# Türk Telekom Group

# Corporate Fact Sheet 2014 YE

# **OWNERSHIP**

# Free Float Turkish Treasury 30% 55% Oger Telecom

# 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 fixed line, mobile, data, and internet services as well as innovative convergence technologies. Turkey is one of the largest telecom markets in EMEA region with over 77 mn growing population and increasing number of households.

### 2015 GUIDANCE

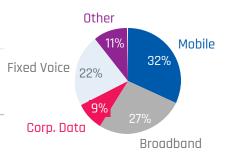
- ► 5% 7% Revenue growth\*
- Between TL 5.1 billion & TL 5.2 billion EBITDA
- Around TL 2.3 billion\*\* CAPEX
- \* Excluding IFRIC 12 revenues
- \*\* Excluding potential spectrum licence fees

TL mn	2014	Growth (YoY)
Revenue	13,602	3.7%
EBITDA	5,047	1.2%
Net Income	2,007	54.1%
CAPEX	2,146	-2.7%

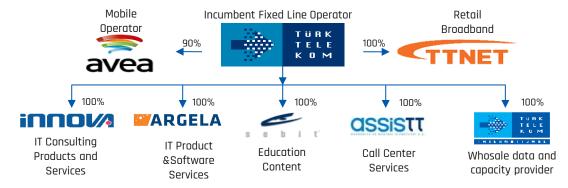
# OVERVIEW OF TURK TELEKOM GROUP

- Turkey's leading communication and technology group; TL
   13.6 bn revenue and TL 5 bn EBITDA generated in 2014
- Privatized in 2005 and IPO'ed in 2008; a successful transformation resulting in increased efficiency, significant OPEX savings and enlarged service scope
- Strong management team with a broad range of international and sector experience building a pioneering perspective
- Extensive service and distribution networks of Türk Telekom, AVEA and TTNET providing significant opportunities
- Robust revenue and strong cash flow capacity enabling investment in promising segments and continuous growth
- One of the largest and most efficient fixed-line operators in the region
- Turkey's leading fixed-voice and data provider with 13.2 mn access lines and 7.6 mn broadband subscribers
- AVEA Turkey's youngest and growing mobile operator with 16.3 mn mobile subscribers
- Solid dividend policy of maximum payout as defined in the Articles of Association

# **REVENUE BREAKDOWN (2014)**



# **GROUP STRUCTURE**



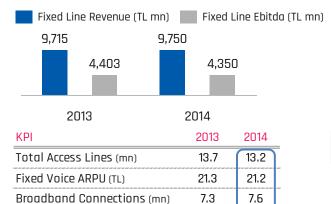
# Corporate Fact Sheet 2014 YE

# 2014 YE PERFORMANCE

- Revenues up 3.7% reaching TL 13.6 billion
- ► EBITDA increased to 5.05 billion, growing 1.2% YoY
- EBITDA margin reached 37% Excluding one off items recorded in full year, EBITDA is TL 5.1 bn and margin reaches 38%

# FIXED LINE PERFORMANCE

- Broadband revenue growth of 8.5% in 2014 backed by both ARPU and subscriber increase
- 12% of total fixed line revenues was generated from corporate data business in 2014
- Fixed voice revenue decline rate declined to single digits in the fourth quarter of the year



### MOBILE PERFORMANCE

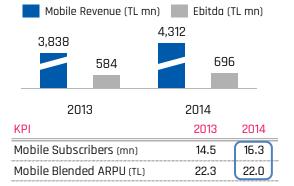
Broadband ARPU (TL)

 Mobile revenue increased 22% YoY in Q4 after recording a very high subscriber net additions in 2014

39.6

41.0

 EBITDA increased 28% YoYin Q4, recording the highest ever quarterly EBITDA while the margin demonstrates consistent improvement with strong subscriber gain



# SUMMARY FINANCIALS

Consolidated Income Statement (TL, mn)	2013	2014
Revenues	13,117	13,602
EBITDA	4,986	5,047
Margin	38%	37%
Operating Profit	3,207	3,045
Margin	24%	22%
Financial Income / (Expense)	-1,500	-469
FX&Hedging Gain/(Loss)	-1,316	-302
Interest Income/(Expense)	-77	-79
Other Financial Income/(Expense)	-107	-87
Tax Expence	-439	-607
Net Income	1,303	2,007
Margin	10%	15%
EPS (TL)	0.37	0.57
DPS	0.26	0.53
Dividend	912	1,841*

<sup>\*</sup> Subject to General Assembly's approval

Consolidated Balance Sheet (TL, mn)	2013	2014
Total Assests	18,245	19,878
Intangible Assets	4,536	4,789
Tangible Assets	8,350	8,194
Other Assests	4,353	4,356
Cash and Equivalents	1,005	2,538
Total Equity and Liabilities	18,245	19,878
Share Capital	3,260	3,260
Reserves and Retained Earnings	2,067	3,043
Interest Bearing Liabilities	8,334	8,878
Provisions for Employee Termination Benefits	585	556
Other Liabilities	3,998	4,141
Consolidated Cash Flow Statement (TL, mn)	2013	2014

Consolidated Cash Flow Statement (TL, mn)	2013	2014
Cash Flow from Operating Activites	3,884	4,436
Cash Flow from Investing Activities	-1,986	-1,857
CAPEX	-2,293	-2,169
Other Investing Activities	307	312
<b>Cash Flow from Financing Activities</b>	-1,648	-1,005
Net Change in Cash Position	250	1,573