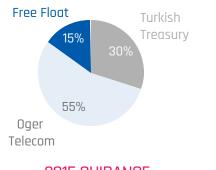
Türk Telekom Group

#### OWNERSHIP



### 2015 GUIDANCE

5% - 7% Revenue growth\*

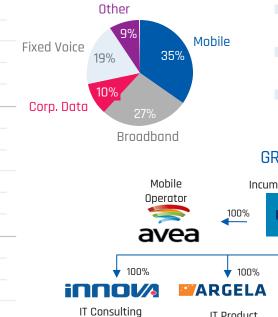
- Between TL 5.1 billion & TL 5.2 billion EBITDA
- Around TL 2.3 billion\*\* CAPEX

\* Excluding IFRIC 12 revenues

**	Excluding	potential	spectrum	license	fees	
----	-----------	-----------	----------	---------	------	--

TL mn	Q2 '15	Growth (YoY)	
Revenue	3,526	6.9%	
EBITDA	1,320	5.4%	
Net Income	335	-58.1%	
CAPEX	467	56.9%	





# Corporate Fact Sheet 2015 Q2

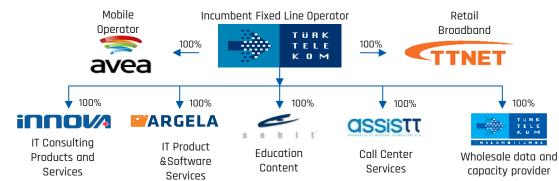
## TTKOM Bloomberg: TTKOM TI Reuters: TTKOM IS

Türk Telekom group is Turkey's world-class, integrated telecommunication and technology services provider offering its customers the complete range of fixed voice, 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.

## OVERVIEW OF TURK TELEKOM GROUP

- Turkey's leading communication and technology group recorded TL 13.6 bn revenue and TL 5.0 bn EBITDA in 2014. Revenue and EBITDA for Q2 2015 were TL 3.5 bn and TL 1.3 bn, respectively.
- 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 12.9 mn access lines and 7.7 mn broadband subscribers
- AVEA Turkey's youngest and growing mobile operator with 16.7 mn mobile subscribers
- Solid dividend policy of maximum payout as defined in the Articles of Association

**GROUP STRUCTURE** 



Türk Telekom Capital Markets & Investor Relations - <u>ir@turktelekom.com.tr</u> - <u>www.ttinvestorrelations.com</u>

## Türk Telekom Group

# Corporate Fact Sheet 2015 Q2



- Adjusted revenues\* up 6.2% reaching TL 3.46 bn
- EBITDA increased to TL 1.32 bn, growing 5.4% YoY
- EBITDA margin became 37% (Mobile up by 4 pp YoY reaching 18% while fixed declined to 46%)

\*Reported revenues excluding IFRIC-12 revenues

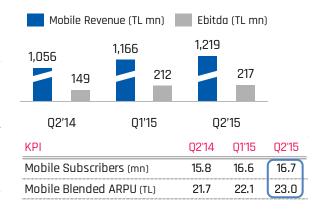
### FIXED LINE PERFORMANCE

- Broadband revenue growth of 6% YoY backed by ARPU and subscriber increase
- 15% of total fixed line revenues were generated from corporate data business
- Improved revenue decline in the fixed voice business

Fixed Line Revenue (TL mn) 📃 Fixed Line Ebitda (TL mn)					
2,356	2,385	2,424	Ļ		
1,105	1,119		1,109		
				_	
Q2'14	Q1'15	Q	2'15		
KPI		Q2'14	Q1'15	Q2'15	
Total Access Li	13.4	13.0	12.9		
Fixed Voice AR	21.1	20.9	20.8		
Broadband Co	7.4	7.6	7.7		
Broadband ARPU (TL)			41.8	41.5	_

### MOBILE PERFORMANCE

- Revenues grew 15% YoY recording record quarterly revenue
- EBITDA increased 45% YoY, reaching 18% EBITDA margin



### SUMMARY FINANCIALS

SUMMARY FINANCIALS				
Consolidated Income Statement (TL, mn)	2014	Q2'14	Q1'15	Q2'15
Revenues	13,602	3,300	3,434	3,526
EBITDA	5,047	1,253	1,329	1,320
Margin	37%	38%	39%	37%
Operating Profit	3,045	783	805	788
Margin	22%	24%	23%	22%
Financial Income/(Expense)	-469	246	-737	-339
FX&Hedging Gain/(Loss)	-302	304	-714	-308
Interest Inc./(Exp.)	-79	-24	7	-9
Other Financial Inc./(Exp.)	-87	-35	-31	-22
Tax Expence	-607	-237	-63	-125
Net Income	2,007	801	27	335
Margin	15%	24%	1%	10%
EPS (TL)	0.57	0.23	0.01	0.10
DPS (TL)	0.53			
Dividend	1,841			
Consolidated Balance Sheet (TL, mn)	2014	Q2'14	Q1'15	Q2'15
Total Assests	19,878	18,810	20,673	19,803
Intangible Assets	4,789	4,434	4,720	4,692
Tangible Assets	8,194	8,042	8,058	8,042
Other Assests	4,356	4,537	4,888	5,078
Cash and Equivalents	2,538	1,796	3,008	1,991
Total Equity and Liabilities	19,878	18,810	20,673	19,803
Share Capital	3,260	3,260	3,260	3,260
Reserves and Retained Earnings	3,043	2,206	1,136	1,318
Interest Bearing Liabilities	8,878	9,110	9,967	10,421
Provisions for Employee Termination Benefits	556	654	572	594
Other Liabilities	4,141	3,579	5,738	4,210
	4,141	3,075	0,/00	4,210
Consolidated Cash Flow Statement (TL, mn)	2014	Q2'14	Q1'15	Q2'15
	4.400	000	500	1005
Cash Flow from Operating Activities		832	500	1,226
Cash Flow from Investing Activities	-1,857 -2,169	- <b>279</b> -322	- <b>251</b> -265	- <b>450</b> -478
Other Investing Activities	312	-322 43	-265 14	-478
Cash Flow from Financing Activities		-216	181	-1,803

1,573

337

431

-1.028

Net Change in Cash Position