



# Türk Telekom Group Corporate Fact Sheet – 2010 YE

ISTANBUL STOCK EXCHANGE TTKOM

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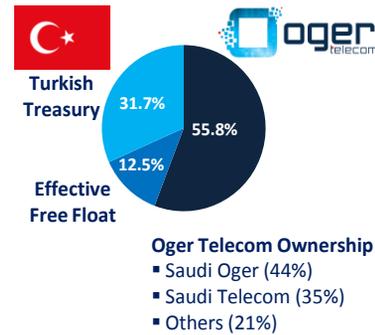
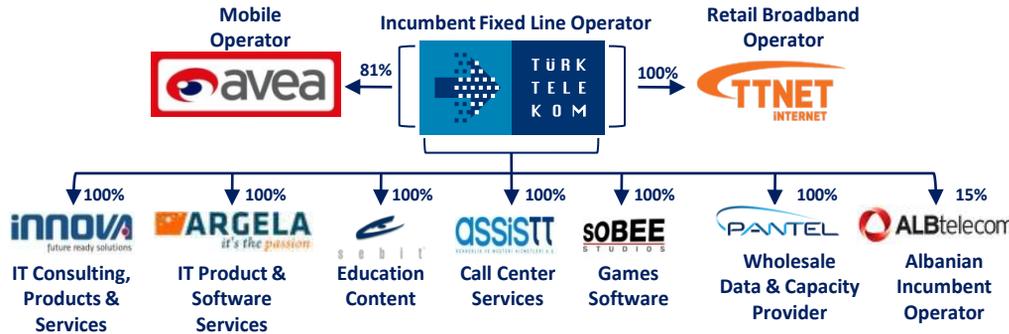
Türk Telekom group is Turkey's world-class, integrated telecommunication and technology services provider offering its customers the complete range of fixed line, mobile, data, and internet services as well as innovative convergence technologies.



Turkey is one of the largest telecom markets in EMEA region with its 73 mn growing population and increasing number of households.

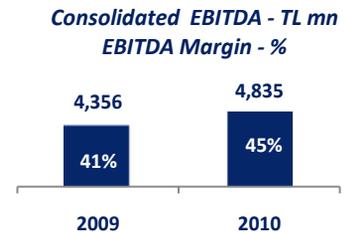
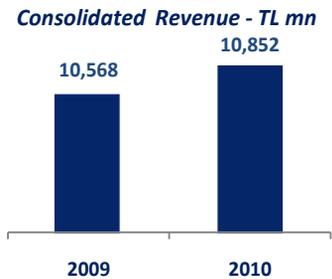
## Group Companies

## Ownership Structure



## Overview of 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
- One of the top five companies listed in ISE in terms of Market Capitalization and a member of ISE-30 and MSCI Turkey
- 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 with 16 mn PSTN Access Lines and data provider with 6.7 mn wholesale ADSL Connections
- AVEA - Turkey's youngest and growing mobile operator with 11.6 mn Mobile Subscribers



## Türk Telekom Investor Relations

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## Türk Telekom Group Highlights

- Solid financial results and strong operational performance in 2010 ; 3% Revenue growth , 11% EBITDA growth and 32% Net Profit growth achieved
- Expansion in international wholesale data with JADI (Jeddah-Amman-Damascus-Istanbul) Terrestrial Fiber Link and acquisition of Invitel (rebranded as Pantel)
- Net Debt decreased by 8% from TL 3.2 bn in 2009 to TL 3 bn in 2010

## Market & Regulation Highlights

- Fixed voice revenue stabilized around Q4 2009 levels
- ADSL revenue growth continued at double digit levels
- Profitability focus in Avea continued
- Negligible effect from Naked ADSL
- Wholesale Line Rental is on TA's agenda

## Fixed Line Highlights

(TL mn)	Q4 09	Q4 10	2009	2010	KPIs	Q4 09	Q4 10	2009	2010
Revenue	2,187	2,305	8,386	8,511	PSTN Access Lines – mn	16.5	16.0	16.5	16.0
OPEX	1,131	1,074	4,084	4,004	PSTN ARPU – TL	21.2	22.3	22.4	21.8
EBITDA	1,056	1,231	4,302	4,507	ADSL Connections – mn	6.2	6.7	6.2	6.7
Margin	48%	53%	51%	53%	ADSL ARPU – TL	31.2	32.6	29.5	32.0

- Voice bundle packages continue to support lower churn rate and higher MoU
- Fixed voice now stable in terms of revenue for five quarters
- ADSL subs growth continued with 0.5 mn net additions in 2010
- Up to 8Mbps ADSL packages reached over 70% of total customer base thanks to strong up-sell campaigns and new acquisitions
- ADSL2+ service introduced providing speeds up to 16 Mbps

## Mobile Highlights

(TL millions)	Q4 09	Q4 10	2009	2010	KPIs	Q4 09	Q4 10	2009	2010
Revenues	654	679	2,504	2,646	Mobile Subs. – mn	11.8	11.6	11.8	11.6
OPEX	666	584	2,449	2,314	Mobile ARPU – TL	17.8	19.2	16.7	18.5
EBITDA	-12	95	55	332					
Margin	-2%	14%	2%	13%					

- Margin improvement continued; 2010 EBITDA is six-times of 2009 EBITDA
- Updated the current tariff portfolio for better targeting SME, institutional segments and post-paid mass
- All-time-high Annual ARPU, as a result of increase in Prepaid ARPU and increasing share of post-paid subscribers
- International innovation project "Mobile Health Inspection Kit" developed by Avea and UCLA (University of California)

## Summary Financials

Consolidated Income Statement (TL millions)	Q4 09	Q4 10	2009	2010
Revenues	2,750	2,895	10,568	10,852
OPEX	1,705	1,571	6,212	6,017
EBITDA	1,045	1,324	4,356	4,835
Margin	38%	46%	41%	45%
Operating Profit	688	928	2,798	3,311
Margin	25%	32%	26%	31%
Financial In. /Ex. , net	(37)	(212)	(438)	(184)
Tax Expense	(206)	(192)	(680)	(799)
Net Profit	491	559	1,860	2,451
Margin	18%	19%	18%	23%
EPS – Kurus	0.14	0.16	0.53	0.70
DPS – Kurus (Gross)			0.45	0.64*
Total Dividend			1,590	2,244*
CAPEX	724	902	2,470**	1,733

\* Proposed figures subject to Annual General Meeting approval on April 25<sup>th</sup>  
\*\* 2009 CAPEX includes 3G license fee

Consolidated Balance Sheet (TL millions)	2009	2010
Intangible Assets	3,286	3,517
Tangible Assets	6,920	7,435
Other Assets	2,441	2,929
Cash and Equivalents	754	1,219
<b>Total Assets</b>	<b>13,401</b>	<b>15,100</b>
Share capital	3,260	3,260
Reserves and Retained Earnings	2,162	2,915
Interest Bearing Liabilities	3,974	4,199
Provisions for LT Employee Benefits	634	607
Other Liabilities	3,371	4,119
<b>Total Equity and Liabilities</b>	<b>13,401</b>	<b>15,100</b>

Consolidated Cash Flow Statement (TL millions)	Q4 09	Q4 10	2009	2010
CF from Operating Activities	1,318	1,186	3,235	3,844
CF from Investing Activities	(703)	(826)	(2,079)	(1,761)
CAPEX	(772)	(882)	(2,321)	(1,805)
Other Investing Activities	70	56	242	44
CF from Financing Activities	(754)	(216)	(1,472)	(1,805)
Net Change in Cash Position	(139)	143	(316)	278