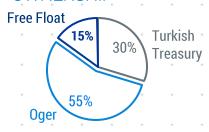
# Türk Telekom Group

# Corporate Fact Sheet - 2014 Q1

#### **OWNERSHIP**



## 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 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.

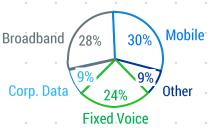
## 2014 Guidance (Consolidated)

- **111.** 4% 5% Revenue growth
- What Between TL 5 billion & TL 5.2 billion EBITDA
- **W** Around TL 2.1 billion CAPEX

### Consolidated Revenue (TL mn)



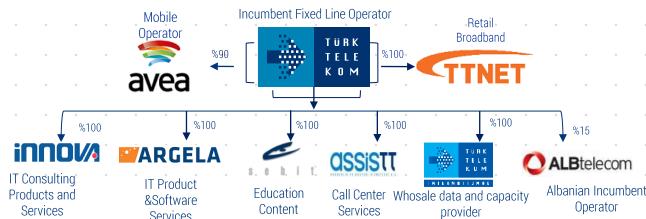
## Revenue Breakdown (2014 Q1)



#### OVERVIEW OF TURK TELEKOM GROUP

- Turkey's leading communication and technology group; TL 3.2 bn revenue and TL 1.2 bn EBITDA generated in Q1 '14
- /// 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
- **IIII** Extensive service and distribution networks of Türk Telekom, AVEA and TTNET providing significant opportunities
- M Robust revenue and strong cash flow capacity enabling investment in promising segments and continuous growth
- **11.1** One of the largest and most efficient fixed-line operators in the region
- Turkey's leading fixed-voice and data provider with 13.5 mn access lines and 7.4 mn broadband subscribers
- MAVEA Turkey's youngest and growing mobile operator with 15.3 mn mobile subscribers
- 3/1/2 Solid dividend policy of maximum payout as defined in the Articles of Association

## **GROUP COMPANIES**



# Türk Telekom Group

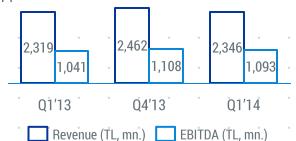
# Corporate Fact Sheet - 2014 Q1

### 2014 Q1 PERFORMANCE

- "Consolidated revenues grew 2% YoY (4% excluding the MTR cut effect)
- **111** 4% YoY EBITDA growth
- W Net income decreased 27% YoY while up 48% QoQ

#### FIXED LINE HIGHLIGHTS

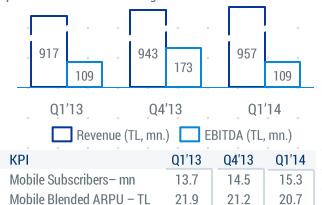
- 8% YoY growth in broadband revenues driven by 69K net subscriber additions and ARPU uplift
- 12% of total fixed line revenues are generated from corporate data business which grew by 17% YoY in Q1 '14



KPI	Q1'13	Q4'13	Q1'14
Total Access Lines - mn	14.0	13.7	13.5
Fixed Voice ARPU – TL	22.0	21.3	20.9
Broadband Connections - mn	7.1	7.3	7.4
Broadband ARPU - TL	39.3	39.6	40.8

## MOBILE HIGHLIGHTS

- 4% YoY revenue growth in mobile (%14 excluding MTR cut effect) backed by 757K net subscriber additions highest in the past 6 years
- **111** 65% YoY mobil data growth and 42% smartphone penetration which is the highest in the market



### SUMMARY FINANCIALS

Consolidated Income Statement (TL, mn)	2013	Q1′13	Q4′13	Q1′14
Revenues	13,190	3,143	3,296	3,195
OPEX	(8,204)	(1,992)	(2,017)	(1,995)
EBITDA	4,986	1,151	1,278	1,200
Margin	38%	37%	39%	38%
Operating Profit	3,207	712	820	723
Margin	24%	23%	25%	23%
Net Financial In./Ex.	(1,500)	(34)	(468)	(246)
Tax Expense	(439)	(161)	(102)	(107)
Net Profit	1,303	526	260	384
Margin	10%	17%	8%	12%
EPS-Kurus	0.37	0.15	0.07	0.11
DPS-Kurus (Gross)	0.26			
Dividend*	912			
*2013 dividend is subject t	o General A	ssembly app	roval	

Consolidated Balance Sheet (TL, mn)	31.03.2013	31.12.2013	31.03.2014
Intangible Assets	4,013	4,536	4,468
Tangible Assets	8,179	8,350	8,207
Other Assets	4,135	4,294	4,557
Cash and Equivalents	1,429	1,064	1,518
Total Assets	17,756	18,245	18,750
Share Capital	3,260	3,260	3,260
Reserves and Retained Earnings	3,691	2,067	2,408
Interest Bearing Liabilities	6,548	8,334	8,658
Provisions for Long-term Employee Benefits	620	585	606
Other Liabilities	3,637	3,998	3,817
<b>Total Equity and Liabilities</b>	17,756	18,245	18,750

Consolidated Cash Flow Statement (TL, mn)	2013	Q1′13	Q4'13	Q1′14
Cash Flow from Operating Activities	3,884	247	1,289	562
Cash Flow from Investing Activities	(1,986)	(263)	(728)	(117)
Cash Flow from Financing Activities	(1,648)	442	(589)	51
Net Change in Cash Position	250	426	(27)	496