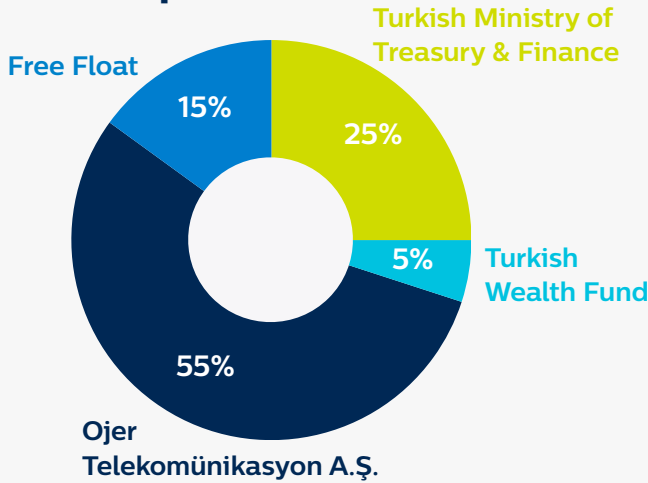


### Ownership



Note: Turkish Wealth Fund has 1.68% share in free float

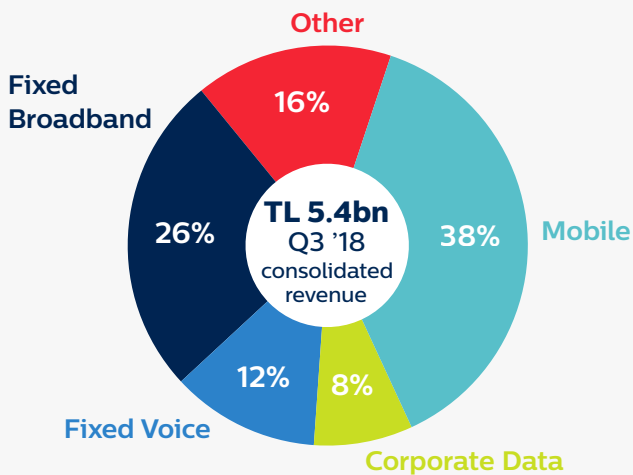
### 2018 Guidance

- ▶ Around 13% Revenue growth\*
- ▶ TL 8.0 bn - TL 8.2 bn EBITDA levels
- ▶ Around TL 4.2 bn CAPEX

\* Excluding IFRIC 12

Türk Telekom adopted IFRS 15 and IFRS 9 accounting standards starting from 1 January 2018. For further details please refer to "Financial Footnotes" & "Summary Financial and Operational xls" on our web site.

### Revenue Breakdown (2018 Q3)



### TTKOM Bloomberg: TTKOM TI Reuters: TTKOM IS

Türk Telekom Group is Turkey's world-class, integrated telecommunication and technology services provider offering its customers the complete range of mobile, broadband, data, TV and fixed voice services as well as innovative convergence technologies under the unified "Türk Telekom" brand. Turkey is one of the largest telecom markets in EMEA region with over 80 mn growing population and increasing number of households.

### Overview of Türk Telekom

Türk Telekom was privatized in 2005 and IPO'ed in 2008; underwent a successful transformation resulting in increased efficiency and enlarged service scope

Unification of mobile, broadband, TV and fixed voice brands under single Türk Telekom brand with a customer oriented and integrated structure

Strong portfolio of subsidiaries, all well positioned to provide equity value both via supporting core businesses and via third party sales

Covering 81 cities of Türk Telekom with its 274K km fiber network

### Financial and Operational Highlights

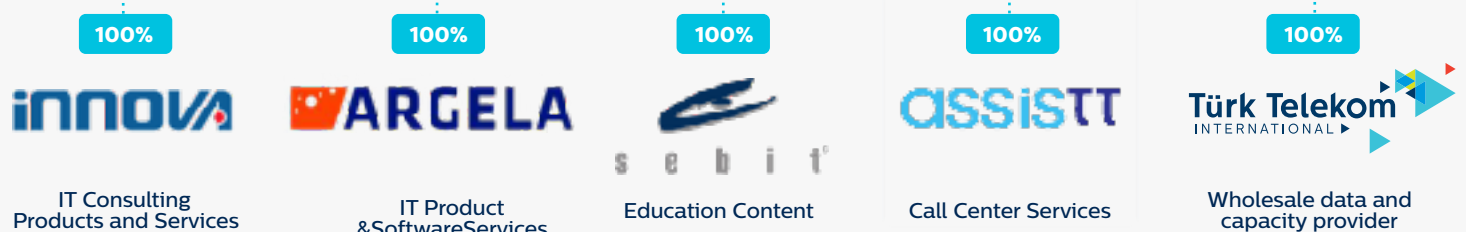
Consolidated Revenue increased to TL 5.4 bn, up by 19% YoY, the highest topline growth since IPO. Excluding IFRIC 12 revenue, consolidated revenue growth was at 17% YoY.

Consolidated EBITDA grew 34% YoY to TL 2.3 bn with a strong EBITDA margin of 42%. Growth in operating profit also accelerated to 34% YoY.

Net loss was TL 2.8 bn in Q3'18 due to unfavorable FX movements in the quarter. On the other hand, excluding FX & FX Hedging impacts, net income was at TL 1.0 bn.

Total number of Türk Telekom subscribers reached 44.7 mn with 1.2 mn net additions in Q3'18. Annual growth in subscriber base accelerated from 5.1% in Q3'17 to 10.4% in Q3'18 – the highest annual growth rate since IPO.

# Türk Telekom

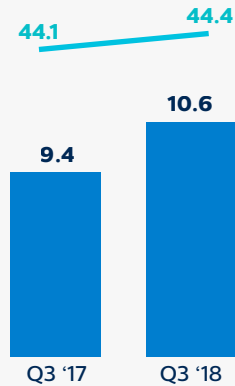


While Türk Telekom unified mobile, fixed voice, fixed broadband and TV brands under single "Türk Telekom" brand, TTKOM A.S., and TT Mobil İletişim Hizmetleri A.S. legal entities remain intact

## Operational Performance

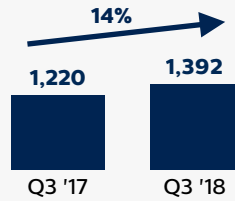
### Fixed Broadband

■ Subscribers (mn) — ARPU (TL)

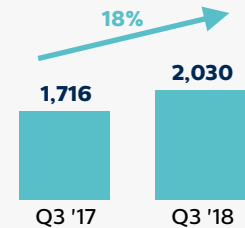


## Revenue Performance (TL mn)

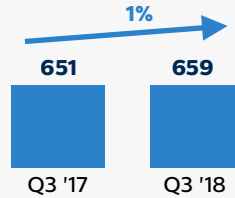
### Fixed Broadband



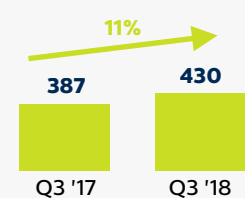
### Mobile



### Fixed Voice

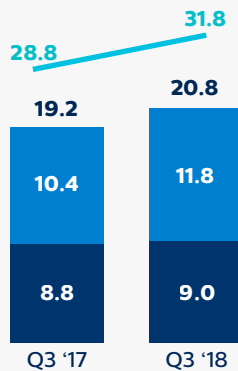


### Corporate Data



### Mobile

■ Prepaid (mn) ■ Postpaid (mn) — Blended ARPU (TL)



## Summary Financials

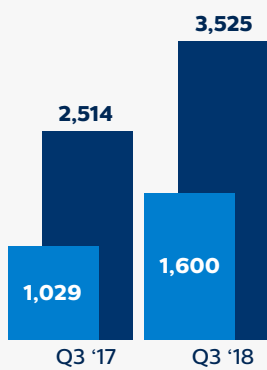
Consolidated Income Statement (TL mn)	Q3 '17	Q2 '18	Q3 '18
Revenues	4,532	4,951	5,396
EBITDA	1,687	1,968	2,267
Margin	37.2%	39.8%	42.0%
Operating Profit	973	1,058	1,305
Margin	21.5%	21.4%	24.2%
Financial Income/(Expense)	(519)	(2,139)	(5,077)
Tax Expense	(161)	212	926
Net Income	293	(870)	(2,846)
Margin	6.5%	n.m.	n.m.

Consolidated Cash Flow Statement (TL mn)	Q3 '17	Q2 '18	Q3 '18
Operating Cash Flow	952	1,826	3,183
Investing Cash Flow	(570)	(689)	(1,141)
CAPEX	(618)	(724)	(1,161)
Other Investing Activities	48	35	19
Financing Cash Flow	183	(661)	(341)
Net Change in Cash Position	564	476	1,701

Consolidated Balance Sheet (TL mn)	30.09.2017	30.06.2018	30.09.2018
Total Assets	26,519	30,461	38,945
Cash and Equivalents	2,761	4,304	6,187
Intangible Assets	8,193	9,332	9,679
Tangible Assets	8,362	9,004	14,147
Other Assets	7,202	7,821	8,931
Total Equity and Liabilities	26,519	30,461	38,945
Share Capital	3,260	3,260	3,260
Reserves, Retained Earnings and Other Equity Items	1,389	973	2,262
Interest Bearing Liabilities	15,398	19,060	24,713
Other Liabilities	6,471	7,168	8,709

### TV

■ Total TV (inc. Tivibu Home) (000) ■ Tivibu Home (000)



### Fixed Voice

— Fixed Voice ARPU (TL) ■ Fixed Voice (mn) ■ Naked Broadband (mn)

