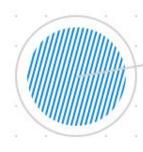
# Türk Telekom Group





## Notice

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These materials contain statements about future events and expectations that are forward-looking statements. Any statement in these materials that is not a statement of historical fact is a forward-looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Except to the extent required by law, we assume no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

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Note: EBITDA is a non-GAAP financial measure. The EBITDA definition used in this presentation includes Revenues, Direct Cost of Revenues excluding depreciation and amortization, Selling and Marketing expenses, Administrative expenses, and other operating income/(expense), but excludes translation gain/(loss), financial income, income on unconsolidated subsidiaries, gain on sale of investments, and minority interest.

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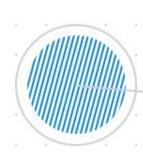
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**Mobile Business Performance** 

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**Appendix** 

# Consolidated Performance

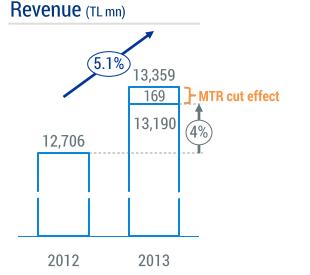


YEResults
2013

# 2013 Year End Highlights

- " Consolidated revenues up 5.1% YoY excluding MTR cut effect
- Fixed line business revenues grew 2% YoY led by broadband, corporate data and ICT businesses
- Double digit growth in broadband revenues driven by solid 300 thousand subscriber net adds and ARPU uplift
- Strong revenue growth in mobile despite the MTR cut backed by over 1 million net subscriber additions
- What income affected by TL depreciation against USD and EUR

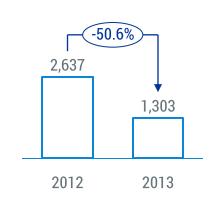
# Consolidated Financials





#### Net Income (TL mn)





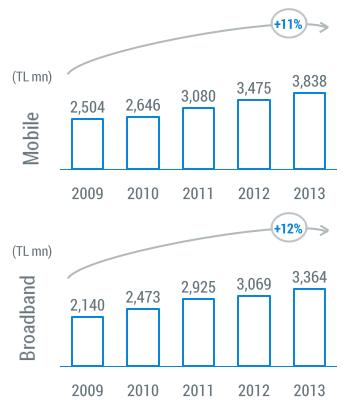
#### Topline growth continues despite MTR cut

- 5.1% YoY top line growth excluding MTR cut
- **III.** EBITDA flat YoY excluding one-off items
- Wegative effect of TL depreciation against EUR and USD on net income

#### One off effects on EBITDA

- TL 70mn exceptional personnel early retirement incentive program costs which resulted with a 10% lower employee base in fixed line business
- TL 45mn extraordinary charges related to regulatory penalties and provisions in Q4

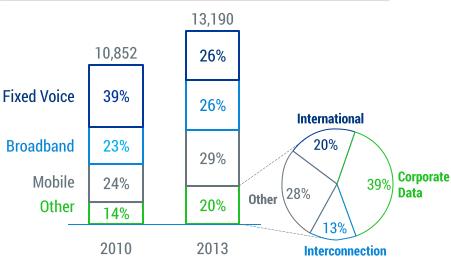
# Revenue Mix Focus on High Growth Areas



#### Broadband revenues set to surpass fixed voice

- Fixed voice share at 26% of total revenues, soon to be third largest revenue source
- 55% of total revenues come from mobile and broadband businesses, with 10% combined growth rate YoY
- EBITDA contribution of high growth businesses is increasing

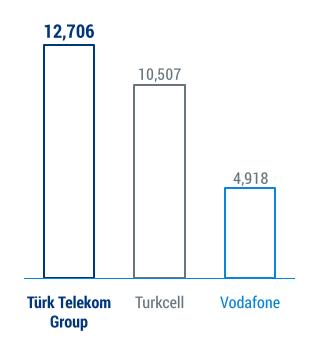
#### **Consolidated Revenues**



Note: The increase in other revenues between 2010-2013 includes the acquisition of TT International (formerly Pantel) which was completed in Q4'10

# Strong Leader of the Market Largest and Most Profitable Operator

Telecom Operators by Revenue (2012, TL mn)



- 45% of the total revenues in Turkish telecom market is generated by Turk Telekom Group in 2012
- **//// Clear leader in profitability**
- Strongest position to provide end to end wireless and wireline telecom services to both consumers and corporates

#### Telecom Operators' EBITDA Margins



Note: Other operators' figures are from their published financials. Vodafone's EBITDA Margin figure is calculated from their 2012 financials

# Fixed Line

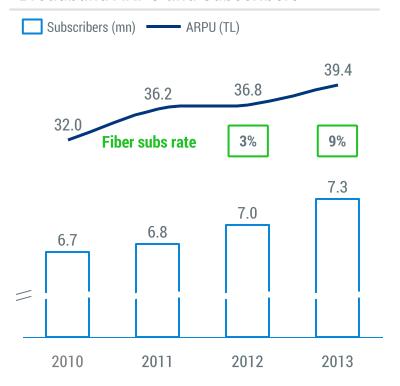




# High Speed Broadband Accelerated Subs

and ARPU Growth

#### **Broadband ARPU and Subscribers**



- 138K net additions in Q4 '13 the highest net additions since 2009 excluding Lokum launch
- /// 300K net additions in 2013
- 10% YoY revenue growth backed by ARPU and subscriber increase
- **7.1% YoY ARPU growth in 2013**

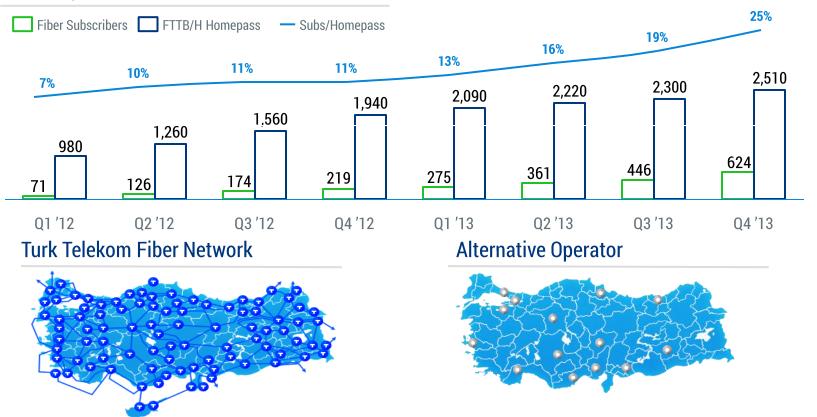
#### Broadband Revenue (TL mn)



# Fiber Transformation Robust outlook

- Fiber subs additions faster than homepass expansionresulting with a 25% subs/homepass ratio
- **178K fiber net additions in Q4 '13**
- **W** Coverage of all cities with 182K km of fiber network





Note: Other operator's data are from their own publications

# TTNET Retail Broadband Leader

**Differentiating Offers from TTNET** 















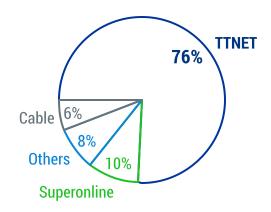






- Powerful brand with premium broadband products and high service quality
- /// Differentiating value added service offers
- Leading multi-play provider with broadband, voice,
  TV, and mobile
- //// First and leading internet TV service in Turkey
- **//// First online shopping platform via visual media**

#### Retail Broadband Market<sup>1</sup> (as of 9M '13)



(1) Source: ICTA

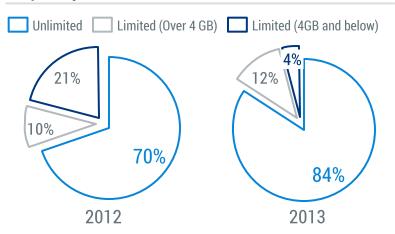
## Broadband Upsell

# Appetite for speed and capacity

#### Average Monthly Data Usage, Gigabytes



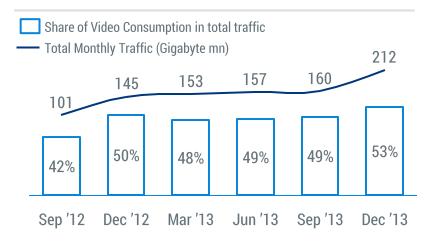
#### Capacity, % of Subscribers



# Strong trend towards unlimited capacity and higher speed packages

- 89% of our customers are now in "up to 8 MBPS" or higher speed packages
- Unlimited quota subscribers are 84% of our total base (up from 70% a year ago)
- Increasing monthly data usage at 38GB mainly driven by video consumption

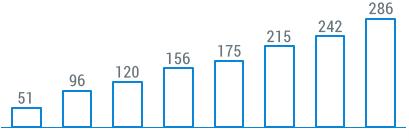
## Video Consumption by TTNET Subscribers, % of Total Traffic



### Tivibu

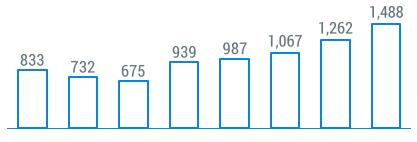
# Growing IP, mobile, and web TV platform

#### IP TV Subscribers (thousand)



Q1 '12 Q2 '12 Q3 '12 Q4 '12 Q1 '13 Q2 '13 Q3 '13 Q4 '13

#### Web TV Subscribers (thousand)



01 '12 02 '12 03 '12 04 '12 01 '13 02 '13 03 '13 04 '13

- First and leading internet TV and only IPTV service in Turkey
- Multi-screen experience: TV | Tablet | PC | Laptop | Smartphone
- Over 170 TV Channels with premium content (movies, shows, sports) and over 4,500 content archive
- 1.8 million total subscribers in Tivibu Web, Home (IPTV), and Mobile



### **Broadband Penetration**

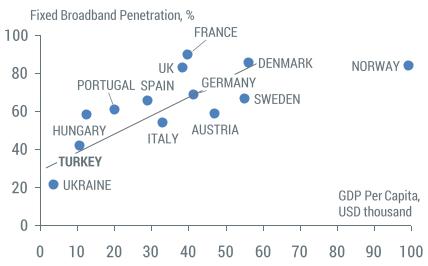
# Macroeconomic trends point to penetration growth

- Turkey's GDP per capita is set to grow in the upcoming years
- Broadband penetration increases in line with GDP per capita growth
- # Household broadband penetration is already low in Turkey with 42% compared to European levels

#### GDP Per Capita in Turkey<sup>1</sup> (USD thousand)



#### Fixed BB Penetration vs GDP Per Capita<sup>2</sup>



- (1) Turkstat, 2014-2016 Medium Term Program; Republic of Turkey Ministry of Finance
- (2) Analysis Mason, 2012YE

## Corporate Data

# Supports fixed line growth

- 10% of total fixed line revenues are generated from corporate data business in 2013
- W Growing share as double digit growth continues

#### Corporate Data Revenue (TL mn)





#### **Cloud Services**

Turk Telekom, a member of Cloud Security Alliance, offers various options under Cloud Services such as BuluTTGöz, BuluTTKonferans, BuluTT Ölçüm, BuluTT Akademi, BuluTT Radyoloji, BuluTT e-posta



#### Metroethernet

It is a flexible, cost-efficient technology scalable between 5Mbps and 1Gbps, which allows all kinds of data flow



#### **TT VPN**

TT VPN provides fast and safe connection end to end, from multiple points to multiple points

With TT VPN, customer's offices all around Turkey can be united while fast and safe data transfer via virtual network is enabled



#### **Leased Line**

It is a data line reserved for uniquely reserved for customer's usage, which performs the constant and continuous data transfer on the physical layer from point to point between two ends

### Fixed Voice

# Decelerated access line loss

#### **Access Lines & ARPU**



#### Continued defense of fixed voice revenues

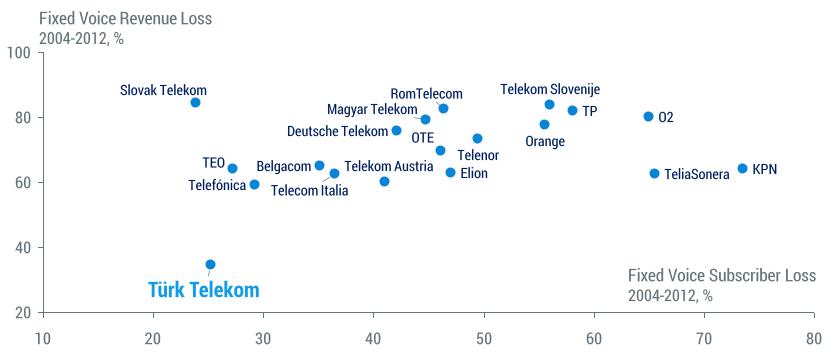
- **III.** Lowest QoQ access line loss since IPO
- Offset fixed voice line decline with naked broadband product
- Continued offers of traditional "minute" benefits and non-traditional third-party value offers
- Introduced an innovative Android home phone, theTT E4 targeting customer retention
- 78% of fixed voice revenues is recurring



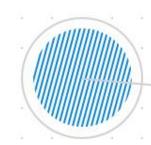
### Fixed Voice

# Benchmarking well among fixed line incumbents

Fixed voice revenues and subscriber losses are lower than many peers' around the world, indicating successful efforts by Turk Telekom to protect subscribers and revenues



# Mobile





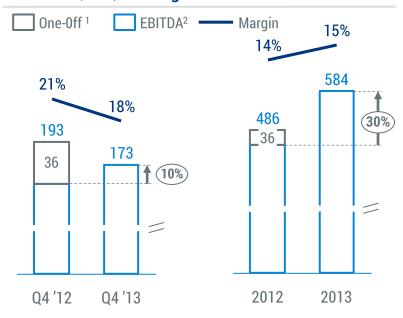
# Mobile Strong topline growth, improving profitability

- What Double digit revenue growth excluding MTR cut effective in the second half of the year
- EBITDA growth and margin improvement despite continued intense competition

#### Revenue (TL mn)



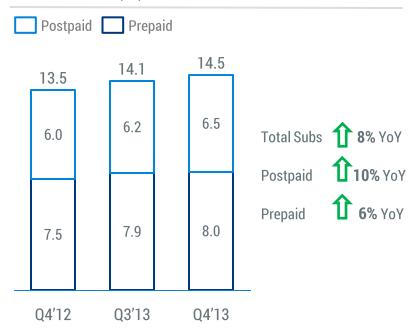
#### EBITDA (TL mn) & Margin



- (1) One-Off: Bad debt calculation change in Q4' 12
- (2) EBITDA margin for Q4'12 and 2012 would be 17% and 13% respectively excluding one-off effect in Q4'12

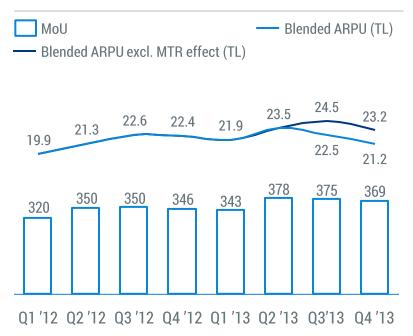
# Mobile Subscriber additions driven by postpaid

#### Subscribers (mn)



- 418K net additions in the quarter driven predominantly by postpaid subscribers
- Postpaid ratio, highest in the market as of 2013, increased to 45%
- //// ARPU affected by MTR cuts effective in the second half of 2013

#### MoU and ARPU



## Mobile Number Portability

# Avea - Preferred Operator in MNP

#### MNP Subscriber Additions (thousand)



Subscribers overwhelmingly prefer Avea after trying other operators

M Avea added over 1 million net subscribers in 2013, maintaining its leadership on growth rates

#### **Net Additions** (thousand)

2011

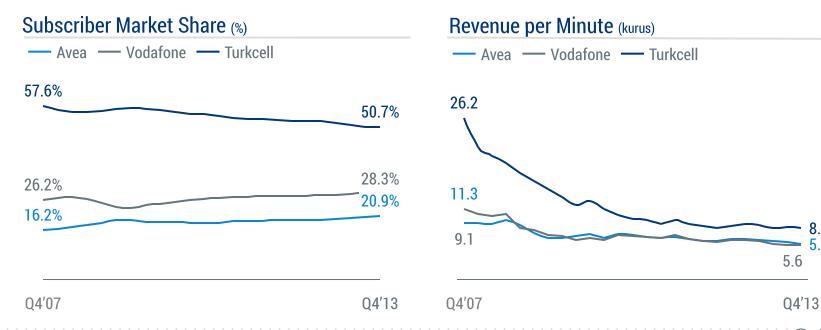


2012

2013

# Mobile Market Outlook Avea gains subscribers with a strict eye on profitability...

- M. Avea's market share grew despite aggressive market conditions while keeping a strict eye on profitability
- Incumbent operator eroded 68% of its Revenue per Minute while continuing to lose market share



# Mobile ARPU Comparison Incumbent and Challenger

- Avea increased its postpaid ARPU by 27% and prepaid ARPU by 39% since 2008. Its blended ARPU went up 43% in the same period
- Incumbent operator decreased its postpaid ARPU by 20% and prepaid ARPU increased by 2% in the same period

DICIIC	Jeu Am	O (IL)			
10 4	10.5	19.5	20.4	21.6	22.3
18.4	18.5	13.0	10.0	20.9	21.7
15.6	16.7	18.5	19.8	20.3	
2008	2009	2010	2011	2012	2013
Post	paid ARI	PU (TL)			
46.6	41.0	40.0	38.5	37.7	37.3
25.2	30.2	30.9	31.6	32.0	32.1
2008	2009	2010	2011	2012	2013
Prepa	aid ARPI	U (TL)			
11.6	11.6	11.4	11.0	12.4	13.5
9.7	8.9	10.2	11.0	11.5	11.8
2008	2009	2010	2011	2012	2013
		— Avea	— Turkc	ell	

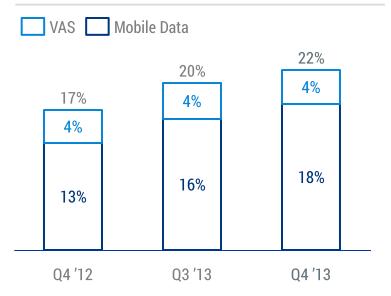
Blended ARPU (TI)

## Mobile Data

(1) VAS: Value Added Services

# Strong trend in data revenue growth

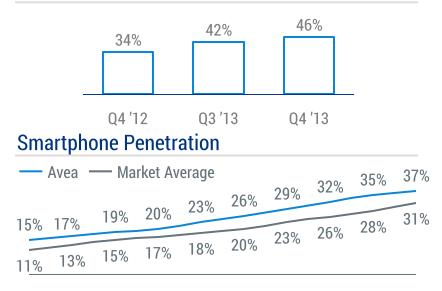
#### Mobile Data and VAS<sup>1</sup> shares in Revenues



#### Data revenue resumed its fast growth

- **11.** 50% YoY and 12% QoQ increase in mobile data
- Mon-SMS mobile data makes up 22% of total service revenues
- What Highest postpaid substratio and leadership in smartphone penetration support high growth as of 30 '13

#### Share of Small Screen Data Users<sup>2</sup>



Q3 '11 Q4 '11 Q1 '12 Q2 '12 Q3 '12 Q4 '12 Q1 '13 Q2 '13 Q3 '13 Q4 '13

<sup>(2)</sup> Small Screen defined as all handheld devices that access internet via mobile broadband except dongles that are used for PC's. Small screen % = Small screen users/Total Avea base excluding large screen users.

# New Segments & Continued Partnerships Focus on new areas

### **New Offer for Premium Segment**







Avea Prime was launched as the sub brand for high value customers providing advantageous tariff options together with a rich set of upscale non GSM benefits

#### New Offer for Youth Segment





Woops was launched in Q4 '13 as the youth sub brand to maximize market share in the youth market in which Avea historically holds a strong position

#### **Partnerships**

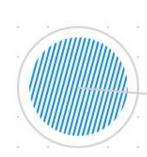






M Accessing micro segments through partnerships with retail giants and State Postal Service

# Financials





# Summary Income Statement

TL Millions	2012	2013	YoY % Change
Revenues	12,706	13,190	4%
EBITDA	5,096	4,986	-2%
Margin	40%	38%	
Operating Profit	3,400	3,207	-6%
Margin	27%	24%	
Financial Income/(Expense)	(33)	(1,500)	n.m.
FX&Hedging Gain/(Loss)	191	(1,316)	n.m.
Interest Income/(Expense)	(108)	(77)	28%
Other Financial Income/(Expense)	(117)	(107)	8%
Tax Expense	(773)	(439)	43%
Net Income	2,637	1,303	-51%
Margin	21%	10%	

# **Summary Balance Sheet**

TL Millions	2012	2013	YoY % Change
Total Assets	17,208	18,245	6%
Intangible Assets <sup>1</sup>	4,050	4,536	12%
Tangible Assets <sup>2</sup>	8,347	8,350	0%
Other Assests <sup>3</sup>	3,850	4,294	12%
Cash and Equivalents	961	1,064	11%
Total Equity and Liabilities	17,208	18,245	6%
Share Capital	3,260	3,260	0%
Reserves and Retained Earnings	3,195	2,067	-35%
Interest Bearing Liabilities <sup>4</sup>	6,038	8,334	38%
Provisions for Employee Termination Benefits <sup>5</sup>	750	585	-22%
Other Liabilities <sup>6</sup>	3,965	3,998	1%

<sup>(1)</sup> Intangible assets excluding goodwill

<sup>(2)</sup> Tangible assets include property, plant and equipment and investment property

<sup>(3)</sup> Major items within other assets are trade receivables, due from related parties, other current assets and deferred tax asset

 $<sup>(4) \</sup>quad \text{Includes short-term and long-term borrowing and short-term and long-term obligations under finance leases}$ 

<sup>(5)</sup> Includes employee retirement pay liability provision

<sup>(6)</sup> Major items within other liabilities are deferred tax liability, trade payables, provisions, income tax payable, due to related parties, other current liabilities, provisions for employee termination benefits and minority put option liability

# Summary Cash Flow Statement

TL Millions	2012	2013	YoY % Change
Cash Flow from Operating Activites	3,739	3,884	4%
Cash Flow from Investing Activities	(2,176)	(1,986)	9%
CAPEX	(2,348)	(2,293)	2%
Other Investing Activities	172	307	79%
Cash Flow from Financing Activities <sup>1</sup>	(1,343)	(1,648)	-23%
Net Change in Cash Position <sup>2</sup>	220	250	14%

<sup>(1)</sup> Includes FX gain/loss on balance sheet items at the beginning of the period

<sup>(2)</sup> Blocked deposits are included in operating activities rather than net cash position.

# Summary Revenue Breakdown

TL Millions	2012	2013	YoY % Change
Fixed Line	9,578	9,768	2%
Domestic PSTN	3,837	3,376	-12%
Broadband	3,069	3,364	10%
Corporate Data <sup>1</sup>	910	1,009	11%
International Revenue	464	533	15%
Domestic interconnection	309	350	13%
Rental income from GSM operators	88	83	-5%
Other <sup>2</sup>	330	590	79%
Construction Revenue (IFRIC 12)	572	463	-19%
Mobile	3,475	3,838	10%
Eliminations	(347)	(416)	-20%
Total Revenue	12,706	13,190	4%

<sup>(1)</sup> Includes leased line and data services

<sup>(2)</sup> Includes ICT companies, device sales, other

# Summary OPEX Breakdown

TL Millions	2012	2013	YoY % Change
Personnel	2,099	2,193	4%
Domestic Interconnection	839	882	5%
International Interconnection	328	363	11%
Commercial <sup>1</sup>	1,052	1,000	-5%
Maintenance and Operations	434	507	17%
Taxes and Government Fees	833	956	15%
Doubtful Receivables	14	126	806%
Cost of Equipment and Technology Sales	124	279	126%
Other <sup>2</sup>	1,382	1,487	8%
Sub Total	7,104	7,794	10%
Construction Cost (IFRIC 12)	506	409	-19%
Total OPEX	7,610	8,204	8%

<sup>(1)</sup> Includes commissions, advertising & marketing, subscriber acquisition & retention costs and promotion

<sup>(2)</sup> Includes rent, utilities, outsourced services, bill distribution and others

# Fixed Line Summary Income Statement

TL Millions	2012	2013	YoY % Change
Revenues	9,578	9,768	2%
EBITDA	4,614	4,403	-5%
Margin	48%	45%	
Operating Profit	3,556	3,343	-6%
Margin	37%	34%	
CAPEX	1,681	1,496	-11%
CAPEX as % of Revenue	18%	15%	

## Fixed Line

# Summary OPEX Breakdown

TL Millions	2012	2013	YoY % Change
Personnel	1,879	1,994	6%
Domestic Interconnection	152	229	51%
International Interconnection	313	340	9%
Commercial <sup>1</sup>	571	512	-10%
Maintenance and Operations	320	369	15%
Taxes and Government Fees	224	215	-4%
Doubtful Receivables	2	50	n.m.
Cost of Equipment and Technology Sales	138	306	122%
Other <sup>2</sup>	859	940	9%
Sub Total	4,458	4,955	11%
Construction Cost (IFRIC 12)	506	409	-19%
Total OPEX	4,964	5,365	8%

<sup>(1)</sup> Includes commissions, advertising & marketing, subscriber acquisition & retention costs and promotion

<sup>(2)</sup> Includes rent, utilities, outsourced services, bill distribution and others

# Mobile Summary Income Statement

TL Millions	2012	2013	YoY % Change
Revenues	3,475	3,838	10%
EBITDA	486	584	20%
Margin	14%	15%	
Operating Profit	(156)	(138)	12%
Margin	-4%	-4%	
CAPEX	756	711	-6%
CAPEX as % of Revenue	22%	19%	

## Mobile

# Summary OPEX Breakdown

TL Millions	2012	2013	YoY % Change
Personnel	235	219	-7%
Domestic Interconnection	791	790	0%
International Interconnection	15	23	52%
Commercial <sup>1</sup>	483	491	2%
Maintenance and Operations	116	143	23%
Taxes and Government Fees	608	740	22%
Doubtful Receivables	12	76	509%
Others <sup>2</sup>	728	771	6%
Total OPEX	2,989	3,254	9%

<sup>(1)</sup> Includes commissions, advertising & marketing, subscriber acquisition & retention costs and promotion

<sup>(2)</sup> Includes rent expense, utilities, leased line expense and other expenses

## **Debt Profile**

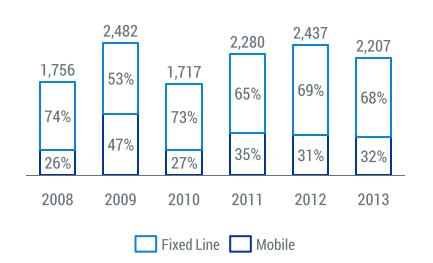
Debt (Millions)	In Currency	TL Equivalent	<3 Month	3 Months to 1 Year	1 to 5 Year	>5 Years
TL	55	55	38	17	0	0
USD	2,142	4,571	331	571	2,791	878
EUR	1,219	3,579	330	930	2,004	316
JPY	4,972	101	0	34	67	0
TOTAL		8,306	700	1,552	4,862	1,194

Ratios	2012	2013
Net Debt / EBITDA	1.00	1.46
Net Debt / Assets	0.30	0.40
Debt (Total Liabilities) / Equity	1.67	2.42
Debt (Financial) / Equity	0.94	1.56
Current Ratio	1.04	0.96

- Comfortable Net Debt to EBITDA level compared to industry averages
- Average maturity of FX denominated debt is 2.7 years

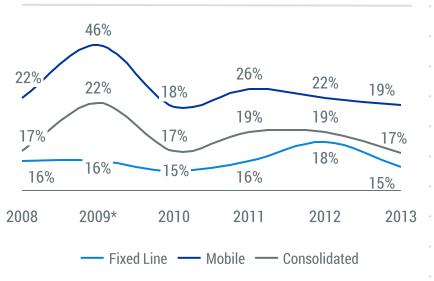
# CAPEX Declining CAPEX to Sales ratio

### CAPEX Breakdown (TL mn)



- Major CAPEX areas are fiber network rollout in fixed line and network investments in mobile
- Length of total fiber in Turkey is 182K kilometers in Q4 '13
- Avea has 27K base stations in its network with a population coverage of 84% for 3G, in Q4 '13

### CAPEX to Sales (%)



<sup>\*3</sup>G License Fee effect in mobile

# Shareholder Remuneration

- Consistently the highest dividends in Borsa Istanbul since IPO, with top ranking payout ratio
- Solid dividend policy of maximum payout as defined in the Articles of Association

### **Dividend Distribution**

Dividends (TL mn) — Dividend Per Share (Kurus)



### **Dividend Yield & Payout Ratio**

Dividend Payout Ratio

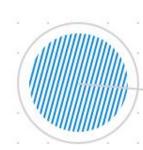
— Dividend Yield - Turk Telekom



<sup>\*</sup> We reached the cap in the first legal reserve in 2010

<sup>\* \* 2013</sup> dividend is recommended by the Board of Directors and it is subject to General Assembly approval

# Group Companies





# Turk Telekom International 2013 Best



## 2013 Best Wholesale Carrier

- Awarded as Best Central & Eastern European
  Wholesale Carrier in 2013, ranking above 150
  global candidates by Global Carrier Magazine
- TASIM (Trans-Eurasian Information Super Highway) MoU is signed in 2013 to provide the longest fiber optic network between Western Europe and East Asia, with partnership of Turkey, Russia, Azerbaijan, China and Kazakhstan





- Responsible for international voice and data operations of the Group providing seamless connectivity throughout a unique geographical coverage in 20 countries
- //// Over 40,000 km of fiber optic network
- Almost 70 major POPs from Asia to US



TTI'S network map as of 2013YE



# Turkey's leading systems integrator



### Awards of 2013

- Fastest growing Turkish IT company for 8 consecutive years in Deloitte Fast50 List
- Ranked 1st as business systems integrator among ICT 500 companies in Turkey in 2013

Partner with Ministery of Energy at ESIS Project, one of the biggest e-transformation projects, providing network of information for all related entities



### **Kiosk Innova**

- W Online Banking
- **////** Advanced Payment and Collection Solutions
- M Digital Signage and Wayfinding
- **III.** Top-up Solutions

### **Payflex Innova**



- Secure and innovative solutions for mobile payments and E-invoices
- Cloud based collection systems through Turk
  Telekom data center

# **Call Center**Call Center

- More than a traditional call center as a strategic partner by producing sales and marketing oriented data
- Call center solutions for Turk Telekom Group, various Turkish Ministries and other leading companies and institutions in Turkey
- Contributing employment in Turkish economy by creating job opportunity for thousands of people



- Fastest growing call center in Turkey with consistently increasing market share
- Presence in 20 locations in 15 cities of Turkey
- **//// Over 5,500 seat capacity**
- Over 120 millions of calls responded per year





# Best Virtual Learning Solution of 2013

- The biggest education technologies company in Turkey
- Developer of first and only educational market place and educational search engine in Turkey with 1 mn active registered users
- Piloting educational transformation in government's e-education project (FATIH)
- Group synergy by adding Sebit's Vitamins to TTNET broadband services

- M A multinational e-education solution provider with operations from US to Asia
- Awarded as Best Virtual Learning Solution in 2013 with the world-famous «CODiE» prize given by the Software and Information Industry Association in US



### **Sebit International**



- Products chosen by the Ministry of Education with country-wide solutions
- M Adaptive curriculum; an e-education support preferred by numerous schools in the US
- Business partnerships with Microsoft in Middle East and Asia



# A Global Provider of Next Generation Telecom Solutions

- International experience in providing a wide variety of telecom solutions in CIS, Middle East, Africa, USA, LATAM, Balkans and Eastern Europe
- Key Solutions and Products: ITV, Small Cell solutions, Network Performance Monitor, Intelligent Network Services and Applications, Targeted Advertising, Software Defined Networks Suite and Service Enablers



Argela is a part of Turkey's first

4G-LTE technology development

project «ULAK» supported by

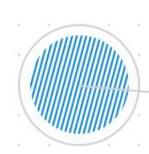
Turkey's Undersecretariat for

Defense Industries

- The project aims to complete the development of LTE-Advanced base stations in the country
- \*\*\*Ulak is important for being Turkey's only national 4GLTE structure project



# Appendix





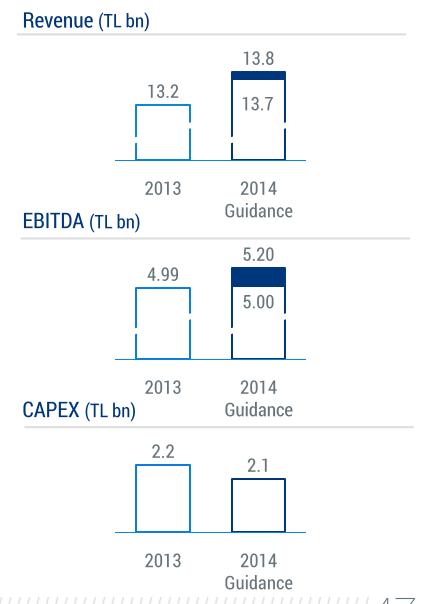
### 2014 Guidance

# Continued profitable growth with optimum CAPEX

Revenue: 4% to 5% growth

EBITDA: TL 5 bn - TL 5.2 bn

CAPEX : Around TL 2.1 bn



# Corporate Governance at Turk Telekom Demonstrates exemplary practices

- First and only telecom company in Borsa Istanbul Corporate Governance Index
- **%** Achieved 8.32 over 10 in 2013
- Compliance to Capital Market Board Corporate
  Governance Principles



<sup>\*</sup>The decline in ratings in 2013 is a result of rating methodology change by CMB rather than any deterioration in the Company's corporate governance practices. 2013 weighted average rating with the old methodology would have been 8.8

### Macro Outlook - I

# Favorable Population and GDP dynamics

### GDP, GDP Per Capita, 2012<sup>4</sup>

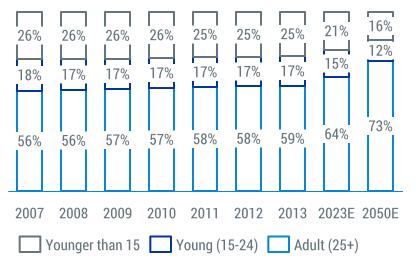
GDP Real Growth - RHS



- (1) GDP based on purchasing-power-parity (PPP) share of world total (Percent); IMF World Economic Outlook, October 2013,
- (2) (3) & (5) Turkstat, (4) OECD, IMF World Economic Outlook, October 2013, Eurostat

- **World's 16th largest economy**<sup>1</sup>
- Moderate and sustainable economic growth/growth prospects
- 2nd most populated country in Europe (76.7 mn)<sup>2</sup>
- Young and increasingly affluent population
- GDP per capita up from US\$ 3,492 in 2002 to US\$
   10,497 in 2012<sup>3</sup>

### Proportion of Age Groups in Population, 2013, %<sup>5</sup>

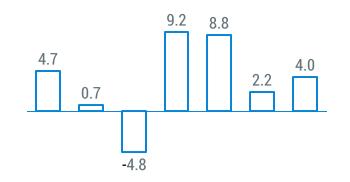


### Macro Outlook - II

# Growth and Industrial Production

- 9-month 2013 GDP growth in Turkey was 4.0%
- The World Bank growth expectation for Turkey is 4.3% in 2013
- Medium Term Program aims 4.0% and 5.0% growth for 2014 and 2015
- Strong production indicators and high potential for growth gives competitive advantage against its peers

### Annual Real GDP Growth Rate, %1



2007 2008 2009 2010 2011 20129M2013

### Industrial Production Index (IP)<sup>2</sup>



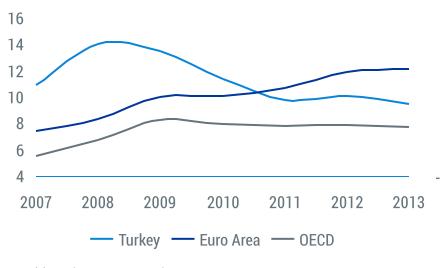
(1) & (2) Turkstat

### Macro Outlook - III

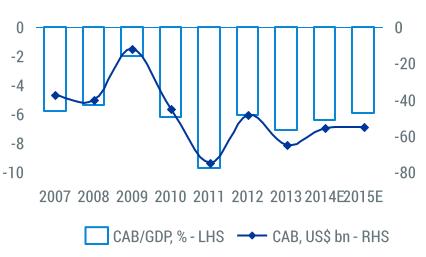
# Unemployment and Current Account Balance

- Fast recovery in the unemployment rate and favorable readings compared to the euro area
- The government estimates an unemployment rate of 9.5% in 2013
- Current account deficit continues to decrease at a moderate pace

### Unemployment,%1



### **Current Account Balance<sup>2</sup>**



- (1) Turkstat, Eurostat, Turkstat
- (2) Current Account Balance, Turkstat, & Medium Term Program; Republic of Turkey Ministry of Finance

# Macro Outlook - IV Public Debt and Inflation

- Inflation decreased from double digit numbers and continues to decrease at a moderate pace
- Government targets to decrease the inflation to5% in the medium-term
- Gross Debt/GDP ratio outperforms the Maastricht criteria of 60% by registering as 38.8%

### Annual CPI Inflation, %1



### Debt Stock<sup>2</sup>



- (1) Turkstat & Medium Term Program; Republic of Turkey Ministry of Finance
- (2) General Government European Union Defined Debt Stock; Turkish Treasury, Turkstat

### **Regulatory Actions**

2008 > 2009 > 2010 > 2011 > 2012 > 2013

### **April**

Interconnection rate decrease in Fixed (10%) and Mobile (33%)

#### **November**

- 3G tender held
- Mobile Number Portability introduced
- •New Electronic Communications Law passed

### **January**

■About 50%-55% reduction in MTRs on SMS

#### March

■Reduction in SCT rate (25% to 5%) on internet services

### **April**

Onnet retail pricing threshold for TCELL

### May

- ■About 29% reduction in MTRs
- ■MVNO regulation was in place

### July

■3G services started

### **September**

■Fixed Number portability introduced

#### **October**

Local call liberalization

### **April**

- About 52% reduction in MTRs
- 17% cut in double tandem FTR
- 38% decrease in GSM to GSM rate retail cap
- ■TL per minute pricing introduced

### July

- ■ICTA announced Naked DSL fee as TL 8.13
- •ICTA postponed 20 second billing for an indefinite time

#### December

Naked DSL services started

### **April**

- Mobile off-net price cap increased by 4%
- SMS price cap decreased by 48%

### **September**

Deregulation on MTRs on international calls and liberalization on their pricing

### **October**

•ICTA's fiber decision: FTTH/B will be excluded from the process of market analysis until 25%fiber market share or 5 years

### January

WLR was introduced

#### **November**

•Deregulation on FTRs on international calls and liberalization on their pricing

### March

•Mobile on-net pricing floor for TCELL formulated by Mobile Termination Price\*1.7

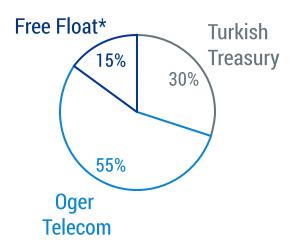
### **April**

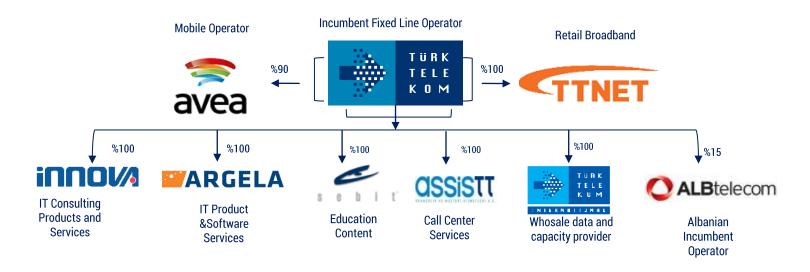
■75% reduction in MTRs on SMS

### July

■20% reduction in MTRs

# Turk Telekom Group Ownership and Group Structure

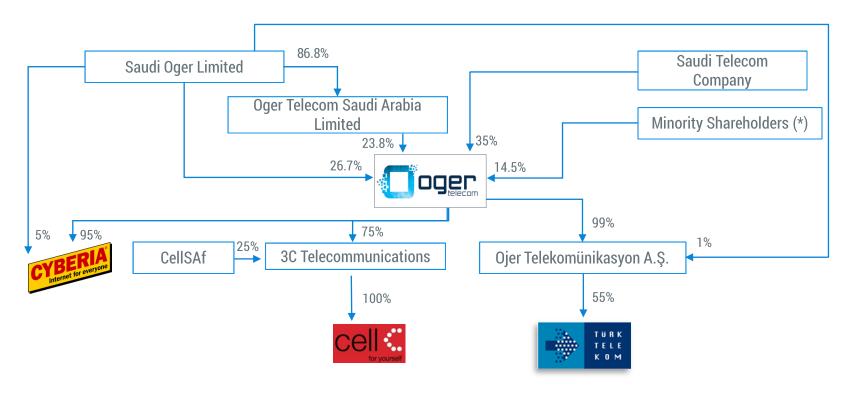




Note: Turkish Treasury and Oger Telecom bought 1.68% and 0.8% additional stakes respectively, from free float.

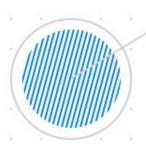
## Oger Telecom

# Ownership Structure



Note: Among Oger Telecom's direct and indirect minority shareholders are regional and 'blue chip' global financial investors.

# THANK YOU



# Turk Telekom

**Investor Relations**