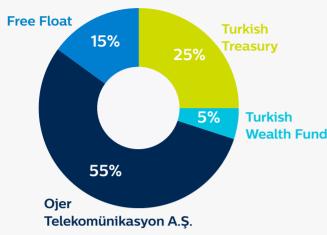


# **Corporate Fact Sheet 2018 Q2**

## **Ownership**



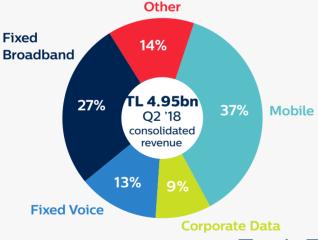
Note: Turkish Wealth Fund has 1.68% share in free float

#### 2018 Guidance

- Around 11% Revenue growth\*
- TL 7.6 bn TL 7.8 bn EBITDA levels
- Around TL 4.1 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 Q2)



#### **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**

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 268K km fiber network

# **Financial and Operational Highlights**

Consolidated revenues reached TL 5.0 bn with 10% YoY growth. Excluding IFRIC 12 revenue, consolidated revenue growth was at 10.5% YoY, in line with company expectations.

Consolidated EBITDA at TL 2.0 bn grew 15% YoY with an EBITDA margin of 40%. Growth in operating profit was also strong at 13% YoY.

Consolidated Capex increased to TL 836 mn in Q2'18 from TL 544 mn in Q2'17.

Number of total Türk Telekom subscribers reached 43.5 mn with 937K net additions in Q2 – the best second quarter performance over the past 10 years. Annual growth in subscriber base accelerated from 3% in Q2'17 to 10% in Q2'18 – the highest growth since 2008.



innova

100%



100%



100%

dssistt



IT Consulting Products and Services

IT Product &SoftwareServices Education Content Call Center Services

Wholesale data and capacity provider

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

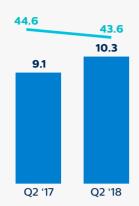
# Türk Telekom Group

# **Corporate Fact Sheet 2018 Q2**

## **Operational Performance**

#### **Fixed Broadband**

■ Subscribers (mn) - ARPU (TL)

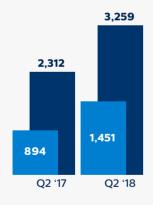


## **Mobile**

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



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



#### **Fixed Voice**

Fixed Voice ARPU (TL)





### Revenue Performance (TLmn)

# **Fixed Broadband**



#### Mobile



#### **Fixed Voice**



## **Corporate Data**



# **Summary Financials**

Consolidated Income Statement (TL mn)	Q2 '17	Q1 '18	Q2 '18
Revenues	4,501	4,686	4,951
EBITDA	1,712	1,972	1,968
Margin	38.0%	42.1%	39.8%
Operating Profit	939	1,094	1,058
Margin	20.9%	23.3%	21.4%
Financial Income/(Expense)	249	(986)	(2,163)
Tax Expense	(298)	(51)	216
Net Income	890	56	(889)
Margin	19.8%	1.2%	n.m.

Consolidated Cash Flow Statement (TL mn)	Q2 '17	Q1 '18	Q2 '18
Operating Cash Flow	1,500	624	1,826
Investing Cash Flow	(1,417)	(772)	(689)
CAPEX	(1,450)	(616)	(724)
Other Investing Activities	32	(156)	35
Financing Cash Flow	(581)	(46)	(661)
Net Change in Cash Position	(498)	(194)	476

Consolidated Balance Sheet (TL mn)	30.06.2017	31.03.2017	30.06.2018
Total Assets	25,733	29,936	29,936
Intangible Assets	8,297	9,308	9,332
Tangible Assets	8,358	8,964	9,004
Other Assets	6,955	7,685	7,861
Cash and Equivalents	2,123	3,979	4,304
Total Equity and Liabilities	25,733	29,936	30,501
Share Capital	3,260	3,260	3,260
Reserves, Retained Earnings and Other Equity Items	1,084	1,707	815
Interest Bearing Liabilities	14,754	17,496	19,258
Other Liabilities	6,634	7,473	7,168