

## Corporate Credit Rating

## Tourism & REIT

### [Hotels, Marinas, Real Estate]

MARTI Hotels & Marinas		Long Term	Short Term	
International	Foreign Currency	BBB-	A-3	
	Local Currency	BBB-	A-3	
	Outlook	FC	Stable	Stable
		LC	Stable	Stable
National	Local Rating	BBB-(Trk)	A-3(Trk)	
	Outlook	Positive	Stable	
Sponsor Support		2	-	
Stand Alone		BC	-	
Sovereign*	Foreign Currency	BBB-	-	
	Local Currency	BBB-	-	
	Outlook	FC	Stable	-
		LC	Stable	-

MARTI OTEL İŞLETMELERİ A.Ş.					
Financial Data	March,2013*	March,2012*	March,2011*	March,2010*	March,2009*
Total Assets (000 USD)	251,711	194,301	181,531	159,163	146,339
Total Assets (000 TRY)	455,270	344,476	278,887	241,243	244,122
Equity (000 TRY)	137,995	154,347	166,900	96,009	92,514
Net Profit (000 TRY)	-17,104	-8,168	-1,460	3,495	4,259
Net Profit Margin (%)	-20.86	-10.79	-2.61	7.67	10.66
Net Sales (000 TRY)	82,208	75,879	55,843	45,563	39,937
ROAA (%)	-5.30	-3.07	-1.28	4.46	1.67
ROAE (%)	-14.49	-5.96	-2.53	11.21	4.02
Equity / Total Assets (%)	30.31	44.81	59.85	39.80	37.90
Net Working Capital / T. Assets	-10.91	-5.97	11.93	-18.29	-9.93
Dept Ratio (%)	69.69	55.19	40.15	60.20	62.10
Asset Growth Rate (%)	32.16	23.52	15.60	-1.18	28.21

\*Assigned by Japan Credit Rating Agency, JCR on May 23, 2013

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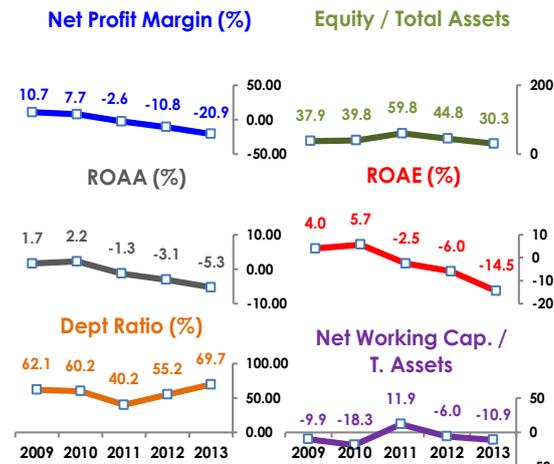
\*End of the year

### Company Overview

Martı Otel İşletmeleri A.Ş. (herein referred to as 'Martı Group', or 'the Company'), formerly Marmaris Martı Otel İşletmeleri AS, was found in 1967 by Narin Family, is one of the most prominent tourism groups internationally, operates as Turkey's first resort hotel in tourist resorts and hotels business with over 45-year experience in Turkish tourism. The Company has business deal with tourism agencies mainly from European Countries

The Company, headquartered in İstanbul, had a staff force of 870 personnel and a combined capacity of approximately 2,800 beds through the owned Martı Resort, Martı La Perla, Martı Hemithea in Muğla and operated Martı Myra in Antalya, Martı İstanbul in İstanbul. Martı Marina had a capacity of 301 afloat and 70 ashore yachts as of 31 March, 2013.

The major qualifying shareholders of the Company as of June 2013 were Mr. Nurullah Emre NARİN (23.85%), Ms. Pakize Oya NARİN (13.73%). There was a free float of (62.42%). Public trading began on the Borsa İstanbul (BİST) under the ticker symbol "MARTI" in 1998.



### Strengths

- An eminent brand identity internationally through its 45 years' background in tourism sector
- Well positioned Group hotel assortment to gain from the rivalry in tourism sector
- High hotel and marina occupancy rates thanks to widespread availability of the hotels
- Multifariousness in the Company's tourism and REIT sector activities, shaping Group harmony
- Obtaining the historically highest level of revenue in Turkey thanks to profound tourism demand
- Improved compliance level with corporate governance practices through experienced management team

### Constraints

- Realized losses over the reviewed period accelerating negative profitability ratios since FYE2010
- Ongoing corrosion in net working capital over the reviewed period with the exception of FYE2011
- Elevated level of off-balance sheet commitments and contingencies
- Notable resource requirements stemming from its business field
- Currency risk due to a short foreign exchange position
- Violent competitive and fragmented market structure aggravating fierce rivalry with sensitive price struggle
- Hotel market's vulnerability structure to global market conditions and political & economic influences