# TÜRK TELEKOM GROUP

YE Results

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TÜRK TELEKOM GROUP 02

# Notice

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Note: EBITDA is a non-GAAP financial measure. In this presentation, EBITDA represents revenue less cost of sales and other operating expenses plus other operating income/(expense) plus income/(expense) from investing activities but excluding financial income/(expense) presented in other operating income/(expense) (i.e., foreign exchange gain/(loss), interest income/(expense) and discount income/(expense) on receivables and payables excluding financial borrowings), depreciation, amortization and impairment, income on unconsolidated subsidiaries and minority interest.

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# 2014 Year End Highlights

### Key Operational Highlights

- 1.8 million net subscriber additions in mobile business
  - 1.3 million postpaid net additions
  - Top smartphone penetration (52%) and postpaid ratio (48%) in the market
- 273 thousand net subscriber additions in broadband
  - 361K fibernet (FTTB) and hipernet (FTTC) net additions
  - ARPU uplift of 4%

### Full Year Financial Highlights

- Revenues up 3.7% reaching TL 13.6 billion
  - Mobile revenues up 12% YoY; broadband revenues up 8.5% YoY; fixed voice decline kept at 10% YoY
- EBITDA increased to 5.05 billion, growing 1.2% YoY
  - EBITDA margin reached 37% (Mobile increased 1 pp to 16% while fixed maintained at 45%)
  - Excluding one off items\* recorded in full year, EBITDA is TL 5.2bn and margin reaches 38%
- Net Income reached TL 2 billion, up 54% YoY
- CAPEX of TL 2.15 billion, meeting the full year guidance
- Dividend distribution of TL 0.53 per share recommended by the BoD

# Integrated Organization

### Functional integration completed

- Transformed the organization's focus from product to customer
- Established consumer and corporate business units covering all products and services under Türk
   Telekom Group domain
- Unified support functions, removing redundancies among legal entities



Note: Wholesale is a separate business unit reporting directly to Türk Telekom CEO. Subsidiaries except TTNET and Avea are not included in the integration and will continue their operations as is.

# Consolidated Performance

YE Results

# **Consolidated Financials**

TL mn	2014	Growth (YoY)	Growth Excl. One-offs <sup>1</sup>	Q4'14	Growth (YoY)	
Revenue	13,602	3.7%		3,595	9.6%	
EBITDA	5,047	1.2%	3.3%	1,232	-3.7%	
EBITDA Margin	37.1%		37.9%	34.3%		One offs: Personnel incentives, bad debt calculation changes, regulatory fees & fines, real estate gain, asset impairment expense
Net Income	2,007	54.1%	63.1%	504	93.8%	· · · · · · · · · · · · · · · · · · ·
CAPEX	2,146	-2.7%		1,057	26.6%	
Dividend <sup>2</sup> (TL, per share)	0.53	102%				Total dividend amount is TL 1.84 bn and dividend yield is 7.3%

<sup>1)</sup> One off items recorded in 2014

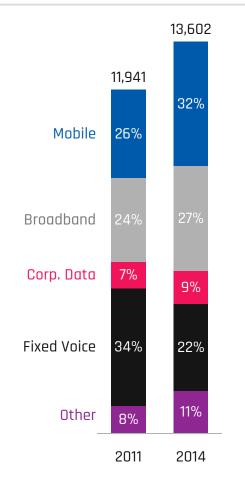
<sup>2)</sup> Subject to General Assembly approval

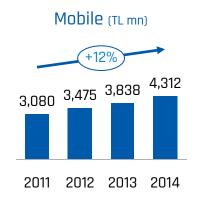
### TÜRK TELEKOM GROUP US

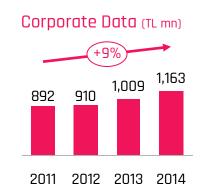
# Diversified Revenue Base

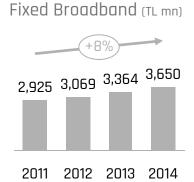
### 67% of Revenues from High Growth Areas

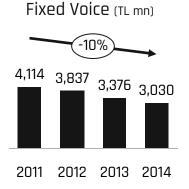
#### Revenue Breakdown (TL mn)











Note: Growth rates are shown as CAGRs

# Sector Dynamics

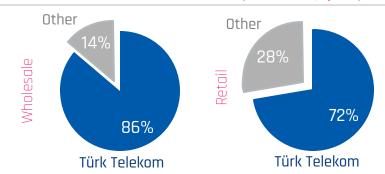
### Relatively low penetration levels point to room for growth

#### Broadband Household Penetration (Q4'14)

#### 90% Avg. Household: 3.69 people 71% 65% 65% 61% 46% 42% 24% ПΚ SP ΙT SI SK BG RU TR UKR

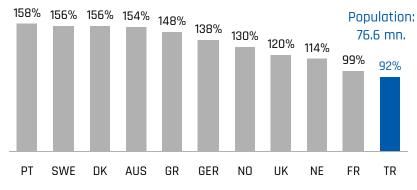
Source: Analysys Mason, Q3'14 CEE&WE Telecom Matrix, TR data is from ICTA, Q3'14 Market Report

### Broadband Market Share (Subscriber, Q4'14)



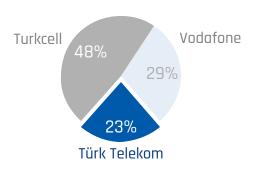
Source: ICTA, Q4'14 Market Report, company calculations

#### Mobile Population Penetration (Q4'14)



Source: ICTA, Q3'14 Market Report

### Mobile Market Share (Subscriber, Q4'14)



Source: ICTA, Q4'14 Market Report, company calculations

# Fixed Line

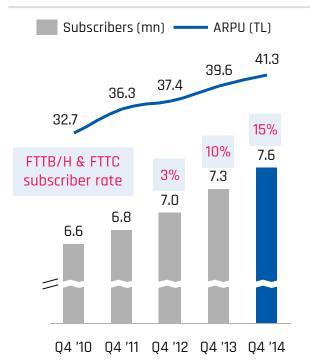
YE Results

# High Speed Broadband

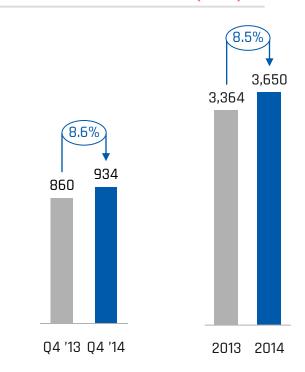
# Subscriber and ARPU growth continue to support high single digit revenue increase

- 99K net additions in Q4 '14 and 273K net additions in 2014
- 4% YoY ARPU growth in 2014
- 8.5% YoY revenue growth backed by ARPU and subscriber increase

#### Broadband ARPU and Subscribers



#### Broadband Revenue (TL mn)

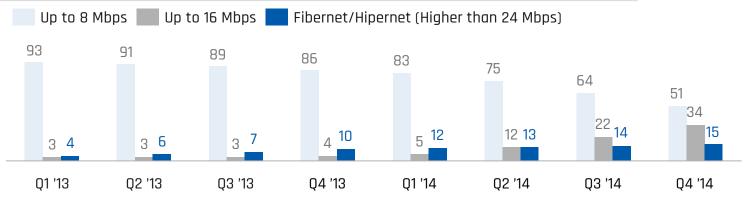


Above 50 GB

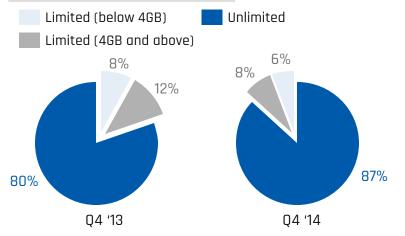
# **Broadband Upsell**

### Speed & Capacity

### Increasing Subscriber Base in Higher Speed Packages, % of Subscribers

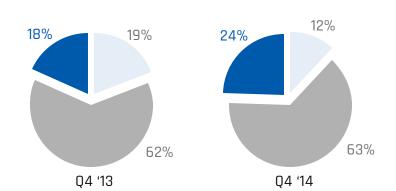


### Capacity, % of Subscribers



#### Fair Usage, % of Subscribers

25 GB & Below 25GB to 50 GB

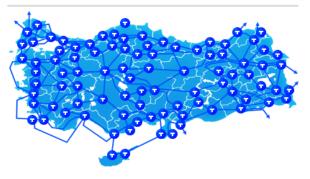


Note: Capacity & Fair Usage are TTNET figures

## Fiber Network

### Largest Fiber Footprint in Turkey

#### Türk Telekom Fiber Network



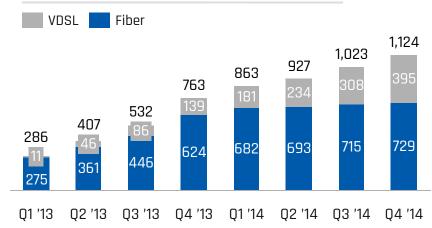
### Alternative Operator<sup>1</sup>



### Fiber Homepass

FTTC	7.2mn
FTTH/B	2.9mn

### Fiber&Hiper (VDSL) Subscribers



# TV Business

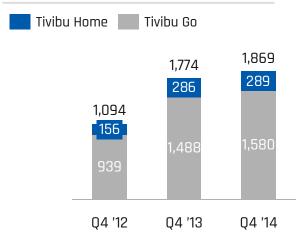
### New exclusive content, new platform...

- UEFA Champions & Europa Leagues' Turkey media rights won by TTNET for three years starting 2015
- Satellite TV platform to be built to supplement IPTV in terms of coverage
- First and leading internet TV and IPTV service in Turkey
- Multi-screen experience: TV | Tablet | PC | Laptop | Smartphone
- 190 TV Channels with premium content (movies, shows, sports) and over 3500 content archive

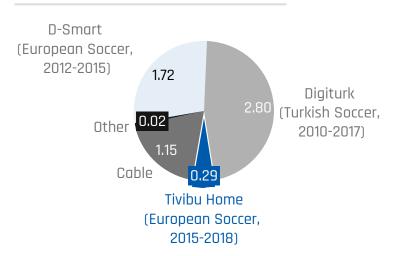
### **Current Packages**

Packages	Channel	Archive	Price (TL)
Maxi Package	~150	2500+	14.9
Cinema Package	~170	3000+	20.9
Full Package	~190	3700+	27.9

#### Tivibu Subscribers (thousand)



#### TV Market Subscribers<sup>1</sup> (mn)



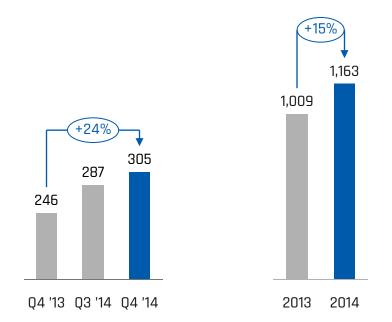
<sup>1)</sup> Source: ICTA Q3'14 report - Number of subscription agreement

# Corporate Data

### Supports Fixed Line Growth

- 12% of total fixed line revenues are generated from corporate data business in 2014
- 24% year on year growth in Q4 driven mainly by metro ethernet revenues

#### Corporate Data Revenue (TL mn)





#### **Cloud Services**

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



#### Metro ethernet

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



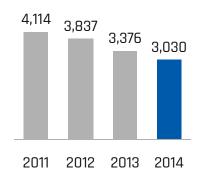
#### Leased Line

It is a data line 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

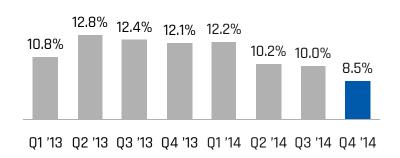
## Fixed Voice

### Improving Access Line & Revenue Decline

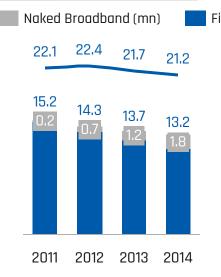
#### Fixed Voice Revenue (TL mn)



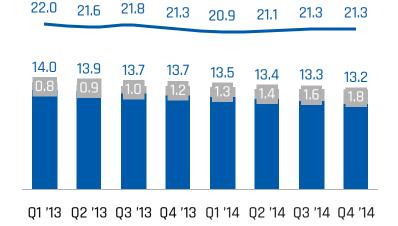
#### Revenue Loss Rate



#### Access Lines & ARPU



Fixed Voice (mn) —— Fixed Voice ARPU (TL)

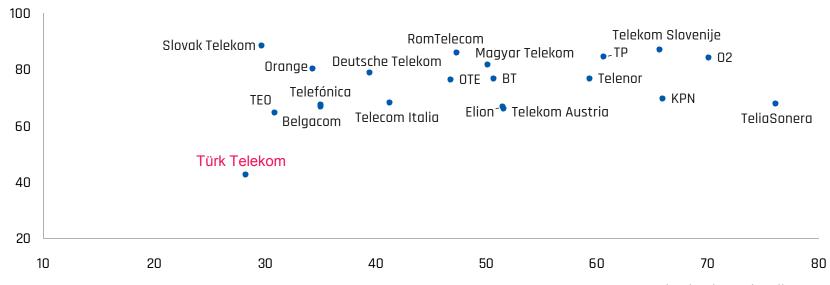


## Fixed Voice

### Benchmarking Well among Fixed Line Incumbents

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

Fixed Voice Revenue Loss 2004-2013, %



Fixed Voice Subscriber Loss 2004-2013, %

YE Results

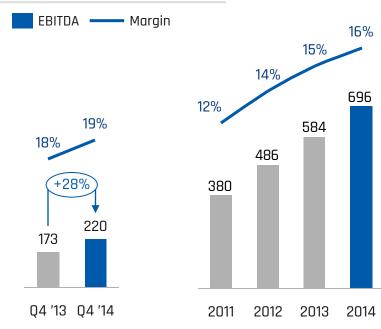
# Consistent improvement in profitability as revenue resumed its robust growth

- Revenues grew 22% YoY in Q4
- EBITDA increased 28% YoY, recording highest ever quarterly EBITDA
- EBITDA margin demonstrates consistent improvement supported by strong subscriber gain

#### Revenue (TL mn)

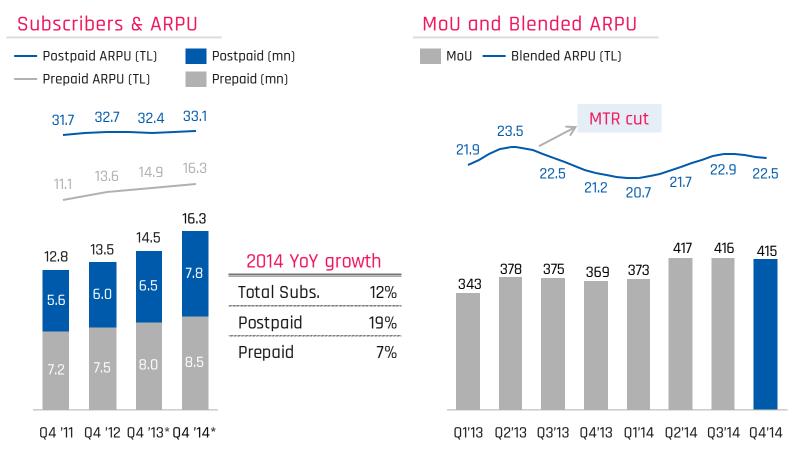
### 3,080 3,475 3,080 4,312 1,156 943 1,156 943 2011 2012 2013 2014 Q4 '13 Q4 '14

#### EBITDA (TL mn) & Margin



### Strong Net Additions Driven by Postpaid

- 1.8 mn net additions in 2014
- 1.3 mn postpaid net additions increased the postpaid ratio to 48% highest in the market as of Q3'14

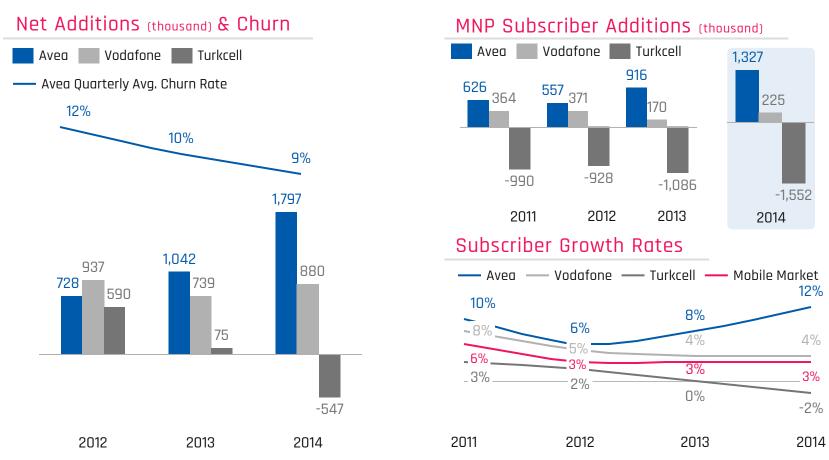


<sup>\*</sup>ARPU figures exclude MTR cut effect

# Subscriber Dynamics

### Avea – Most Preferred Operator

- 100K net additions in Q4 '14
- Improving churn rates concurrent with higher gross additions



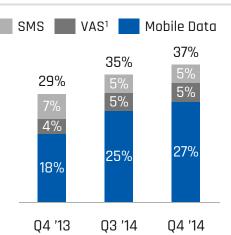
Source: ICTA & Company Data

# Mobile Data & Smartphones

### Strong Driver of Service Revenues

- 77% YoY and 9% QoQ increase in mobile data revenues
- Strong leadership in smartphone penetration
- New version of Avea inTouch smartphone featuring 5 inch screen and 4G capability

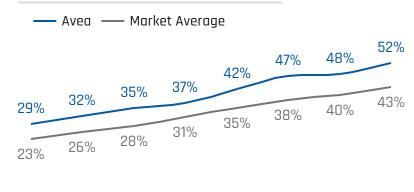
#### Data Revenue (Service revenue shares)





#### (1) VAS: Value Added Services

#### **Smartphone Penetration**



01'13 02'13 03'13 04'13 01'14 02'14 03'14 04'14



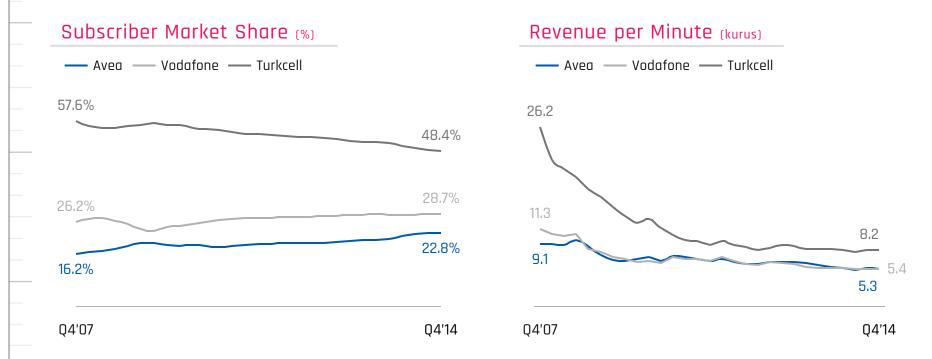




# Mobile Market Outlook

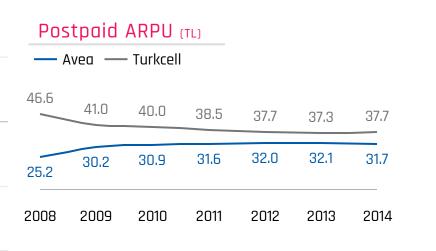
### Avea Continues to Gain Market Share

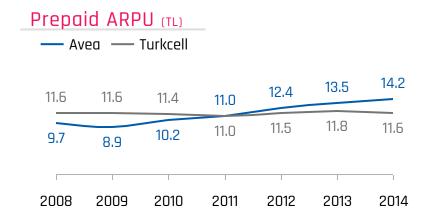
- Avea's market share grew despite aggressive market conditions while keeping a strict eye on profitability
- Incumbent operator eroded 70% of its revenue per minute while continuing to lose market share



# Mobile ARPU Comparison

### Incumbent and Challenger





### Blended ARPU (TL)

— Avea — Turkcell

10.4	10.5	19.5	20.4	21.6	22.3	22.5
15.6	18.5	18.5	19.8	20.9	21.7	22.5
2008	2009	2010	2011	2012	2013	2014

- Avea increased its postpaid ARPU by 19% and prepaid ARPU by 46% since 2008. Its blended ARPU went up 44% in the same period
- Incumbent operator decreased its postpaid ARPU by 19% while keeping its prepaid ARPU flat in the same period

# Financials

YE Results

### Summary Income Statement

TL Millions	2013	2014	YoY Change
Revenues	13,117	13,602	4%
EBITDA	4,986	5,047	1%
Margin	38%	37%	
Operating Profit	3,207	3,045	-5%
Margin	24%	22%	
Financial Income / (Expense)	-1,500	-469	69%
FX&Hedging Gain/(Loss)	-1,316	-302	77%
Interest Income/(Expense)	-77	-79	-3%
Other Financial Income/(Expense)	-107	-87	19%
Tax Expense	-439	-607	38%
Net Income	1,303	2,007	54%
Margin	10%	15%	

Note: USD/TRY:2.3189 ;EUR/TRY:2.8207 was used in calculating financial income/expense

### Summary Balance Sheet

TL Millions	2013	2014	YoY Change
Total Assests	18,245	19,878	9%
Intangible Assets <sup>1</sup>	4,536	4,789	6%
Tangible Assets <sup>2</sup>	8,350	8,194	-2%
Other Assests <sup>3</sup>	4,353	4,356	0%
Cash and Equivalents	1,005	2,538	153%
Total Equity and Liabilities	18,245	19,878	9%
Share Capital	3,260	3,260	0%
Reserves and Retained Earnings	2,067	3,043	47%
Interest Bearing Liabilities <sup>4</sup>	8,334	8,878	<b>7</b> %
Provisions for Employee Termination Benefits <sup>5</sup>	585	556	-5%
Other Liabilities <sup>6</sup>	3,998	4,141	4%

- (1) Intangible assets excluding goodwill
- (2) Tangible assets include property, plant and equipment and investment property
- (3) Major items within other assets are trade receivables, prepaid expenses, other current assets and deferred tax asset
- (4) Includes short-term and long-term borrowing and short-term and long-term obligations under finance leases
- (5) Includes Employee Retirement Pay Liability Provision
- (6) Major items within other liabilities are deferred tax liability, trade payables, provisions, income tax payable, employee benefit obligations, deferred revenue, other current liabilities, and minority put option liability

## Summary Cash Flow Statement

TL Millions	2013	2014	YoY Change
Cash Flow from Operating Activites	3,884	4,436	14%
Cash Flow from Investing Activities	-1,986	-1,857	6%
CAPEX	-2,293	-2,169	5%
Other Investing Activities	307	312	1%
Cash Flow from Financing Activities <sup>1</sup>	-1,648	-1,005	39%
Net Change in Cash Position <sup>2</sup>	250	1,573	528%

<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	2013	2014	YoY Change
Fixed Line	9,715	9,750	0%
PSTN	3,376	3,030	-10%
Broadband	3,364	3,650	8%
Corporate Data <sup>1</sup>	1,009	1,163	15%
International Revenue	480	522	9%
Domestic interconnection	350	359	3%
Rental income from GSM operators	83	87	4%
Other <sup>2</sup>	589	582	-1%
Construction Revenue (IFRIC 12)	463	358	-23%
Mobile	3,838	4,312	12%
Eliminations	-436	-461	-6%
Total Revenue	13,117	13,602	4%

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

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

### Summary OPEX Breakdown

TL Millions	2013	2014	YoY Change
Personnel	2,193	2,483	13%
Domestic Interconnection	882	888	1%
International Interconnection	290	279	-4%
Commercial <sup>1</sup>	1,000	984	-2%
Maintenance and Operations	507	507	0%
Taxes and Government Fees	956	1073	12%
Doubtful Receivables	126	201	59%
Cost of Equipment and Technology Sales	279	296	6%
Other <sup>2</sup>	1,487	1,528	3%
Sub Total	7,721	8,238	<b>7</b> %
Construction Cost (IFRIC 12)	409	317	-23%
Total OPEX	8,131	8,555	5%

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

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

# Fixed Line

### Summary Income Statement

TL Millions	2013	2014	YoY Change
Revenues	9,715	9,750	0%
EBITDA	4,403	4,350	-1%
Margin	45%	45%	
Operating Profit	3,343	3,144	-6%
Margin	34%	32%	,
CAPEX	1,496	1,362	-9%
CAPEX as % of Revenue	15%	14%	

### Summary Income Statement

TL Millions	2013	2014	YoY Change
Revenues	3,838	4,312	12%
EBITDA	584	696	19%
Margin	15%	16%	
Operating Profit	-138	-100	27%
Margin	-4%	-2%	
CAPEX	711	783	10%
CAPEX as % of Revenue	19%	18%	

**EUR** 

### Debt Profile

### Average Maturity of Debt

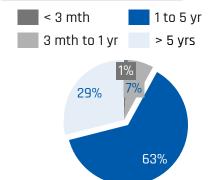
Total Debt (TL bn)

Average Maturity of Debt (years)

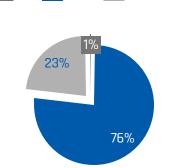


2011 2012 2013 01 '14 02 '14 03 '14 04 '14

### Maturity Profile

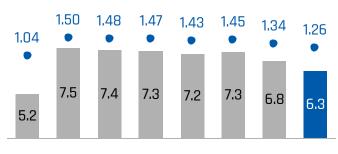


#### Currency Breakdown



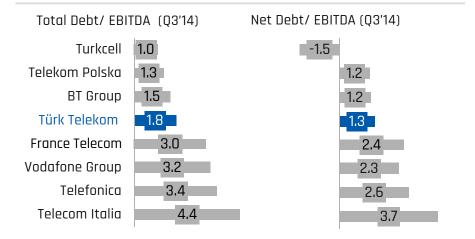
#### Net Debt

Net Debt (TL bn) • Net Debt/EBITDA



Q1 '13 Q2 '13 Q3 '13 Q4 '13 Q1 '14 Q2 '14 Q3 '14 Q4 '14

### Low debt burden within the median of peers

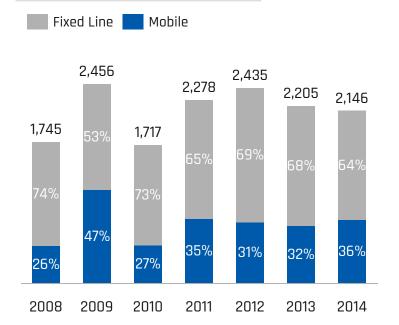


### CAPEX

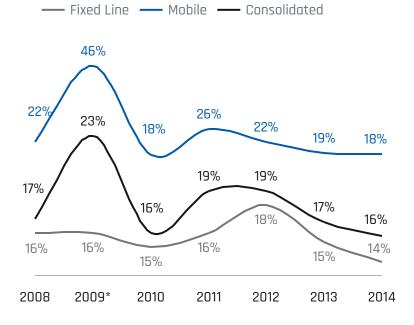
### Declining CAPEX to Sales Ratio

- Major CAPEX areas are fiber network roll-out in fixed line and network investments in mobile
- Türk Telekom's length of total fiber in Turkey is 193K kilometers as of Q4 '14
- Avea has 30K base stations in its network with a population coverage of 84% for 3G as of Q4 '14

### CAPEX Breakdown (TL mn)



#### CAPEX to Sales (%)

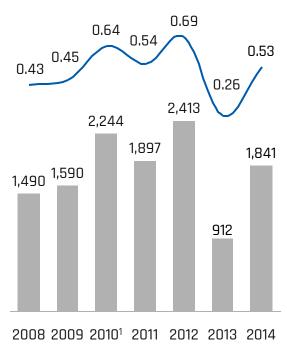


## Shareholder Remuneration

Dividend policy is to distribute the maximum amount of distributable profit subject to relevant articles
of the Company's Articles of Association.

#### Dividend Distribution

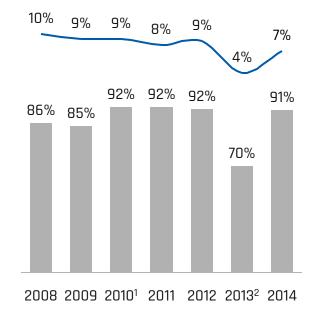
Dividends (TL mn) — Dividend Per Share (TL)



### Dividend Yield & Payout Ratio

Dividend Payout Ratio

Dividend Yield - Turk Telekom



<sup>1)</sup> We reached the cap in the first legal reserve in 2010

<sup>2) 2013</sup> dividend payout ratio was revised to 70% with BoD decision to prepare for any potential transaction for implementation of full integration of the group

# Group Companies

YE Results

## Türk Telekom International

### Awarded BEST CEE Wholesale Carrier

- Awarded Best CEE Wholesale Carrier in 2014 for two consecutive years by Global Carrier Awards, one of the most prestigious awards in wholesale telecoms market
- International arm of the Group, providing data infrastructure services on a vast geographical coverage and wholesale voice services with +200 interconnections
- Over 40,000 km of own fiber optic network
- 70 major POPs in 22 countries
- Sea-Me-We-5 (SMW-5): A new submarine cable project that will connect 17 countries in Europe, Middle East, Africa and Asia from France to Singapore
- With +20K kms of length, SMW-5 is expected to strengthen TTI's presence on the Asia-Europe network and play a major role in making Turkey a data hub
- AMEER: An alternative hybrid route between Europe and Middle East avoiding the Suez Canal, won «Best Middle Eastern Project award» by Global Carrier Awards



TTI's network map as of 2014YE

TÜRK TELEKOM GROUP 38

## Innova

### Among the Fastest Growing 50 Turkish IT Companies

- Global presence in 30 cities in 3 continents
- The infrastructure that underpins TTNET's Live Smart Home and Office has been developed by Innova
- LiveSmart allows users to manage their internal systems such as security, lighting and heating remotely
- Turk Telekom Credit and Dormitories Institution Wi-Fi Project is undertaken by Innova
- The project provides faster and safer internet in 21,000 access points in dormitories in 81 provinces of Turkey











## **AssisTT**

### Beyond a Conventional Call Center

- Call center solutions for Türk Telekom Group, various public institutions and other leading companies in Turkey
- Going beyond a traditional call center by providing solutions as a contact center such as sales and marketing, social media management and e-billing
- Contributing employment and workforce participation by creating job opportunities especially in Anatolian cities
- Presence in 21 locations in 19 cities of Turkey
- Over 6,000 seat capacity
- Over 130 million calls in a year







# Sebit

### 26th Year in E-education

- A multinational educational content developer and service provider with 26 years experience
- The biggest education technologies company in Turkey. Vitamin, well-known online educational solution of Sebit, offers Interactive lessons, 3D graphics, and real-life scenarios for grades K12
- Piloting educational transformation in government's e-education project (FATIH)
- Group synergy by adding Sebit's Vitamin to TTNET broadband services





### Next Generation Telecom Solutions

- Provides a wide variety of telecom solutions in Turkey, CIS, Middle East, Africa, USA, LATAM, Balkans and Eastern Europe for Telecom operators as well as Public Safety and Defense Sectors
- Key Solutions and Products: Small Cells LTE, Network Performance Monitoring, Intelligent Network Services and Applications, Software Defined Networks Suite and Service Enablers
- Argela is a part of Turkey's first 4G-LTE/5G technology development project «ULAK» supported by Turkey's Undersecretariat for Defense Industries
- Ulak is important for being Turkey's only national 4G-LTE/5G structure project
- Argela is aiming to expand its presence in Public Safety and Defense Sectors with Software Defined Networks and Evolved Packet Core in 2015







# Appendix

YE Results

# Guidance

	2014 Actual	2015 Guidance					
Revenue	3.7% Growth	5% to 7% Growth Exc. IFRIC 12 Revenues <sup>1</sup>					
	<ul> <li>Driven by growth in Mobile, Broadband, Corporate Data and TV business</li> </ul>						
	Improving decline in fixed voice revenues						
EBITDA	TL 5.0bn	TL 5.1bn - TL 5.2bn					
	Strong fixed line EBITDA an	trong fixed line EBITDA and improving mobile EBITDA contribution					
CAPEX	TL 2.1bn	~TL 2.3bn²					
	Continued investments in fixed line and mobile network						

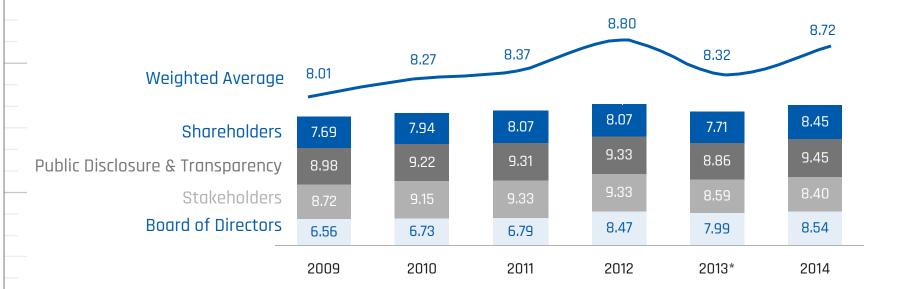
<sup>(1)</sup> IFRIC 12 accounting adjustment is a non-operational revenue line booked in conjunction with upgrades to our fixed line infrastructure, such as the upgrade from copper to fiber based network.

<sup>(2)</sup> Consolidated CAPEX excluding potential spectrum licence fees.

# Corp. Governance & Sustainability TÜRK TELEKOM GROUP 44

### Demonstrates exemplary practices

- First and only telecom company in Borsa Istanbul Corp. Governance Index with 8.72 rating over 10 in 2014
- Borsa İstanbul launched the BIST Sustainability Index on November 5, 2014.
- BIST 30 companies were evaluated by Ethical Investment Research Services Limited (EIRIS) based on their Environmental, Social and Governance (ESG) practices.
- Türk Telekom is listed as one of the 15 companies in BIST 30 to be included in the newly created BIST Sustainability Index thanks to its long standing emphasis on ESG policies and exemplary practices.



<sup>\*</sup>The decline in ratinas in 2013 is a result of ratina methodoloay 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

# Corporate Rating

## Investment grade from S&P and Fitch

	Long-term	Outlook
Fitch	BBB-	Stable
Standard & Poor's	BBB-	Negative

#### Fitch

#### Rationale

- Strong Fixed Line Market Position
- Mobile to Offset Fixed Declines
- No explicit sovereign linkage

#### S&P

#### Rationale

- Leadership position in Turkish fixed-line business
- Strong profitability and cash flow
- Conservative leverage (debt to EBITDA)
- Improved liquidity position after USD 1 bn bond issuance

# Turkey at a Glance

- Institutionalized economy fueled by USD 135 billion of FDI in the past decade
- According to Gartner forecasts, the expected spending in the ICT business is expected to be more than USD 25 billion by 2016
- According to Turkey's ambitious vision of 2023, ICT sector's size will increase to USD 160 billion, with a market growth of around 15 percent each year

	2009	2010	2011	2012	2013	2014	2015E	2016E
GDP (US Dollar bn.)	617	732	774	786	822	800	850	907
GDP per Capita (us pollar bn.)	8,456	10,043	10,363	10,497	10,807	10,404	10,936	11,541
Real GDP growth (%)	-4.8%	9.2%	8.8%	2.1%	4.0%	2.9%	4.0%	5.0%
CPI (year-end) (%)	6.5%	6.4%	10.5%	6.2%	7.4%	8.9%	6.3%	5.0%
Unemployment (12m av) (%)	13.0%	11.1%	9.1%	8.4%	9.0%	9.9%	9.5%	9.2%
Population (mn.)	72.6	73.7	74.7	75.6	76.7	77.7	77.7	78.6

### TÜRK TELEKOM GROUP

# Regulatory Actions

2014

#### July

- Calls over fixed line infrastructure was deregulated Accordingly, Türk Telekom is no more the SMP (significant market power) in fixed voice

2013

#### March

Mobile on-net pricing floor for TCELL formulated by Mobile Termination Price 1,7 \*

\* Campaigns included the mobile onnet pricing floor

#### January

WLR was introduced.

2011

2012

#### April

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

2010

#### 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

2009

#### January

About 50%-55% reduction in MTRs on SMS

#### July

3G services started

2008

#### April

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

#### April

75% reduction in MTRs on SMS

#### July

20% reduction in **MTRs** 

#### September

 Duct Sharing officially started

#### November

Deregulation on FTRs on international calls and liberalization on their pricing

#### 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

#### July

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

#### December

 Naked DSL services started

#### March

Reduction in SCT rate (25% — Onnet retail pricing) to 5%) on internet services

#### September

 Fixed Number portability introduced

#### April

threshold for TCELL

#### October

Local call liberalization

#### May

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

#### November

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

# Türk Telekom History

### 2010

PANTEL

Acquired Pantel, the leading wholesale capacity and data services provider in Central and Eastern Europe to complement its international carrier business and infrastructure

IPO with a

listing on the

Istanbul Stock

Exchange and

the sale of a

owned by the

Treasury to the

2008

15% stake

public

Türk Telekom increased stake in Avea to 89.99% in

2012

Türk Telekom issued US\$ 1bn bond in two parts, at 500 million USD each, with a maturity of 5 and 10 years - Investment grade ratings from S&P and

Fitch

2014

Rebranding Of Pantel as Türk Telekom International, as responsible for International voice and data operations of the Group

INTERNATIONAL

2013

#### 2004

with IŞ-TIM's Aria and officially named "Avea Iletisim Hizmetleri A.S.

Acquisition of Aycell merged iş-TiM's 40.56% stake in Avea and raised total stake in Avea to

2006

avea

81.12%"

oger

Privatized through a 55% stake sale to Oger Telecom

2005

Türk Telekom separated from the Post Office

2001

Aycell

Türk Telekom's

GSM operator,

established

(Aycell later

merging with

Aria in 2004)

named as AVEA after

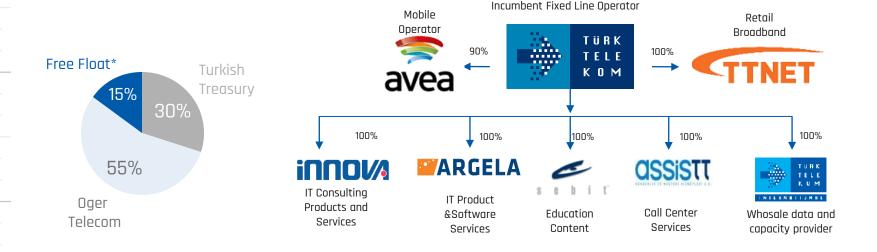
1995

2012

# Türk Telekom Group

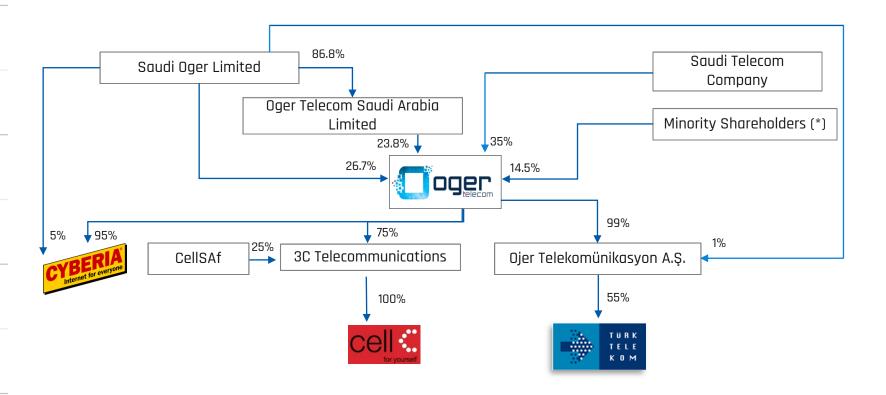
### Ownership and Group Structure

- Türk Telekom is an integrated telecommunication and technology services provider with a 30% government ownership through Turkish Treasury, and is controlled by Oger Telecom with its 55% controlling stake
- Privatized in 2005 and IPO' ed in 2008; Largest IPO out of Turkey and the 7th largest IPO globally in 2008
- A successful transformation resulting in increased efficiency, significant OPEX savings and enlarged service scope



# Oger Telecom

### **Group Structure**



# Thank You

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