



**MONTHLY REPORT**  
**“DECEMBER 2011”**

**Issue date: 24.01.2012**

## Abbreviations:

**LTM:** Last twelve months

**YTD:** Year-to-date

**YoY:** Year-over-Year

## AKFEN HOLDING

- ◆ As of 30 December 2011, the price of Akfen Holding's bond (ISIN code: TRSAKFH31213) realized at **TRY 99,803** (dirty price). Total trading volume in December was **TRY 2.150.199**. The yield as of 30 December 2011 corresponds to **%10,41 + 119 bps** spread.
- ◆ On December 22nd and 23rd Akfen Holding has completed TL 80 million two-year corporate bond (ISIN code: TRSAKFHA1313) issue that yield 400 basis point more than the benchmark Turkish Treasury bond. The initially announced offering of corporate bond was TL 50 million and due to strong investor demand, the Company increased the size of the offering to TL 80 million. About 32.5 percent of the bonds were allocated to retail investors and about the rest to institutional investors. The coupon payments will be made every three months until the maturity of the corporate bond. The first coupon interest rate was set at 3,51 %, which corresponds to an annual compounded interest rate of 14.84%.
- ◆ As of 30 December 2011, the price of Akfen Holding's bond (ISIN code: TRSAKFHA1313) realized at **TRY 100** (dirty price). Total trading volume in December was **TRY 210.767**. The yield as of 30 December 2011 corresponds to **%11,48 + 412 bps** spread.
- ◆ In accordance with the Share Buy Back Programme which was approved at the Extraordinary General Assembly dated September 12, 2011, the aggregate number of shares bought back, since the start of the programme up to the issuance of the report, is 347.150, at an average price of TL 7,14TL for a total consideration of TL 2.478.483.

## TAV AIRPORTS

As of 31 December 2011

Passenger Figures*	LTM 2011	2010	Δ YTD	Δ YoY	Δ LTM
<b>Atatürk Airport</b>	<b>37.452.187</b>	<b>32.143.819</b>	<b>16,5%</b>	<b>21,8%</b>	<b>16,5%</b>
International	23.847.835	20.342.986	17,2%	22,4%	17,2%
Domestic	13.604.352	11.800.833	15,3%	20,7%	15,3%
<b>Esenboğa Airport</b>	<b>8.520.649</b>	<b>7.763.914</b>	<b>9,7%</b>	<b>8,7%</b>	<b>9,7%</b>
International	1.387.503	1.328.693	4,4%	-3,2%	4,4%
Domestic	7.133.146	6.435.221	10,8%	10,6%	10,8%
<b>İzmir Airport</b>	<b>2.464.334</b>	<b>2.127.488</b>	<b>15,8%</b>	<b>6,1%</b>	<b>15,8%</b>
<b>TAV TURKEY TOTAL</b>	<b>48.437.170</b>	<b>42.035.221</b>	<b>15,2%</b>	<b>18,7%</b>	<b>15,2%</b>
International	27.699.672	23.799.167	16,4%	20,3%	16,4%
Domestic	20.737.498	18.236.054	13,7%	16,7%	13,7%
<b>Monastir+Enfidha Airports</b>	<b>2.289.131</b>	<b>3.916.977</b>	<b>-41,6%</b>	<b>-23,3%</b>	<b>-41,6%</b>
<b>Tbilisi Airport</b>	<b>1.057.058</b>	<b>821.605</b>	<b>28,7%</b>	<b>22,9%</b>	<b>28,7%</b>
<b>Batumi Airport</b>	<b>133.864</b>	<b>88.624</b>	<b>51,0%</b>	<b>24,4%</b>	<b>51,0%</b>
<b>Macedonia (Skopje &amp; Ohrid)***</b>	<b>838.164</b>	<b>730.095</b>	<b>14,8%</b>	<b>17,1%</b>	<b>14,8%</b>
<b>TAV TOTAL</b>	<b>52.755.387</b>	<b>47.592.522</b>	<b>10,8%</b>	<b>17,5%</b>	<b>10,8%</b>
International	32.017.889	29.356.468	9,1%	18,0%	9,1%
Domestic	20.737.498	18.236.054	13,7%	16,7%	13,7%

\* Both departing and arriving passengers, excluding transit

## As of 31 December 2011

Air Traffic Movements **					
	LTM 2011	2010	Δ YTD	Δ YoY	Δ LTM
<b>Atatürk Airport</b>	<b>305.808</b>	<b>273.826</b>	<b>11,7%</b>	<b>13,6%</b>	<b>11,7%</b>
International	199.906	178.862	11,8%	14,8%	11,8%
Domestic	105.902	94.964	11,5%	11,4%	11,5%
<b>Esenboğa Airport</b>	<b>72.244</b>	<b>63.391</b>	<b>14,0%</b>	<b>13,7%</b>	<b>14,0%</b>
International	11.850	11.734	1,0%	-6,9%	1,0%
Domestic	60.394	51.657	16,9%	17,6%	16,9%
<b>İzmir Airport</b>	<b>17.304</b>	<b>16.184</b>	<b>6,9%</b>	<b>-3,7%</b>	<b>6,9%</b>
<b>TAV TURKEY TOTAL</b>	<b>395.356</b>	<b>353.401</b>	<b>11,9%</b>	<b>13,2%</b>	<b>11,9%</b>
International	229.060	206.780	10,8%	12,8%	10,8%
Domestic	166.296	146.621	13,4%	13,7%	13,4%
<b>Monastir+Enfidha Airports</b>	<b>20.805</b>	<b>31.801</b>	<b>-34,6%</b>	<b>-12,4%</b>	<b>-34,6%</b>
<b>Tbilisi Airport</b>	<b>19.600</b>	<b>16.470</b>	<b>19,0%</b>	<b>3,4%</b>	<b>19,0%</b>
<b>Batumi Airport</b>	<b>3.514</b>	<b>2.276</b>	<b>54,4%</b>	<b>46,6%</b>	<b>54,4%</b>
<b>Macedonia (Skopje &amp; Ohrid)***</b>	<b>11.878</b>	<b>11.802</b>	<b>0,6%</b>	<b>-2,0%</b>	<b>0,6%</b>
<b>TAV TOTAL</b>	<b>451.153</b>	<b>415.750</b>	<b>8,5%</b>	<b>11,6%</b>	<b>8,5%</b>
International	284.857	269.129	5,8%	10,3%	5,8%
Domestic	166.296	146.621	13,4%	13,7%	13,4%

\*\* Commercial flights only

\*\*\* As the operations started on 1 March 2010, LTM change data cannot be given

Source: State Airports Authority (DHM), Georgian Authority for Tbilisi and Batumi, TAV Tunisia for Monastir and Enfidha, TAV Macedonia for Skopje and Ohrid Airports

**TAV CONSTRUCTION**

## As of 30 November 2011

ONGOING PROJECTS						
Project	Employer	TAV Construction's Share	Contract Value (US\$ mio)	Physical Completion as of 31 October 2011	Physical Completion as of 30 November 2011	Change
DUBAI - SULafa TOWER	MR MOHAMMED ABDULLA MOHAMMED AL SAYYAH	100%	104	100,00%	100,00%	-
DUBAI - EFT	EMIRATES FINANCIAL TOWERS LLC	100%	117	100,00%	100,00%	-
DUBAI - MARINA 101	M/S SHEFFIELD HOLDINGS LIMITED	100%	198	45,10%	45,10%	-
MACEDONIA	TAV MACEDONIA DOOEL SKOPJE	100%	111	100,00%	100,00%	-
2010 INVESTMENTS	TAV İSTANBUL TERMİNAL İŞLETMECİLİĞİ AŞ	100%	36	100,00%	100,00%	-
2011 INVESTMENTS	TAV İSTANBUL TERMİNAL İŞLETMECİLİĞİ AŞ	100%	18	29,45%	32,67%	3,22%
LIBYA - TRIPOLI	THE LIBYAN CIVIL AVIATION AUTHORITY	25%	2.103	36,90%	36,90%	-
LIBYA - SEBHA	THE LIBYAN CIVIL AVIATION AUTHORITY	50%	229	6,99%	6,99%	-
DOHA	GOVERNMENT OF THE STATE OF QATAR	35%	3.902	90,20%	93,00%	2,80%
OMAN MC1	SULTANATE OF OMAN MINISTRY OF TRANSPORT AND COMM.	50%	1.178	44,30%	46,20%	1,90%
ABU DABI - PILECAPS	SUPERVISION COMMITTEE FOR THE EXPANSION OF ABU DHABI INTERNATIONAL	50%	57	83,10%	95,40%	12,30%
<b>TOTAL</b>			<b>8.053</b>			

## MERSIN INTERNATIONAL PORT (MIP)

As of 31 December 2011

Container & Conventional Cargo Statistics					
	2011	2010	Δ YTD	Δ YoY	Δ LTM
Container Volumes (TEU)	1.140.927	1.030.391	10,7%	18,4%	10,7%
Conventional Throughput (Ton)*	6.416.377	6.652.028	-3,5%	-0,3%	-3,5%

\* General Cargo - Dry Bulk - Liquid Bulk

Container Regime Breakdown		
	2011	2010
Import	41,8%	42,9%
Export	43,4%	43,4%
Transit	10,5%	10,5%
Transshipment	2,7%	2,7%
Cabotage	1,6%	0,5%

## AKFEN REIT

As of 31 December 2011

Occupancy Rate				
Hotels	Room Number*	YTD 2011	LTM 2011	2010
Zeytinburnu Ibis	228	86%	86%	84%
Zeytinburnu Nov	208	83%	83%	84%
Eskişehir Ibis	108	76%	76%	74%
Trabzon Novotel	200	72%	72%	61%
Gaziantep Ibis	177	44%	44%	19%
Gaziantep Novotel	92	50%	50%	28%
Kayseri Ibis	160	45%	45%	31%
Kayseri Novotel	96	48%	48%	36%
Bursa Ibis	200	52%	52%	24%

Rev Par (€)**				
Hotels	Room Number*	YTD 2011	LTM 2011	2010
Zeytinburnu Ibis	228	61	61	57
Zeytinburnu Nov	208	70	70	64
Eskişehir Ibis	108	34	34	37
Trabzon Novotel	200	41	41	33
Gaziantep Ibis	177	14	14	7
Gaziantep Novotel	92	22	22	14
Kayseri Ibis	160	15	15	11
Kayseri Novotel	96	23	23	18
Bursa Ibis	200	21	21	11

Total Rev Par (€)***				
Hotels	Room Number*	YTD 2011	LTM 2011	2010
Zeytinburnu Ibis	228	71	71	68
Zeytinburnu Nov	208	93	93	88
Eskişehir Ibis	108	39	39	42
Trabzon Novotel	200	65	65	55
Gaziantep Ibis	177	18	18	9
Gaziantep Novotel	92	37	37	26
Kayseri Ibis	160	19	19	15
Kayseri Novotel	96	35	35	29
Bursa Ibis	200	25	25	12

\* Mercure Hotel in Northern Cyprus with 299 rooms is not included

\*\* Rev Par = Average Room Rate x Occupancy Rate

\*\*\* Total Rev Par = Rev Par + Other Revenues (food & beverage, seminar-congress, banquet revenues etc.)

## Russia & Turkey Projects' Physical Completion Status as of 31 December 2011

Russia Projects			
City	Type	Status	Completion( %)
Kaliningrad	Ibis Hotel	Under construction	n.a
Moscow	Ibis Hotel	Project development stage	n.a
Samara	Ibis Hotel	Under construction	100%
Samara	Office	Under construction	100%

  

Turkey Projects			
City	Type	Status	Completion( %)
Istanbul	Esenyurt Ibis Hotel	Under construction	55%
Adana	Ibis Hotel	Under construction	85%
Izmir	Ibis Hotel	Under construction	15%
İstanbul	Novotel Karaköy	Project development stage	n.a
Ankara	Ankara Havalimanı Oteli	Project development stage	n.a

- ◆ In the first 12 months of 2012, occupancy rate of Ibis and Novotel located in Turkey reached to 64% indicating an increase of 12% compared to the same period of previous year. During the same period, Rev-Par and T-RevPar increased 33% and 23% respectively.

### AKFEN SU

#### Akfen Su Güllük - As of 30 November 2011

Volume (m3)					
Akfen Su Güllük	2011 LTM	2010	Δ YTD	Δ YoY	Δ LTM
Invoiced Water Volume (m3)	543.516	467.246	17%	21%	16%

#### Akfen Su Dilovası - As of 31 December 2011

Akfen Su Dilovası	2011 LTM	2010*	Δ YTD	Δ YoY	Δ LTM
Treated Waste Water Volume(m3)	2.333.934	1.220.723	-	-35%	-

\*Akfen Su Dilovası is operational since July 2010.

- ◆ As of the end of November, Akfen Su Güllük serves 5.252 subscribers.
- ◆ As of the end December, the number of operating factories in Dilovası Organised Industrial Zone was 211.

## AKFEN HEPP

As of December 2011					
Company	HEPP	Installed Capacity (MW)	Generation Capacity (GWh/yr)	Operational (Y/N)	Civil Work Progress (%)
Beyobası	Otluca	44,7	207,6	Y	100,0%
	Sırma	5,9	26,7	Y	100,0%
	Sekiyaka	3,5	16,8	N	12,0%
İdeal	Karasu – 1	3,7	23,1	Y	100,0%
	Karasu – 2	3,1	19,6	Y	100,0%
	Karasu – 4.2	9,9	56,4	Y	100,0%
	Karasu – 4.3	3,7	16,9	Y	100,0%
	Karasu – 5	4,0	23,2	Y	100,0%
Çamlıca	Çamlıca III	25,8	94,5	Y	100,0%
	Saraçbendi	24,0	86,1	Y	100,0%
<b>HEPP 1</b>		<b>128,4</b>	<b>570,9</b>		
Elen	Doğançay	30,6	171,6	N	40,6%
Pak	Kavakcalı	10,9	48,2	N	25,5%
	Demirciler	9,4	32,3	N	90,3%
	Gelinkaya	7,1	30,9	N	72,2%
BT Bordo	Yağmur	8,5	36,2	N	69,9%
Yenidoruk	Doruk <sup>1</sup>	28,8	82,1	N	36,5%
Zeki	Çatak <sup>2</sup>	10,0	42,9	N	-
<b>HEPP 2</b>		<b>105,2</b>	<b>444,2</b>		
Laleli	Laleli	104,8	256,7	N	-
Değirmenyanı	Adadağı <sup>3</sup>	4,7	18,2	N	-
<b>HEPP 3</b>		<b>109,5</b>	<b>274,9</b>		
<b>Total</b>		<b>343,1</b>	<b>1.290,0</b>		

(1) There is a pending court case regarding the Environmental Impact Assessment ("EIA") decision. Currently there is no decision which would impact the progress of the project.

(2) Following the decision that declares the land including the plant area as "protected area", a law suit demanding the cancellation of this decision was filed, which was settled with the decision of Rize Administrative Court (2010/487 Es, 2011/661 Kr) declaring that, the land within the zone of Çatak HEPP project is not protected area. The decision was declared to us.

(3) Licence process is ongoing.

- ◆ As of the reporting period, Akfen Holding continue to generate electricity through its nine operating hydroelectric power plants having a total installed capacity of 124,96 MW and a projected annual electricity generation capacity of 554,06 GWh whereas the construction in 7 plants having a total installed capacity of 99 MW and a projected annual electricity generation capacity of 418 GWh is ongoing.
- ◆ All the HEPPS excluding Karasu 4.2 HEPP and Sırma HEPP have started to sell at \$7,3 cent/kwh purchase guarantee of State within the scope of Renewal Energy Law as of January 2012.

## AKFEN ENERGY

- ◆ Akfen Energy Wholesale Company which is a wholly-owned subsidiary of Akfen Enerji Yatırımları Holding A.Ş., 69,75% owned by Akfen Holding A.Ş., established for providing electricity to eligible consumers, has started its operations through a pilot study in July 2011. The portfolio of the company has reached c.a 29,6 million kWh of total annual consumption which is composed of 60 gauges as of the publishing date of this report.
- ◆ As previously announced on October 5th, 2011, Privatization Agency ("PA") completed the auction to sell the land, which is located in Mersin, when Akfen Energy Generation and Trade Company ("Akfen Energy") submitted the highest bid of TRY 40.6 million. Following the approval of the Privatization High Commission on November 1st, 2011, which was subsequently published on the Official Gazette. Akfen Energy signed the Asset Sale Agreement ("ASA") with PA on January 10th, 2012. Upon signing of ASA, Akfen Energy paid TRY 8.120.000 and the remaining TRY 32.480.000 will be paid in four equal installments with the accrued interest in four years. The land is located 4.5 km east of the Mersin Harbor and 12 km distance to Tarsus Organized Industrial Zone, hence it is close to major consumption centers

in the region. The land has a size of 58.000 sqm and is located on the coast line, which will allow sea water cooling. Additionally, the low altitude of the land will enable the Combined Natural Gas Power Plant (“NGPP”), which is in the planning phase, to operate with higher efficiency. Akfen Energy submitted the license application NGPP with an installed capacity of 450 MW to be constructed on this land to EMRA on April 11th, 2008. There is a positive opinion on Environmental Impact Assessment for NGGP Project issued on January 12th, 2010.

### **AKFEN CONSTRUCTION**

- ◆ As of December 31<sup>th</sup> 2011, the total contract value of Akfen Construction assignments in ongoing HEPP projects is **€73 million** and the total amount of cumulated progress payments of ongoing HEPP projects reached to **€29,2 million**. This amount corresponds the **40%** of the total contract value.
- ◆ As of December 31<sup>th</sup> 2011, with Adana Ibis, Izmir Ibis and Esenyurt Ibis construction contracts, Akfen Construction’s total contract value in hotel projects reached to **€17,7 million** (including Akfen Construction’s mark up).
- ◆ As of December 31<sup>th</sup> 2011, Akfen Construction’s current backlog (HEPP and REIT projects) is **€54,1 million**.

### **IDO**

Number of Passengers and Vehicles Transported (000)	2010 12M	2011 12M	Change (%)
<b>Number of Passengers</b>	<b>49.939</b>	<b>52.714</b>	<b>5,56%</b>
Fast Ferry	6.460	6.744	4,41%
Sea Bus	6.369	6.547	2,80%
Conventional Ferry	37.110	39.423	6,23%
<b>Number of Vehicles</b>	<b>6.922</b>	<b>7.688</b>	<b>11,06%</b>
Fast Ferry*	1.200	1.265	5,44%
Conventional Ferry**	5.722	6.422	12,24%

\* Vehicle transport numbers by Fast Ferry are measured in Car Equivalent Units (“CEU”). CEU is calculated through applying coefficients for each type of transport compared to a single car.

Mode of Transport	Motorcycles	Automobile	Disabeld Car	Minivan	Mini bus (12 pass.)	Jeep	Mini bus (19 pass.)	Midi bus	Pickup Truck 0-2000 kg	Pickup Truck 2001-2500 kg	Truck 2501-3500 kg	Bus	Towed Vehicles
Coefficient	0,25	1	1	1	1,25	1,25	1,5	2	1,5	2	2	5	1,5

\*\* Number of passengers travelling with vehicles using Eskihisar-Toppular conventional ferry line are calculated through applying coefficients for each type of mode of transport as laid out in the following table :

Mode of Transport	Automobile	Minivan	Jeep/Pickup Truck /Minibus	Midi bus (21+)	Truck / 2 Axles Bus	3 Axles Bus, Tractor and Trailer	Over 4 axles vehicles	Motorcycles
In Vehicle Passenger Coefficient	3	2	6	6	18	18	2	1

As of 1 November 2011, passengers per vehicle coefficient of the Sirkeci-Harem conventional ferry line is amended as 1.67