

# 2022 Q3 Investor Presentation





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Note: EBITDA is a non-GAAP financial measure. The EBITDA definition used in this investor presentation includes revenues, cost of sales, marketing, sales and distribution expenses, general administrative expenses, research and development expenses and other operating income/(expense), and income/(expense) from investing activities, but excludes depreciation, amortization and impairment expenses, financial income/(expenses) presented in other operating income/(expenses) (i.e. FX gain/(loss), interest and rediscount income/(expense) on current accounts excluding bank borrowings).

# Net Subscriber Additions



## Broadband

**214K**  
Q3 '22

**718K**  
LTM



## Mobile

**682K**  
Q3 '22

**1.4mn**  
LTM



## Fixed Voice

**-274K**  
Q3 '22

**-660K**  
LTM



\* Includes Tivibu



# Financial & Operational Overview

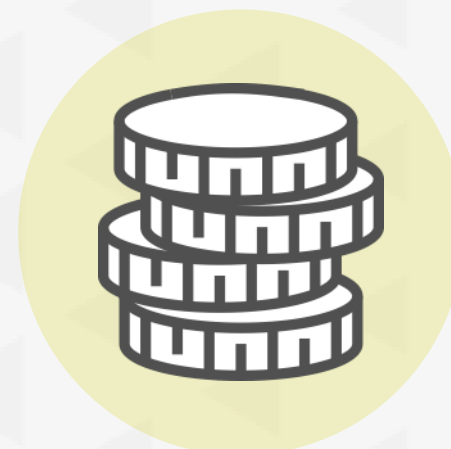
## 2022 Q3 Highlights



Total Subscribers

**52.8 mn**

▲ 3% YoY



Revenue

**TL 12.6 bn**

▲ 45% YoY



EBITDA

**TL 5.0 bn**

▲ 17% YoY



EBITDA Margin

**40.1%**

▼ 950bps YoY



Net Income

**TL 1.2 bn**

▼ 43% YoY



Free Cash Flow

**TL 2.2 bn**

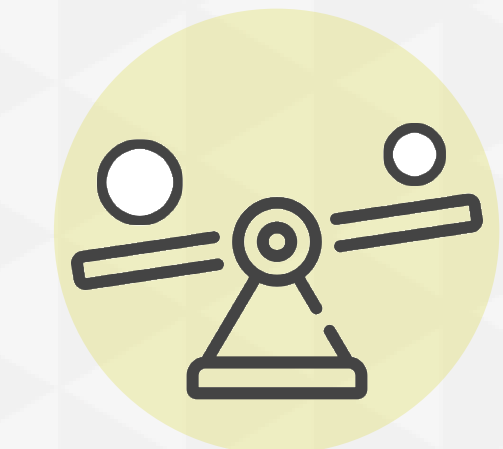
▼ 11% YoY



CAPEX

**TL 3.1 bn**

▲ 89% YoY

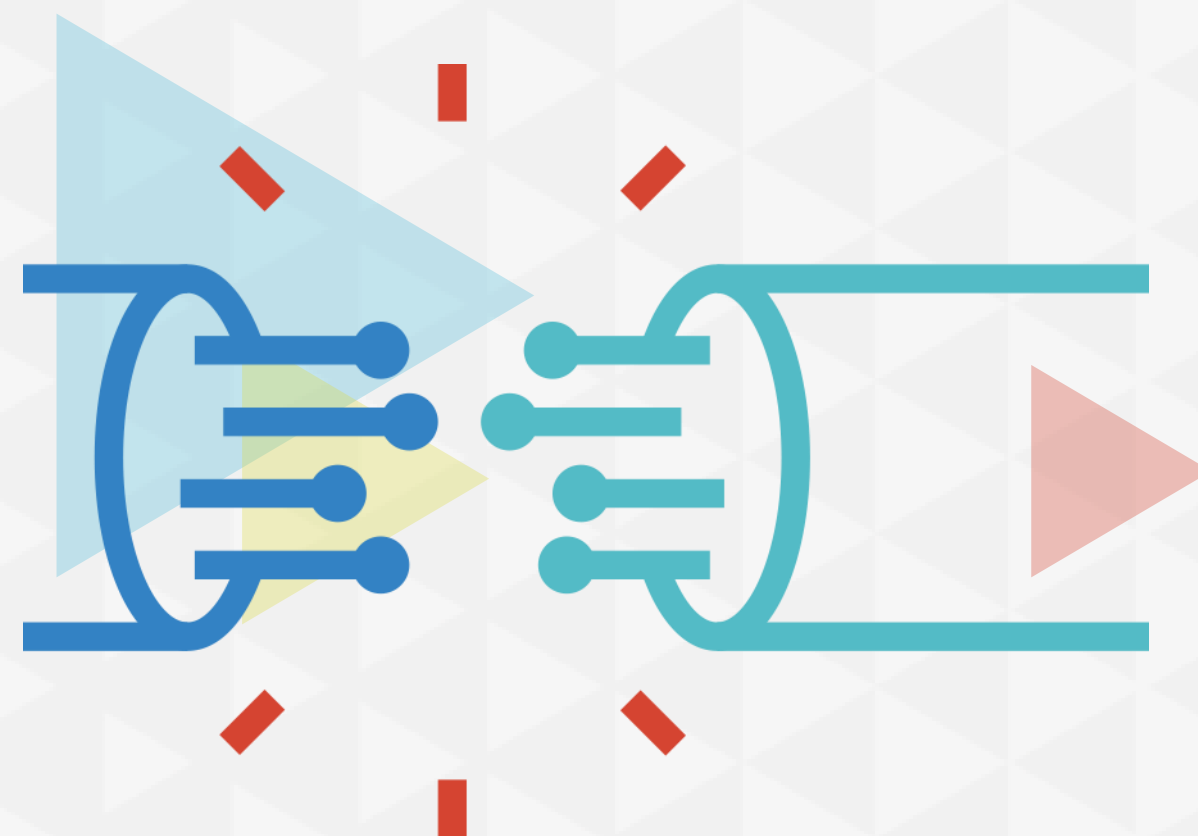


Net Leverage

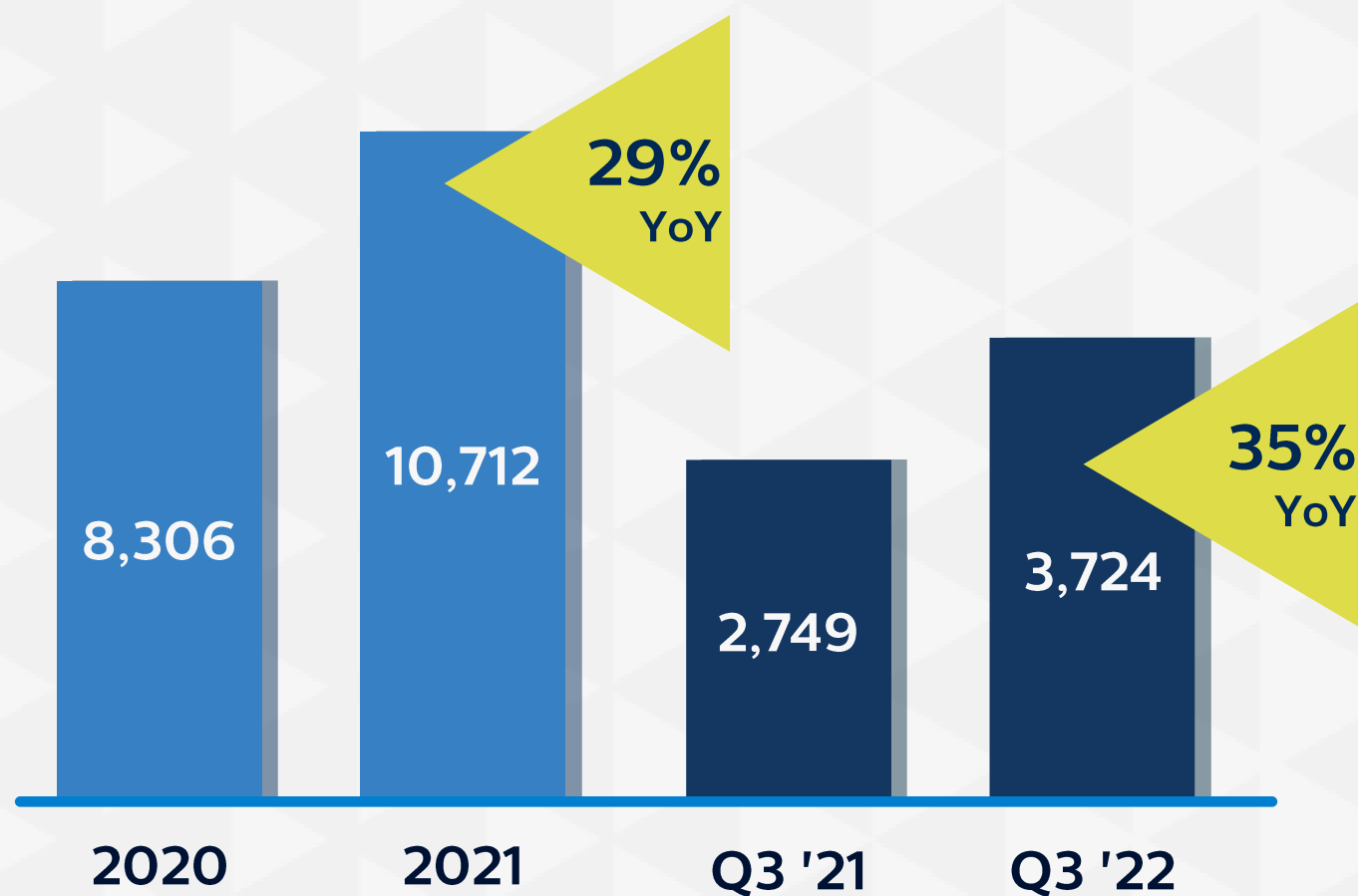
**1.54x**

Q3 '21 0.96x

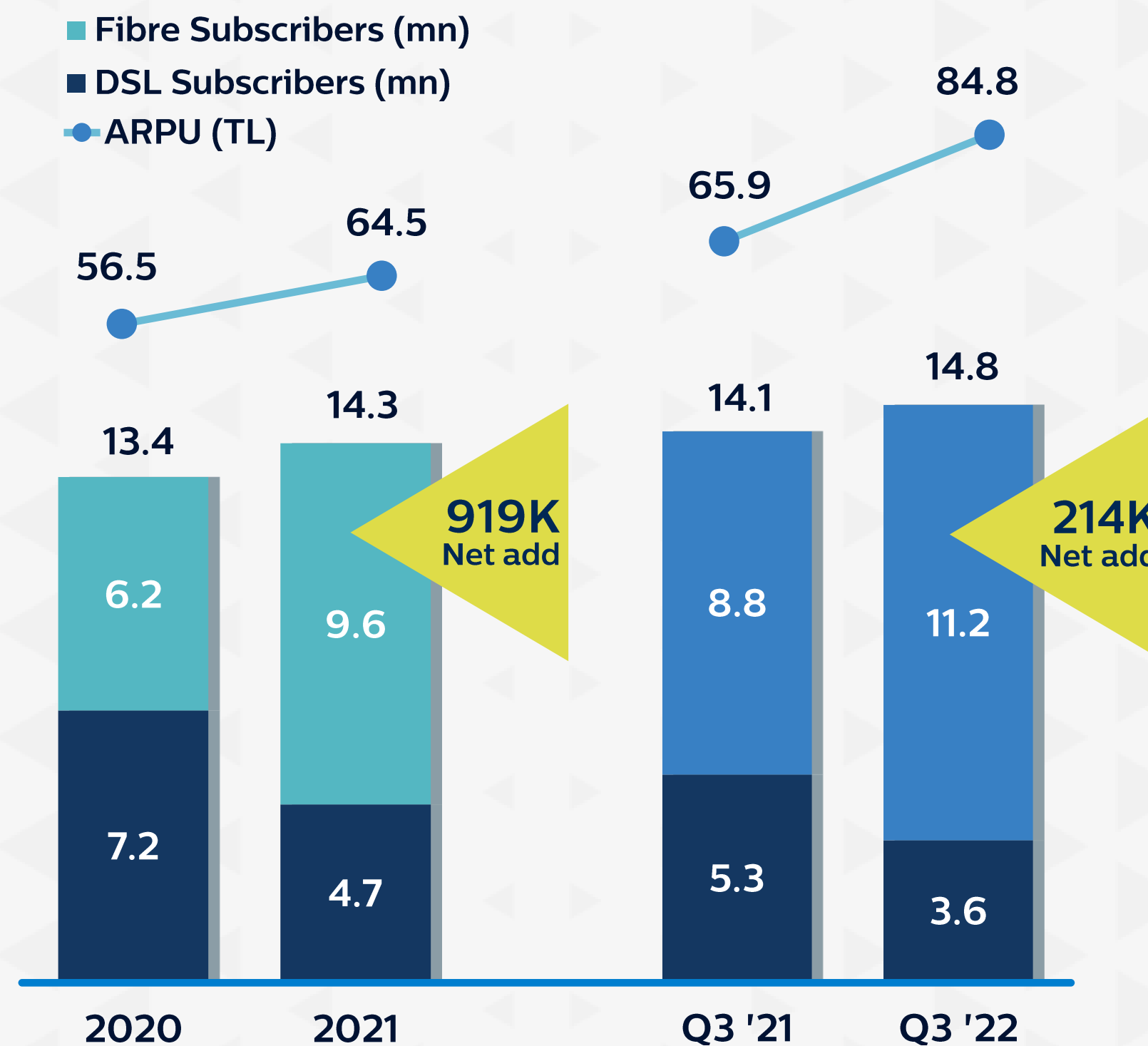
# Fixed Broadband Performance



**Fixed Broadband Revenue**  
(TL mn)

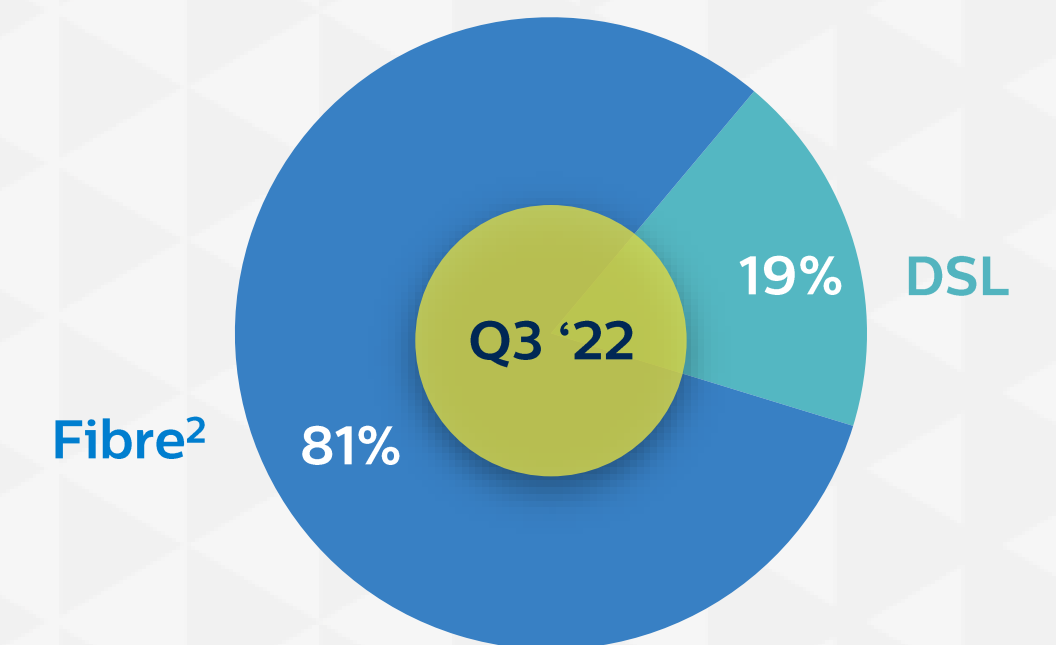
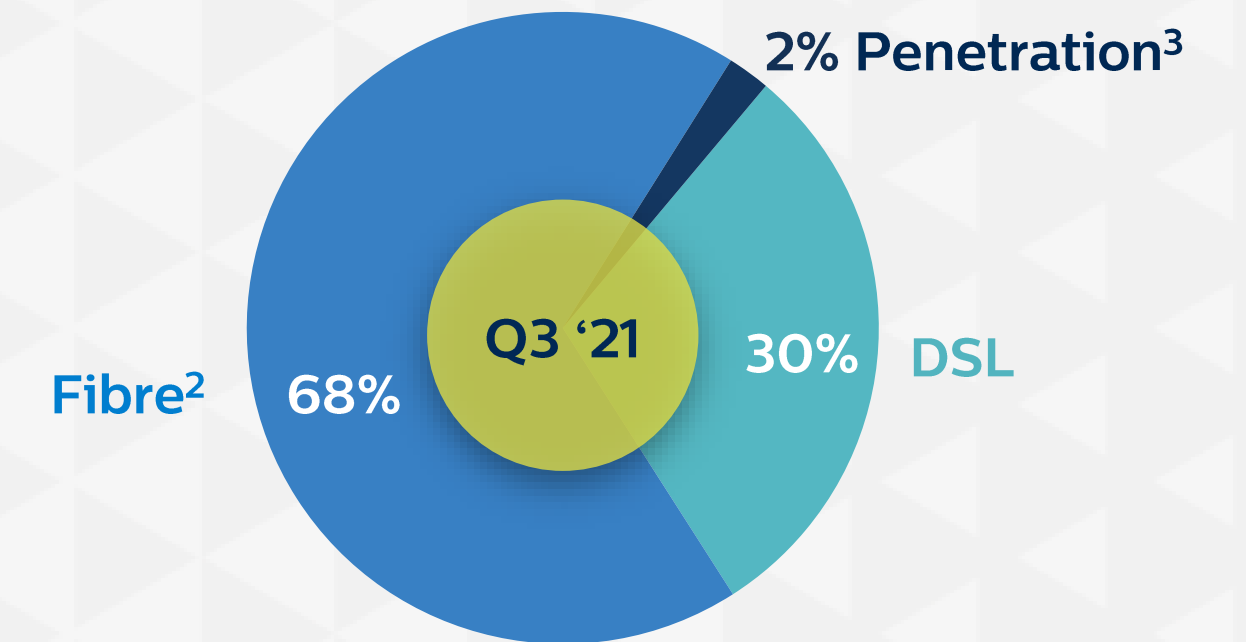


**ARPU & Subscribers**



**Subscriber Breakdown<sup>1</sup>**

(% of Subscribers)



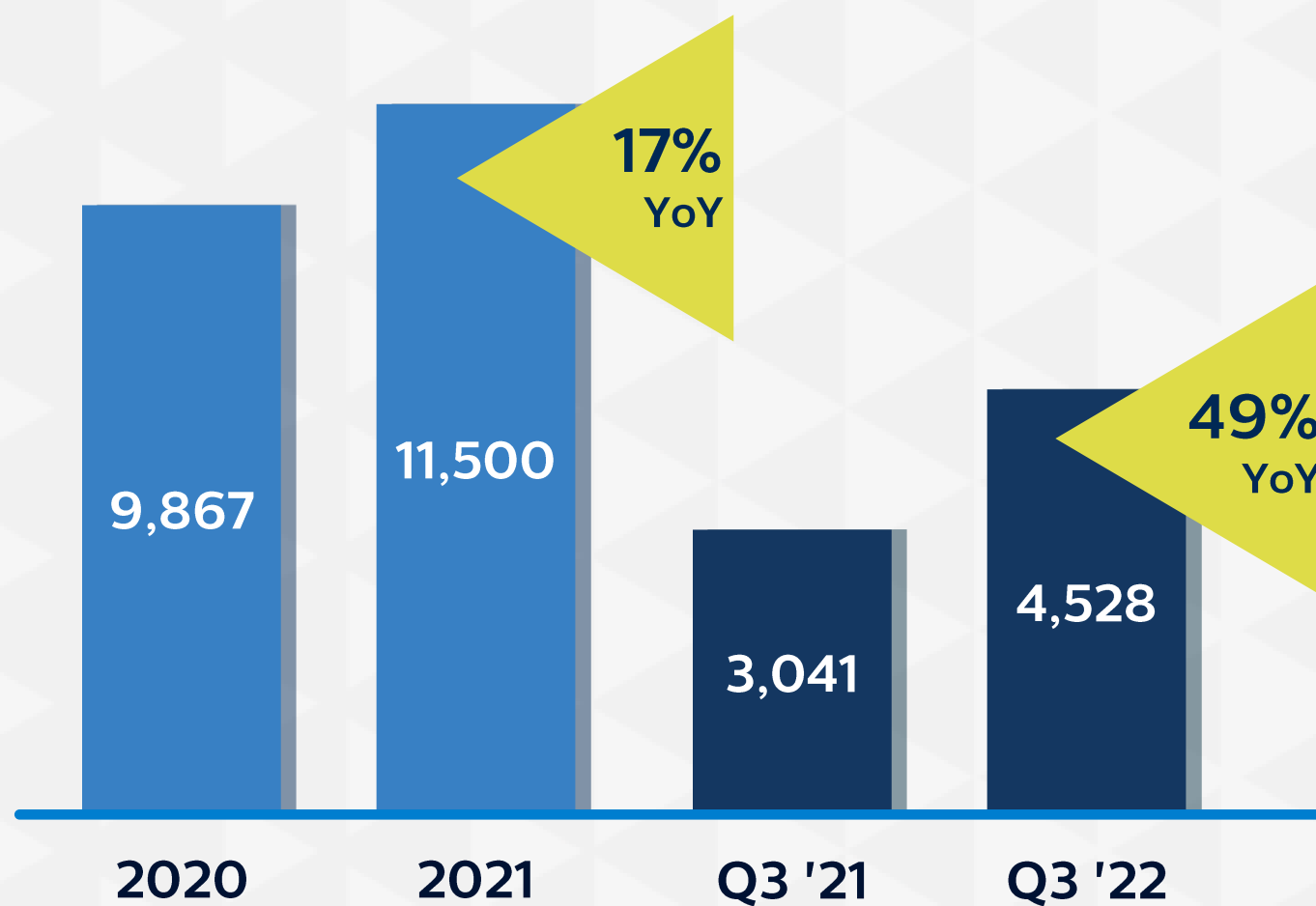
(1) Retail only  
 (2) Fibre subscribers include FTTH/B & FTTC subscribers  
 (3) Customers acquired through penetration campaigns



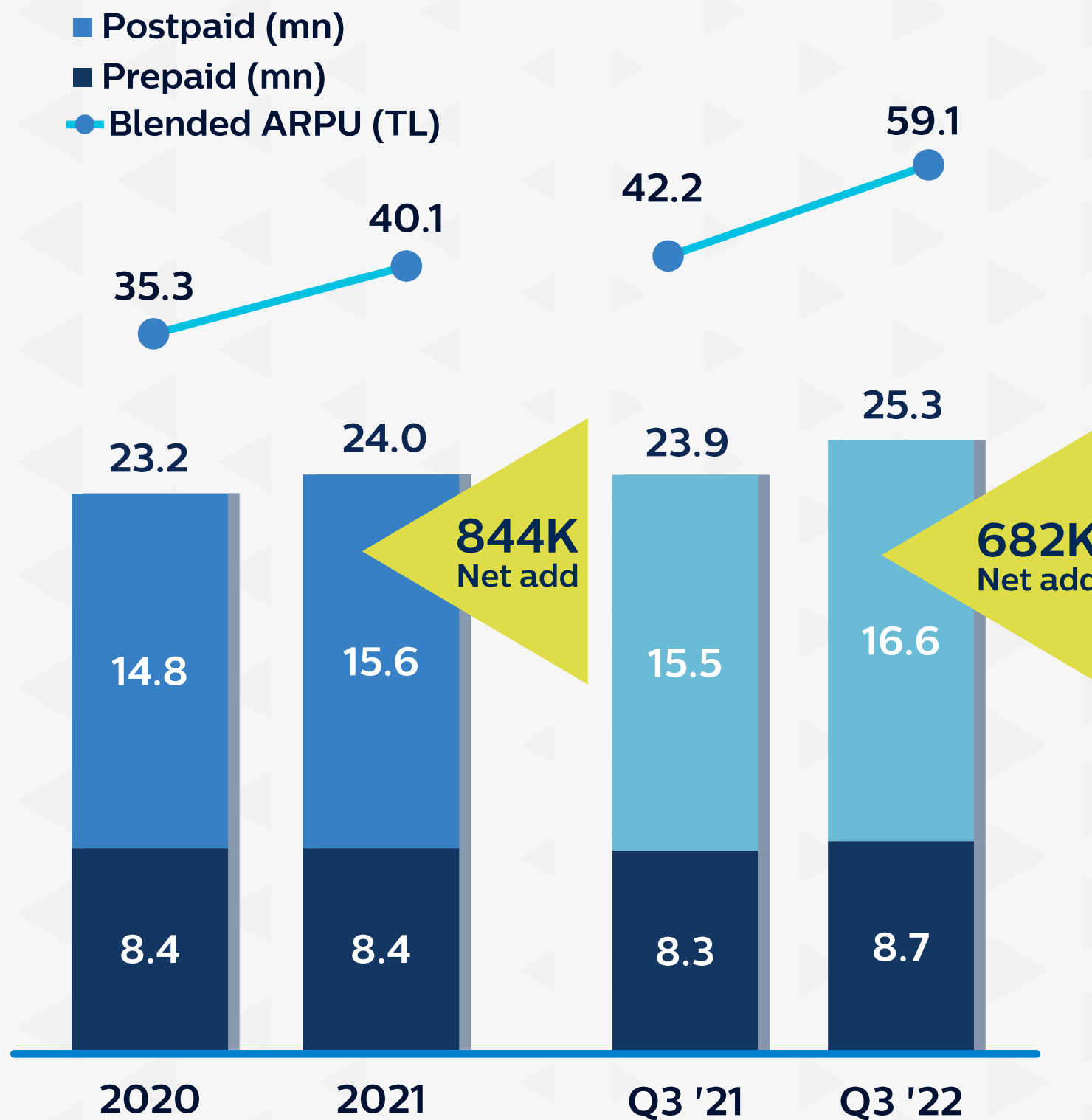
# Mobile Performance



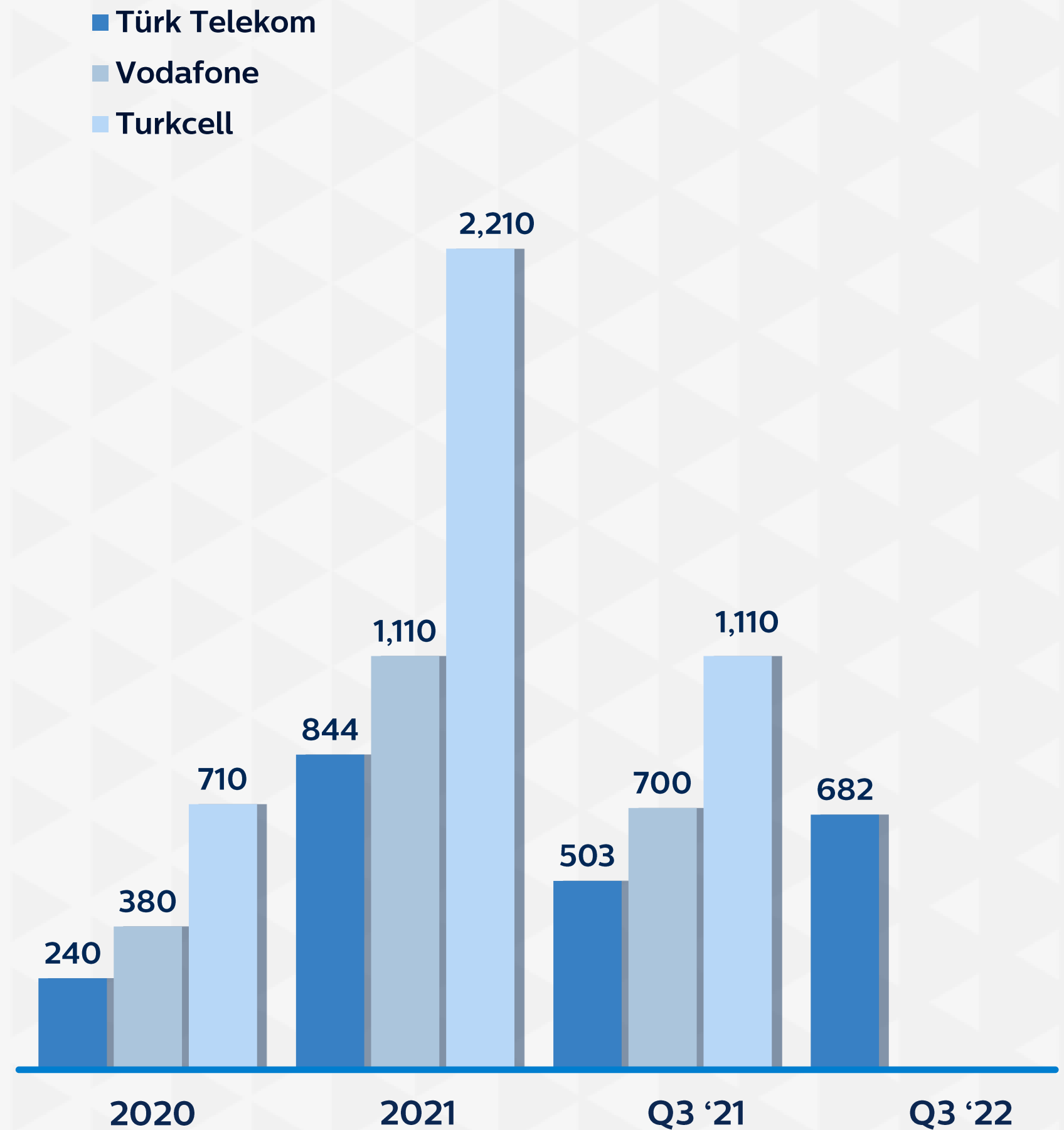
## Mobile Revenue (TL mn)



## ARPU & Subscribers



## Net Subscriber Additions (thousand)



Source: ICTA, Türk Telekom

# Guidance

	2021 Actuals	2022 Previous Guidance	2022 Revised Guidance
<b>Revenue</b> (exc. IFRIC 12) <sup>1</sup>	19.5% growth	Around 33% growth	Around 37% growth
<b>EBITDA</b>	TL 16.4 bn	Around TL 18.5 bn	Around TL 19.0 bn
<b>CAPEX</b>	TL 8.8 bn	Around TL 13.0 bn	Around TL 14.0 bn

(1) IFRIC 12 adjustment is a non-operational revenue line booked in conjunction with upgrades to our fixed line infrastructure such as the upgrade from copper to fibre based network.



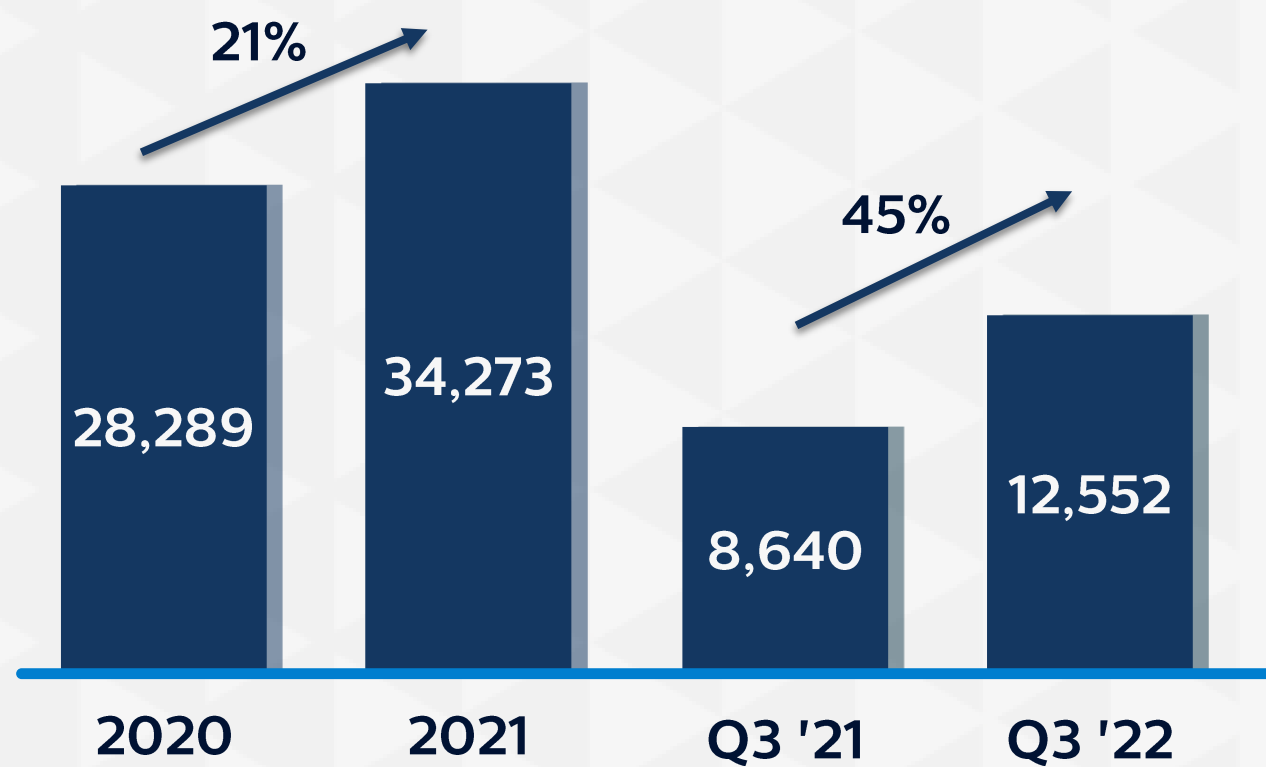
# Financials



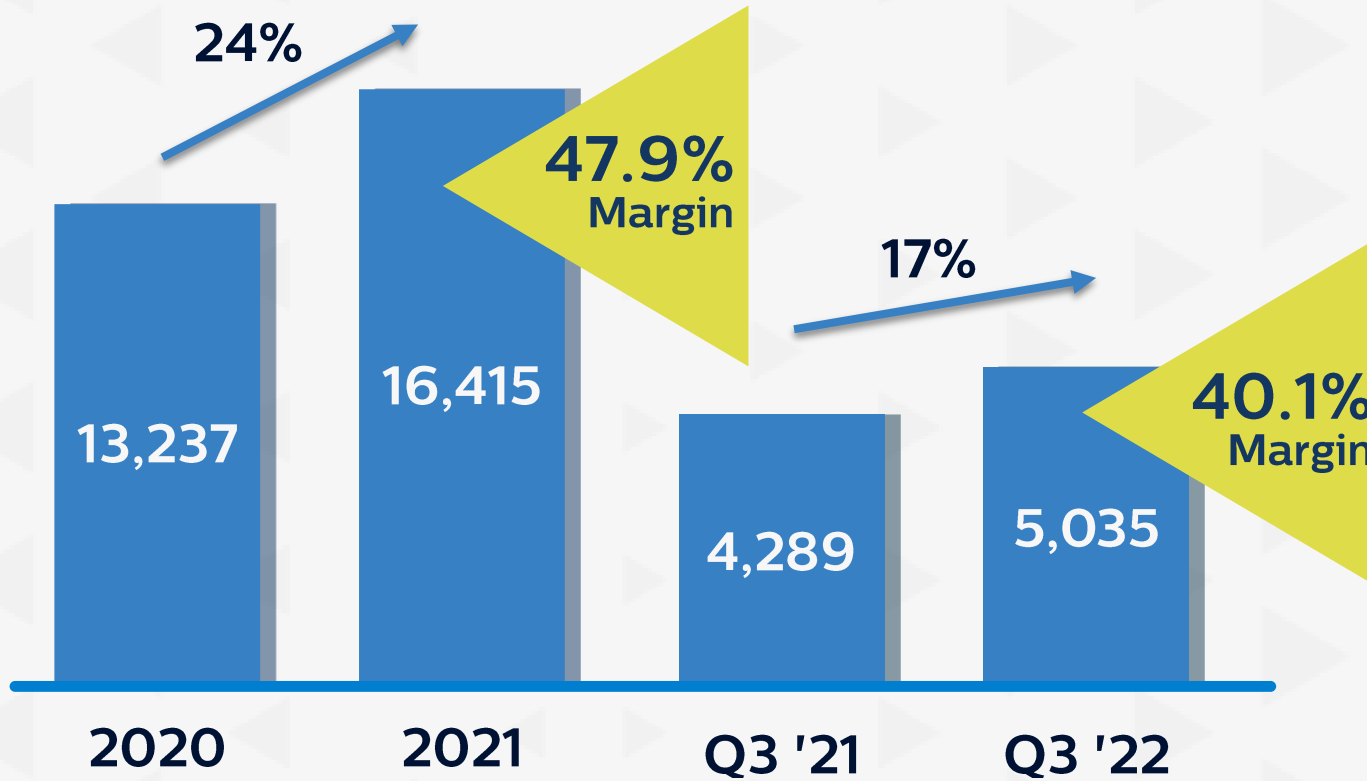


# Financial Performance

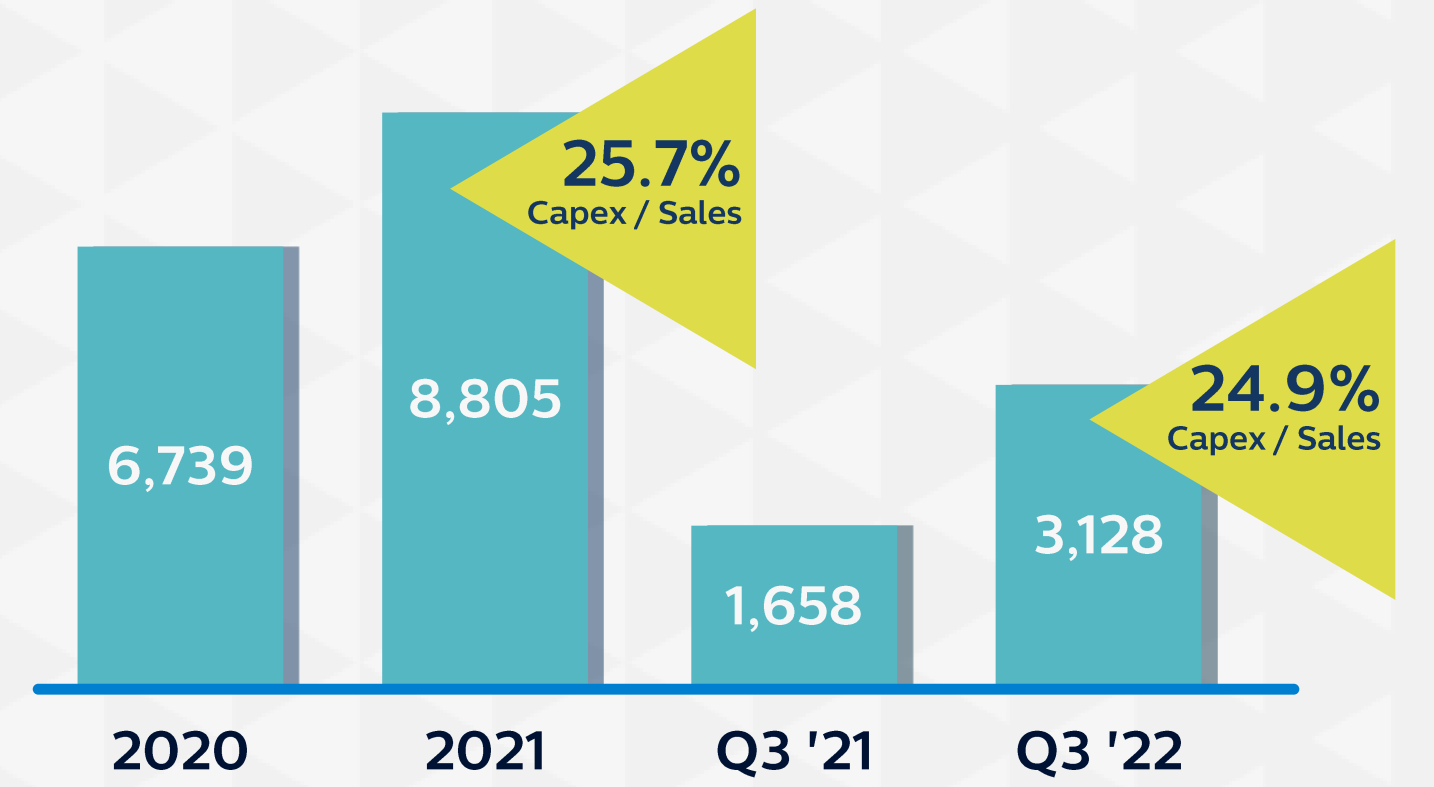
**Revenue**  
(TL mn)



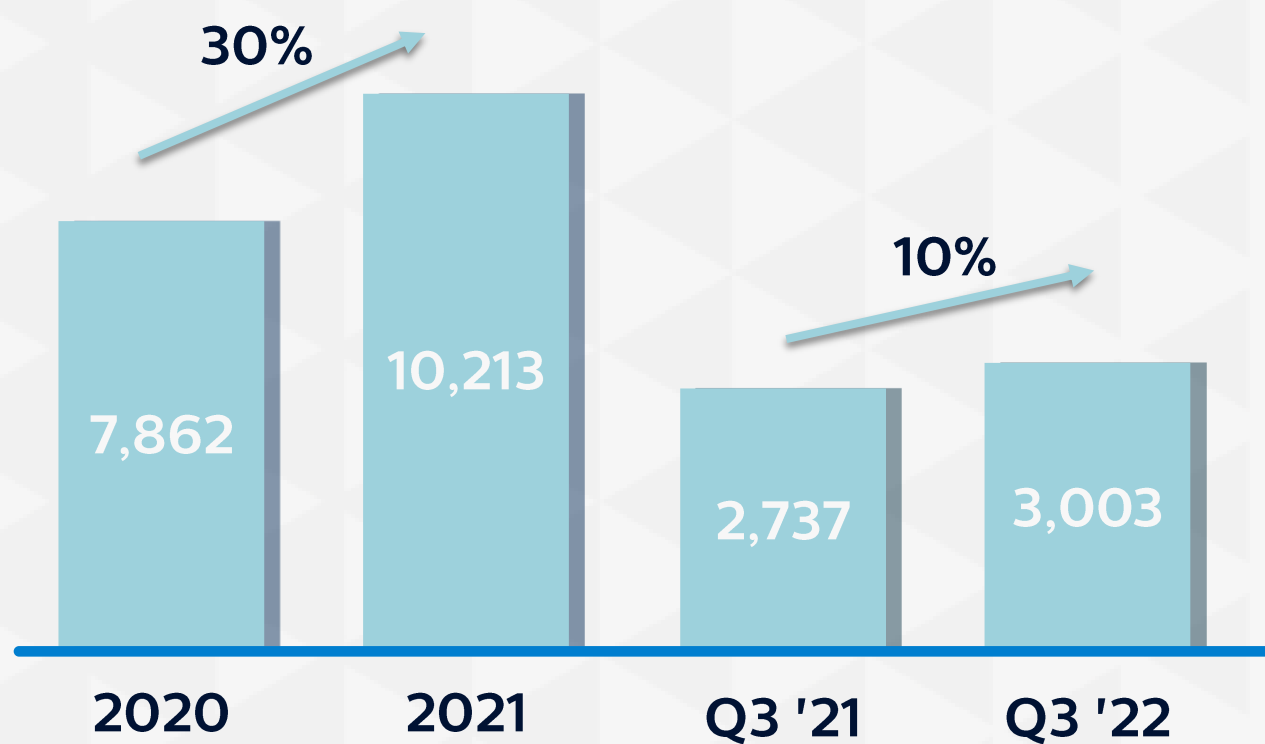
**EBITDA**  
(TL mn)



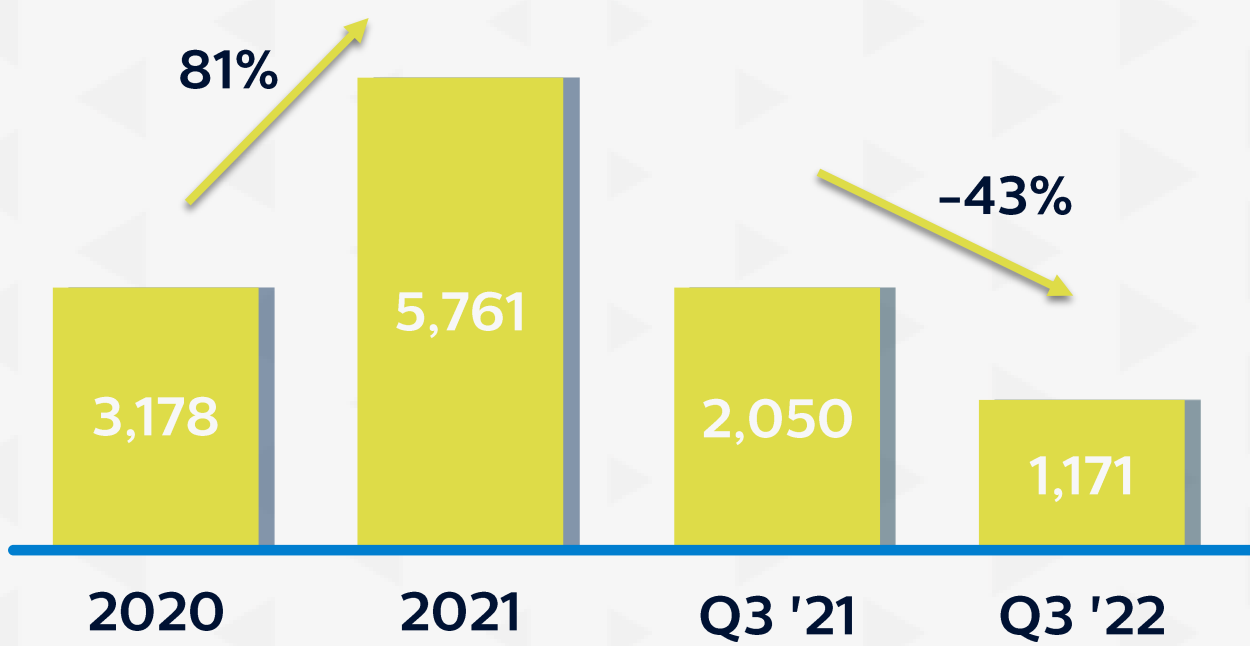
**CAPEX**  
(TL mn)



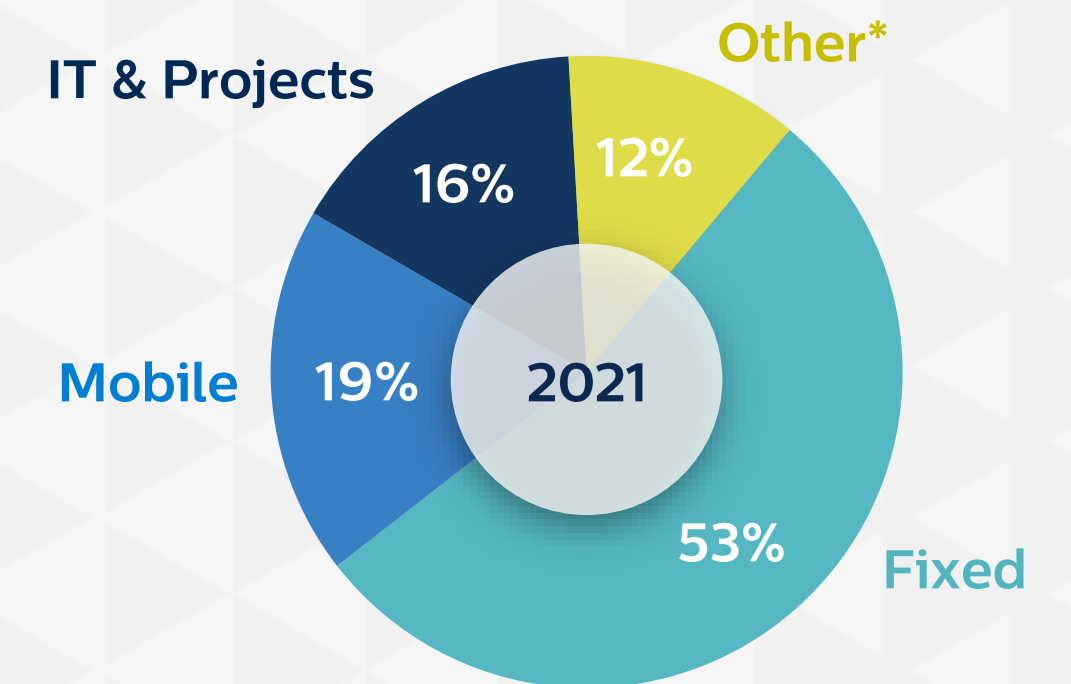
**Operating Profit**  
(TL mn)



**Net Income**  
(TL mn)



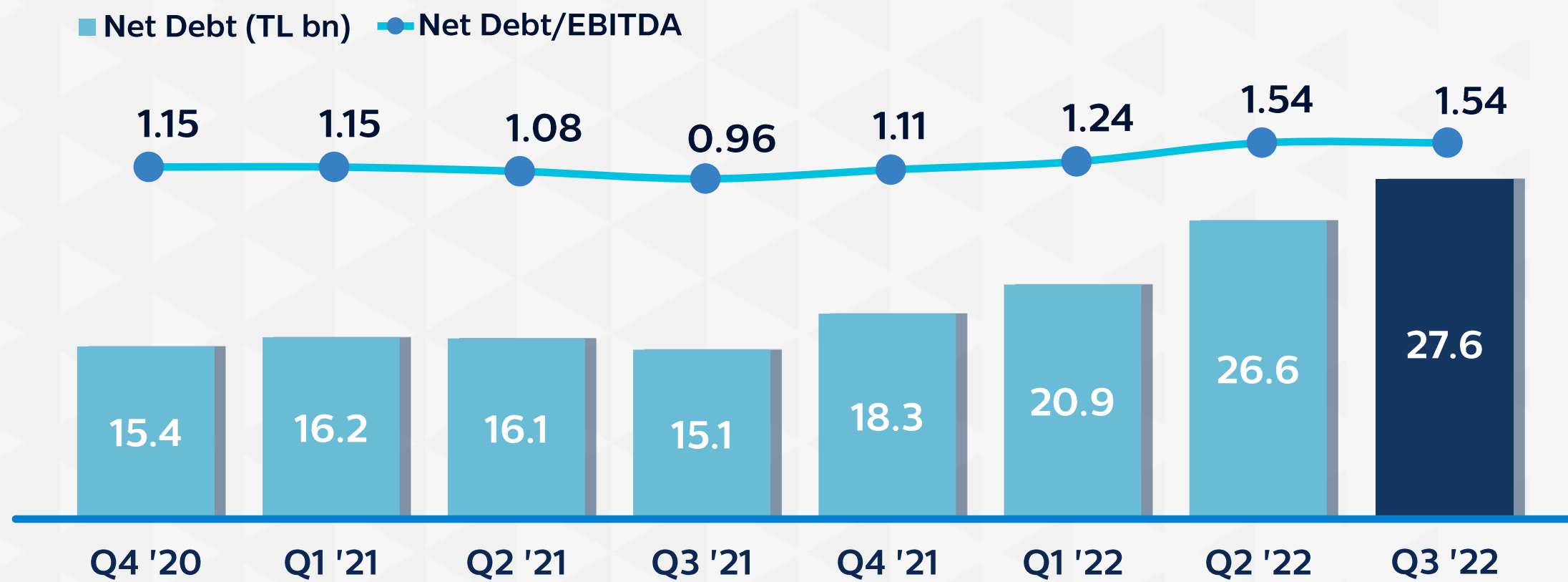
**Capex Breakdown**  
(2021, %)



\* Other Capex includes capex for subsidiaries (excl TTI), new revenue streams, IFRS 15 capitalisation, etc.

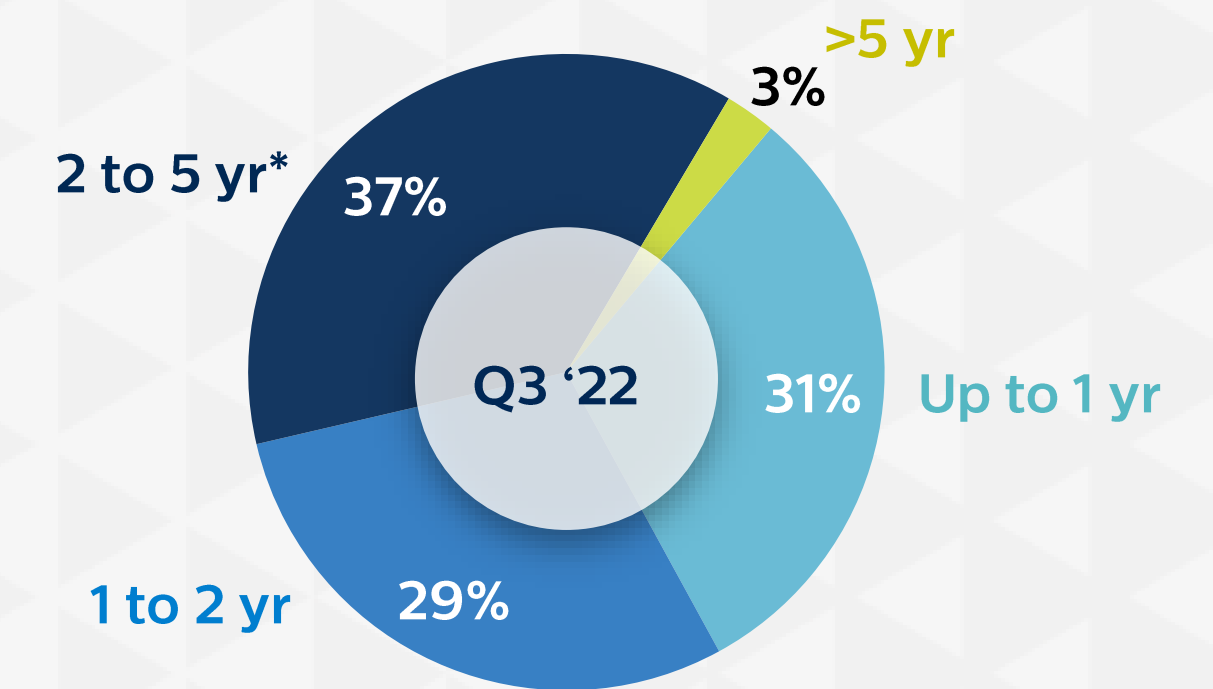
# Debt Profile

## Net Debt



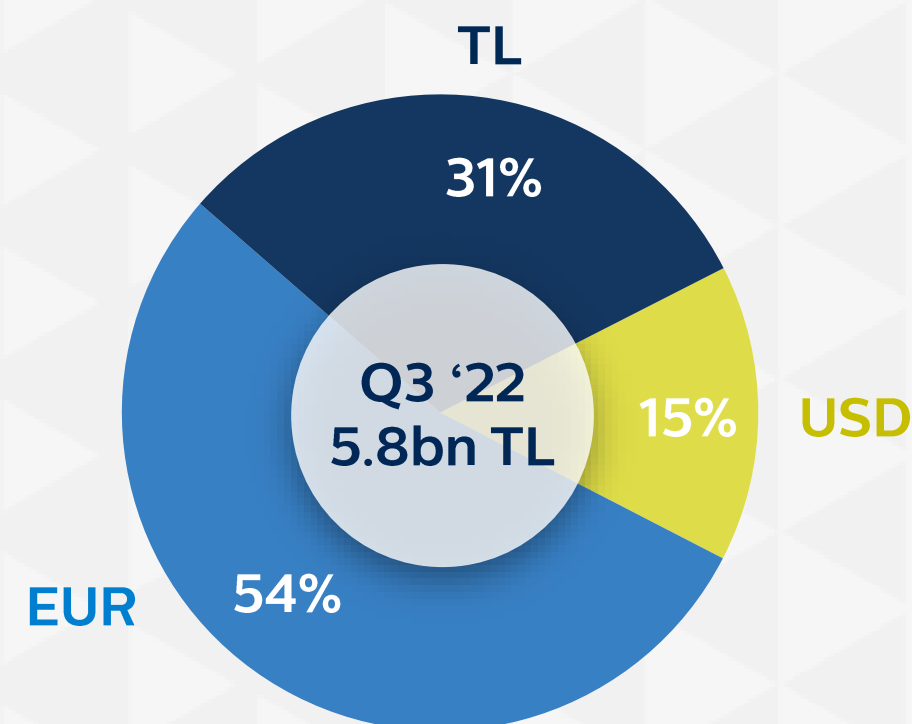
Note: Net Debt calculation includes market valuation (MTM) of Foreign Currency TL money swap transactions.  
 Net Debt/EBITDA calculation does not include extraordinary provisions in EBITDA calculation  
 Net Debt/EBITDA calculation includes fair value of Currency Protected Time Deposit included in Financial Investments.

## Maturity Profile



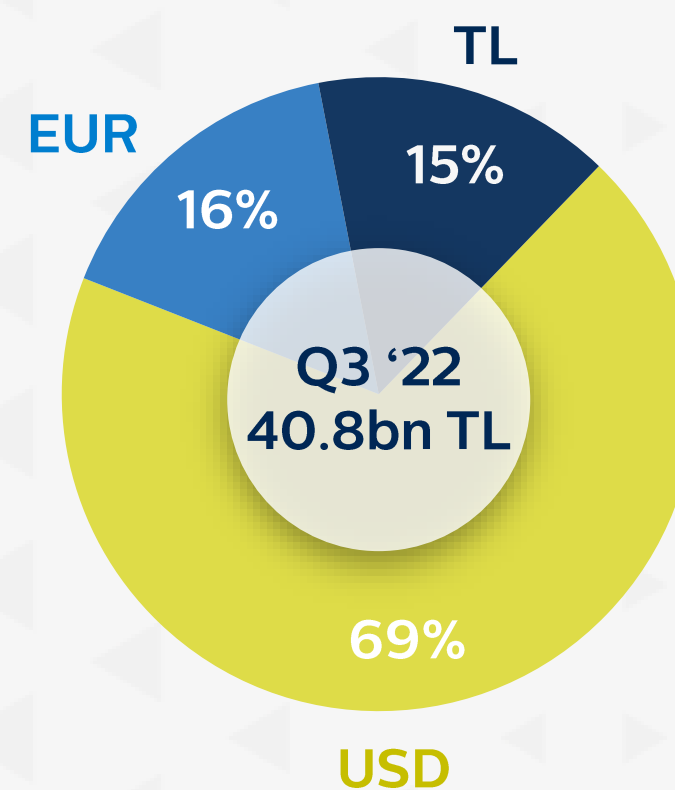
All loans are senior unsecured.  
 \* including 2024 & 2025 maturity bonds (USD 500 mn each)

## Cash – Currency Breakdown\*

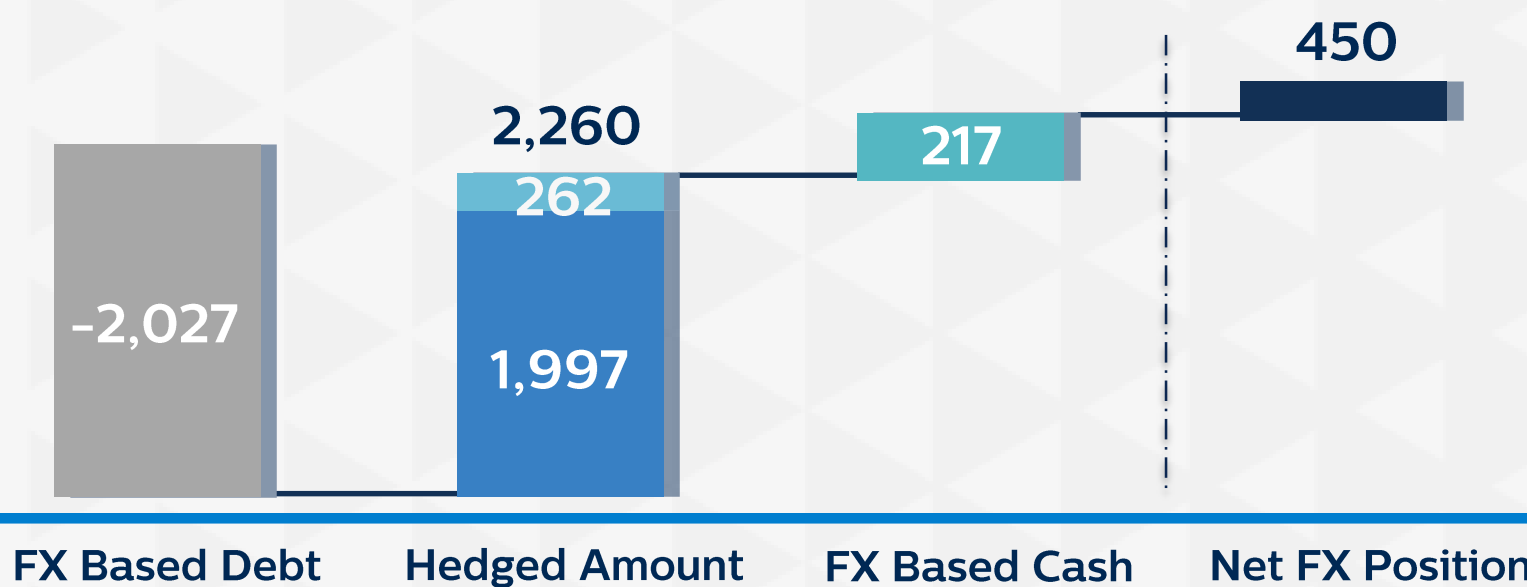


\* TL 5.3 bn worth currency protected time deposit is not included in cash.

## Gross Debt – Currency Breakdown



## Hedge – Composition of FX Position

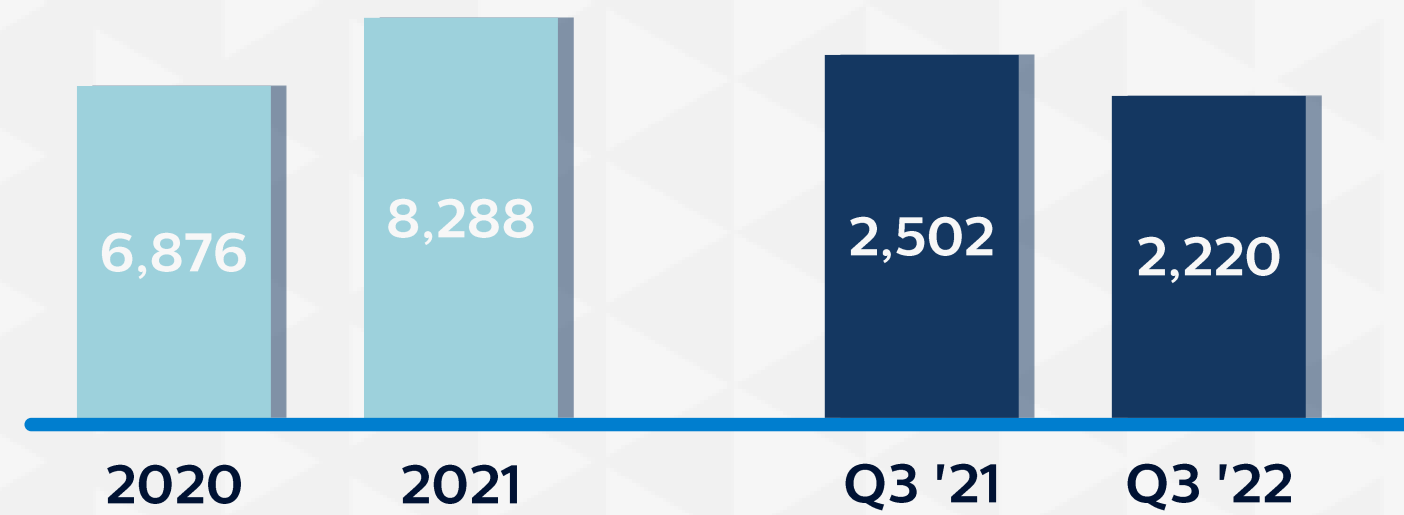


\* FX Debt calculation includes FX financial debt (including FX lease obligations) and FX net trade payables. Hedged amount includes hedging of FX financial debt, currency protected time deposit, hedging of FX net trade payables and net investment hedge.  
 \*\* Currency protected time deposit included in hedged amount is worth USD 262 mn.  
 \*\*\* Excluding the ineffective portion of the hedge portfolio, mainly the existing PCCS contracts, net FX exposure would be USD 521 mn short position.

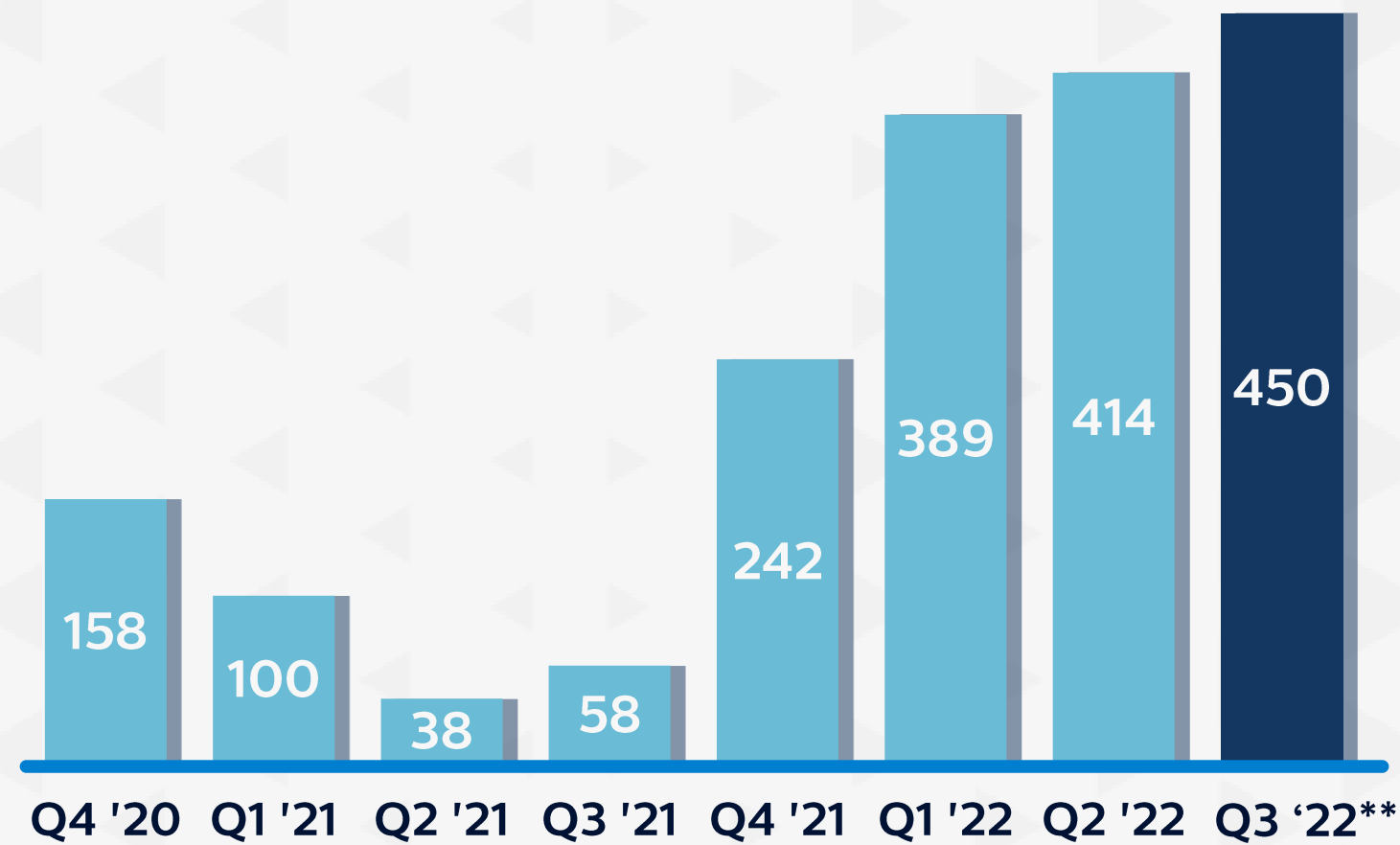


# Prudent Balance Sheet Management

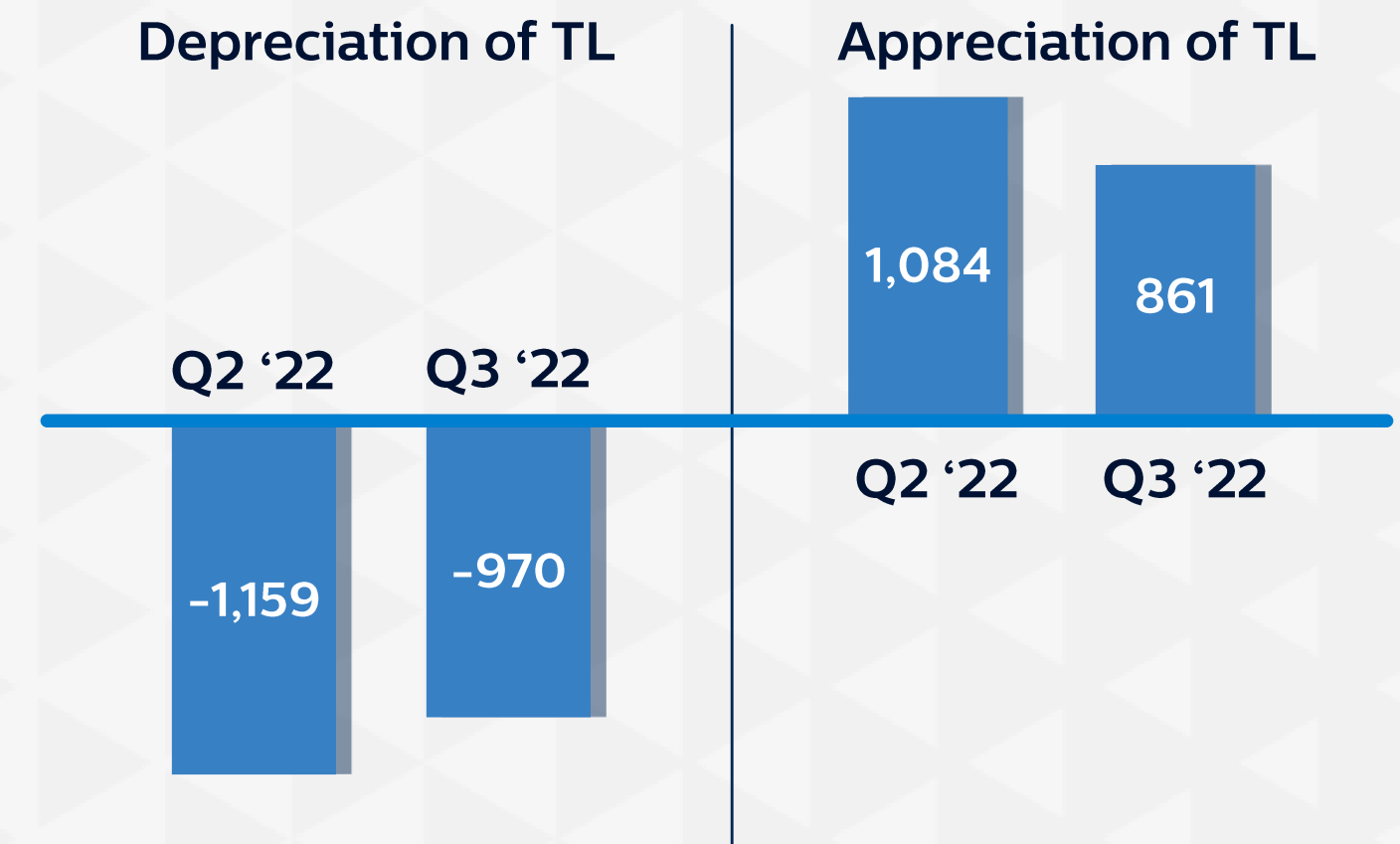
## Cash Flow\* (TL mn)



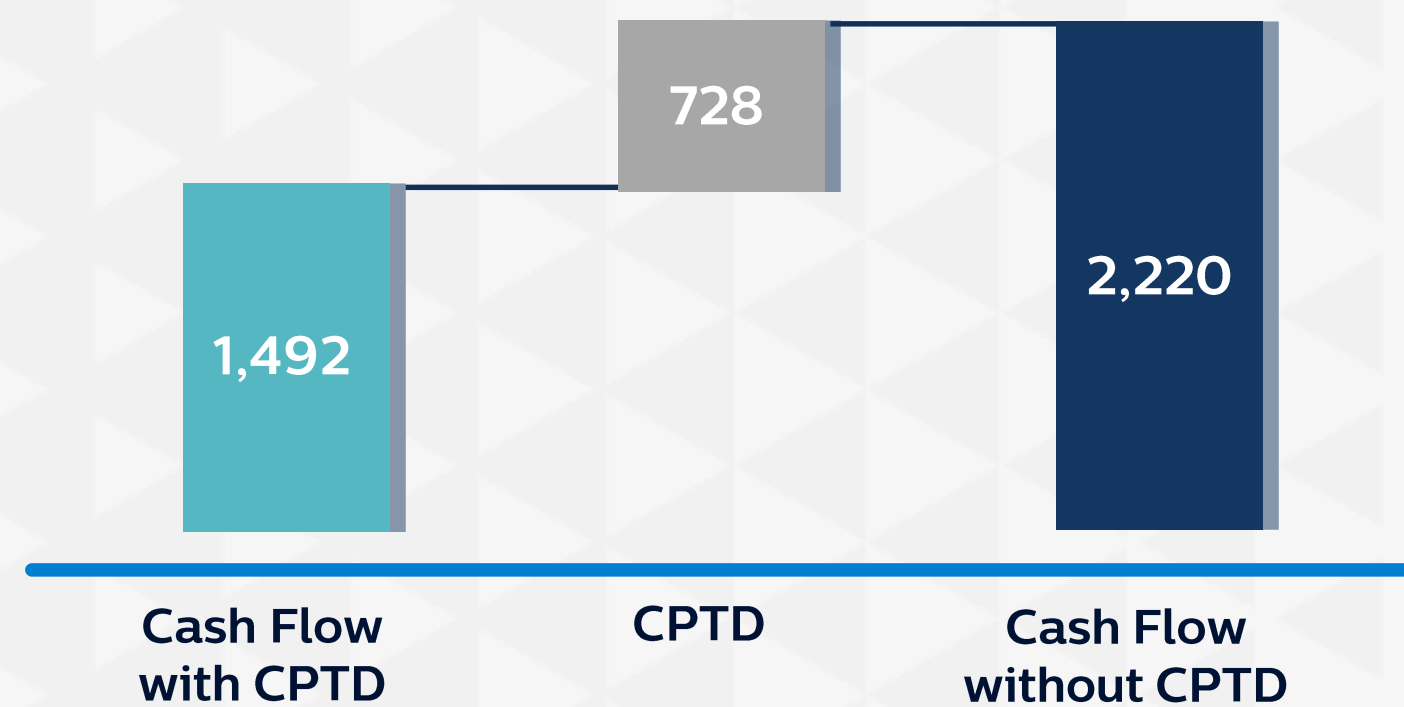
## Net FX Exposure\* (USD mn equivalent)



## Profit Before Tax Sensitivity (TL mn, 10% change in FX rates)



## The Effect of CPTD\*\* on Cash Flow (TL mn)



\* Unlevered cash flow is defined as net cash provided by operating and investing activities, from operations.

\*\* Currency Protected Time Deposit

\* Net FX exposure is calculated as Total FX based Debt, less total Hedged Amount, less Total FX based Cash.

\*\* Excluding the ineffective portion of the hedge portfolio, mainly the existing PCCS contracts, net FX exposure would be USD 521 mn short position.





# Appendix





# Income Statement

(TL mn)	Q3 '21	Q2 '22	Q3 '22	QoQ Change	YoY Change
Revenues	8,640	10,732	12,552	17.0%	45.3%
EBITDA	4,289	4,404	5,035	14.3%	17.4%
Margin	49.6%	41.0%	40.1%		
Operating Profit	2,737	2,494	3,003	20.4%	9.7%
Margin	31.7%	23.2%	23.9%		
Financial Inc. / (Exp.)	(862)	(2,321)	(2,606)	12.3%	202.1%
FX & Hedging Gain / (Loss)	(367)	(1,774)	(1,895)	6.8%	416.0%
Interest Inc./ (Exp.)	(457)	(739)	(700)	(5.2)%	53.1%
Other Financial Inc./ (Exp.)	(38)	191	(11)	n.m.	(70.8)%
Tax Inc./ (Exp.)	176	1,219	774	(36.5)%	340.1%
Net Income	2,050	1,392	1,171	(15.9)%	(42.9)%
Margin	23.7%	13.0%	9.3%		

# Balance Sheet

(TL mn)	30.09.2021	30.06.2022	30.09.2022
<b>Total Assets</b>	<b>48,340</b>	<b>65,226</b>	<b>76,341</b>
Cash and Cash Equivalents	4,829	5,231	5,824
Tangible Assets <sup>1</sup>	16,915	19,479	26,765
Intangible Assets	12,561	15,024	15,712
Right of Use Assets	1,562	1,856	1,818
Other Assets <sup>2</sup>	12,473	23,636	26,222
<b>Total Equities and Liabilities</b>	<b>48,340</b>	<b>65,226</b>	<b>76,341</b>
Share Capital	3,260	3,260	3,260
Reserves, Retained Earnings and Other Equity Items	12,007	8,795	16,192
Interest Bearing Liabilities <sup>3</sup>	22,113	39,963	42,443
<i>Bank Borrowings and Bonds</i>	20,765	38,300	40,798
<i>Lease Liabilities</i>	1,348	1,663	1,645
Other Liabilities <sup>4</sup>	10,959	13,207	14,446

(1) Tangible assets include property, building or plant and equipment and investment property

(2) Major items within other assets are trade receivables, due from related parties, inventories, deferred tax asset, tax assets and other current assets.

(3) Includes short-term and long-term borrowings and lease obligations

(4) Major items within other liabilities are deferred tax liability, trade payables, provisions, income tax payable, due to related parties, other current liabilities and provisions for employee termination benefits



# Türk Telekom Investor Relations



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