



Türk Telekom Group Corporate Fact Sheet – 2010 Q3

ISTANBUL STOCK EXCHANGE TTKOM

Bloomberg : TTKOM TI

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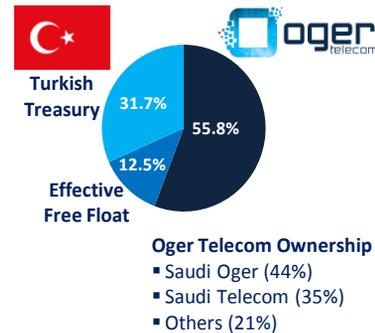
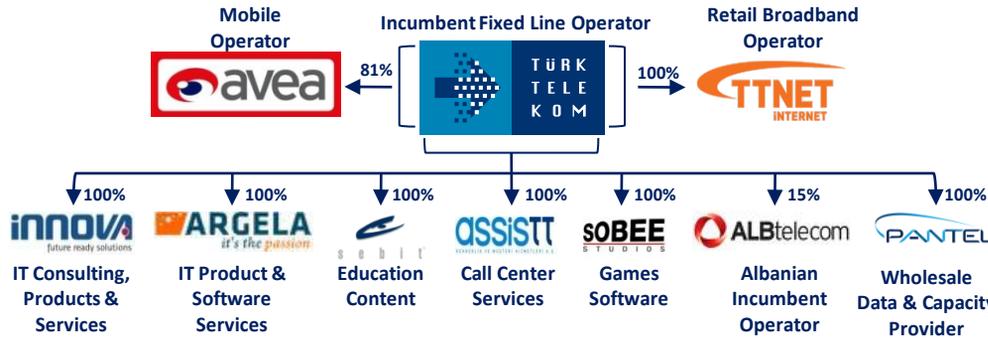
Türk Telekom group is a world-class, integrated telecommunication and technology services provider in Turkey offering its customers the complete range of fixed line, mobile, data, and internet services as well as innovative convergence technologies.



Turkey is one of the largest telecom markets in EMEA region with its 72 mn growing population and increasing number of households.

Group Companies

Ownership Structure



Türk Telekom Group

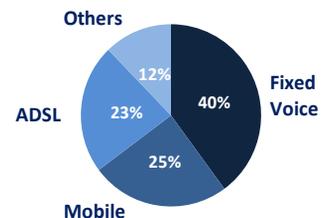
- Turkey's leading communication and technology group
- Privatized in 2005 and IPO'ed in 2008; a successful transformation resulting in increased efficiency, significant OPEX savings and enlarged service scope
- Strong management team with a broad range of international and sector experience building 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
- Sustained high dividend payout



Fixed Line & Mobile

Revenue Breakdown – 2010 9M

- One of the largest and most efficient fixed-line operators in the region
- Turkey's leading fixed-voice and data provider
- 16.1 mn PSTN Access Lines; 6.5 mn wholesale ADSL Connections
- Over 8,300 Wi-Fi Hotspots
- AVEA - Turkey's youngest and growing mobile operator
- 11.4 mn Mobile Subscribers



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Türk Telekom Group Highlights

- Türk Telekom group achieved 6% EBITDA and 38% net income growth YoY with 46% EBITDA margin in Q3 2010
- New PSTN tariff structure increased MoU and slowed net declines in fixed voice subscribers
- Acquisition of Invitel International, the leading independent provider of wholesale data and capacity services in Central and South-Eastern Europe, completed in October 2010
- Türk Telekom awarded “The Most Valuable Brand of Turkey”

Market & Regulation Highlights

- Mobile market remains competitive
- Telecom Authority announced naked ADSL fee as TL 8.13 excluding taxes
- In Q3 2010 parliament resolved double taxation in MVNO business
- Wholesale Line Rental is on TA’s agenda

Fixed Line Highlights

(TL millions)	2009 Q3	2010 Q3	2009YE	KPIs	2009 Q3	2010 Q3	2009YE
Revenue	2,057	2,102	8,386	PSTN Access Lines – millions	16.8	16.1	16.5
OPEX	931	976	4,118	PSTN ARPU – TL	22.1	22.2	22.4
EBITDA	1,126	1,127	4,268	ADSL Connections – millions	6.1	6.5	6.2
Margin	55%	54%	51%	ADSL ARPU – TL	29.9	31.5	29.5

- Bundle packages continue to support lower churn rate and higher MoU, in Q3 10, PSTN bundle packages now over 30% of total lines
- In October 2010 partnership with Hansenet (owned by Telefonica) targeting the Turkish community in Germany with over 3 mn population
- Continuing upselling of customers to 8 Mbps packages and unlimited offers
- Up to 8Mbps ADSL packages reached over 60% of total customer base thanks to strong up-sell campaigns and new acquisitions

Mobile Highlights

(TL millions)	2009 Q3	2010 Q3	2009YE	KPIs	2009 Q3	2010 Q3	2009YE
Revenues	693	677	2,504	Mobile Subscribers – millions	12.1	11.4	11.8
OPEX	682	547	2,450	Mobile ARPU – TL	18.6	19.3	17.8
EBITDA	11	130	54				
Margin	2%	19%	2%				

- EBITDA margin growth maintained in Q3 despite continuing competitive pricing
- New or re-launched tariffs to boost activations & reduce churn in youth, SME, institutional segments
- Quarterly ARPU, now all time high, increased by 9% q-o-q
- Avea R&D Center opened; Avea’s Near Field Communication (NFC) project received “The Best Product Award” at Telecoms World Conference

Summary Financials & KPIs*

Consolidated Income Statement (TL millions)	2009 Q3	2010 Q3	2009YE
Revenues	2,668	2,707	10,568
OPEX	1,530	1,450	6,248
EBITDA	1,138	1,257	4,321
Margin	43%	46%	41%
Operating Profit	802	885	2,763
Margin	30%	33%	26%
Financial Income/Expense, net	(130)	35	(438)
Tax Expense	(172)	(184)	(673)
Net Profit	548	744	1,832
Margin	21%	28%	17%
EPS – Korus	0.16	0.21	0.52
DPS – Korus (Gross)			0.45
Total Dividend			1,590
CAPEX	312	598	2,470**

Consolidated Balance Sheet (TL millions)	2009 Q3	2010 Q3	2009 YE
Intangible Assets	3,141	3,166	3,286
Tangible Assets	6,710	6,726	6,920
Other Assets	2,527	2,634	2,441
Cash and Equivalents	856	917	754
Total Assets	13,234	13,443	13,401
Share capital	3,260	3,260	3,260
Reserves and Retained Earnings	1,740	2,429	2,162
Interest Bearing Liabilities	4,418	3,964	3,974
Provisions for LT Employee Benefits	732	659	634
Other Liabilities	3,084	3,132	3,371
Total Equity and Liabilities	13,234	13,443	13,401

Consolidated Cash Flow Statement (TL millions)	2009 Q3	2010 Q3	2009YE
Cash Flow from Operating Activities	650	1,113	3,252
Cash Flow from Investing Activities	(423)	(456)	(2,079)
CAPEX	(482)	(312)	(2,321)
Other Investing Activities	59	(143)	242
Cash Flow from Financing Activities	(84)	(537)	(1,472)
Net Change in Cash Position	143	120	(298)

For more detailed information on the quarterly results, financials, definition of financial terms and KPIs used here, please see quarterly released investor presentations and financial statements available on our website.

* After Reclassification: Interest cost of severance expenses have been reclassified in Q1 2010.

** 2009 CAPEX includes 3G license fee