



Türk Telekom Group Corporate Fact Sheet – 2013 Q2



TTKOM

Bloomberg: TTKOM TI

Reuters: TTKOM

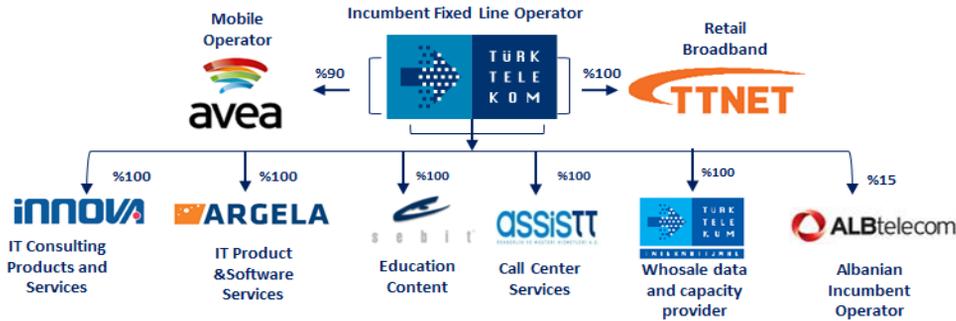
Türk Telekom group is Turkey's world-class, integrated telecommunication and technology services provider offering its customers the complete range of fixed line, mobile, data, and internet services as well as innovative convergence technologies.



Turkey is one of the largest telecom markets in EMEA region with over 75 mn growing population and increasing number of households.

Group Companies

Group Structure



Ownership



Oger Telekom



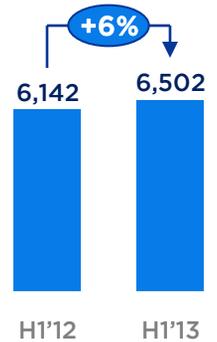
Turkish Treasury



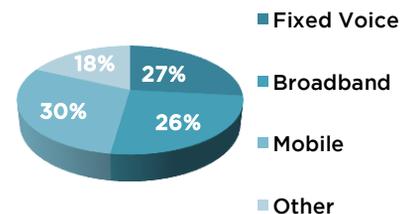
Overview of Türk Telekom Group

- ✦ Turkey's leading communication and technology group; TL 3.4 bn revenue and TL 1.3 bn EBITDA generated in Q2 2013
- ✦ 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
- ✦ 45% of the total revenues in Turkish telecom market is generated by Turk Telekom Group last year.
- ✦ Turkey's leading fixed-voice and data provider with 13.9 mn access lines and 7.1 mn broadband lines
- ✦ AVEA - Turkey's youngest and growing mobile operator with 13.9 mn mobile subscribers
- ✦ Solid dividend policy of maximum payout as defined in the Articles of Association

Consolidated Revenue (TL mn)



Revenue Breakdown (H1'13)





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2013 Q2 Performance and 2013 Guidance

• Solid performance in all segments leading to a top-line growth of 6% year on year

• Slight decline in EBITDA still on track for YE guidance

2013 Guidance (Consolidated)

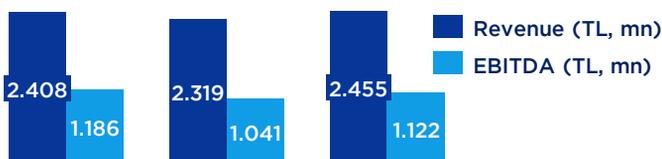
- › 5 - 7 % Revenue growth
- › Between TL 5.1 bn & TL 5.3 bn EBITDA
- › Around TL 2.2 bn CAPEX

Fixed Line Highlights

• 9% broadband revenue growth YoY backed by 17K net subscriber growth in Q2'13 and ARPU increase

• Positioned to reap benefits from penetration increase

• Strongest player in fiber with highest home-pass reached 2.2mn. Fiber subscribers reached 360K.



KPI	Q2'12	Q1'13	Q2'13
Total Access Lines - mn	14.7	14.0	13.9
Fixed Voice ARPU - TL	22.4	22.0	21.6
Broadband Connections - mn	7.0	7.1	7.1
Broadband ARPU - TL	36.5	39.3	39.4

Mobile Highlights

• Maintained strong performance in mobile business with 161K net subscriber additions. Revenues 17% up YoY second quarter in a row.

• Highest postpaid to total subscribers ratio in the market

• 10% YoY growth in ARPU - Highest ARPU in the market as of Q1 2013



KPI	Q2'12	Q1'13	Q2'13
Mobile Subscribers - mn	13.0	13.7	13.9
Mobile ARPU - TL	21.3	21.9	23.5

Summary Financials

Consolidated Income Statement (TL millions)	2012	Q2'12	Q1'13	Q2'13
Revenues	12,706	3,182	3,143	3,359
OPEX	7,610	1,910	1,992	2,107
EBITDA	5,096	1,273	1,151	1,252
Margin	40%	40%	37%	37%
Operating Profit	3,400	840	712	811
Margin	27%	26%	23%	24%
Net Financial In./Ex.	(33)	(21)	(34)	(445)
Tax Expense	(773)	(199)	(161)	(96)
Net Profit	2,637	630	526	280
Margin	21%	20%	17%	8%
EPS - Kurus	0.75	0.18	0.15	0.08
DPS - Kurus (Gross)	0.69			
Dividend	2,413			
CAPEX	2,435	656	254	471

Consolidated Balance Sheet (TL millions)

Sheet	30.06.2012	31.03.2013	30.06.2013
Intangible Assets	3,597	4,013	4,096
Tangible Assets	8,263	8,179	8,178
Other Assets	3,668	4,135	4,324
Cash and Equivalents	930	1,429	973
Total Assets	16,458	17,756	17,571
Share capital	3,260	3,260	3,260
Reserves and Retained Earnings	1,826	3,691	1,599
Interest Bearing Liabilities	6,830	6,548	8,390
Provisions for LT Employee Benefits	645	620	607
Other Liabilities	3,897	3,637	3,715
Total Equity and Liabilities	16,458	17,756	17,571

Consolidated Cash Flow Statement (TL millions)

	2012	Q2'12	Q1'13	Q2'13
CF from Operating Activities	3,579	858	211	1,066
CF from Investing Activities	(1,972)	(554)	(220)	(374)
CF from Financing Activities	(1,387)	(434)	435	(1,036)
Net Change in Cash Position	220	(131)	426	(344)

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.