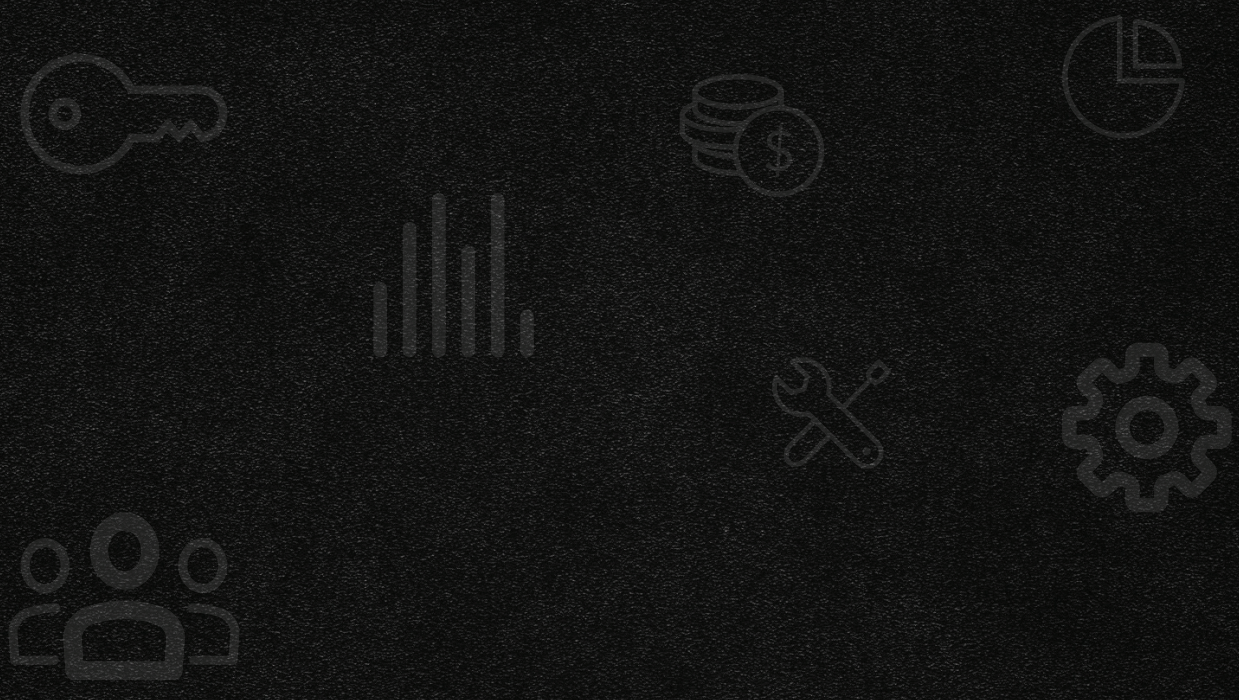


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KNOWLEDGE

ADEQUACY

LIABILITY

MARKET EXPERIENCE

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# KALME CORPORATE REAL ESTATE VALUATION AND COUNSELLING INC.

[www.kalme.com.tr](http://www.kalme.com.tr)



# Corporate Structure, Analytical and Solution-Based Approaches

## Expert, Young and Experienced

The word Kalme is comprised of the first letters of the English words: **“Knowledge”, “Adequacy”, “Liability”** and **“Market Experience”**.

Those words briefly summarize our company motto.

Kalme, combined with the word **“Corporate”** to indicate its corporate structure, which is an indispensable part of it, refers to a knowledgeable structure that is competent enough to solve problems, fully aware of its responsibilities and highly experienced.

Kalme Corporate Real Estate Appraisal and Counseling Inc. was established in Ankara, Turkey in 2010 and reached a wide network all around Turkey in a short time.

Kalme Corporate, which has adopted the idea of a strong teamwork thanks to its experienced professionals who come from different professional disciplinary backgrounds, follows international developments as well as local regulations regarding its service areas.

Having undertaken a broad mission, Kalme Corporate grows incessantly with its innovative and modern vision in line with its principles. Kalme Corporate also acts in compliance with international standards and local regulations and has adopted scientific approach as an indispensable principle in the valuation and consulting services it offers in a highly-qualified, independent, fast and accurate manner.



# Our Competencies and Licences

Kalme Corporate

has been included in the Real Estate Appraisal Firms list and its competency has been certified according to the communiques of Capital Markets Board of Turkey(CMB).

was authorized by **Banking Regulation and Supervision Agency (BRSA)** to give real estate valuation services to banks.

is a company regulated by RICS (**Royal Institution of Chartered Surveyors**).

is the first corporate to be managed by an Executive Director who has a **REV (Recognised European Valuer)** title and the license in Turkey.

has the **ISO 9001:2015** Quality Management System Certificate and **27001:2013** Information Security Management System Certificate

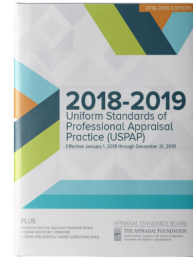
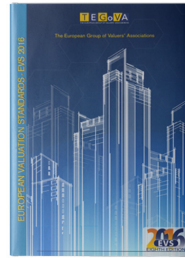
is a member of the Turkish Appraisers' Association and the Licensed Appraisal Companies' Union.





# Standards We Use

- International Valuation Standards (IVS),
- European Valuation Standards (EVS),
- RICS Valuation Standards (RICS Red Book),
- Uniform Standards of Professional Appraisal Practice (USPAP),
- International Financial Reporting Standards (IFRS),
- International Accounting Standards (IAS),
- Related Regulations, Technical Specifications and CMB, the BRSA, and Turkish Appraisers' Association Regulations.





# Our Services

**1**

## VALUATION

- Real Estate Valuations
- Machinery and Equipment Valuations
- Rights and Benefits Valuation Analyses

**2**

## VALUATION CONSULTANCY

- Feasibility Studies
- Real Estate Investment Consultancy
- Project Valuation and Project Development
- Market and Sectoral Studies
- Site Selection and Location Analyses
- Highest and Best Use Analyses
- Legal and Existing Situation Research
- NPL and Portfolio Valuations

**3**

## TECHNICAL CONSULTANCY

- Project Management Consultancy
- Tender Management Consultancy
- Cost Analyses
- Project Monitoring and Progress Reporting
- Urban Transformation Services





to start by verifying that we (you are writing on behalf of your company, not of yourself) have re-verified that we do not understand why they have not yet paid the full invoice mentioned in the invoice of 25 January.

They suggested  
id \$5000 or  
the full 5%

Remind them that our representative explained the 'Major Customer' plan to them. Then do not

# Valuation



## REAL ESTATE VALUATIONS

Kalme Corporate does real estate valuation studies according to internationally accepted standards and local regulations and using scientific methods.

Foremost among these come:

- Housing and Lands
- Dwellings
- Commercial Buildings (office, workplace, etc.)
- Gas Stations
- Health and Education Facilities
- Hotel, Holiday Villages, Accommodation Facilities
- Factory and Manufacturing Facilities
- Shopping Malls
- Marina and Harbours
- Golf Facilities
- Logistic-Use Buildings
- Amusement and Theme Parks
- Mines
- Renewable Energy Resources







## MACHINERY AND EQUIPMENT VALUATIONS

Along with the real estates, valuation studies are conducted by taking the brands, functionality, maintenance status, wearing, ease of service, spare parts, etc. of the machinery and equipment used in the industry and in other sectors that can be considered as a part of the real estate.

Furthermore, valuation studies are carried out by taking the weight, capacity, flags and costs of the ships that fall within the scope of real estate into account.

Major issues regarding machinery and equipment valuation are

- Machinery and Valuation of Fixed Assets
- Industrial-use Machinery and Equipment Valuation
- Cement Plants
- Refineries
- Ships
- Shipyards
- Vehicle Fleets



## RIGHTS AND BENEFITS VALUATION ANALYSES

- Determination of Rental Value
- Determination of Easement Rights' Value
- Determination of Resource Rights (Water Supply, Mining, etc.)





## FEASIBILITY STUDIES

Feasibility provides recommendation whether a project should be implemented or not; before the project is realised but after studies have been made on the areas of finance and marketing, etc.

Thanks to the scientific and comprehensive studies it conducts, Kalme Corporate aims to prevent irreversible mistakes of its customers by reminding them the importance of feasibility studies as well as making the right decisions on investment.

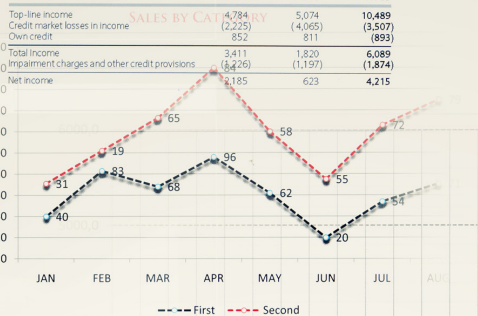
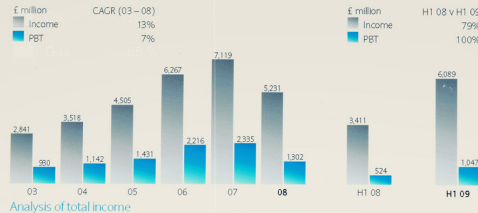
In brief, feasibility studies are a kind of report which shows what the investor will produce, where he/she will sell it, how much the investment will cost, in which area the investment will be made, and what the investor will earn. Feasibility studies are comprehensive ones that analyse whether projects are technically, commercially, financially, and economically, socially and institutionally feasible before the investment decision has been made and the implementation (final) projects have been prepared. Feasibility studies can be made not only for new investments but also for partial investments, renovation and modernisation studies.

Feasibility studies are, in general, comprised of five main elements, i.e. market analysis, location analysis, financial analysis, technological and legal investigations.

As for investments, alternative investment scenarios are examined, strategies are put forward so that the investment can achieve the highest success possible, and criteria such risk factors, opportunities, performance, cash flows are studied.



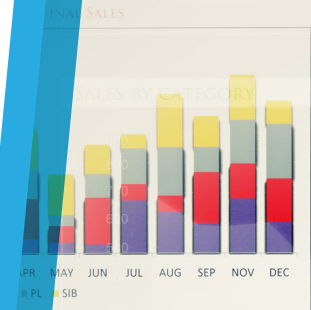
# COAL AND GAS



	Sale	Buy	Grow
Gold	5377.00	5462.20	22.60%
Platinum	5277.00	5366.19	32.20%
Silver	5501.00	5516.03	3.00%
Copper	5370.00	5517.26	39.80%
Steel	5491.00	5643.21	31.00%
Beryllium	5371.00	5455.59	27.80%
Manganese	5205.00	5240.26	17.20%
Aluminum	5339.00	5678.06	25.80%
Chrome	5557.00	5820.51	36.60%
Nickel	5574.00	5897.88	21.60%
Bauxite	5869.00	5907.74	17.60%
Cotton	5190.00	5197.22	1.60%
Flax	5280.00	5284.48	1.60%
Textiles	5107.00	5116.83	9.00%
Wool	5156.00	5192.35	23.20%
Fur	5280.00	5316.40	13.00%
Sateen	5181.00	5192.85	9.20%
Silk	5186.00	5198.53	5.60%
Oil	5794.00	51109.25	39.20%
Gas	5150.00	5171.48	34.20%
Electric power	5150.00	5190.43	17.00%



Commodity	Unit	Price
Gold	A	5377.00
Platinum	B	5277.00
Silver	C	5501.00
Copper	D	5370.00
Steel	E	5491.00
Beryllium	F	5371.00
Manganese	G	5205.00
Aluminum	H	5339.00
Chrome	I	5557.00
Nickel	J	5574.00
Bauxite	K	5869.00
Cotton	L	5190.00
Flax	M	5280.00
Textiles	N	5107.00
Wool	O	5156.00
Fur	P	5280.00
Sateen	Q	5181.00
Silk	R	5186.00
Oil	S	5794.00
Gas	T	5150.00
Electric power	U	5150.00



ASK	PRO	QUA
€ 554.00	€ 104.00	339
€ 348.00	€ 374.00	223
€ 415.00	€ 930.00	269
€ 146.00	€ 107.00	437
€ 890.00	€ 801.00	934
€ 679.00	€ 691.00	933
€ 670.00	€ 933.00	691
€ 75.00	€ 934.00	801
€ 300.00	€ 437.00	107
€ 318.00	€ 269.00	930
€ 331.00	€ 223.00	374
€ 399.00	€ 339.00	104

DAT	BID	ASK	PRO	QUA
JAN	€ 598.00	€ 391.00	€ 820.00	339
FEB	€ 891.00	€ 958.00	€ 784.00	223
MAR	€ 748.00	€ 627.00	€ 934.00	269
APR	€ 589.00	€ 335.00	€ 555.00	437
MAY	€ 949.00	€ 885.00	€ 386.00	934
JUN	€ 843.00	€ 256.00	€ 974.00	933
JUL	€ 836.00	€ 628.00	€ 575.00	691
AUG	€ 349.00	€ 341.00	€ 645.00	801
SEP	€ 221.00	€ 441.00	€ 941.00	107
OCT	€ 886.00	€ 943.00	€ 802.00	930
NOV	€ 661.00	€ 949.00	€ 715.00	374
DEC	€ 297.00	€ 440.00	€ 557.00	104





## REAL ESTATE INVESTMENT CONSULTANCY

Real estate investments can be made in various ways and with various practices applied. Rights in land use regarding the zoning status and following procedures as well as costs related to those, outputs during the project and projections regarding how a demand will be shaped during and after the project are all very important to determine before the investment is made. Furthermore, studying advantages and proceeds to be collected in cases where the investors to develop a project buy the land or make an agreement with the landlord as well as studying supply and demand data when the investment is to be made on developed property rather than a construction itself, and the profitability of the investment are quite significant issues. Thus, in terms of investment consultancy services, we provide information and estimates to investors about costs, values, supply-demand statuses in line with the fundamental principles of real estate valuation



## PROJECT VALUATION AND PROJECT DEVELOPMENT

Such studies include the valuation of projects which are developed on a vacant land by utilising techniques including the time value of money and techniques including the time value of money.

For the project valuation studies that are under risk, determination of risk-free incomes equivalent to the risky ones and adjustment of the expected incomes according to the risks are also taken into account when necessary.

In addition to the valuation of a project developed on a land, project development studies are made on the land in a manner to achieve the highest and best use.

Project valuation that is prepared upon demand and projections of the customer or project analyses made in line with the demands of the customer can be a subject matter for reporting.



## MARKET AND SECTORAL STUDIES

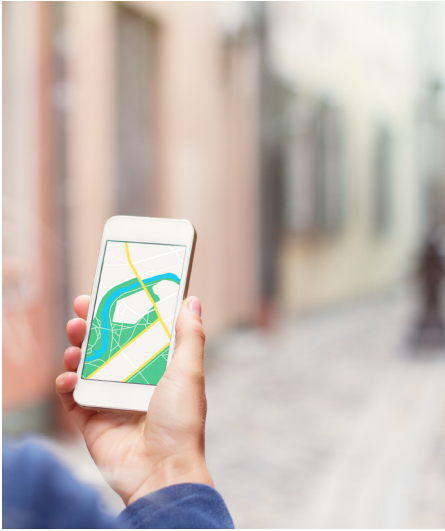
Different criteria are considered and different studies are made for different types of real estates.

Market and sectoral studies are the ones in which information regarding the supply, sales speed and sales prices of the rivals is analysed by going through their market value with the aim of determining the market conditions that the real estate would be affected by.

Data collected create an infrastructure for economic, operational and physical admissions.







## SITE SELECTION AND LOCATION ANALYSES

It is a general principle that an enterprise creates the minimum costs, yet gains the maximum benefit economically and socially. To this end, the most convenient place for investment should be determined.

Location analysis requires the determination of the most rational place after considering a number of factors such as raw materials, energy, work force, being close to the market, natural conditions, transport facilities, and the potential for development.



## HIGHEST AND BEST USE ANALYSES

Highest and best use can be briefly defined as the possible use that creates the highest value for a real property that is physically possible and legally permitted and financially feasible.

Further analyses are conducted whether the current use is the highest and the best use possible.



## LEGAL AND EXISTING SITUATION RESEARCH

This involves the investigation of the compliance of the real estate with the information and documents in the land registers and other official institutions. Consulting services are provided for ensuring the non-compliant parts of the real estate in hand to be in compliance with the official registers.

Valuation and recommendation reports are prepared for the real estates to include their existing use, legal data, highest and best use.



## NPL AND PORTFOLIO VALUATIONS

A team of experts conduct NPL and Portfolio valuations in order to value the real estates in the portfolios of enterprises and NPLs.



## PROJECT MANAGEMENT CONSULTANCY

A project, in general, can be defined as a series of activities organised to attain pre-determined goals. To this end, certain projections and certain analyses should be made at the outset of the project regarding its implementation or outputs. Accordingly, project management is planning, managing, and controlling the resources such as workforce, materials and equipment required to finalise the project in the most efficient manner possible by taking certain features such as time, costs and technical qualities into account.

In order for a project to be finalised in an efficient manner, it must be completed in time and implemented within the priorly-set budget limits while it must have the requested functions. In this sense, the fundamental steps of project management are analysis (determining what to do), design (determining how it will be done), planning (determining who will make it when and with what costs) and implementation (applying the plans to attain the goals).

- Ensuring the coordination systematics between the customer and the project itself
  - Drafting the contracts
  - Project organisation
  - Preparing the working schedule
  - Analysing the material and workforce costs
  - Preparing the schedules for technical and administrative processes
  - Preparing the schedules for legal permits and relevant processes
  - Monitoring the project on a regular basis, follow-ups based on the compliance with legal permits, contracts and plans as well as the working schedule and the budget
  - Determining the construction progress levels and project progress levels
  - Reporting on the project implementation phases
- are some of the various steps of project management.

Our company provides consultancy services based on the controls and findings on the studies made at the outset of the project and during the implementation of the project. Additionally, three reports – an initial, an interim and a final report – are written based on our findings.

## Technical Consultancy





## TENDER MANAGEMENT

When a project is planned to be implemented by transferring all or a part of investments to certain contractors, bids by sub-contractors should be taken and all or a part of the work should be assigned to a competent person or company.

In that case, consultancy services are provided at the outset of the project by first determining the needs, analysing innovations regarding the needs and estimated costs, calculating approximate costs, and preparing technical specifications and tender documents.



## COST ANALYSES

Bill of quantities is prepared and unit and cost analyses are made for investments whose project planning phase has been finalised. Further analyses cover determining the unit costs and making unit cost analyses.



## PROJECT MONITORING AND PROGRESS REPORTING

Consultancy and reporting services on investments are provided particularly for investment progress and legal compliance by analysing construction progress, investment expenditures, credit check, legal data and current situation, appropriateness of official documents as well as working schedule, and the present costs.

Project progress reporting involves initial audit reporting, progress reporting and final reporting.



## URBAN TRANSFORMATION SERVICES

As per the Law No. 6306 on Transformation of Areas under Disaster Risk, our company provides consultancy services on various stages of urban transformation. Such consultancy services cover determining zoning conditions of an area/a building to be reconstructed, monitoring and counselling on project stages, determining the ownership of rights on the land, counselling on the preparation of contracts and specifications. Our company further prepares the real estate valuation reports at various stages.

## Some of our References

 Ziraat Bankası	 TÜRKİYE İŞ BANKASI	 TÜRKİYE FINANS KATILIM BANKASI	 ICBC
 YapıKredi	 HALKBANK	 AKBANK	 Fibabanka
 Anadolubank	 DenizBank	 odeabank	 PASHA Bank
 EXIMBANK	 بانک ملت bank mellat	 YapıKredi Leasing	 İş Leasing
 AKLease	 BNP PARIBAS	 BIRIKIM VARLIK YÖNETİM	 dvy Destek Varlık Yönetim
 Efes Varlık Yönetim	 FIBA FAKTÖRİNG	 BFB	 İLBANK
 ATAKULE GYO	 SGK SOSYAL GÜVENLİK KURUMU	 TMSF TASARRUF MEVDUATİ SİGORTA FONU	 Tos Yüzüncü Yıl Hastanesi
 OYAK	 ALJAZEERA	 ALTINDAG BELEDİYESİ	 ALPET
 ANEL GRUP	 T.C. ADALET BAKANLIĞI	 TMO	 orteks
 YÜKSELİŞ	 siti yapı CONSTRUCTION	 detaş	 TEK-ÜN
 arena TÜRKİYE'NİN TEKNOLOJİ SAĞLAYICISI	 GNC LIVE WELL	 SPU	 TMMOB UNİVERSİTESİ
 TÜRK TELE KOM	 BOĞAZİÇİ ÜNİVERSİTESİ İLAHİYAT FAKÜLTESİ 2010	 MAN	 GYP GÜNEY YILDIZI PETROL BETON KİMYA PETROL VE TİC. A.Ş.

						
						
						
						
						
						
						
						
						
						
					For current references, contact us via <a href="http://www.kalme.com.tr">www.kalme.com.tr</a> or <a href="mailto:info@kalme.com.tr">info@kalme.com.tr</a>	



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Corporate Headquarters



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For valuation requests,  
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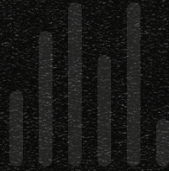


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