from project reserve and fund accounts.
- **Restricted Bank Balance:** Akfen Holding and Havas bank loans guarantee provisions \$75 mn. and \$ 4 mn. respectively.

### Equity:

- In 2010 paid in capital increased from \$ 66 mn. to \$ 94 mn.
- \$ 294 mn. share premium due to IPO and SPO was recorded in 2010
- 2010 net profit for the period attributable to Owners of the company was \$ 46 mn.

### Non-Current Liabilities:

- **Derivative Financial Instruments:** Interest rate swap contracts of MIP and HEPP amounting \$ 32.5 mn.

### Other Current Liabilities:

- \$79 mn. from trade payables and \$80 mn. from non trade payables.

## Highlights of 2010 – Summary Cash Flow



(US\$ 000)	Cash Flow	31.12.2010	31.12.2009
	Profit for the Period	74,675	99,191
	Adjustments for the Profit	10,968	128,559
	Net Cash Provided from / (used in) operating activities	-161,792	-388,559
	Net Cash Provided from / (used in) investing activities	-266,487	49,355
	Net Cash provided from financing activities	387,492	159,322
	<b>Net (Decrease) / Increase in Cash &amp; Cash Equivalents</b>	<b>44,857</b>	<b>47,867</b>
	<b>Cash and Cash Equivalents at 1 January</b>	<b>228,474</b>	<b>180,607</b>
	<b>Cash and Cash Equivalents at 31 December</b>	<b>273,331</b>	<b>228,474</b>

# Highlights of 2010 – Gross Debt



US\$ 000	Akfen Holding	Akfen Constr.	Akfen REIT	Akfen HEPP I-II-III	TASK Water	MIP	TAV Invest.	TAV Airports	Other	Eliminat.	Total
Short Term Debt	49.372	257	30.808	40.366	330	10.713	28.911	79.010	0	--	239.766
Medium Term Debt	179.327	372	54.593	73.150	2.429	131.652	24.700	129.060	0	--	595.283
Long Term Debt	51.050	0	51.851	103.248	4.129	185.287	2.701	219.932	0	--	618.198
<b>Total Gross Debt</b>	<b>279.749</b>	<b>629</b>	<b>137.252</b>	<b>216.764</b>	<b>6.888</b>	<b>327.652</b>	<b>56.312</b>	<b>428.001</b>	<b>0</b>	<b>0</b>	<b>1.453.247</b>
Cash and Cash Equivalents	10.060	9.218	844	41.387	511	36.539	35.365	139.292	115	--	273.330
Reserve Accounts	75.000	0	0	0	0	0	468	4.338	0	--	79.806
<b>Net Debt</b>	<b>194.689</b>	<b>-8.589</b>	<b>136.408</b>	<b>175.377</b>	<b>6.376</b>	<b>291.112</b>	<b>20.479</b>	<b>284.372</b>	<b>-115</b>	<b>0</b>	<b>1.100.110</b>
<b>Adj. EBITDA</b>	<b>124.309</b>	<b>-2.905</b>	<b>8.147</b>	<b>-1.600</b>	<b>468</b>	<b>53.274</b>	<b>8.946</b>	<b>73.515</b>	<b>-5.865</b>	<b>-9.670</b>	<b>124.309</b>
Net Debt/ Adj.EBITDA	1,6	3,0	16,7	n.a.	13,6	5,5	2,3	3,9	n.a.	--	8,8
Adj. EBITDA/Int. Expense	1,2	n.a.	0,8	n.a.	2,3	2,5	4,2	2,6	n.a.	--	1,2

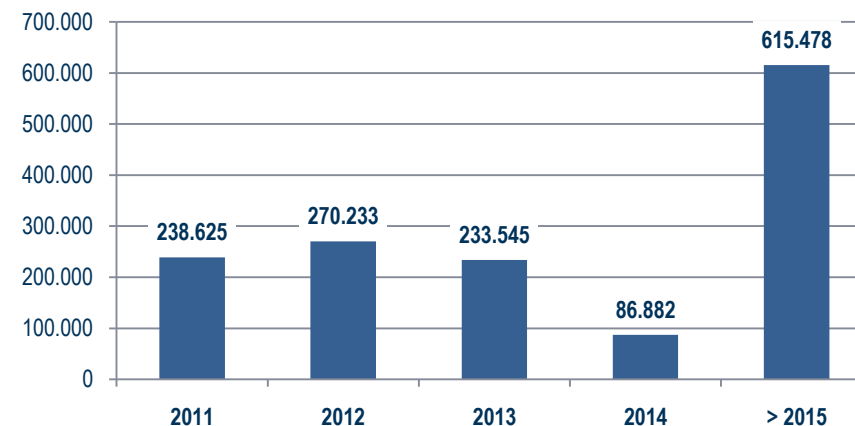
Currency Breakdown	US\$	€	TL	Other in TL
Short Term Debt	\$47.016	€ 132.731	17.359 TL	8.653 TL
Medium Term Debt	\$199.394	€ 244.484	110.655 TL	417 TL
Long Term Debt	\$240.370	€ 284.406	1.344 TL	0 TL
<b>Total Consolidated Gross Debt</b>	<b>\$486.780</b>	<b>€ 661.621</b>	<b>129.358 TL</b>	<b>9.070 TL</b>

# Highlights of 2010 – Net Debt

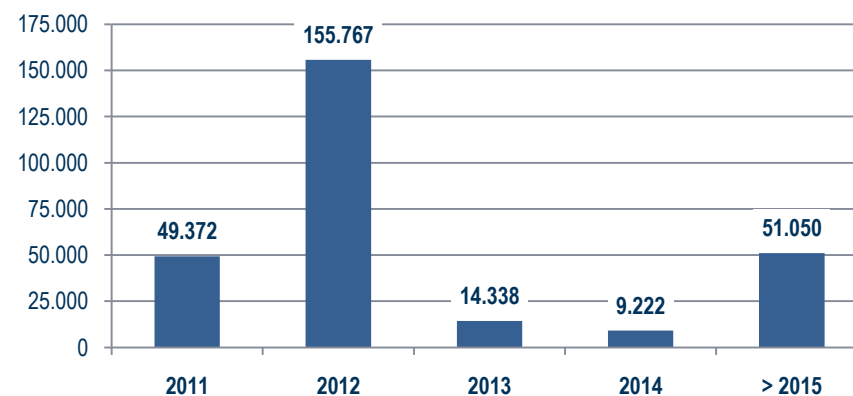


US\$ 000	Consolidated	Holding (Solo)
Short Term Debt	238.625	49.372
Medium Term Debt	524.863	113.530
Long Term Debt	615.478	51.050
Bond	65.797	65.797
Leasing	8.484	0
<b>Total Financial Liabilities</b>	<b>1.453.247</b>	<b>279.749</b>
Cash & Cash Equivalents	273.330	10.060
Pledged Cash Accounts	79.806	75.000
<b>Net Debt</b>	<b>1.100.110</b>	<b>194.689</b>

## Debt Maturity (Consolidated), US\$ 000 (\*)



## Holding Solo Debt, US\$ 000

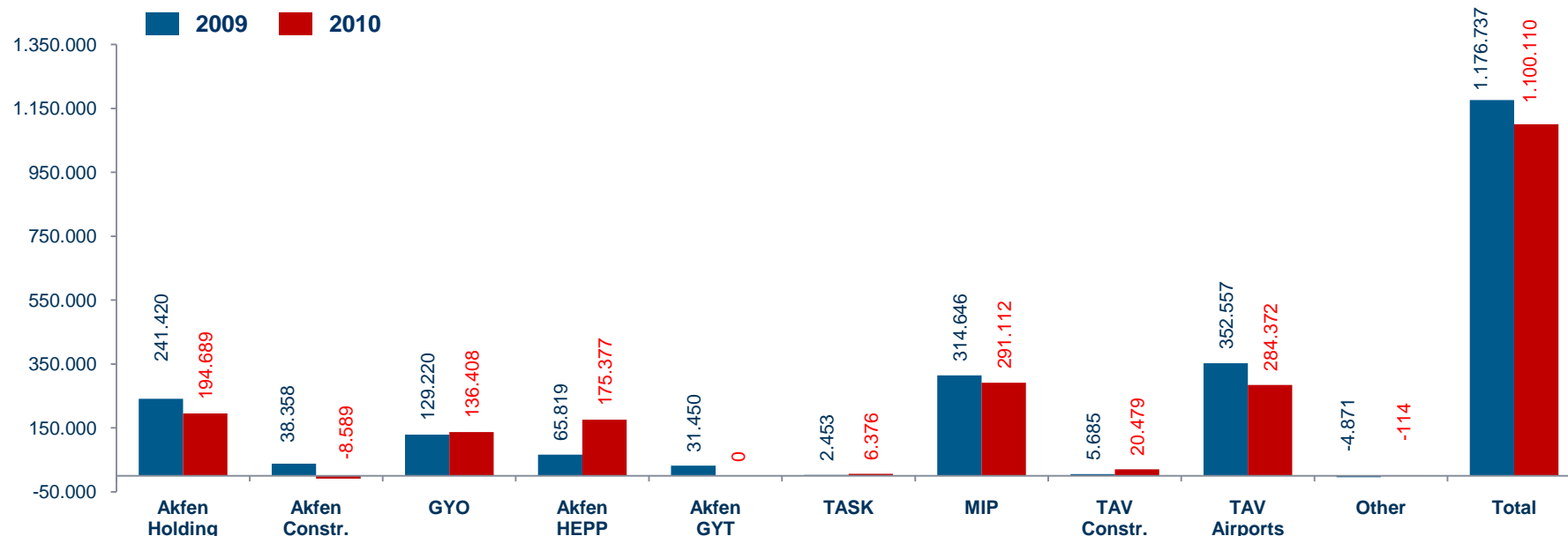


\* Leasing loan of USD 8.484k is not included.

# Highlights of 2010 – Net Debt



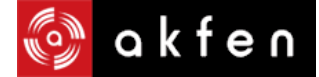
## Akfen Holding 2009 - 2010 Net Debt, US\$ 000



NET DEBT (US\$ 000)	Akfen Holding	Akfen Construction	Akfen REIT	Akfen HEPP	Akfen GYT	TASK	MIP	TAV Investments	TAV Airports	Other	Total
<b>2010</b>	194,689	-8,589	136,408	175,377	0	6,376	291,112	20,479	284,372	-114	1,100,110
<b>2009</b>	241,420	38,358	129,220	65,819	31,450	2,453	314,646	5,685	352,557	-4,871	1,176,736

## Highlights of 2010 – Financial Debt

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- Akfen's total principal amount of consolidated financial debt at 31 December 2010 **decreased 2% to USD 1.445 mn**, of which **17%** are short-term, **40%** are medium term and the remaining **43%** are long-term.
- Consolidated net debt stood at **USD 1.1 bn**, which corresponds to **USD 76 mn** less leverage in 2010.
- As a result of strong cash flow from operations, **net debt position of Tav Havalimanlari Holding and MIP declined around USD 68 mn and USD 23 mn**, respectively.
- Successful placement of **28.3%** of Akfen accounted for a **decrease of USD 47 mn on Holding-solo debt and USD 38 mn of Akfen Construction net debt**.
- Part of these positive results was offset by a **rise of USD 110 mn in the leverage of Akfen HEPP**, which heavily invested in the development of hydro assets during the period.
- Akfen's total principal amount of Holding solo gross financial debt consists of 18% short-term, 64% medium-term and 18% are long-term.
- Akfen and its subsidiaries borrow FX denominated loans whose currency risk is tried to be balanced by revenue flow from operations in the same currency.
- Due to strong operational performance as well as repayment of outstanding debts, there was significant improvement in MIP and TAV Havalimanlari Holding.
- On consolidated basis, **net debt to EBITDA** reduced to **8.8 times** from **14.2 times** in 2009.

### AKFEN HOLDING

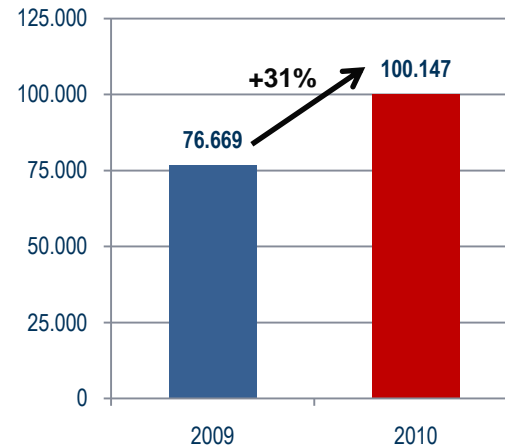
- Akfen offered floating-interest bearing **Turkish Lira bond** with two years maturity in March 2010 and raised **TL 100 mn.**
- **The intial public offering** of Akfen was completed in May 2010 with **7,12%** of post-IPO capital floated on IMKB. Of the total offering, 98.5% was sold as a primary shares through a capital increase and the remaining 1.5% was sold by Akfen Construction. The shares were offered at **TL 12.5. (IPO)**
- The total free float increased to **28.26%** in November when an additional 33.1 million shares was sold to foreign institutional investors through a primary offering. The shares were offered at **TL 12.0. (SPO)**
- An agreement regarding purchase of **32.466.150** Group D shares owned by THO B.V (a project company owned by Goldman Sachs), in relation with the put option of Goldman Sachs, was signed on 19 July 2010 and thus put option of THO B.V. has ended and share transfer was made on **31 August 2010** following legal and contractual approvals. Simultaneously, a loan agreement amounting to EUR 78,710,194.04 in total for financing the purchase of the shares of THO B.V. in Akfen GYO by Akfen Holding was signed on 19 July 2010.

# Highlights of 2010 – MIP Mersin International Port

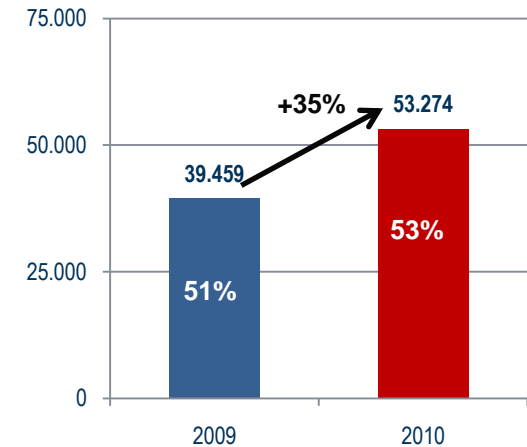


- MIP handled **over 1 million TEU** in 2010 for the first time in its history.
- MIP applied **15% average tariff increase** in June 2010, as soon as three year port tariff freeze period stipulated in the concession agreement expired.
- As a result of strong growth of Turkish foreign trade volume, **container throughput recorded a 21% increase** in 2010. Higher volume and higher price meant a significant increase of port revenues.
- **EBITDA climbed by USD 13.8 mn** or 35% to USD 53.3 mn in 2010.
- Tariff adjustments, cost savings through economies of scale as well as insourcing some of the outsourced contracted services are the main reasons of **EBITDA margin improvement**.
- Ferry services between Mersin and Lebanon started.
- In 2010 MIP ranked 237 in **Fortune 500 Turkey** list.

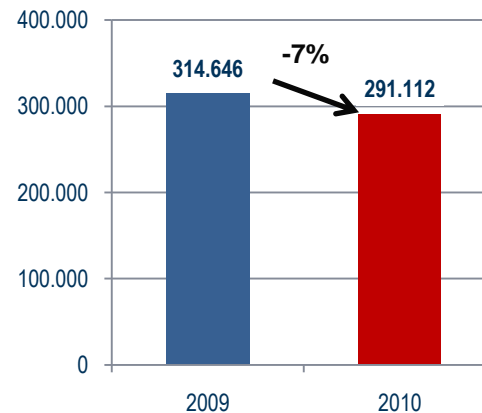
Revenue, US\$ 000



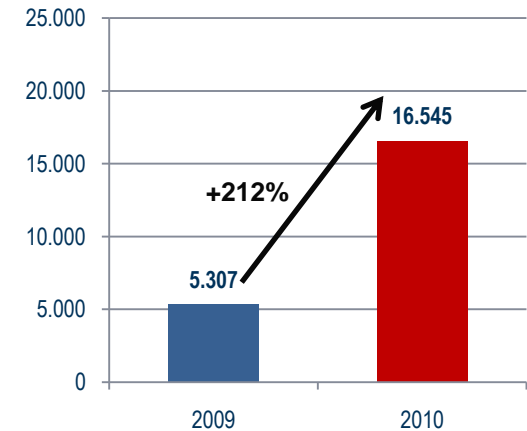
Adjusted EBITDA, US\$ 000



Net Debt, US\$ 000



Net Profit, US\$ 000



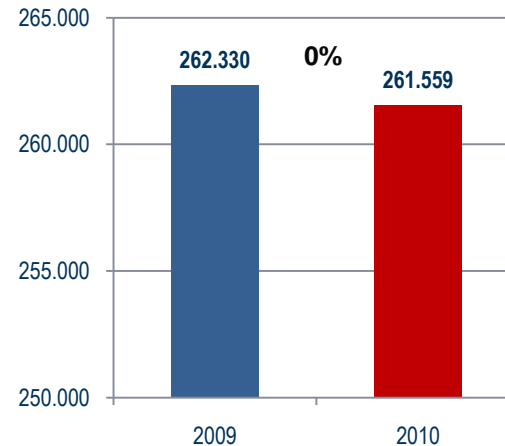
\* Consolidation ratio is 50%.

# Highlights of 2010 – TAV Airports Holding

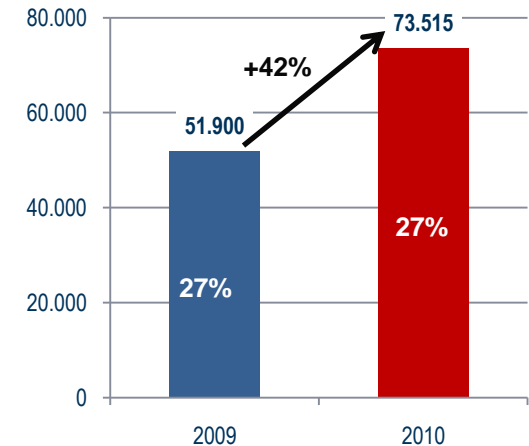


- Since construction revenue and construction expenditures are included and guaranteed passenger fee revenues from airports in Ankara and Izmir are excluded from the revenues, the growth is shown as 0%.
- TAV Airports consolidated revenue attained an increase of 23% due to organic and inorganic growth such as TAV Macedonia, TGS.
- We excluded construction related revenue and expense and included guaranteed revenues when EBITDA is calculated. TAV's consolidated EBITDA growth was 42%.

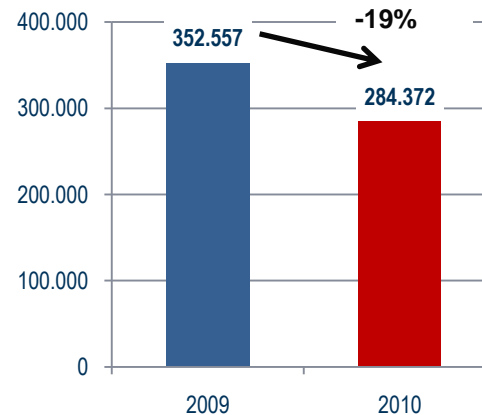
**Revenue, US\$ 000**



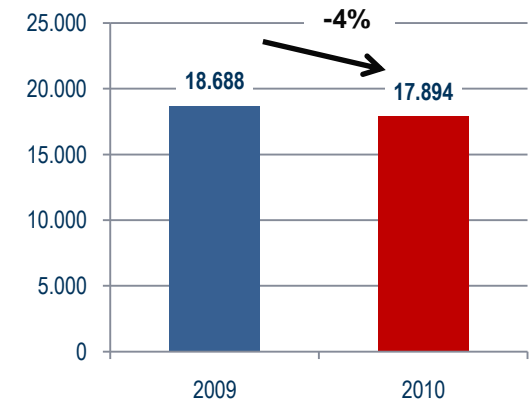
**Adjusted EBITDA, US\$ 000**



**Net Debt, US\$ 000**



**Net Profit, US\$ 000**



\* Consolidation ratio is 26.1%.

## TAV AIRPORTS HOLDING / Key Events

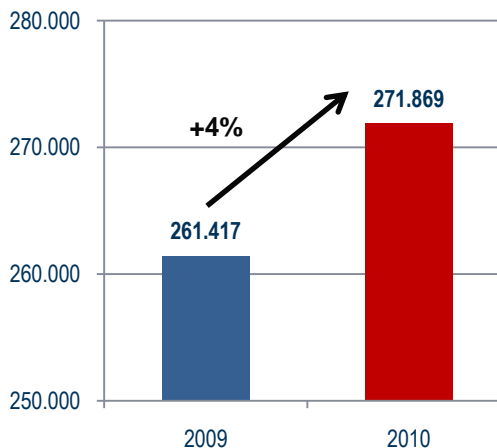
- The Airports Ground Handling Services Co (“Havaş”) had taken over whole shares of TAV’s subsidiary Havaş Airports Ground Handling Investment Trust Co. (“Havaş Holding”) in December 2010. As a result of the merger upon the take-over of Havaş Holding by Havaş as a whole with all assets and liabilities, TAV currently has directly and indirectly 65% share in Havaş.
- As a result of a capital increase, the share of TAV Airports Holding in TAV IT Services Co was increased to 99% from 97% in October 2010.
- TAV Airports Holding announced on September 27, 2010 that it would undertake the operations of the commercial areas within SJSC Riga International Airport in Latvia.
- With the amendment in Customs Law (#4458), Article#134, effective as of September 6, 2010, restrictions applied to products which can be brought from abroad has been relieved. Accordingly, maximum purchase limits applied to arriving international passengers have changed with the amendment, as ATU’s sales at international arrival terminals is subject to Customs Law.
- TAV Airports Holding’s 66.66% subsidiary, BTA Airports Food and Beverage Co.(BTA) has taken over the operations of 5 F&B service points (Kantin, Beerport, Kokpit Cafe, Kokpit Brasserie, Botanik Cafe) at the Istanbul Ataturk Airport Domestic Terminal from USAŞ Uçak Servisi A.Ş.as of July 1st, 2010. With the take-over, BTA’s service points increased to 138.
- TAV Macedonia DOOEL, wholly-owned subsidiary of TAV Airports Holding Co., has taken over operations of the airports in Macedonia, Alexander the Great in Skopje and St.Paul the Apostle in Ohrid, as of March 1, 2010.
- TAV Airports Holding sold 18% of TAV Tunisie SA for EURO 39.7 mn to the Pan African Infrastructure Development Fund in June 2010. After this transaction, TAV’s ownership in TAV Tunisie decreased to 67%.

# Highlights of 2010 – TAV Investment Holding

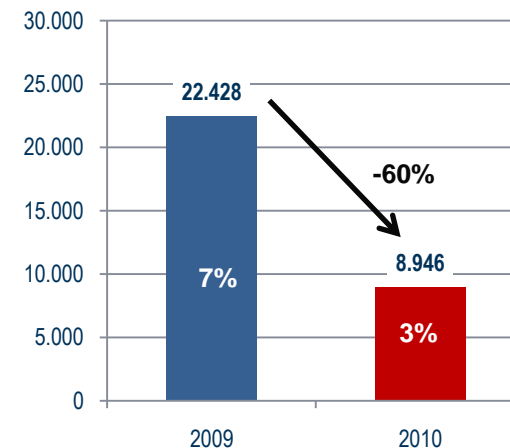


- TAV Investment Holding was placed in the 100<sup>th</sup> rank in the list of the largest international construction companies in 2010 according to Engineering News Record - **ENR** in 2010. TAV Investment Holding **ranked 4<sup>th</sup>** in the world in 2010, among airport constructsures following Bechtel (USA), Hochtief AG (Germany) and Odebrecht (Brazil).
- **2010 revenue** was **up only by 4%** compared to 2009, which is in line with the completion targets of ongoing projects in the current backlog.
- The Company continued to realize losses on Dubai high rise construction work, which detoriates EBITDA margins significantly to 3,08%.
- As of December 31, 2010, **one-off expenses and provision** caused lower than expected EBITDA margin.
- Excluding one-off expenses and provision, 4Q2010 EBITDA margin would be around 6,2%.

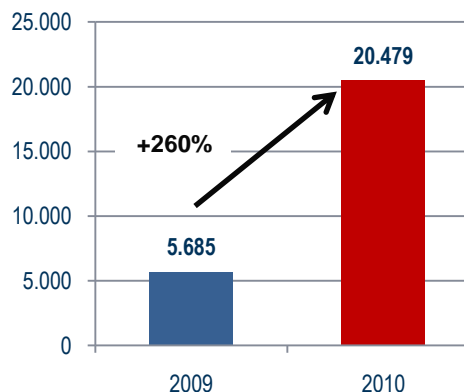
Revenue, US\$ 000



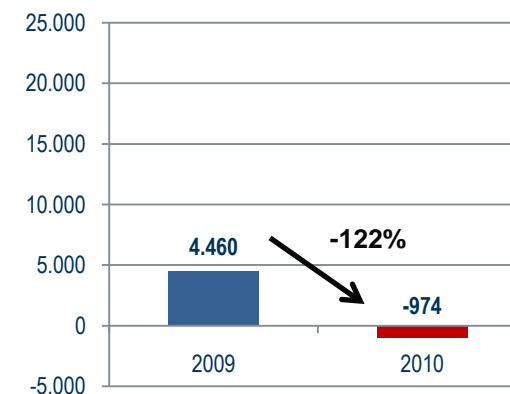
Adjusted EBITDA, US\$ 000



Net Debt, US\$ 000



Net Profit, US\$ 000

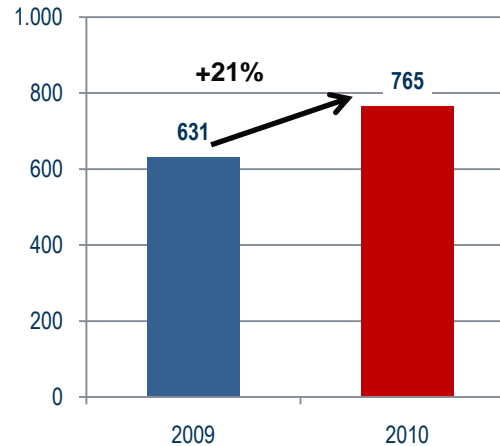


\* Consolidation ratio is 42.5%.

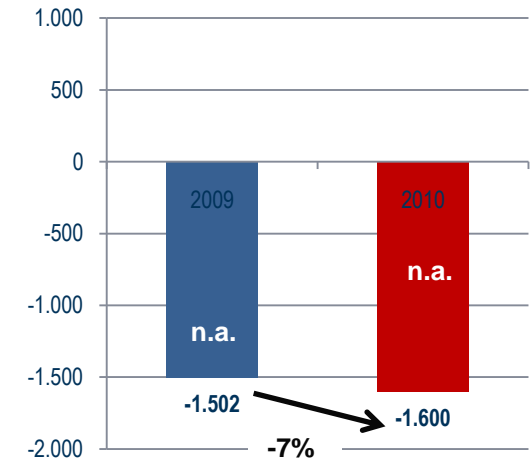
# Highlights of 2010 – Akfen HEPP I-II-III

- Of the three portfolios, Akfen had **only one operational** plant, **Sirma**, in 2010 and therefore, there was minimal revenue contribution to Akfen.
- **Loan agreements of EUR 109.8 mn** have been signed between project companies under Akfen Hidroelektrik Santrali Yatırımları A.Ş. (HEPP 2 portfolio) and a consortium formed by Denizbank, Türkiye Sınai Kalkınma Bankası, Yapı ve Kredi Bankası, T. İş Bankası as of 05.05.2010. In regard to financing of projects under HEPP 2, loan agreement for EUR 137,8 mn was executed in May and first tranche amounting to EUR 16,75 mn was utilized on September 1st,2010.
- **Share sale of Enbatı Company**, which would be operating **Pirinçlik** HEPP with a capacity of 22.5 MW, to Kardemir A.Ş. was completed on 27 December 2010. The transaction value was **EUR 10 mn.**
- The price to be applicable to the electrical energy to be purchased within the scope of Renewable Energy Law, is amended as **7,3 USD cent per kWh on 29<sup>th</sup> December 2010.** The implementations within the scope of this Article shall cover the plants that are put into operation before 31st of December 2015 where the deadline formerly was 31st of December 2013.

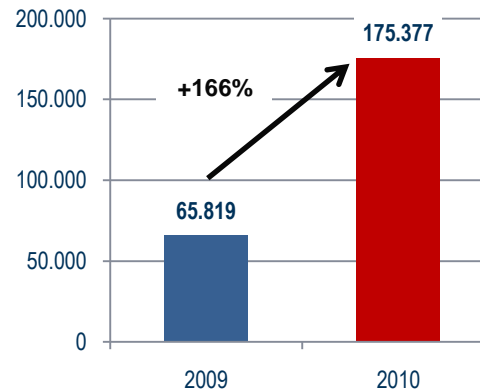
**Revenue, US\$ 000**



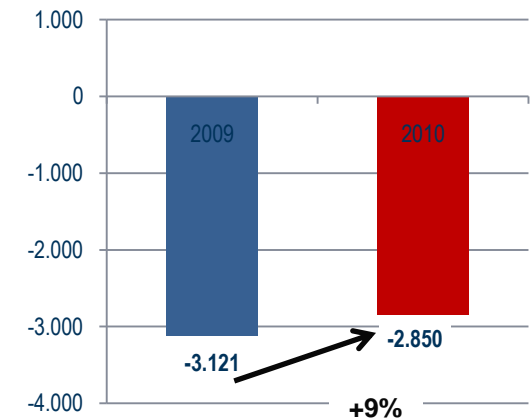
**Adjusted EBITDA, US\$ 000**



**Net Debt, US\$ 000**



**Net Profit, US\$ 000**



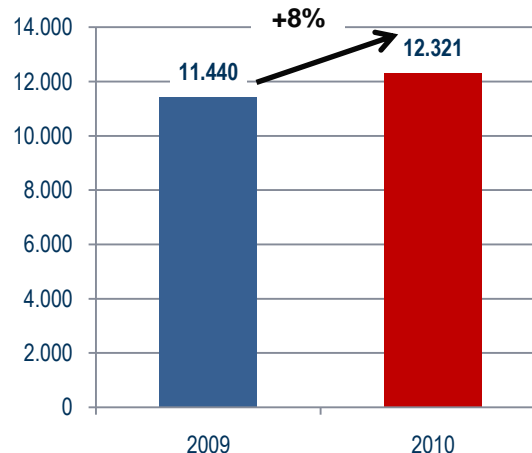
\* Consolidation ratio is 100%.

# Highlights of 2010 – Akfen REIT

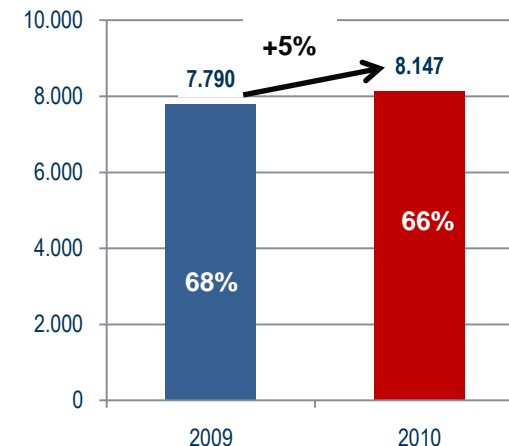


- Akfen opened 5 hotels in 2010 and its room capacity increased from 1.043 to 1.768, the impact of which became very small on the lease income and EBITDA.
- The performance of a hotel depends on number of operational years and the more operational years mean the higher occupancy rates. Akfen hotels prove the same; occupancy rates remained sluggish, room rates were low during the start of the operations and continue to increase in later years. It would normally require around 2 years to catch average occupancy targets for Novotel and IBIS.

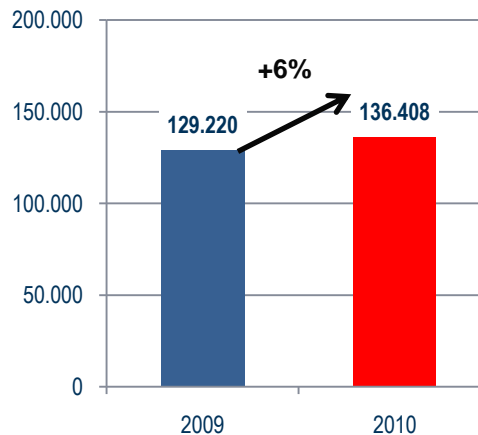
Revenue, US\$ 000



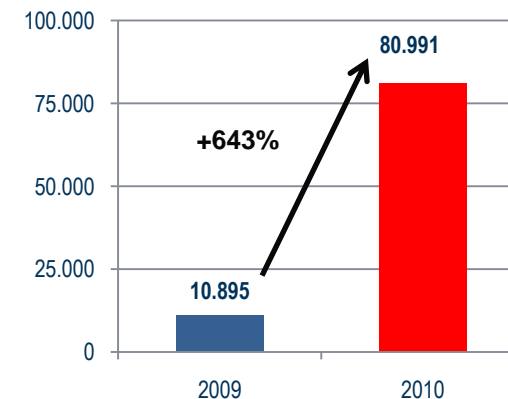
Adjusted EBITDA, US\$ 000



Net Debt, US\$ 000



Net Profit, US\$ 000



\* Consolidation ratio is 100%.

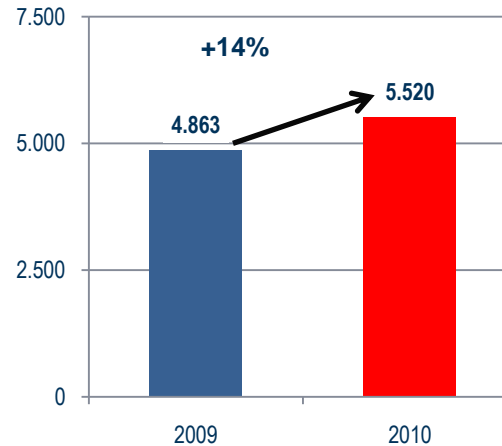
## AKFEN REIT / Key Events

- 177 rooms for **Ibis Hotel** and 92 rooms for **Novotel** became operational in **Gaziantep** on 8 January 2010.
- 162 rooms in **Ibis Hotel** and 96 rooms in **Novotel** started to operate in **Kayseri** on 15 March 2010.
- 200 rooms **Ibis Hotel** in **Bursa** started to operate in November 2010.
- The remaining 50% of the **land in Beylikdüzü** was purchased on September 30th, 2010.
- **Land in İzmir Alsancak** was acquired via tender and the “Long Term Lease, Construction and Management” agreement was signed on 16 September which has a duration of 49 years and subject to registration on the title deed. Lease agreement between Akfen REIT and Tamaris Tourism (affiliate of Accor Group in Turkey) was signed on 2nd February, 2011 and construction started.
- The construction of offices and **Ibis Hotel** of 204 rooms in **Samara**, Russia has reached a **progress level of 90%**. The construction of **Ibis Hotel** with 177 rooms in **Yaroslavl** has reached a **progress level of 65%**.
- An agreement between Russian Hotel Investments B.V. (“RHI”), a subsidiary of Akfen GT (which is also a subsidiary of Akfen Holding) in Holland and also the owner of the companies founded for the hotel developments in Russia, **IFC and EBRD** has been signed concerning the borrowing of **€ 45,2 million project finance loan** and becoming a 15% shareholder in RHI Partnership agreement negotiations are still in progress.

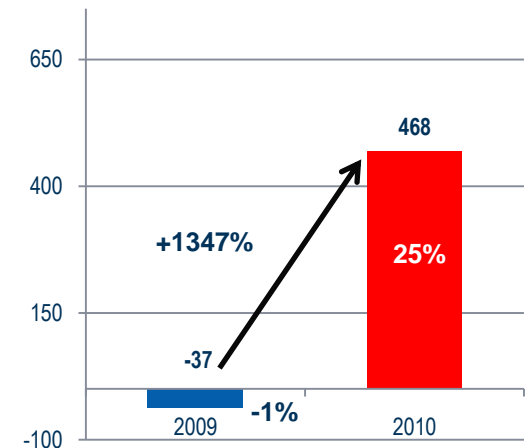
# Highlights of 2010 – TASK Water

- The **revenues grew 14%** to USD 5.5 mn, positively impacted by the **opening of Dilovasi** waste water treatment plant on **01 July 2010**. EBITDA turned to positive due to aforementioned production impact on gross revenue.
- TASK Dilovası and TASK Güllük has signed two **loan agreements** with **EBRD amounting € 16 million** on 15 October 2010. The first tranche of TASK Dilovası loan agreement amounting **€ 10,500,000** was utilized on 24 December 2010 for the **refinancing of Bank Pozitif loan** of TASK Dilovası. The process for the utilization of TASK Güllük loan amounting € 2,500,000 is ongoing.

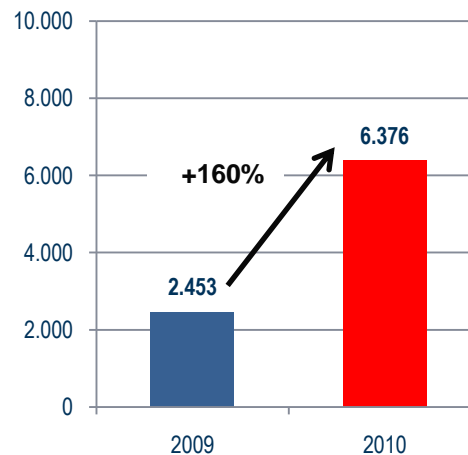
Revenue, US\$ 000



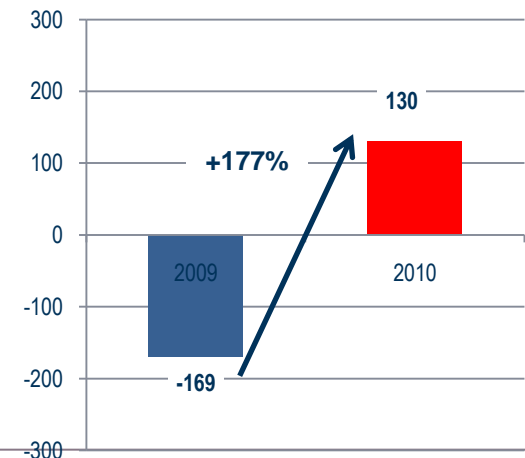
Adjusted EBITDA, US\$ 000



Net Debt, US\$ 000



Net Profit, US\$ 000



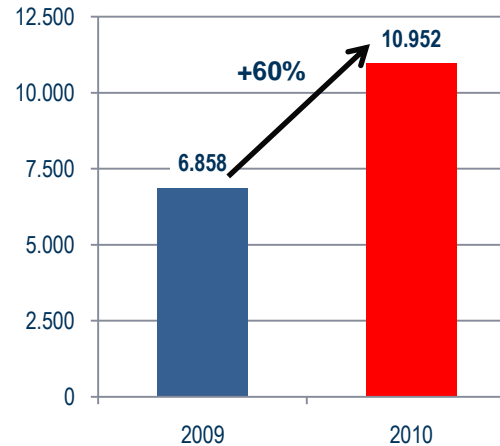
\* Consolidation ratio is 50%.

# Highlights of 2010 – Akfen Construction

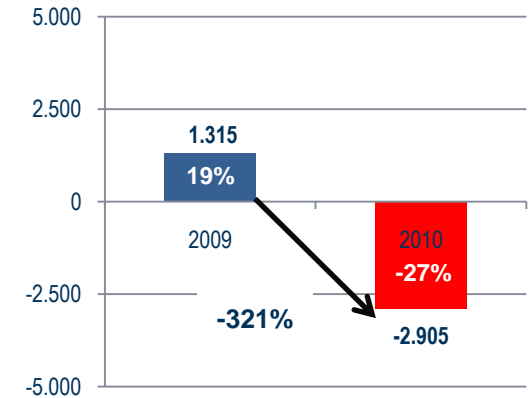


- The Company remained focused on Akfen subsidiaries construction projects, primarily akfen REIT and Akfen HEPP.
- The construction of Bursa Ibis Hotel was completed.
- The construction in the sites Doğançay, Kavakçalı, Demirciler, Gelinkaya, Yağmur and Doruk HEPPs was started.
- The contracts signed for Adana Ibis and İzmir Ibis hotels with a value of \$10,5 million.

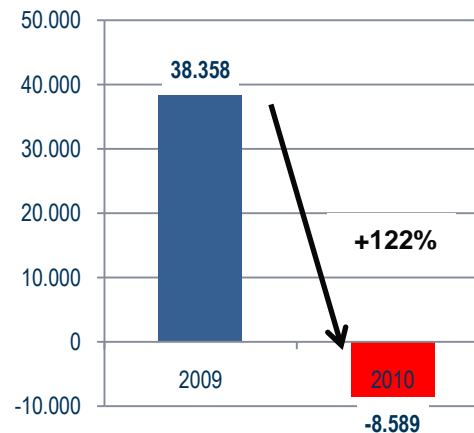
**Revenue, US\$ 000**



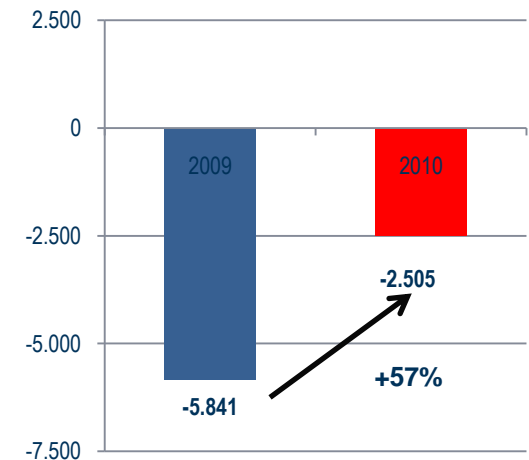
**Adjusted EBITDA, US\$ 000**



**Net Debt, US\$ 000**



**Net Profit, US\$ 000**



\* Consolidation ratio is 100%.

## ▀ Annexes

# Annex 1– Segmental analysis



1 January-31 December 2010	TAV Construc.	Akfen Construc.	Akfen REIT	HEPP I-II-III	MIP	TASK Water	TAV Airports	Other	Other Discont. Operat.	Elimin.	Classific.	Total
External Revenues	271.869	10.952	12.321	765	100.147	5.520	261.559	89	9.534	--	(9.534)	663.223
Inter segmental Revenues	18.190	97.264	--	590	--	--	--	11.160	--	--	--	127.204
Other Operational Income	820	7.458	87.430	5.842	--	17	13.731	9.460	55	(4.690)	(55)	120.068
Other Operational Expenses (*)	(612)	(5.605)	(4.410)	(31)	--	--	--	(635)	(15)	1.714	15	(9.578)
Financing Income	3.026	6.579	17.185	20.024	1.344	466	11.048	71.872	552	(1.586)	(552)	129.958
Financing Expenses (**)	(9.006)	(7.781)	(22.299)	(27.653)	(21.623)	(201)	(30.895)	(106.679)	(434)	750	434	(225.387)
Depreciation and Redemption Expenses	3.969	394	37	1.539	12.532	160	20.631	348	57	--	(57)	39.610
Profit before tax	(795)	(2.648)	86.015	(4.957)	20.463	455	21.991	(32.194)	11.491	(13.481)	(11.491)	74.849
Tangible and Itangible Asset Investments	5.042	378	11	145.645	7.149	292	41.544	386	--	--	--	206.718
<b>31 December 2010</b>												
Segmental Assets	218.294	221.223	452.138	418.628	407.219	16.607	579.329	92.167	--	--	--	2.405.60
Segmental Liabilities	214.271	77.240	152.816	246.266	372.153	7.795	518.966	198.514	--	--	--	1.788.02
<b>EBITDA</b>	<b>8.946</b>	<b>-2.905</b>	<b>8.147</b>	<b>-1.600</b>	<b>53.274</b>	<b>334</b>	<b>48.739</b>	<b>-5.865</b>	<b>11.390</b>	<b>-9.670</b>	<b>-11.390</b>	<b>99.398</b>
<b>EBITDA Margin (%)</b>	<b>3,08%</b>		<b>66,12%</b>		<b>53,20%</b>	<b>6,04%</b>	<b>18,63%</b>					<b>14,99%</b>
<b>Adjusted EBITDA (***)</b>						<b>468</b>	<b>73.515</b>					<b>124.309</b>
<b>Adjusted EBITDA Margin (%)</b>						<b>25,21%</b>	<b>27,03%</b>					<b>18,55%</b>

(\*) TRY 9.404.000 which was recorded in TAV Investment's project expenses is included in financing expenses.

(\*\*) TRY 714.000 which was recorded in TAV Investment's project expenses is included in other operational expenses.

(\*\*\*) including TAV İzmir, Ankara guaranteed passenger revenue and TASK Dilovası guaranteed revenue.

## Annex 2 – Consolidated Income Statement



Consolidated Income Statement	TL 000	US\$ 000	TL 000	US\$ 000
	31 Dec 2010	31 Dec 2010	31 Dec 2009	31 Dec 2009
<b>CONTINUING OPERATIONS</b>				
Revenues	994.237	663.223	1.029.267	665.288
Cost of Sales (-)	-779.514	-519.988	-843.347	-545.115
<b>GROSS PROFIT</b>	<b>214.723</b>	<b>143.235</b>	<b>185.920</b>	<b>120.173</b>
General Administration Expenses (-)	-135.212	-90.195	-132.421	-85.593
Other Operational Income	179.994	120.068	78.418	50.687
Other Operating Expenses (-)	-13.646	-9.103	-24.991	-16.153
<b>OPERATING PROFIT</b>	<b>245.859</b>	<b>164.004</b>	<b>106.926</b>	<b>69.114</b>
Financial Income	194.820	129.958	76.074	49.172
Financial Expenses (-)	-328.474	-219.114	-223.136	-144.229
<b>PROFIT (LOSS) BEFORE TAX FROM CONTINUING OPERATIONS</b>	<b>112.205</b>	<b>74.848</b>	<b>-40.136</b>	<b>-25.943</b>
<b>Tax Income (Expense) of Continuing Operations</b>	<b>-17.485</b>	<b>-11.664</b>	<b>-1.241</b>	<b>-802</b>
Tax Expense for the Period	-23.737	-15.834	-17.358	-11.220
Deferred Tax Income	6.252	4.171	16.117	10.418
<b>PROFIT /(LOSS) FROM THE CONTINUING OPERATIONS</b>	<b>94.720</b>	<b>63.185</b>	<b>-41.377</b>	<b>-26.745</b>
<b>DISCONTINUED OPERATIONS</b>				
Profit/Loss from the discontinued operations	17.226	11.491	194.835	125.936
<b>PROFIT / LOSS FOR THE PERIOD</b>	<b>111.946</b>	<b>74.675</b>	<b>153.458</b>	<b>99.191</b>
<b>Other Comprehensive Income / Expense</b>				
Revaluation surplus change in non current assets	37	25	38	25
Hedging Reserves	-14.194	-9.468	21.894	14.152
Foreign Currency Conversion Adjustments	-8.238	-5.495	-3.018	-1.951
<b>OTHER COMPREHENSIVE INCOME / EXPENSE AFTER TAX</b>	<b>-22.395</b>	<b>-14.939</b>	<b>18.914</b>	<b>12.225</b>
<b>TOTAL COMPREHENSIVE INCOME / EXPENSE</b>	<b>89.551</b>	<b>59.737</b>	<b>172.372</b>	<b>111.416</b>
<b>Distribution of the Profit / Loss</b>				
Non-Controlling Interest	40.119	26.762	3.578	2.313
Owners of the Company	71.827	47.913	149.880	96.878
<b>Net Profit / Loss of the Period</b>	<b>111.946</b>	<b>74.675</b>	<b>153.458</b>	<b>99.191</b>
<b>Distribution of Total Comprehensive Income / Expense</b>				
Minority Interests	35.538	23.706	3.300	2.133
Subsidiaries	54.013	36.030	169.072	109.283
<b>Total Comprehensive Income</b>	<b>89.551</b>	<b>59.737</b>	<b>172.372</b>	<b>111.416</b>
<b>Profit/(Loss) per Share</b>	<b>0,631</b>	<b>0,421</b>	<b>1,792</b>	<b>1,158</b>

# Annex 3 – Consolidated Balance Sheet



Consolidated Balance Sheet	TL 000	US\$ 000	TL 000	US\$ 000	Consolidated Balance Sheet	TL 000	US\$ 000	TL 000	US\$ 000
	31 Dec 2010	31 Dec 2010	31 Dec 2009	31 Dec 2009		31 Dec 2010	31 Dec 2010	31 Dec 2009	31 Dec 2009
<b>ASSETS</b>		1,5460		1,5057	<b>LIABILITIES</b>				
<b>Current Assets</b>	<b>997.973</b>	<b>645.519</b>	<b>998.027</b>	<b>662.833</b>	<b>CURRENT LIABILITIES</b>	<b>732.246</b>	<b>473.639</b>	<b>725.356</b>	<b>481.740</b>
Cash and Cash Equivalents	422.569	273.331	344.013	228.474	Bank Loans	370.686	239.771	292.799	194.460
Trade Receivables					Obligations under finance leases	56.180	36.339	48.188	32.004
- Due from related parties	12.039	7.787	23.804	15.809	Trade Payables				0
- Other Trade Receivables	220.572	142.673	258.927	171.965	-Due to related parties	16.043	10.377	24.650	16.371
Other receivables					-Other Trade Payables	106.802	69.083	154.571	102.657
-Due from related parties	10.514	6.801	5.295	3.517	Other Payables				0
-Other Receivables	4.498	2.909	6.709	4.456	-Due to related parties	14.323	9.265	13.143	8.729
Financial investments	5.671	3.668	100	66	-Other trade payables	108.975	70.488	152.801	101.482
Derivative Instruments	0	0	3.606	2.395	Provisions	8.665	5.605	5.384	3.576
Restricted bank balances	123.380	79.806	118.949	78.999	Other Current Liabilities	50.572	32.712	33.820	22.461
Inventories	8.205	5.307	45.758	30.390					
Other Current Assets	190.525	123.237	190.866	126.762					
<b>Non-Current Assets</b>	<b>2.721.093</b>	<b>1.760.086</b>	<b>2.324.259</b>	<b>1.543.640</b>	<b>NON-CURRENT LIABILITIES</b>	<b>732.246</b>	<b>473.639</b>	<b>725.356</b>	<b>481.740</b>
Trade Receivables					Bank Loans	1.876.033	1.213.475	1.941.972	1.289.747
-Due from related parties	2.007	1.298	3.751	2.491	Derivatives	50.354	32.571	37.596	24.969
-Other related receivables	109.351	70.732	99.407	66.020	Trade Payables				
Other Trade Receivables					-Due to related parties	0	0	5.889	3.911
-Due from related parties	24.465	15.825	1.878	1.247	-Other Trade Payables	21.329	13.796	10.422	6.922
-Other receivables	1.934	1.251	2.214	1.470	Other Payables				
Financial Investments	2.520	1.630	2.779	1.846	-Due to related parties	14.607	9.448	10.833	7.195
Property Investments	658.758	426.105	531.647	353.090	-Other trade payables	26.141	16.909	27.181	18.052
Tangible Assets	538.453	348.288	306.166	203.338	Provision for employment termination benefits	9.672	6.256	6.449	4.283
Intangible Assets	1.023.754	662.195	1.042.619	692.448	Deferred tax liabilities	21.239	13.738	19.034	12.641
Goodwill	113.781	73.597	116.777	77.557	Other non-current liabilities	12.660	8.189	8.546	5.676
Deferred tax assets	66.770	43.189	54.976	36.512	<b>SHAREHOLDERS' EQUITY</b>	<b>954.785</b>	<b>617.584</b>	<b>529.008</b>	<b>351.337</b>
Other non-current assets	179.300	115.977	162.045	107.621	<b>Total equity attributable to equity holders of the Company</b>	<b>794.180</b>	<b>513.700</b>	<b>349.097</b>	<b>231.850</b>
<b>TOTAL ASSETS</b>	<b>3.719.066</b>	<b>2.405.605</b>	<b>3.322.286</b>	<b>2.206.473</b>	Paid-in Capital	145.500	94.114	99.669	66.194
					Adjustments to share capital	-7.257	-4.694	-7.257	-4.820
					Capital adjustments due to cross ownership	-3.709	-2.399	-4.767	-3.166
					Business combination of entities under common control	20.062	12.977	20.062	13.324
					Revaluation Reserve	-2.076	-1.343	-62.687	-41.633
					Risk preventing reserve	-71.363	-46.160		
					Foreign Currency Conversion Adjustments	17.914	11.587	25.004	16.606
					Limited reserves redeemed from the profit	12.081	7.814	14.985	9.952
					Other reserves	-93.780	-60.660		0
					Share Premiums	454.782	294.167		0
					Accumulated Profit	250.199	161.836	114.208	75.850
					Net Profit for the period	71.827	46.460	149.880	99.542
					<b>Non-Controlling interest</b>	<b>160.605</b>	<b>103.884</b>	<b>179.911</b>	<b>119.487</b>
					<b>TOTAL LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>	<b>3.719.066</b>	<b>2.405.605</b>	<b>3.322.286</b>	<b>2.206.473</b>

Source: 2009 and 2010 Independent Audit Report