# Türk Telekom

### **Ownership**

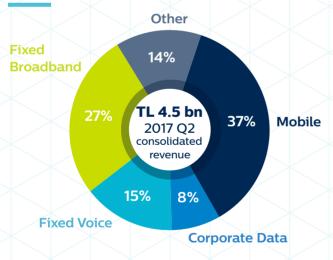


\*According to Official Gazette published on 5 February 2017, Council of Minister decided to transfer 6.68% (5% B Group & 1.68% D Group shares) of the shares of the Company belonging to the Turkish Treasury to the Turkish Wealth Fund.

#### 2017 Guidance

- 10% 11% Revenue growth\*
- TL 6.3 bn & TL 6.4 bn EBITDA levels
- Around TL 3.3 bn CAPEX
- \* Excluding construction adjustment

## Revenue Breakdown (2017 Q2)



# **Corporate Fact Sheet 2017 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 79 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

Strong management team with a broad international and sector experience

Türk Telekom Group unified its mobile, broadband, TV and fixed voice brands under single "Türk Telekom" brand

Robust revenue and strong cash flow capacity enabling investment in promising segments and continuous growth

# Financial and Operational Highlights

Turkey's first integrated operator recorded TL 4.5 bn revenue and TL 1.7 bn EBITDA and total subscribers increased to 39.6 mn in Q2 '17

Turkey's growing mobile operator with 18.8 mn subscribers as of O2 '17

Turkey's leading fixed-voice and data provider with 13.2 mn total access lines, 9.1 mn broadband subscribers of which 2.3 mn is fiber subscribers as of Q2 '17



innova

100%

IT Consulting

Products and

Services



100%

IT Product &SoftwareServices



100%

CSSISTT

Call Center Services

Türk Telekom

100%

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 Avea İletisim Hizmetleri A.S. legal entities remain intact

# Türk Telekom Group **Operational Performance**

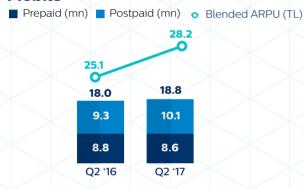
#### **Fixed Broadband**



- 188K net additions in Q2 '17
- Fiber subscribers increased to 2.3 mn as of Q2 '17
- Türk Telekom's length of total fiber network in Turkey is 241K kilometers with 15.0 mn homepass coverage\* as of Q2 '17

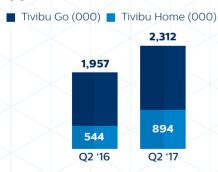
\*15.0 mn homepass consists of 4.2 mn FTTH/B and 10.8 mn FTTC

#### Mobile



- > 50K net additions in Q2 '17
- Smartphone penetration increased to 78%

#### TV



- 121K Home TV net additions in Q2 '17
- Home TV ARPU realized at TL 17.4 in Q2 '17

#### **Fixed Voice**

- Fixed Voice ARPU (TL)
- Fixed Voice (mn) Naked Broadband (mn)



#### **Türk Telekom Investor Relations**

# **Corporate Fact Sheet 2017 Q2**

Mobile (TL mn)

1.413

Q2 '16

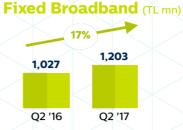
1,655

Q2 '17

364

Q2 '17

#### **Financial Performance**





Q2 '16



# **Summary Financials**

Consolidated Income Statement (TL mn)	2016	Q2 '16	Q1 '17	Q2 '17
Revenues	16,109	3,940	4,307	4,501
EBITDA	5,470	1,322	1,528	1,712
Margin	34.0%	33.6%	35.5%	38.0%
Operating Profit	2,621	627	807	939
Margin	16.3%	15.9%	18.7%	20.9%
Financial Income/ (Expense)	(3,018)	(212)	(622)	249
Tax Expense	(328)	(168)	(119)	(298)
Net Income	(724)	248	66	890
Margin	n.m.	6.3%	1.5%	19.8%

Consolidated Cash Flow Statement (TL mn)	2016	Q2 '16	Q1 '17	Q2 '17
Operating Cash Flow	4,933	880	429	1,500
Investing Cash Flow	(4,612)	(1,513)	(615)	(1,417)
CAPEX	(4,667)	(1,526)	(442)	(1,450)
Other Investing Activities	55	13	(173)	32
Financing Cash Flow	(219)	(824)	(184)	(581)
Net Change in Cash Position	102	(1,458)	(370)	(498)

Consolidated Balance Sheet (TL mn)	30.06.2016	31.03.2017	30.06.2017
Total Assets	26,626	26,702	25,733
Intangible Assets	8,076	8,480	8,252
Tangible Assets	8,752	8,313	8,358
Other Assets	6,583	7,273	7,000
Cash and Equivalents	3,214	2,636	2,123
Total Equity and Liabilities	26,626	26,702	25,733
Share Capital	3,260	3,260	3,260
Reserves, Retained Earnings and Other Equity Items	1,395	211	1,084
Interest Bearing Liabilities	13,722	15,594	14,754
Provisions for Employee Termination Benefits	601	637	651
Other Liabilities	7,648	7,000	5,983

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