

Investor Presentation

2019 Q2



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Note: EBITDA is a non-GAAP financial measure. The EBITDA definition used in this investor presentation includes revenues, cost of sales, marketing, sales and distribution expenses, general administrative expenses, research and development expenses and other operating income/(expense), and income/(expense) from investing activities, but excludes depreciation, amortization and impairment expenses, financial income/(expenses) presented in other operating income/(expenses) (i.e. FX gain/(loss), interest and rediscount income/(expense) on current accounts excluding bank borrowings).

Türk Telekom Highlights



**Leading
COMPANY IN TURKEY**

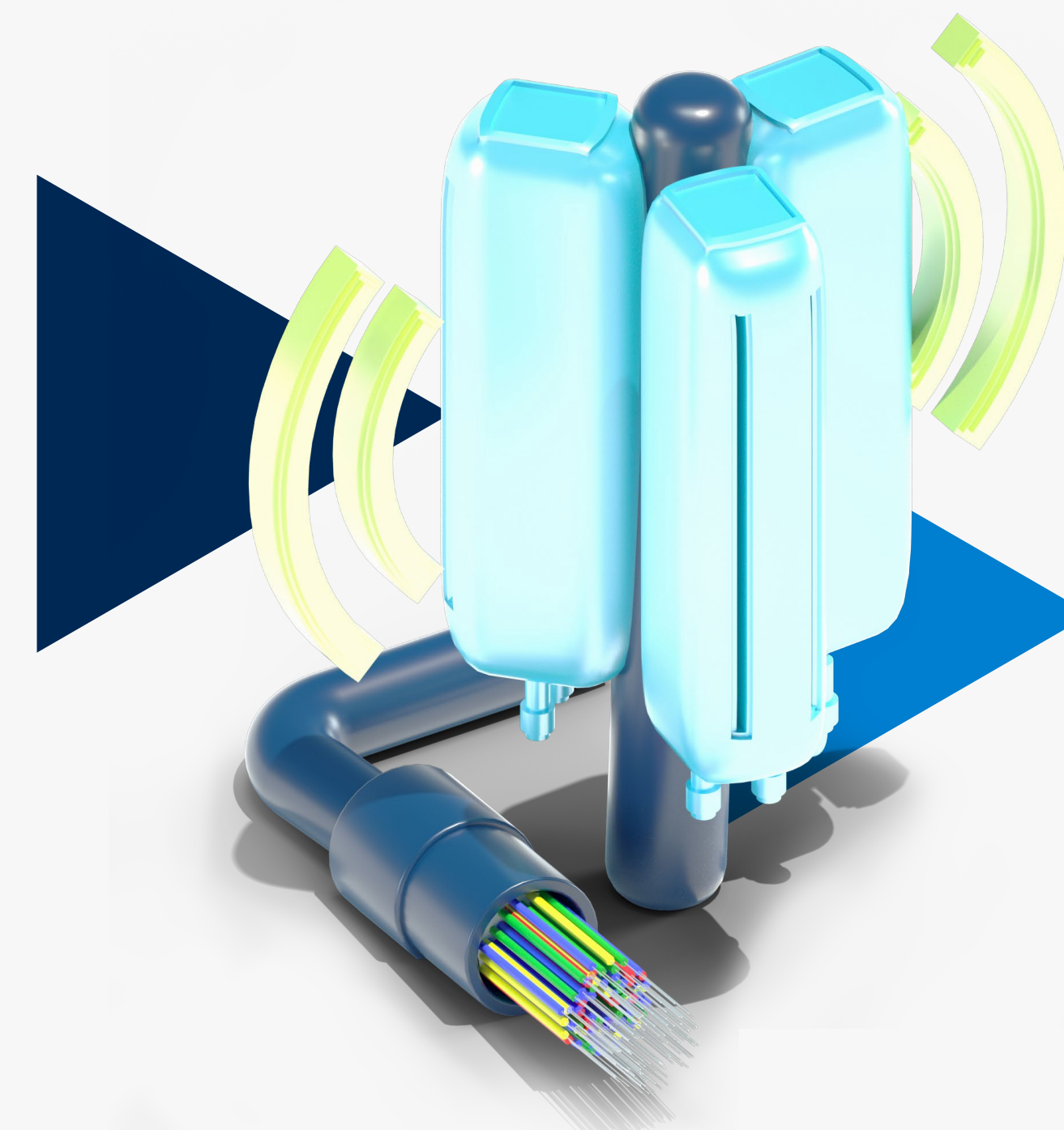
Offering
**Integrated telecom
services**



Most valuable
**telco brand for
11 CONSECUTIVE
YEARS**



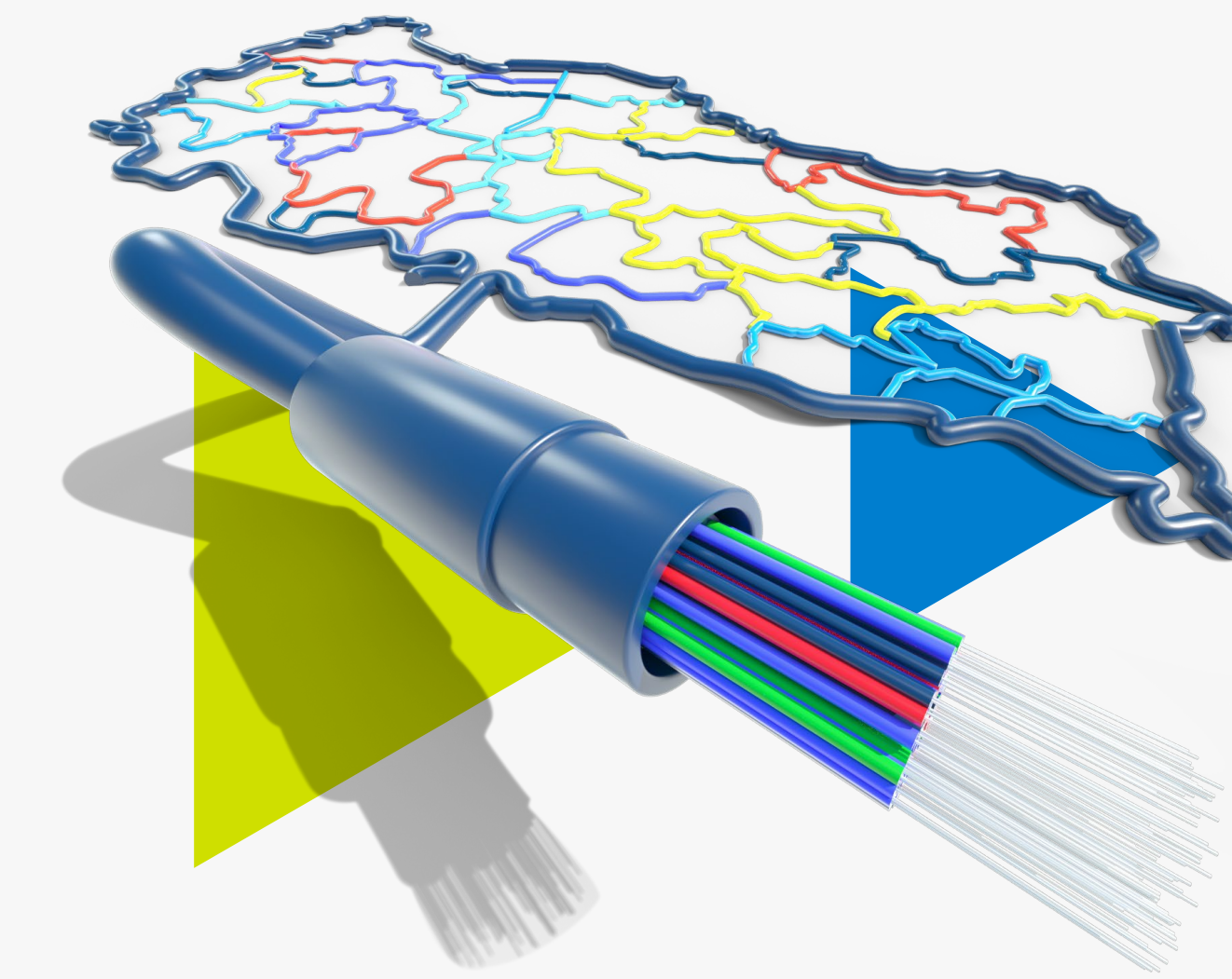
2nd player
in TV market



~50%
**fiber connected
LTE Base Stations**



91%
LTE
Population Coverage



289K km
fiber network in
81 cities



19.4 mn
Fiber Homepass*

*Homepass includes FTTC & FTTH/B

Strategy

Growth

Increase the household reach through fixed and mobile and grow the subscriber base, while maintaining profitability

- ▶ Grow fast fixed broadband and increase penetration
- ▶ Strengthen mobile operations and grow the subscriber base
- ▶ Enhance TV reach, increase wireless household reach & support mobile
- ▶ Protect access lines
- ▶ Synergy offers and cross-sales

Value Creation with Value Added Services on top of Core Services

- ▶ Ensure availability of technology services for a broad customer base
- ▶ Provision of digital transformation across the entire value chain
- ▶ Value creation through subsidiaries

Efficiency

Cost Control

- ▶ Focus on a simple and effective portfolio
- ▶ Sales channels and customer services / Utilization of online and alternative channels
- ▶ Disciplined management of Capex, effective cost control and more efficient use of existing assets

Preparation for the technological transformation

- ▶ Enable lean technologies - commercialization of SDN and NFV technologies
- ▶ Prepare for the redesign of fixed and mobile assets

Customer Experience

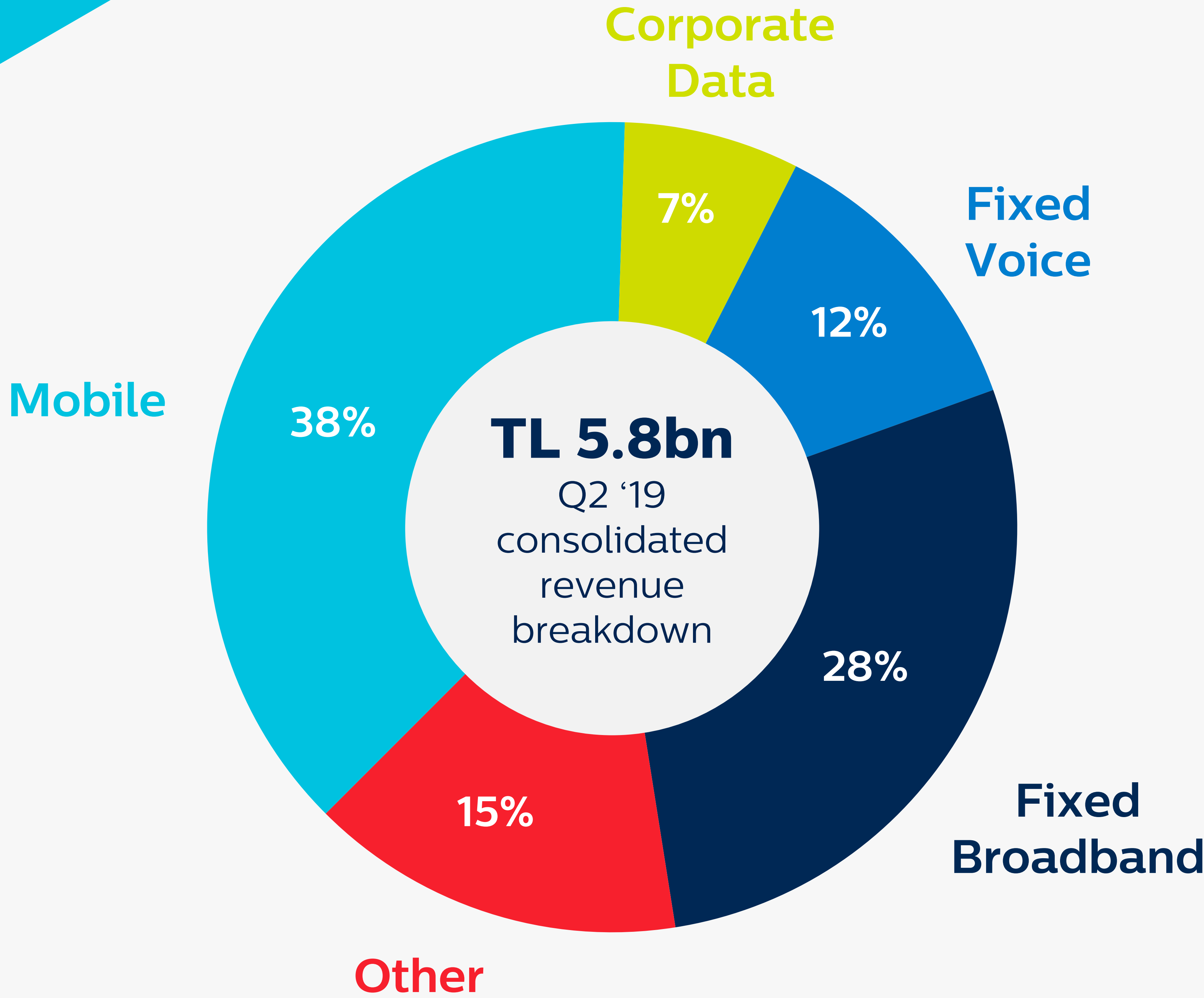
Financial Performance

(TL mn)	2018 Q2	2019 Q1	2019 Q2	Growth (QoQ)	Growth (YoY)
Revenue	4,951	5,403	5,760	6.6%	16.3%
Revenue (exc. IFRIC12) ¹	4,740	5,304	5,516	4.0%	16.4%
EBITDA	1,968	2,655	2,681	1.0%	36.2%
EBITDA Margin	39.8%	49.1%	46.5%		
Operating Profit	1,058	1,491	1,510	1.3%	42.7%
Net Income	(870)	310	435	40.3%	n.m.
CAPEX	836	637	930	45.9%	11.2%

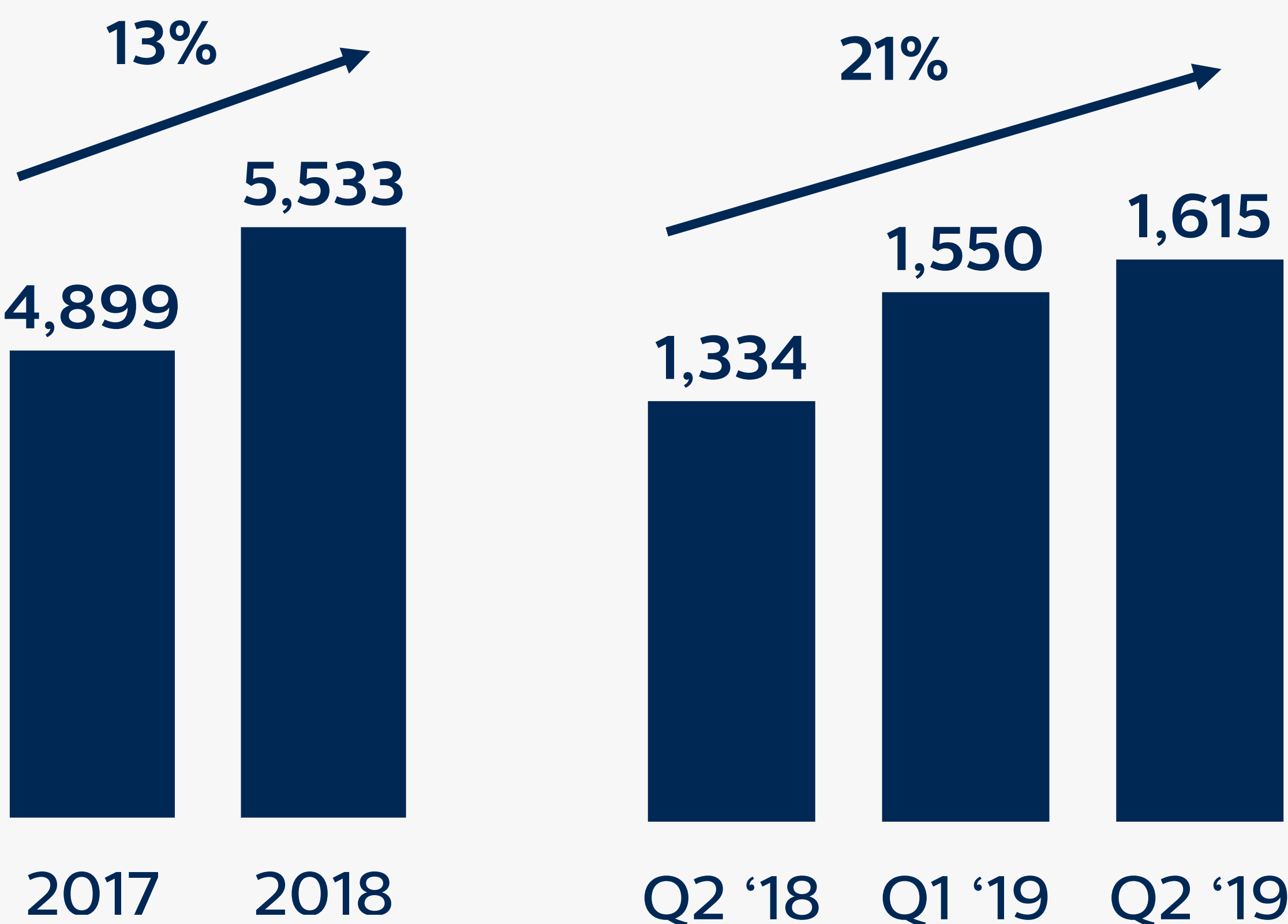
(1) IFRIC 12 adjustment is a non-operational revenue line booked in conjunction with upgrades to fixed line infrastructure, such as the upgrade from copper to fiber based network

Türk Telekom adopted IFRS 16 accounting standards starting from 1 January 2019. For further details please refer to “Financial Footnotes” & ”Summary Financial and Operational xls” on our web site.

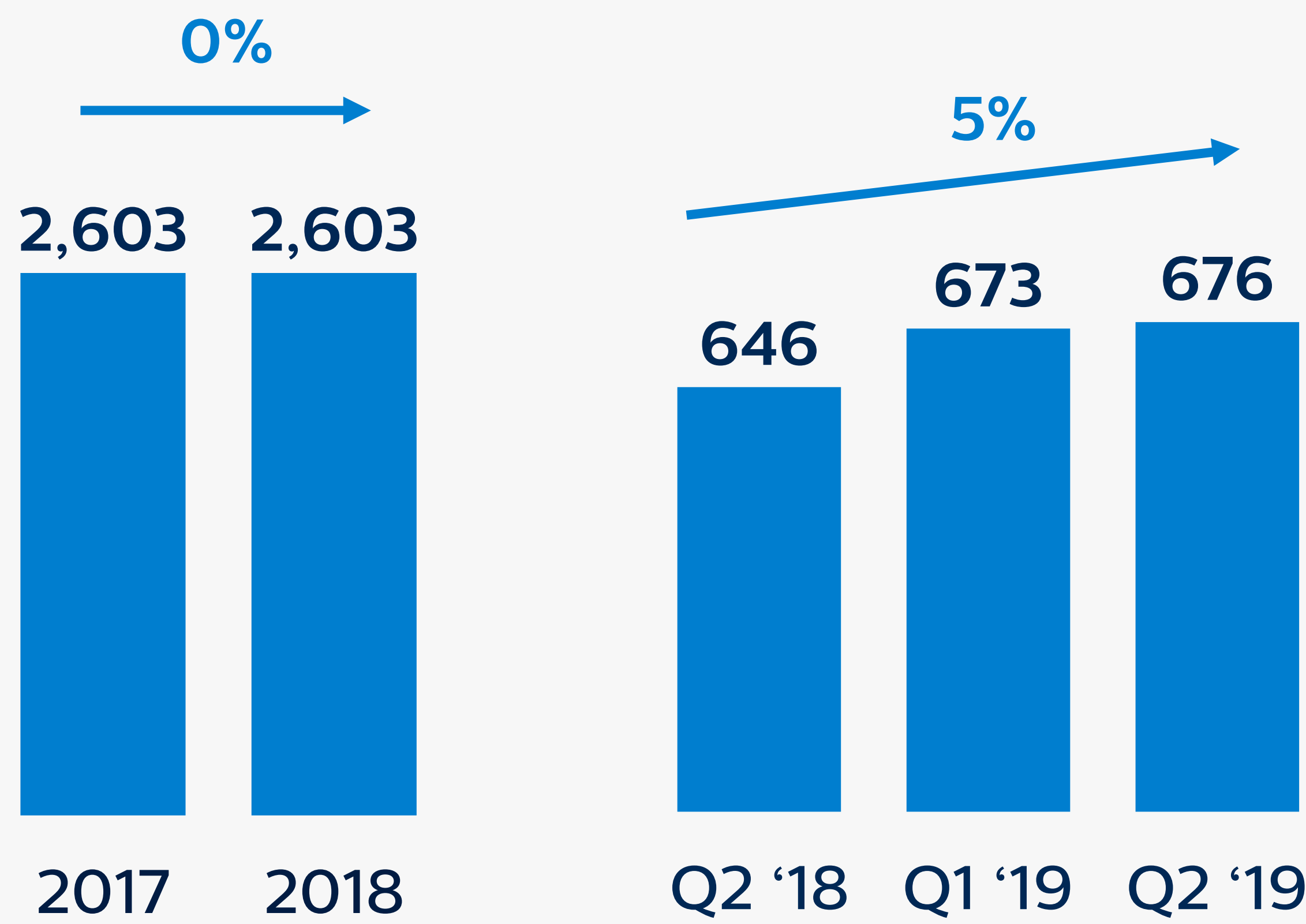
Focused on High Growth Areas



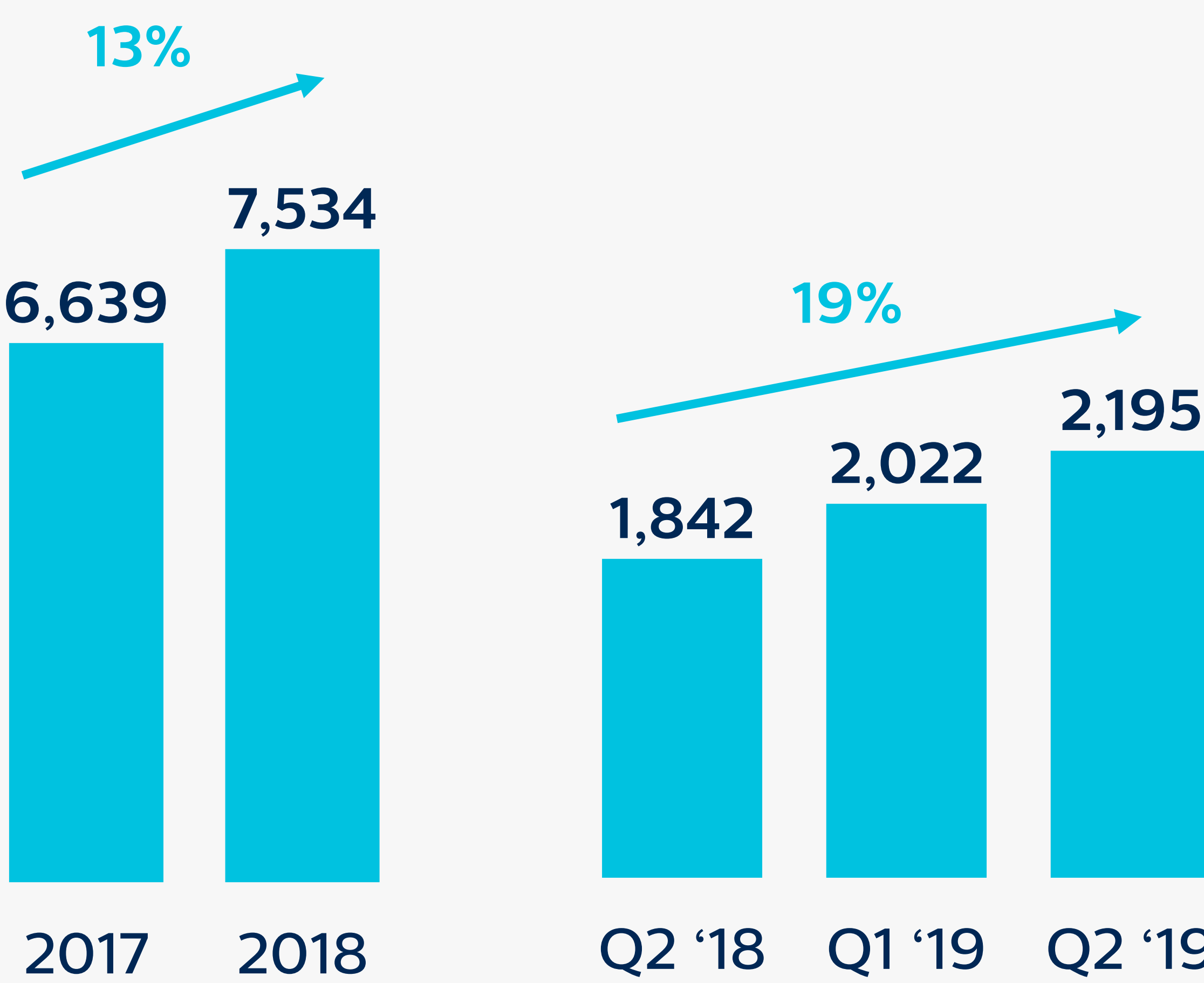
Fixed Broadband
(TL mn)



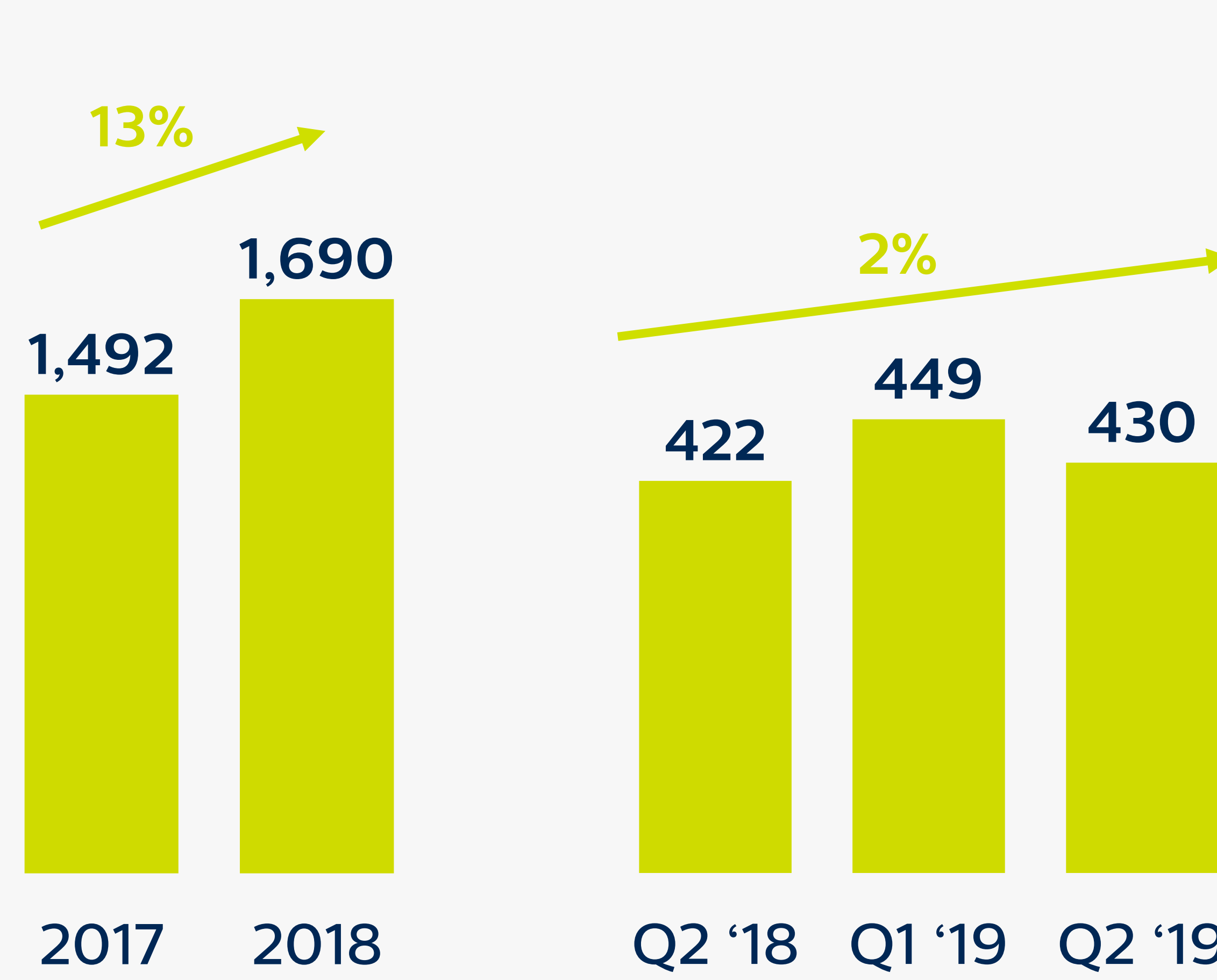
Fixed Voice
(TL mn)



Mobile
(TL mn)

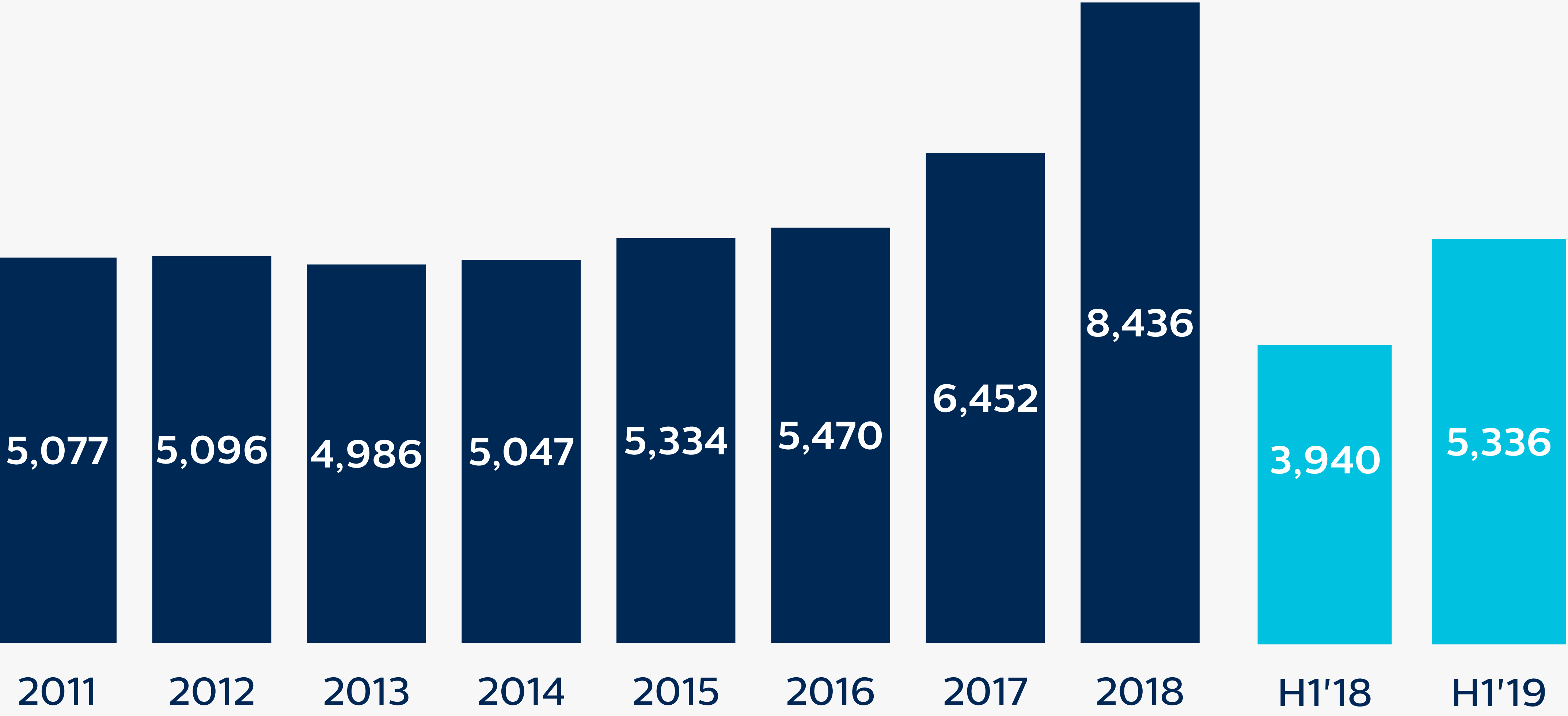
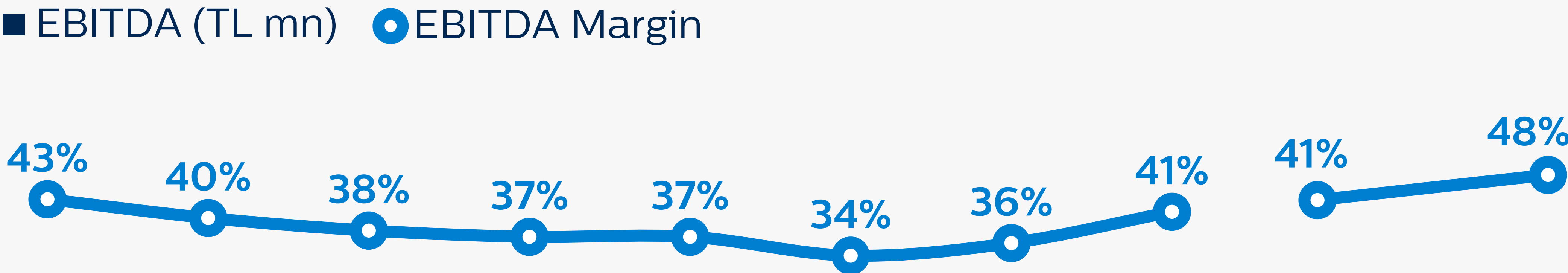


Corporate Data
(TL mn)

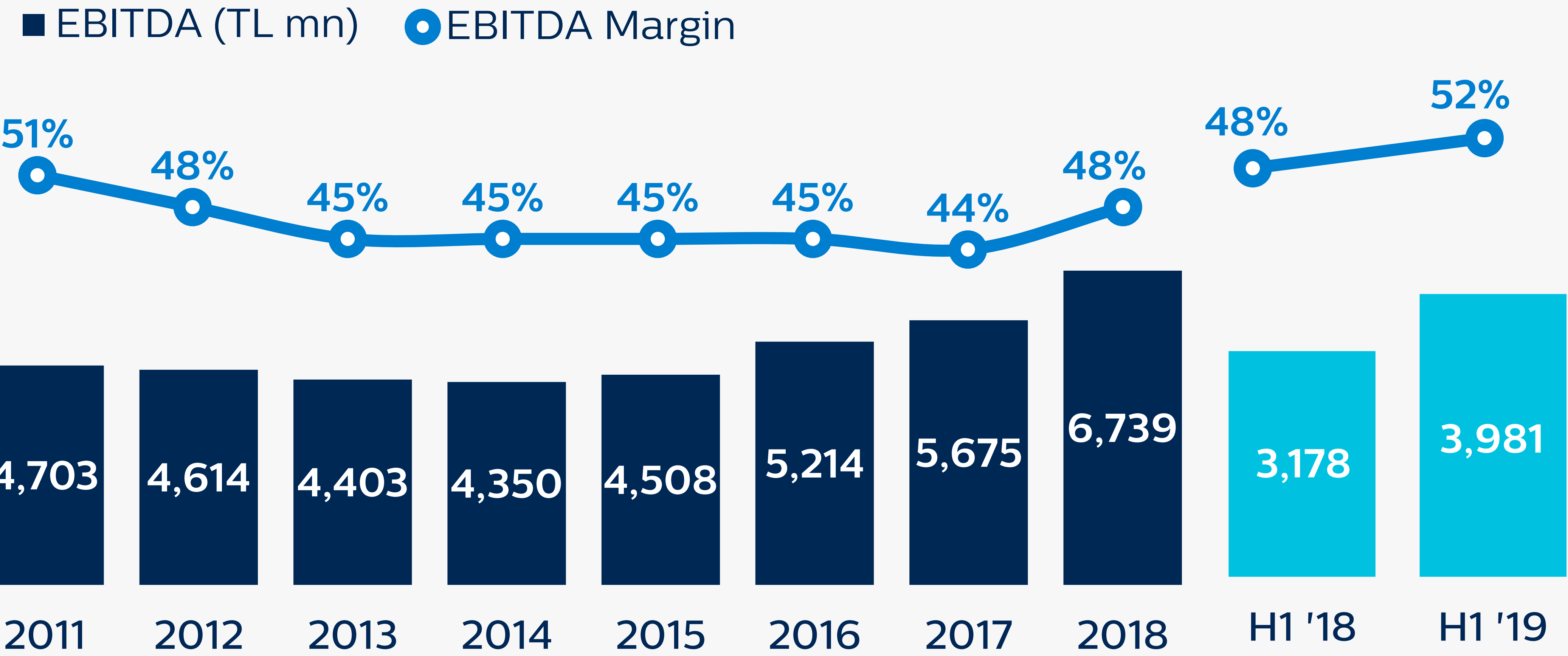


Turnaround in EBITDA Margin

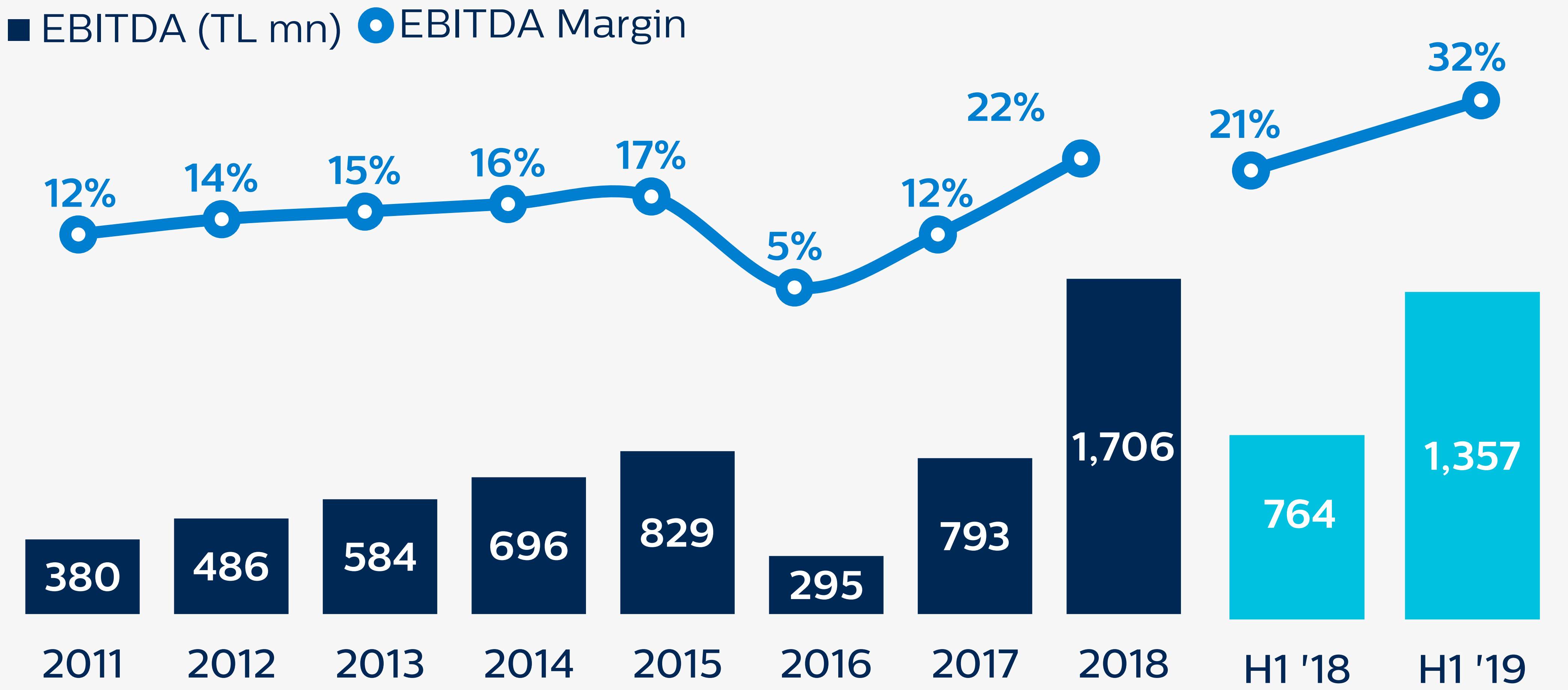
Consolidated



Fixed Segment



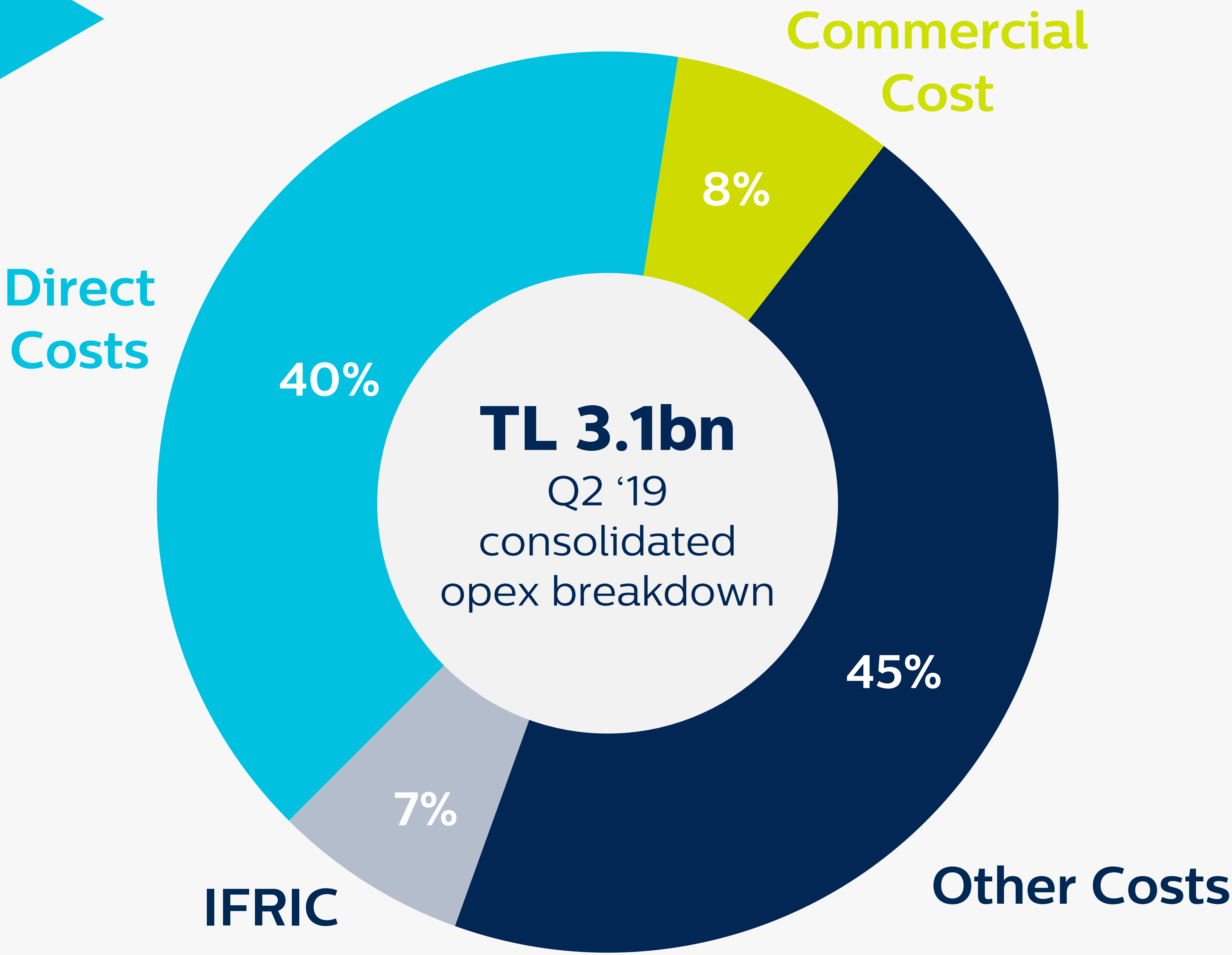
Mobile Segment



Türk Telekom adopted IFRS 15 and IFRS 16 accounting standards starting from 1 January 2018 and 1 January 2019, respectively. For further details please refer to “Financial Footnotes” & “Summary Financial and Operational xls” on our web site.

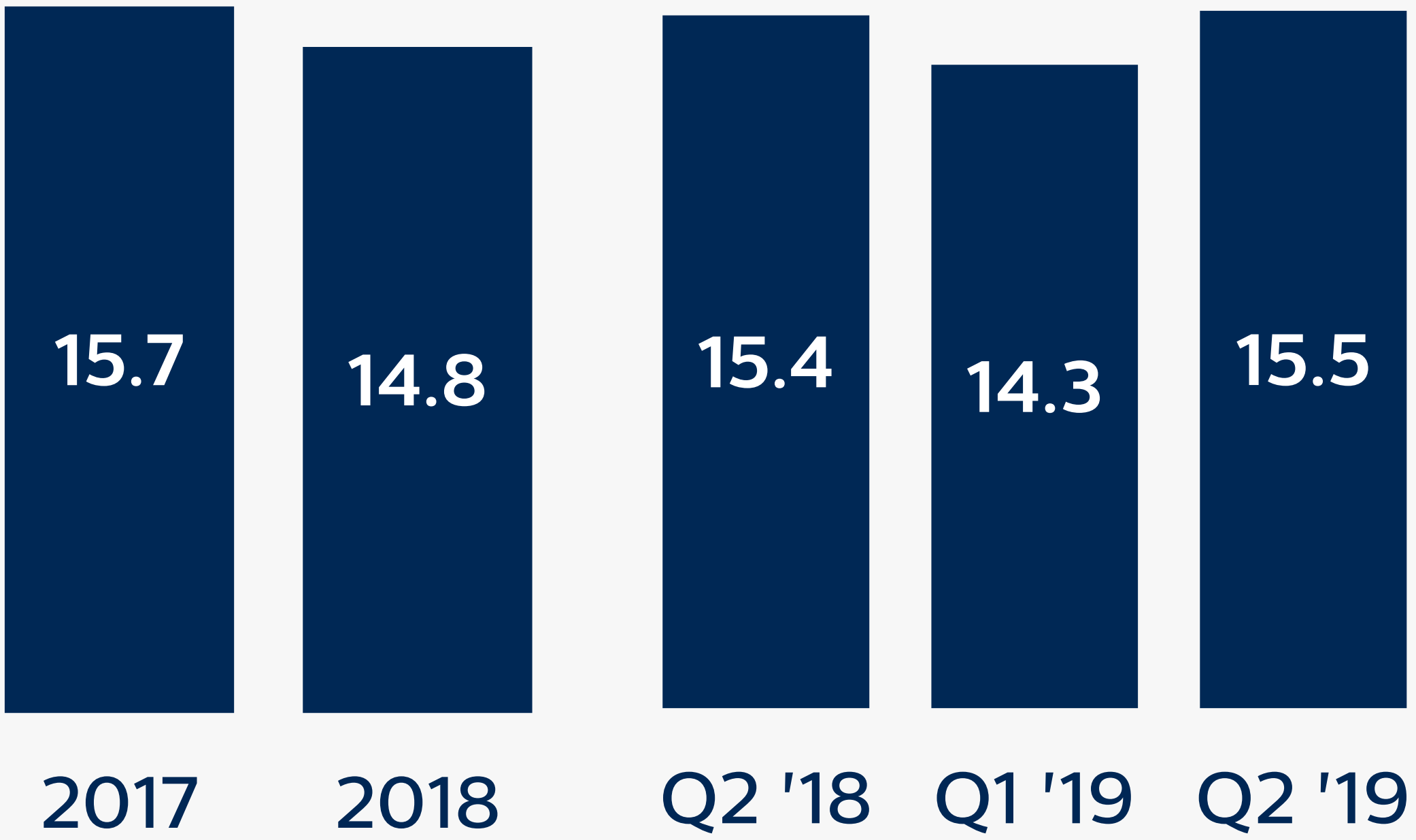
Includes TT Ödeme ve Elektronik Para Hizmetleri A.Ş.

Focus on Efficiency

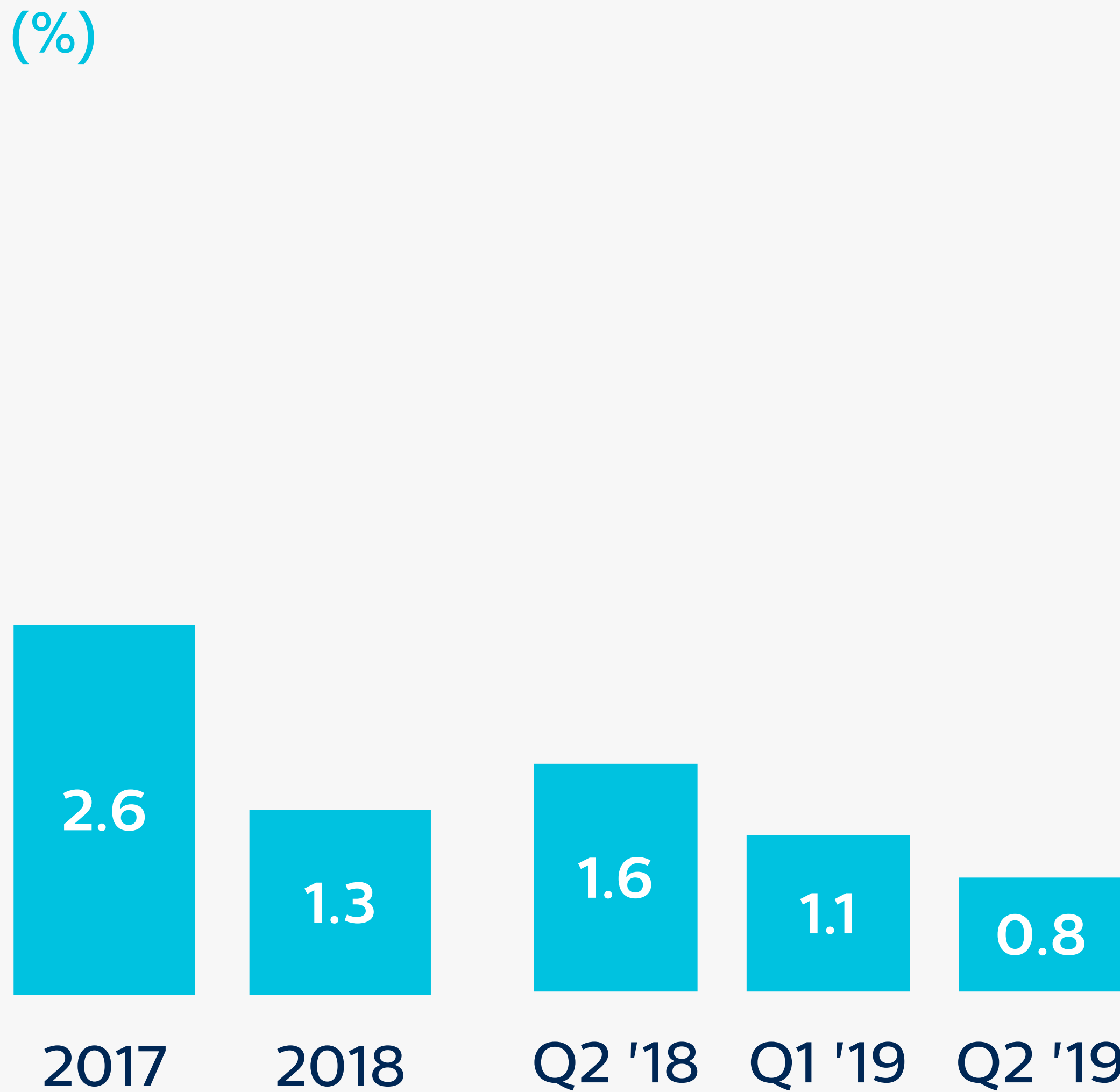


Türk Telekom adopted IFRS 15 and IFRS 16 accounting standards starting from 1 January 2018 and 1 January 2019, respectively. For further details please refer to “Financial Footnotes” & ”Summary Financial and Operational xls” on our web site.

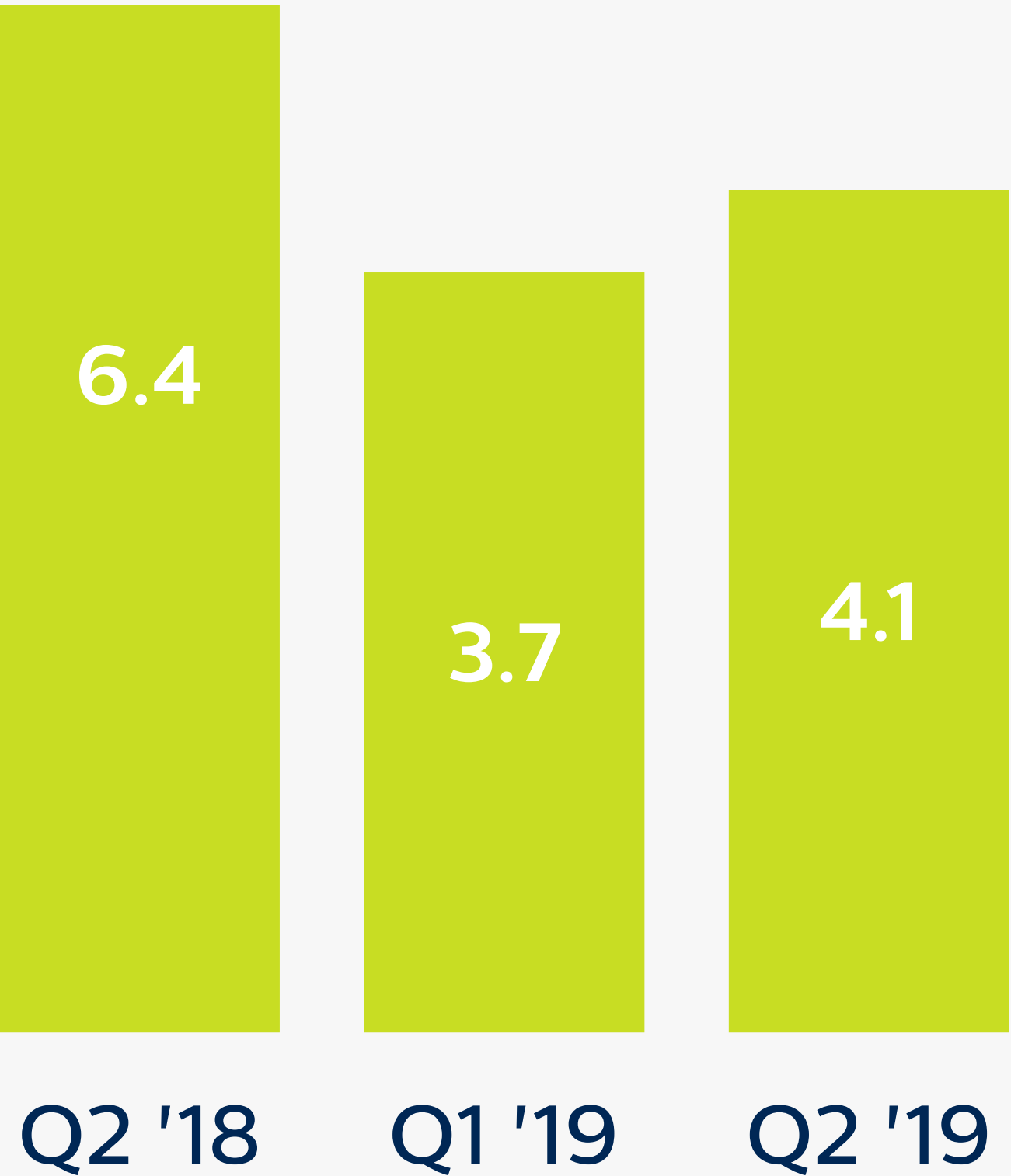
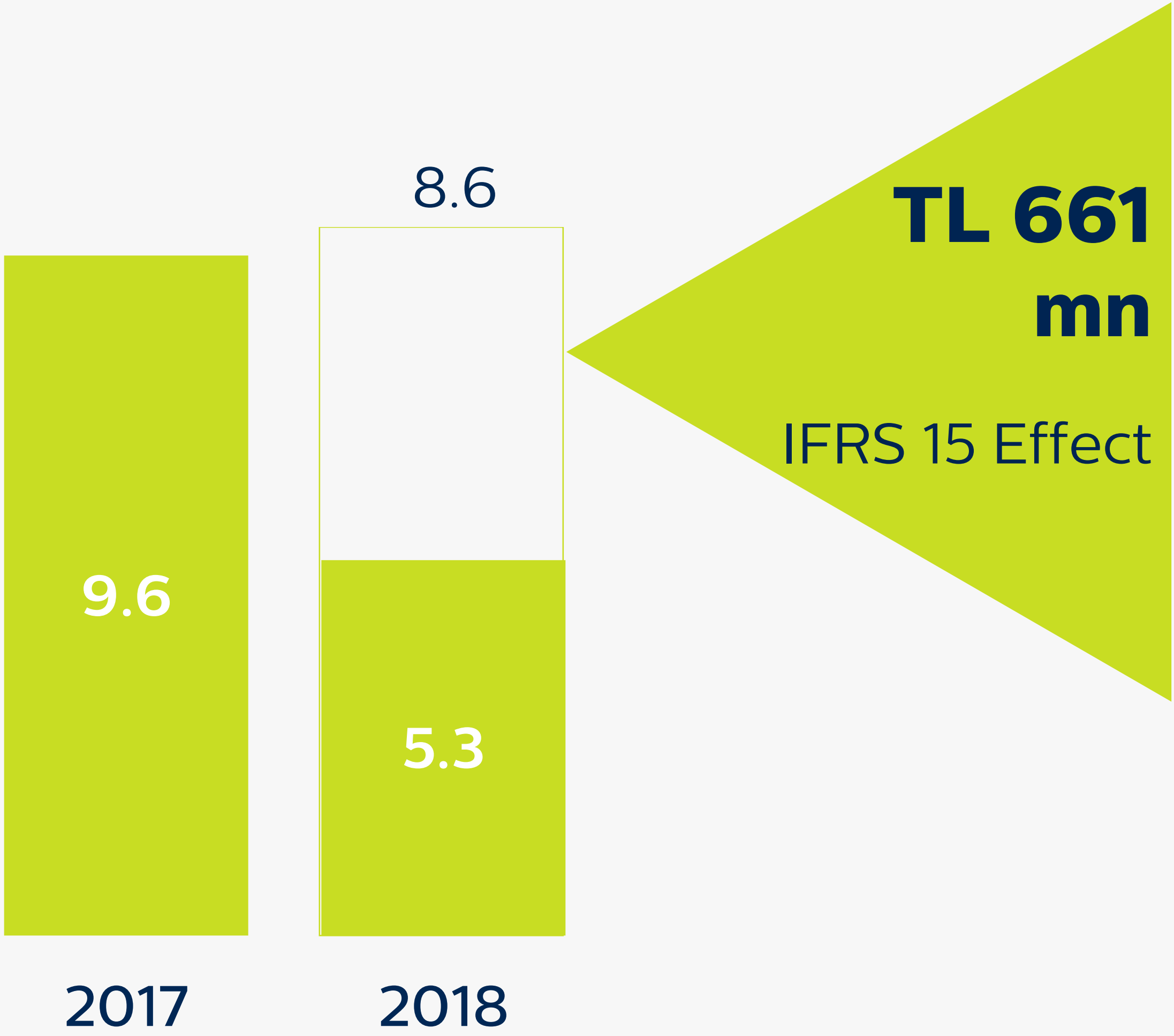
Personnel Expense to Sales (%)



Provision for Doubtful Receivables to Sales (%)



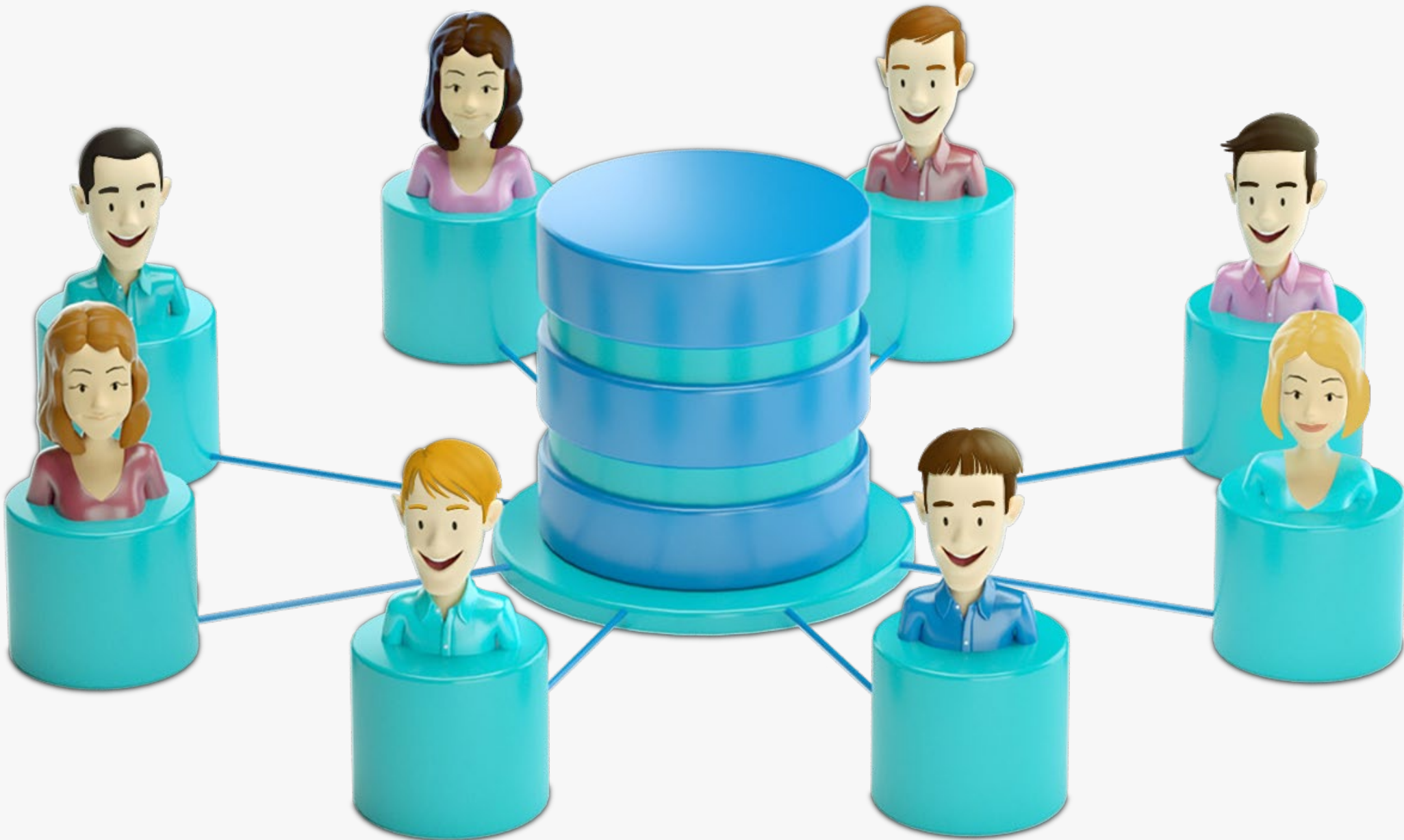
Commercial Cost to Sales (%)



Strongest Position in Multiplay Offers

78%

of customers consented for sharing of their info among our group companies

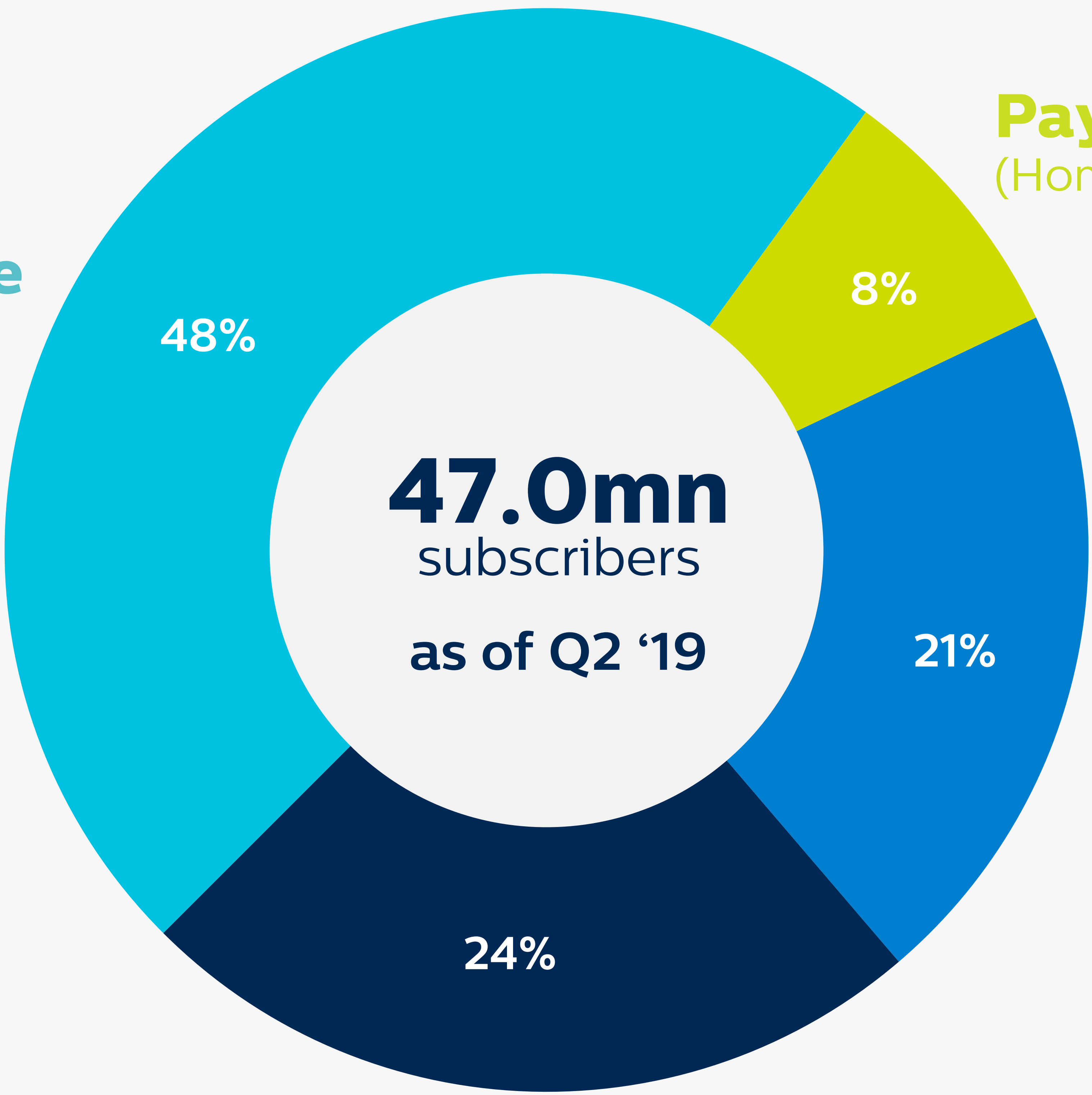


4.7ppt

YoY increase in multi product ownership to 64%*

*Among constant customer sub-universe that provided consent last year

Mobile



47.0mn
subscribers
as of Q2 '19

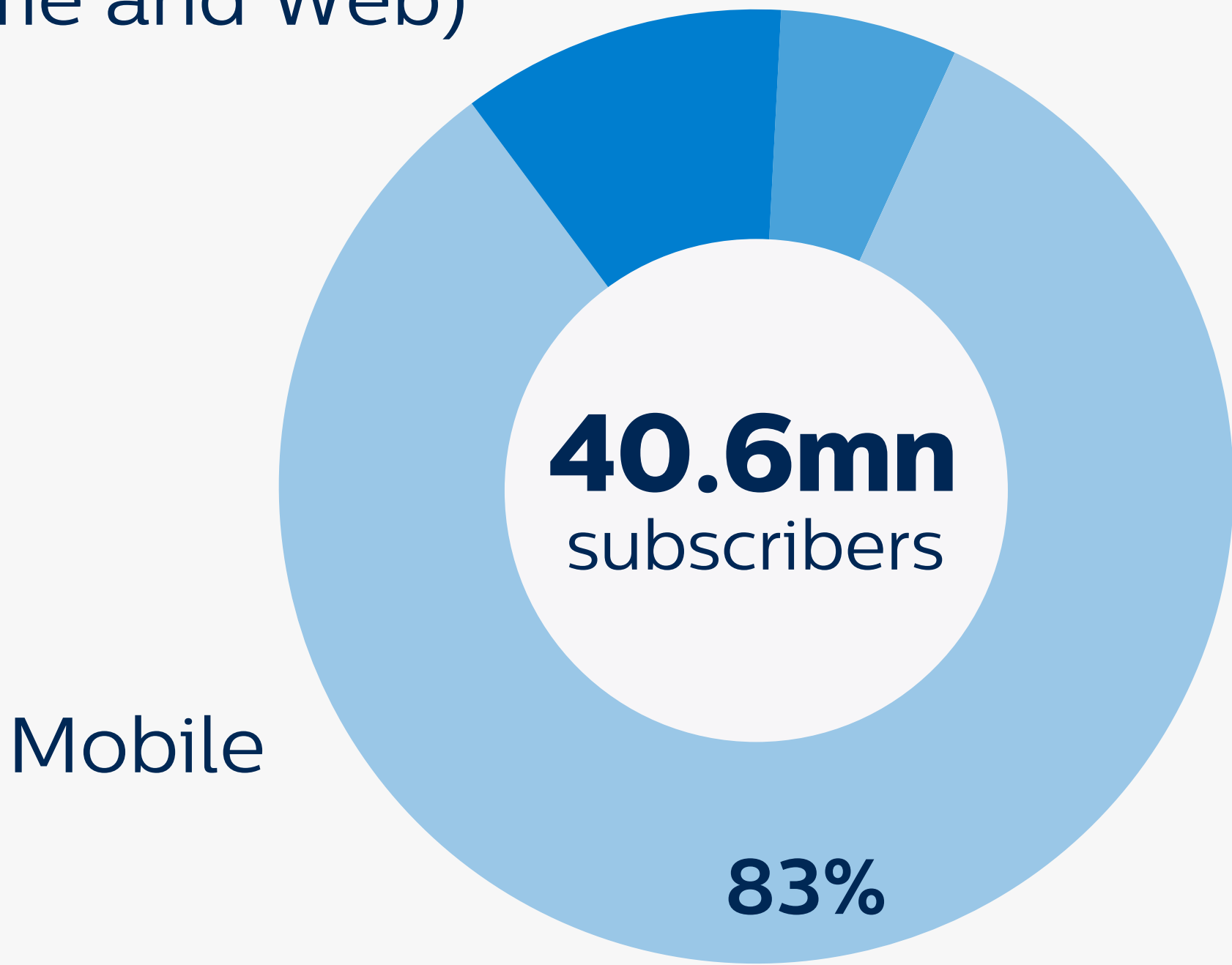
Broadband

Pay TV
(Home and GO)

Fixed
Voice

Türk Telekom

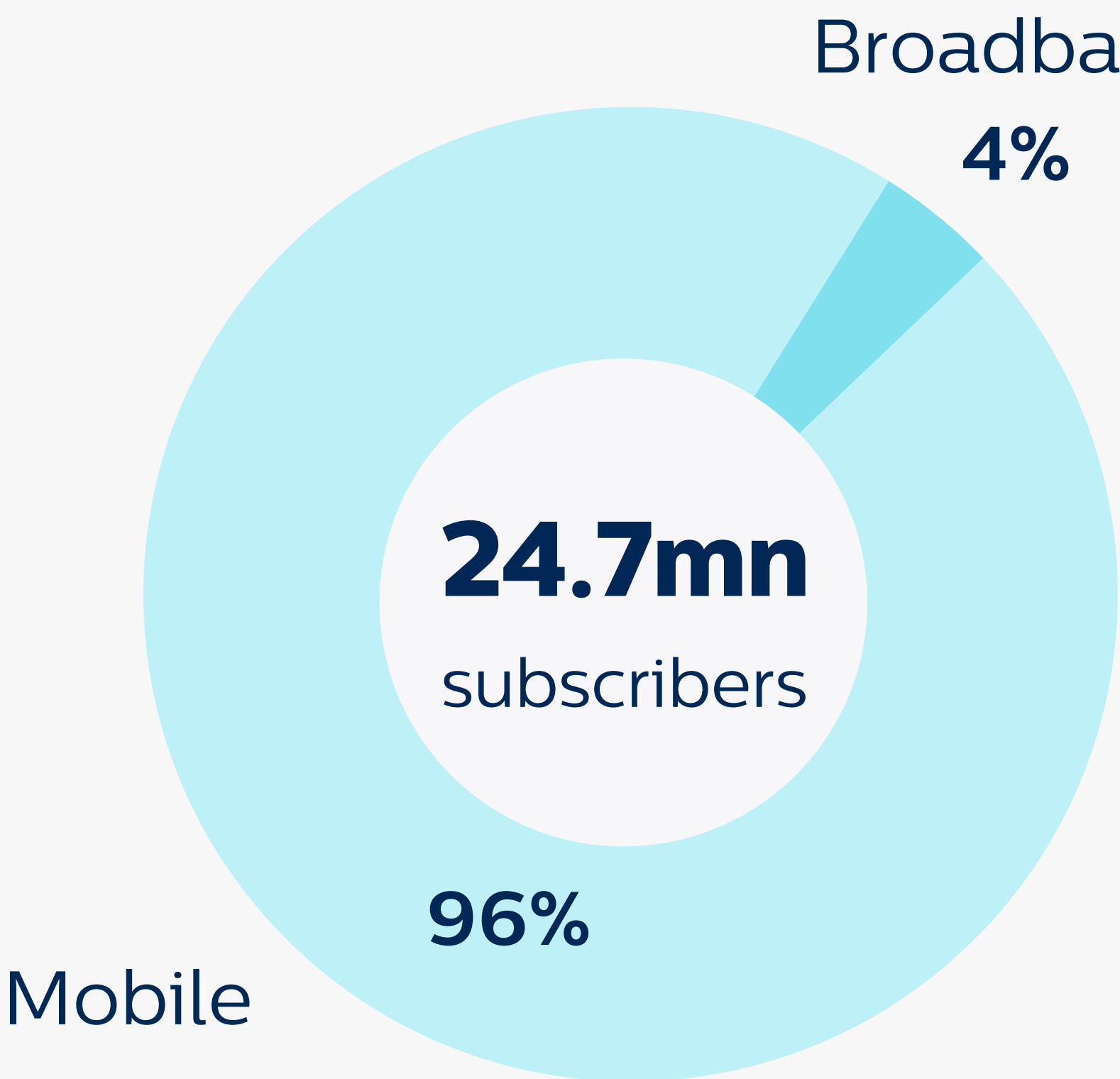
Pay TV (Home and Web) 11%
6% Broadband



40.6mn
subscribers

Turkcell

Broadband
4%



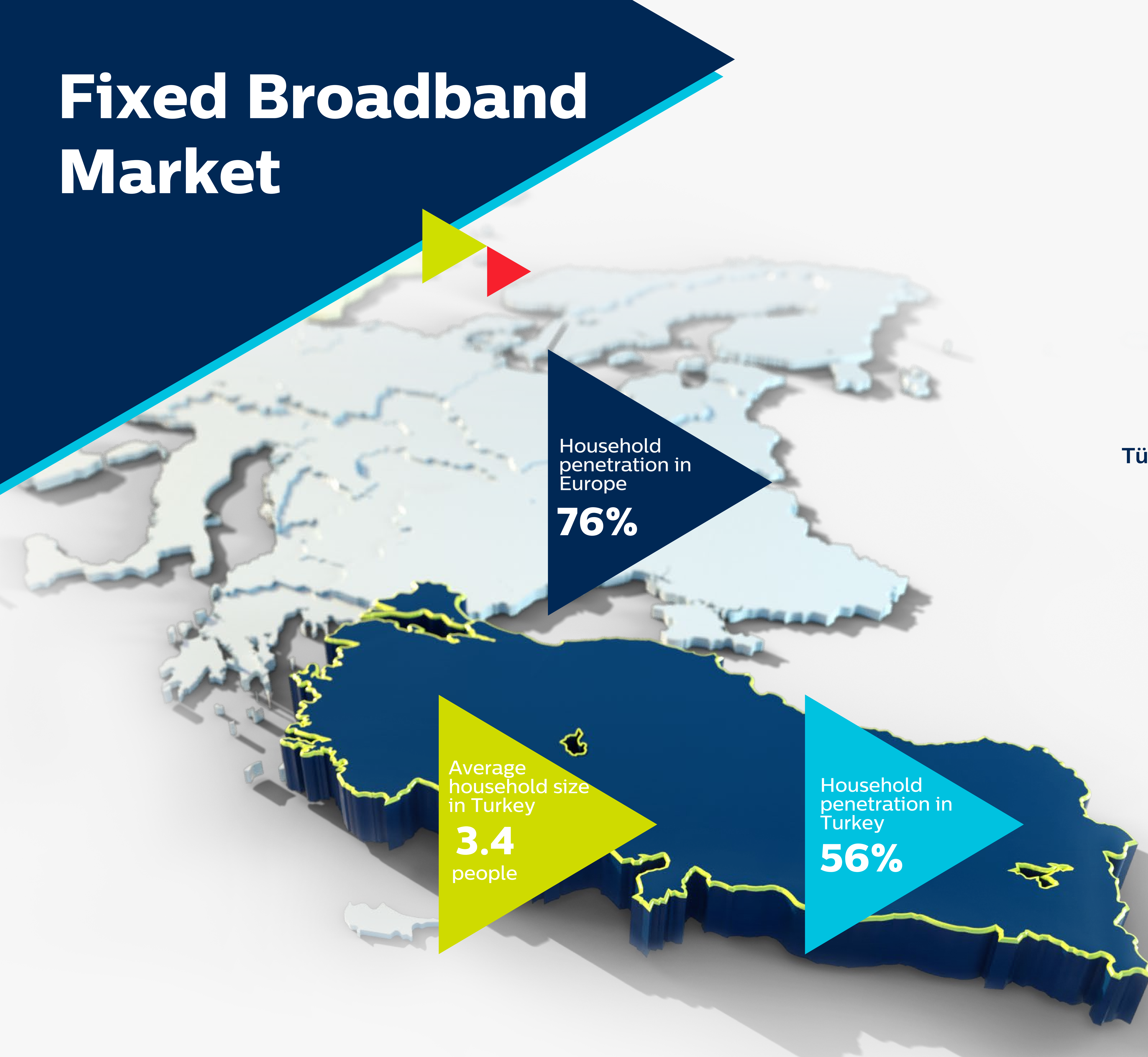
24.7mn
subscribers

Vodafone

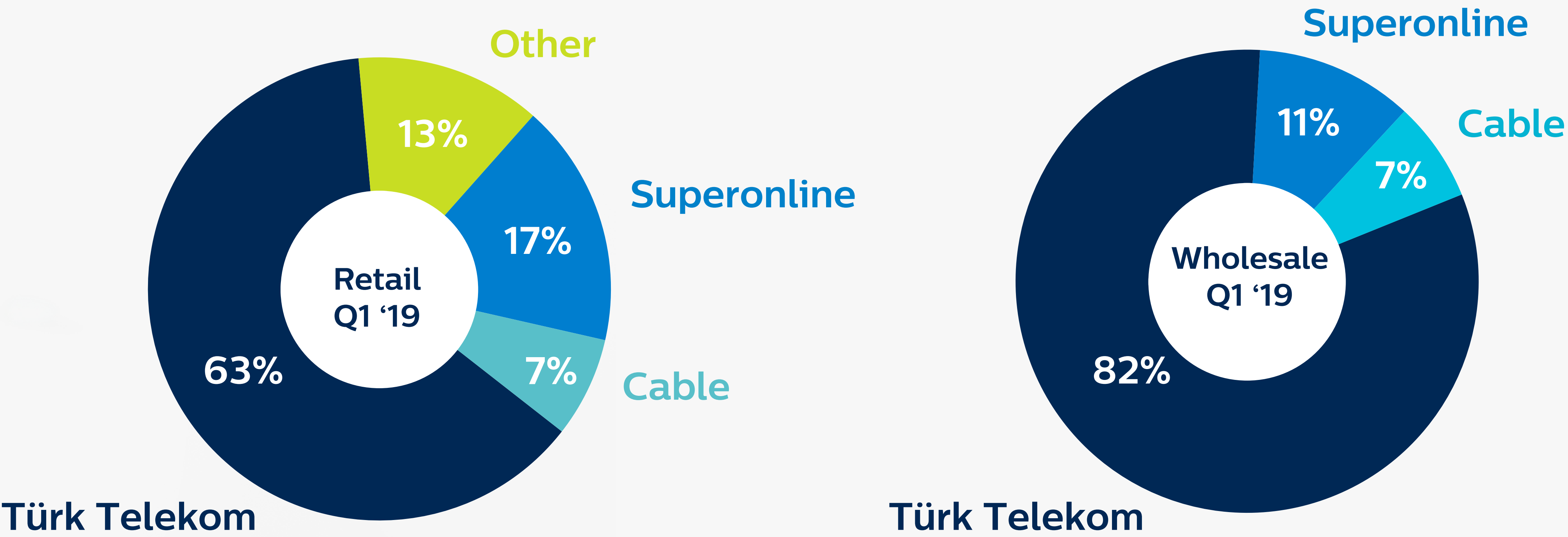
Turkcell and Vodafone data are from their own publications as of Q2'19.

Business Lines

Fixed Broadband Market

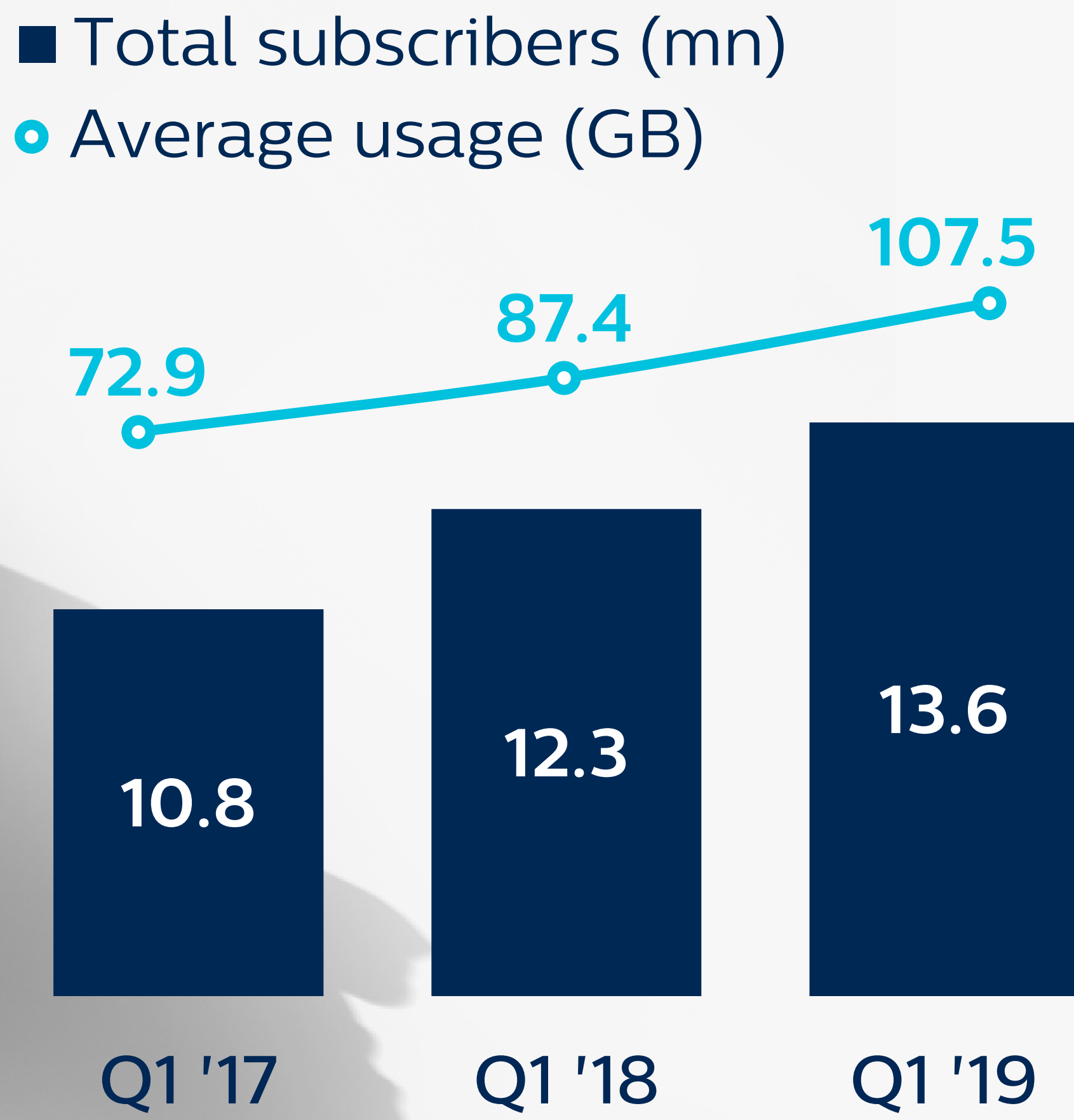


Subscriber Market Share



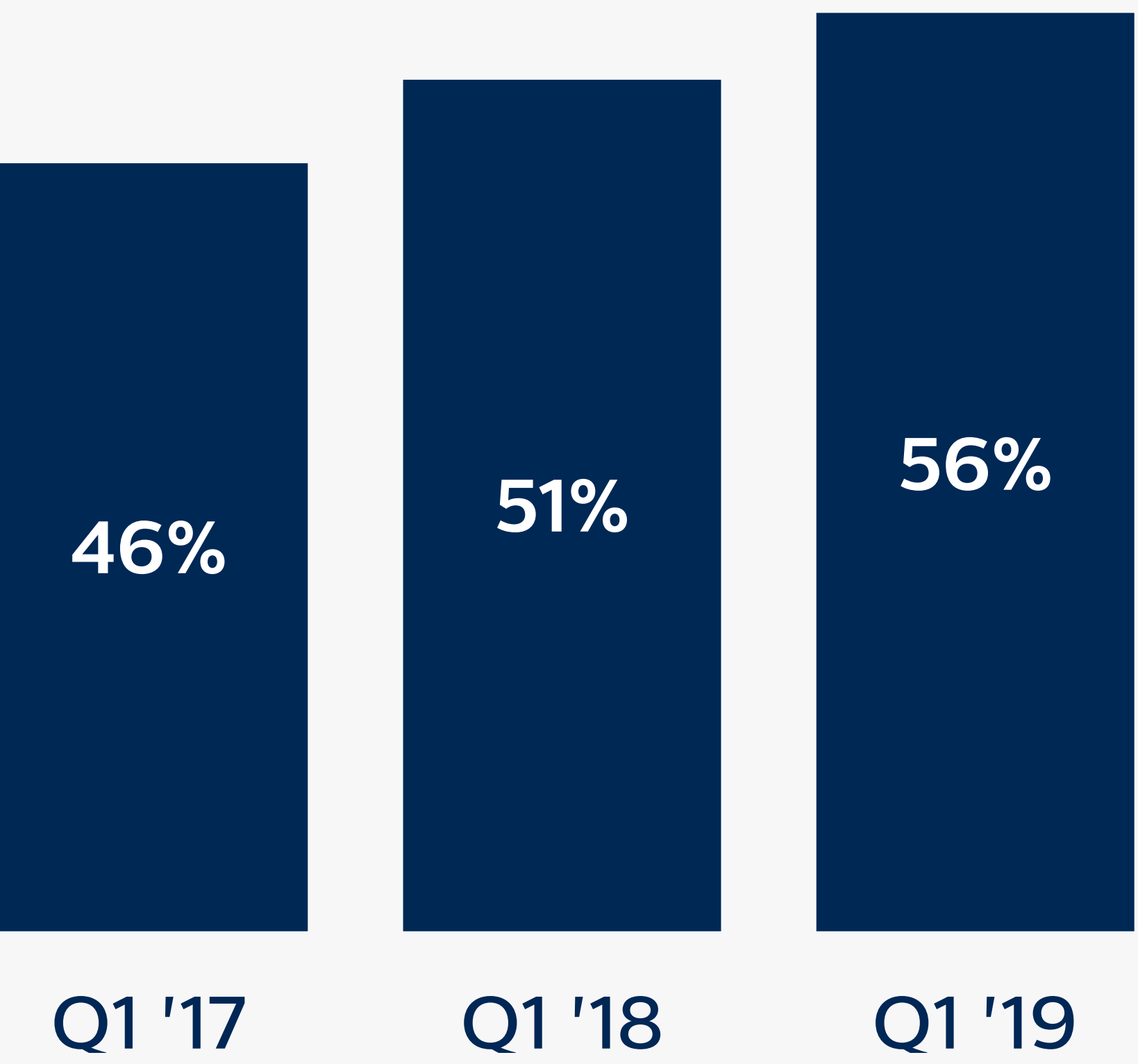
Source: Other operators' data are from ICTA Q1 '19 report

Subscribers & Avg. Monthly Data Usage



Source: ICTA Q1 '19 report

Household Penetration

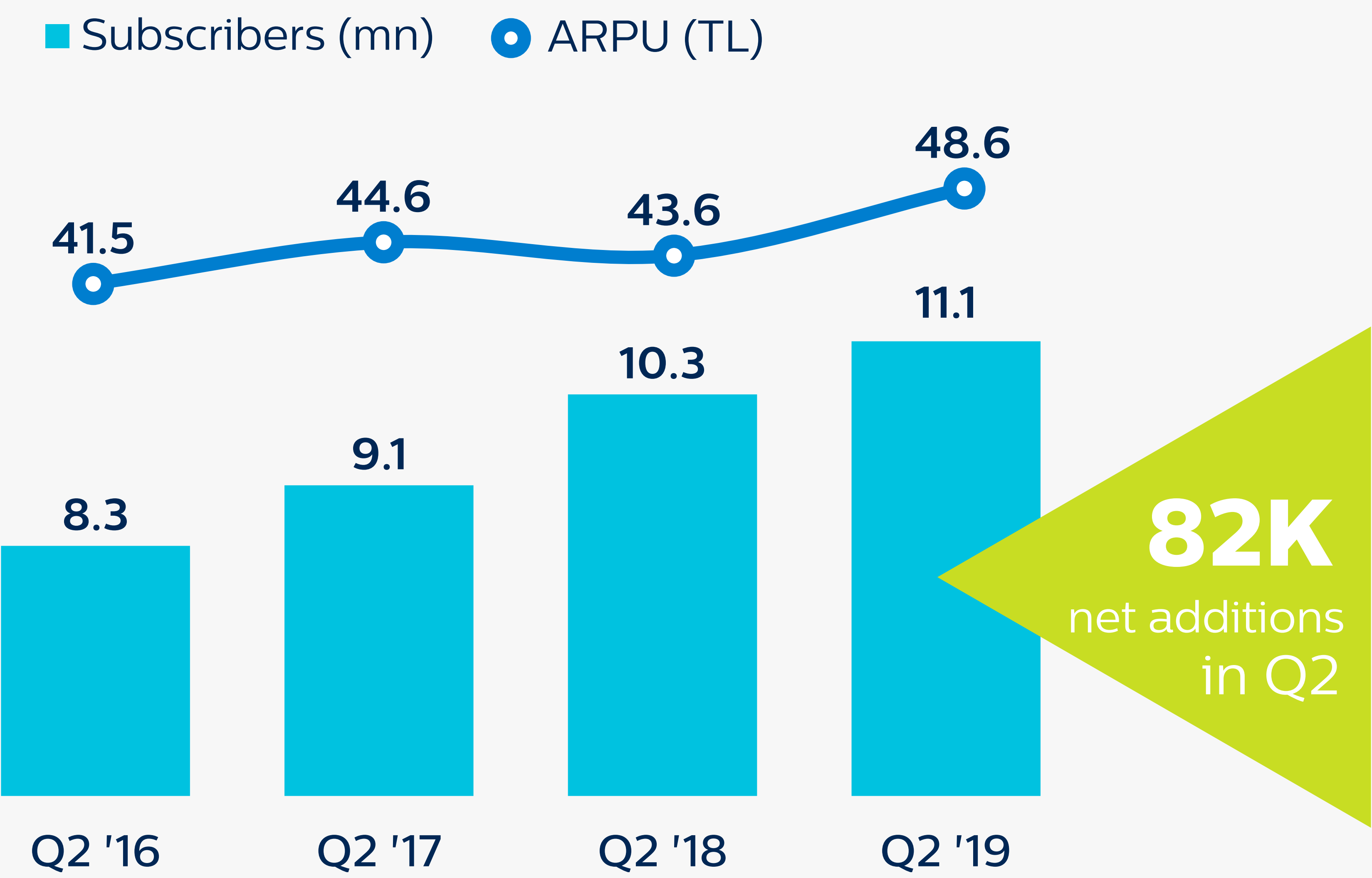


Source: Analysys Mason, Q1'19 CEE&WE Telecom Matrix, TR data is from ICTA, Q1'19 Market Report
European countries include Austria, Denmark, Finland, Italy, Bulgaria, Estonia and Romania

Fixed Broadband Performance

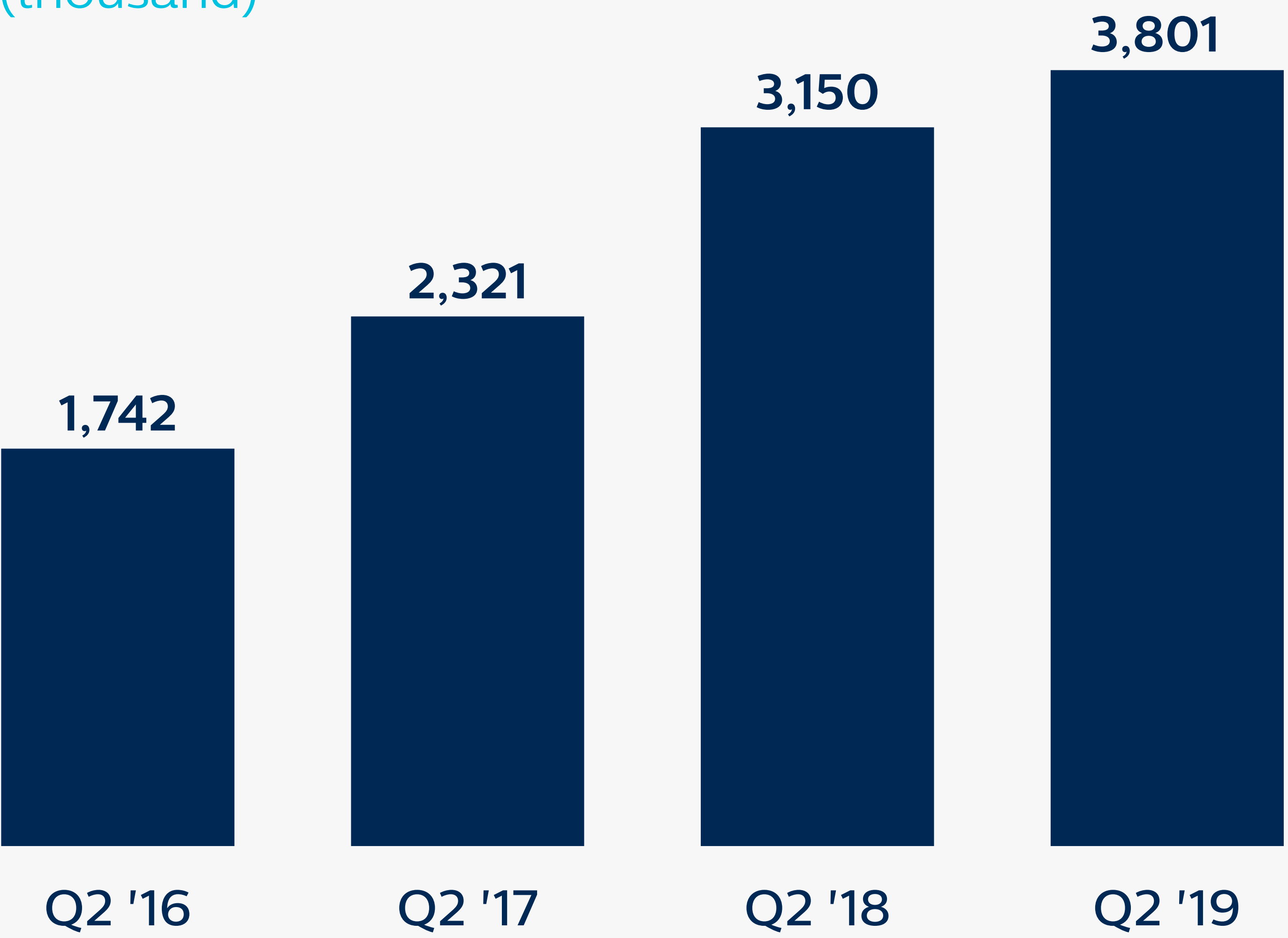


ARPU & Subscribers



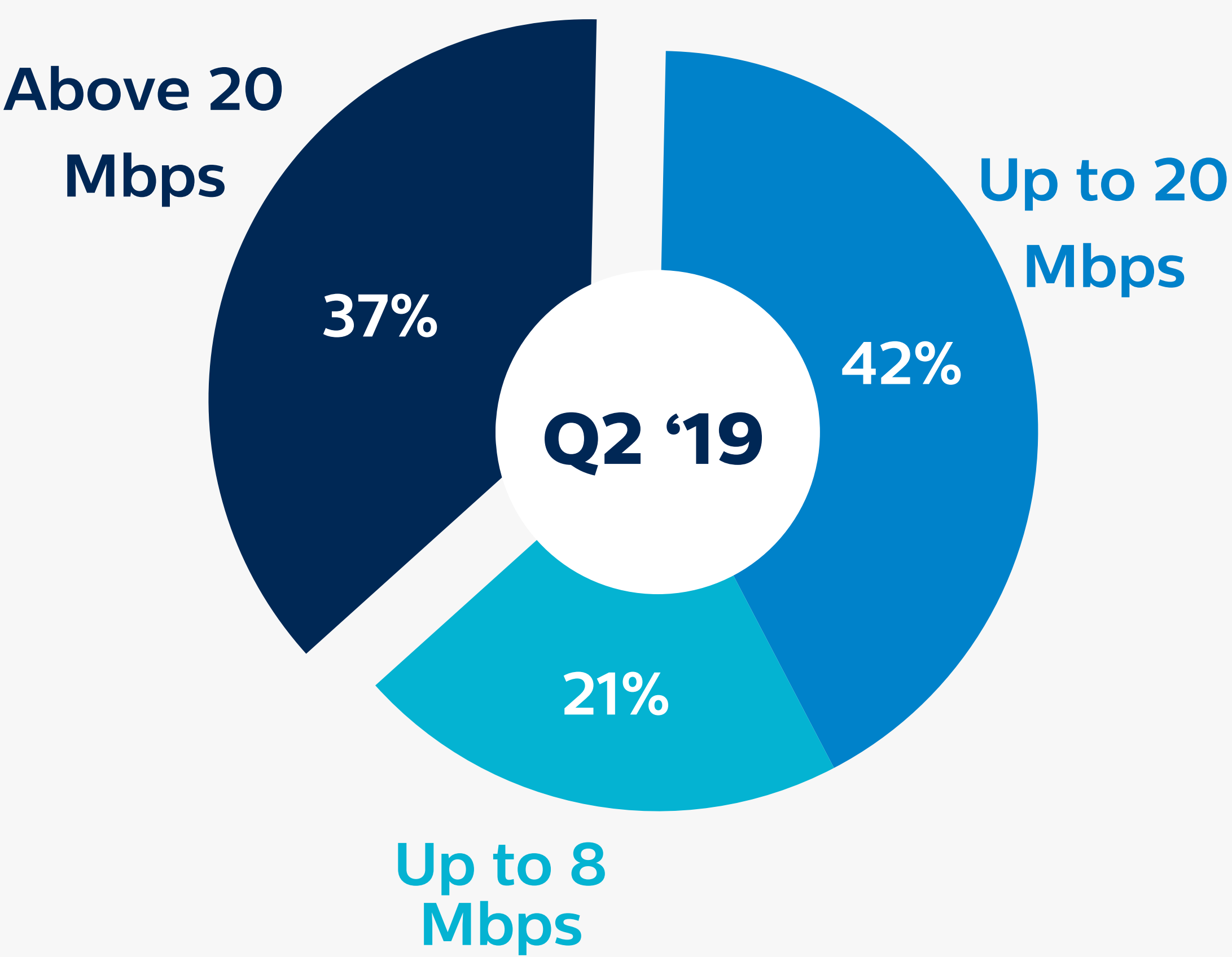
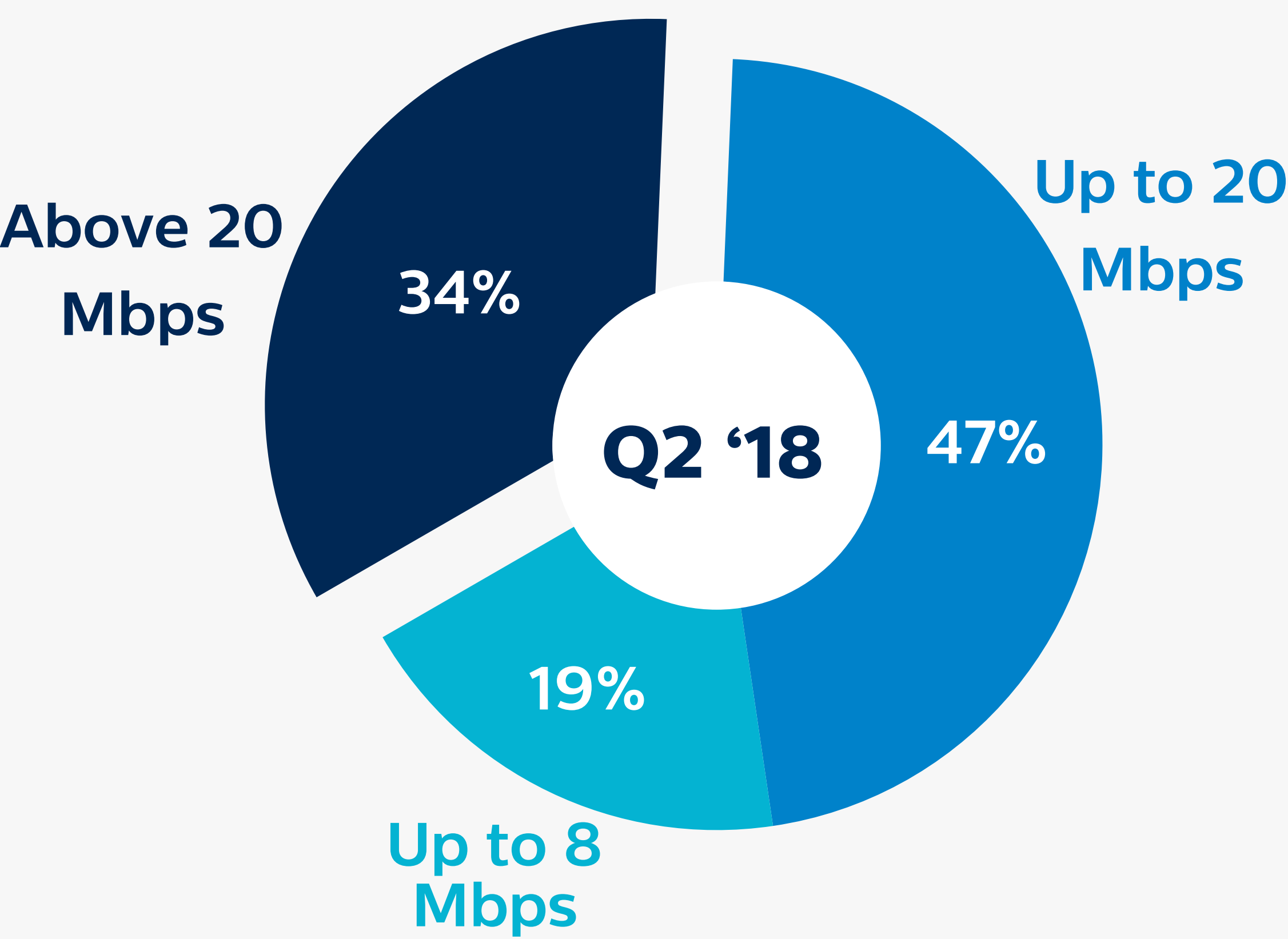
Fiber Subscribers

(thousand)



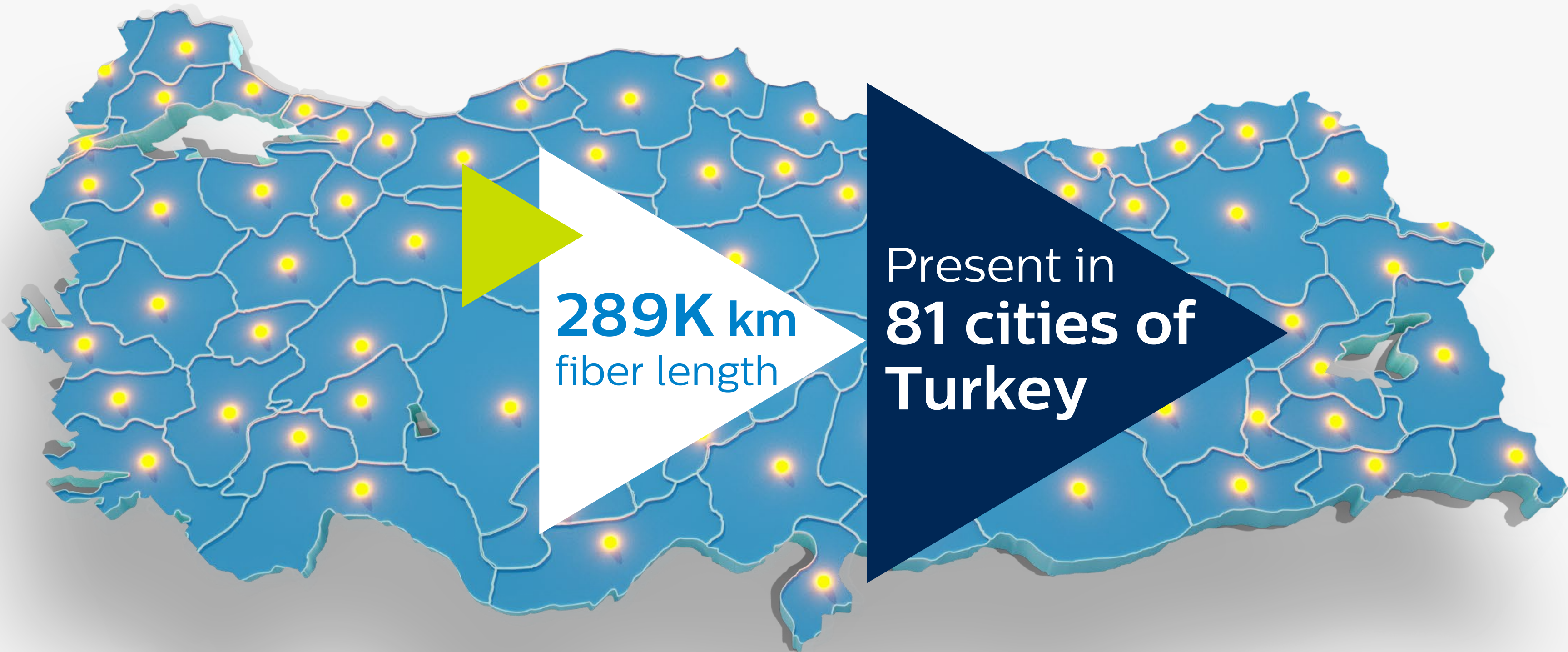
Speed Breakdown

(% of Subscribers)



Extensive Fiber Network

Türk Telekom Fiber Network



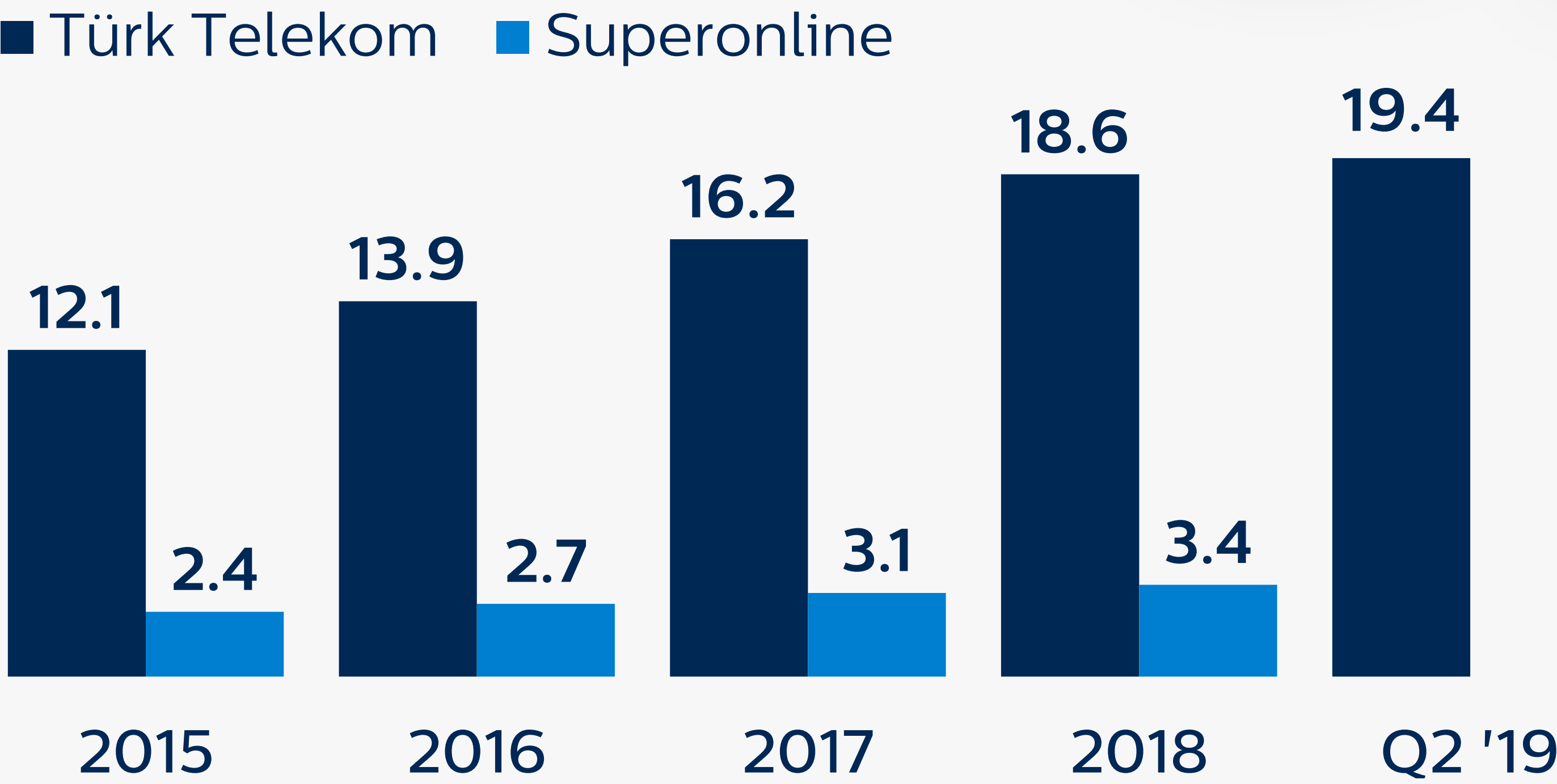
Superonline Fiber Network



Based on Turkcell's own publications as of Q1'19

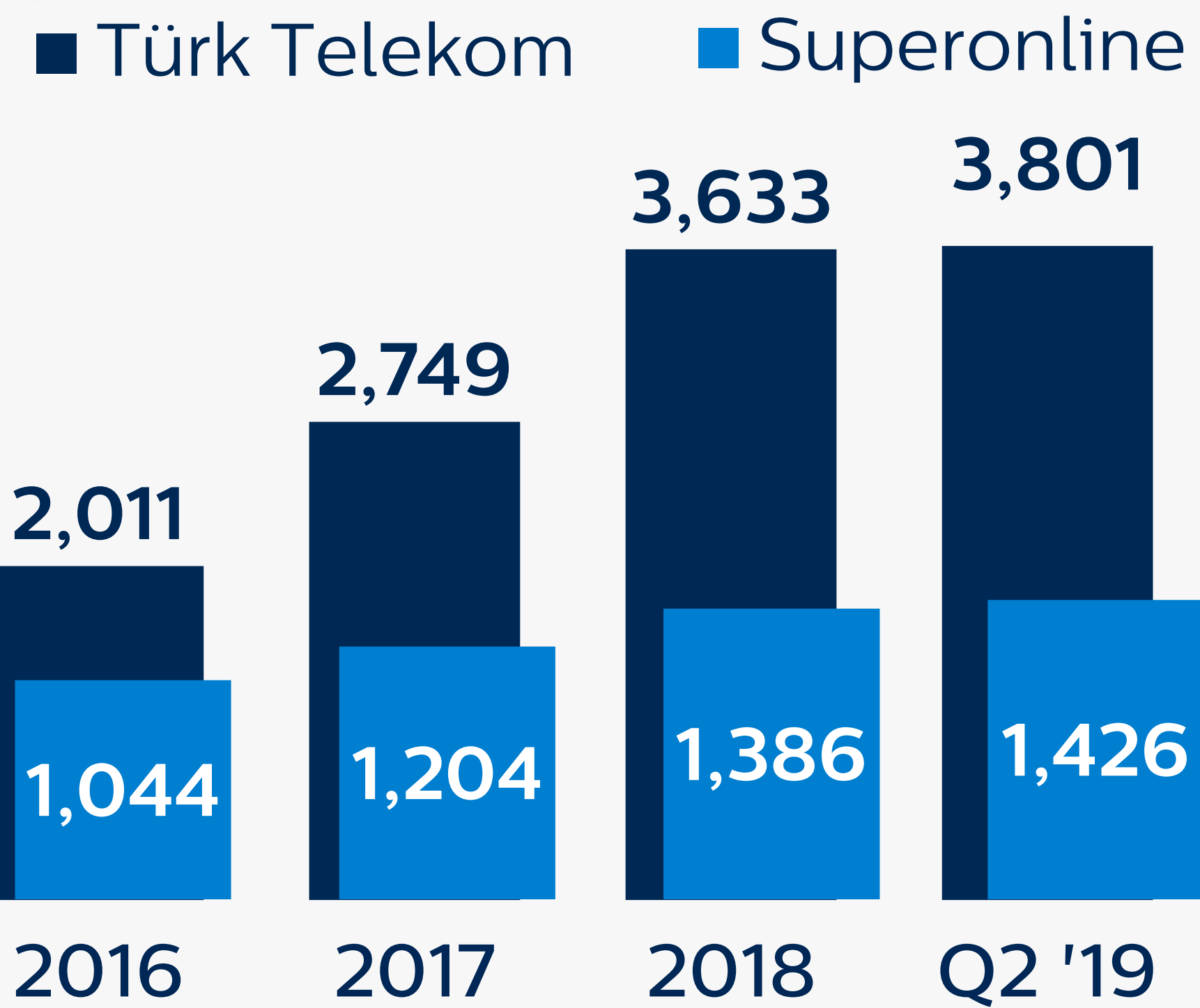
- ▶ Presence in 21 cities of Turkey
- ▶ 43K km fiber length
- ▶ Wholesale customer of Türk Telekom

Fiber Homepass (mn)

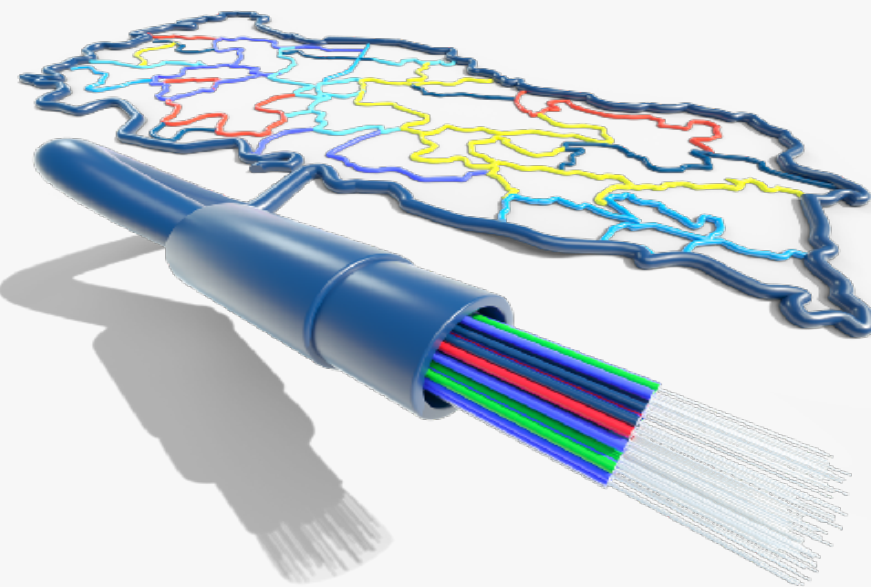


Fiber homepass includes FTTH/B & FTTC
19.4mn homepass consists 5.7mn FTTH/B and 13.8mn FTTC

Fiber Subscribers (thousands)

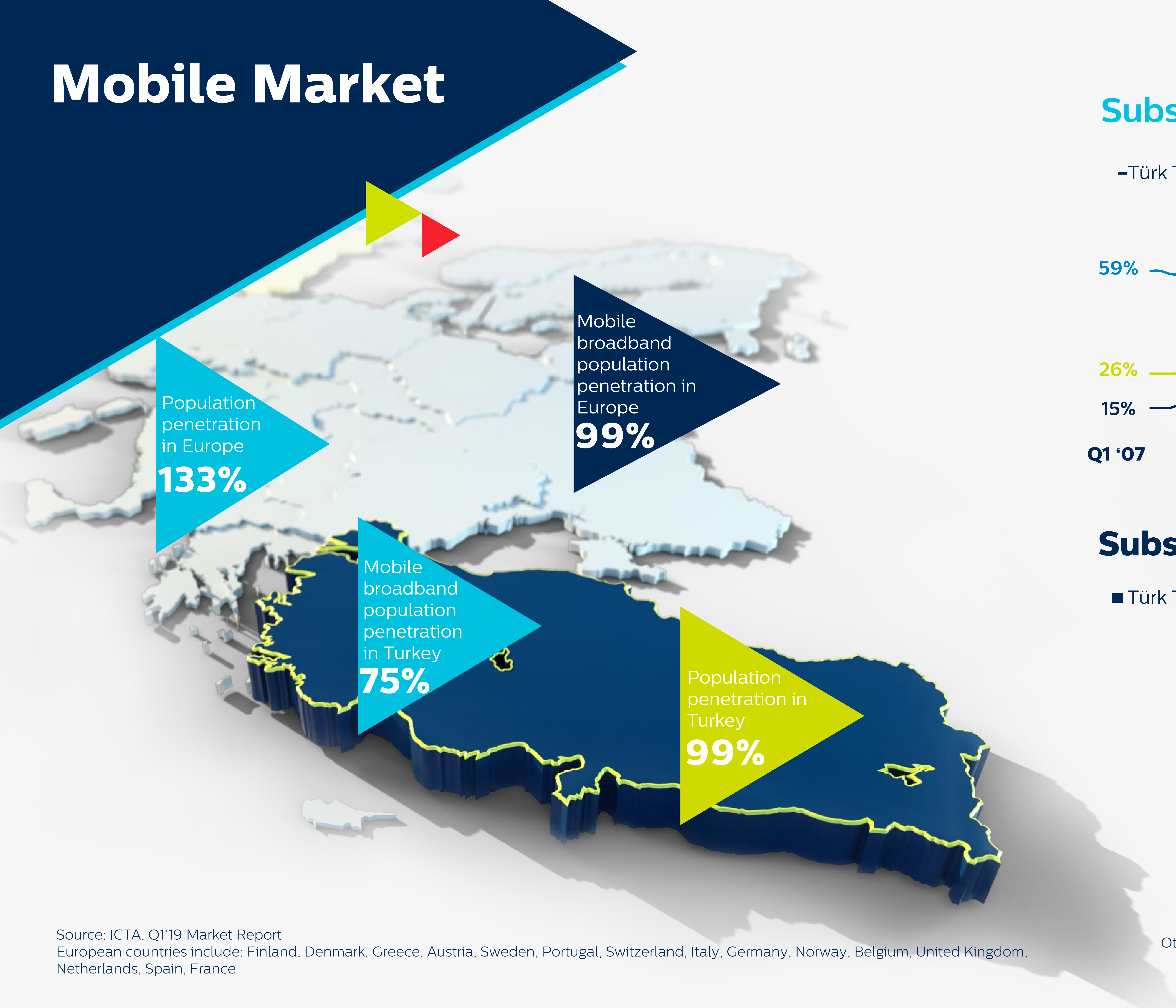


Fiber subscribers include FTTH/B & FTTC subscribers



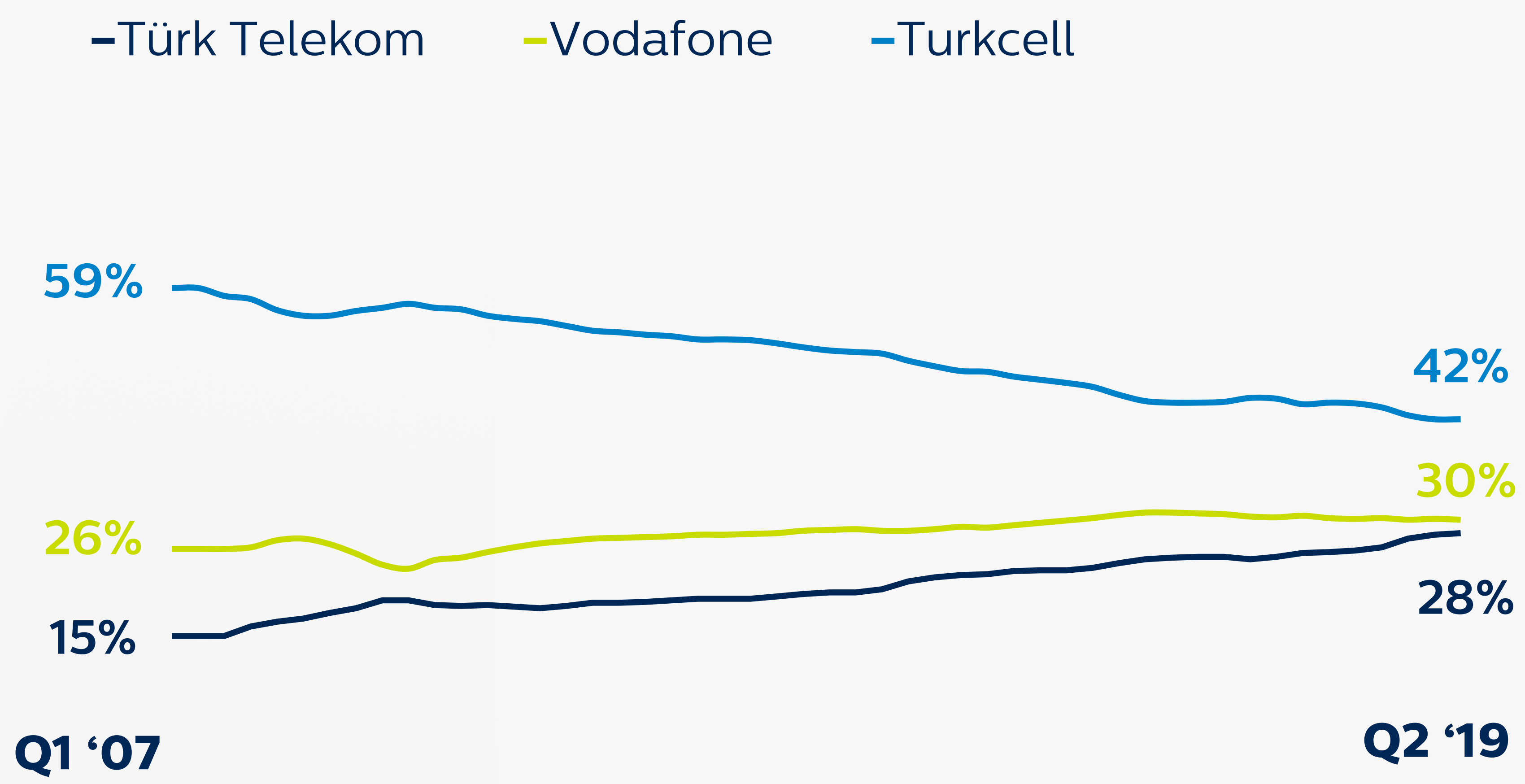
- ▶ Unrivalled fiber network
- ▶ Strong prospects for monetization
- ▶ Best placed to benefit from move towards higher connection speeds
- ▶ Well-equipped to support 5G/small-cell deployment

Mobile Market

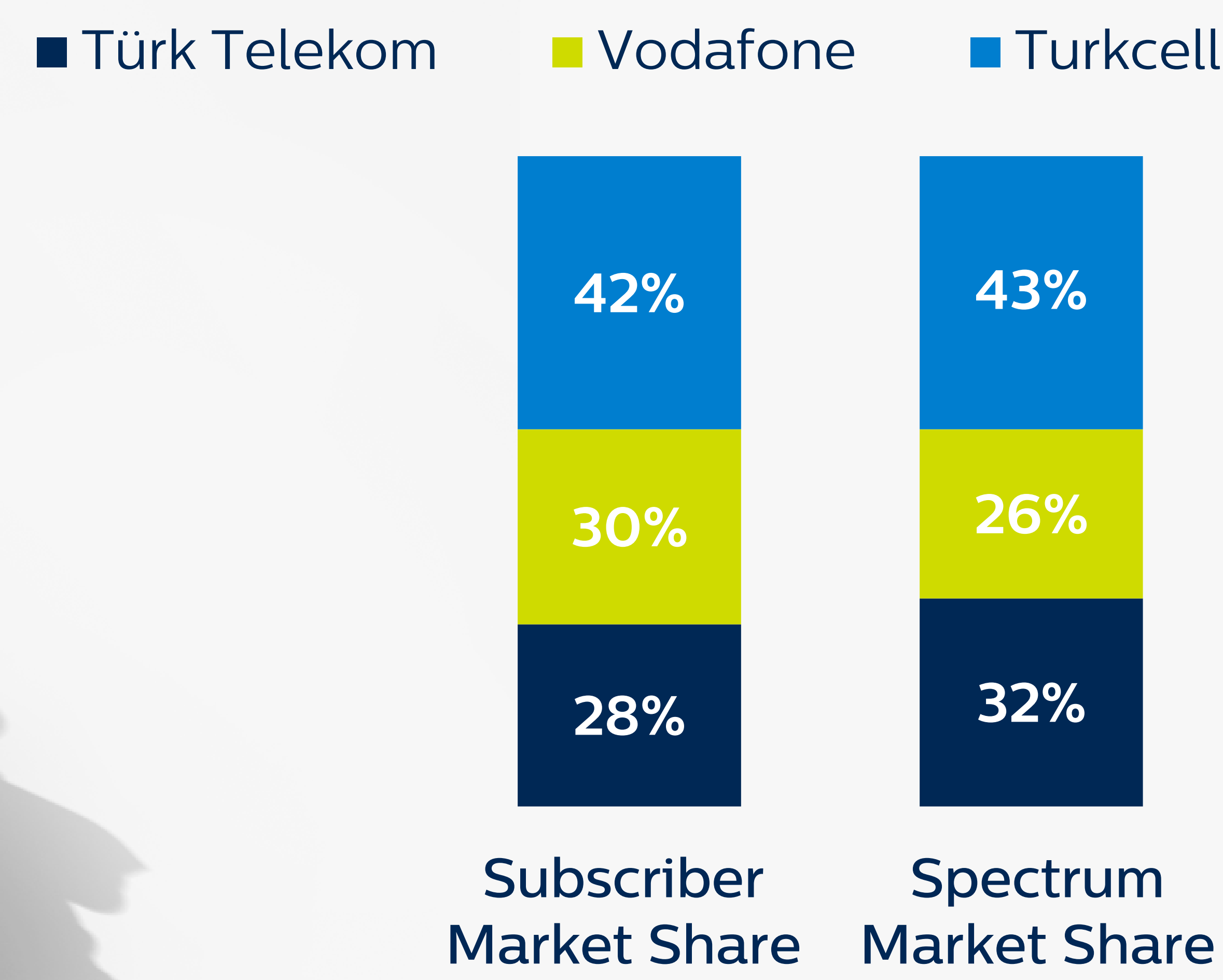


Source: ICTA, Q1'19 Market Report
European countries include: Finland, Denmark, Greece, Austria, Sweden, Portugal, Switzerland, Italy, Germany, Norway, Belgium, United Kingdom, Netherlands, Spain, France

Subscriber Market Share



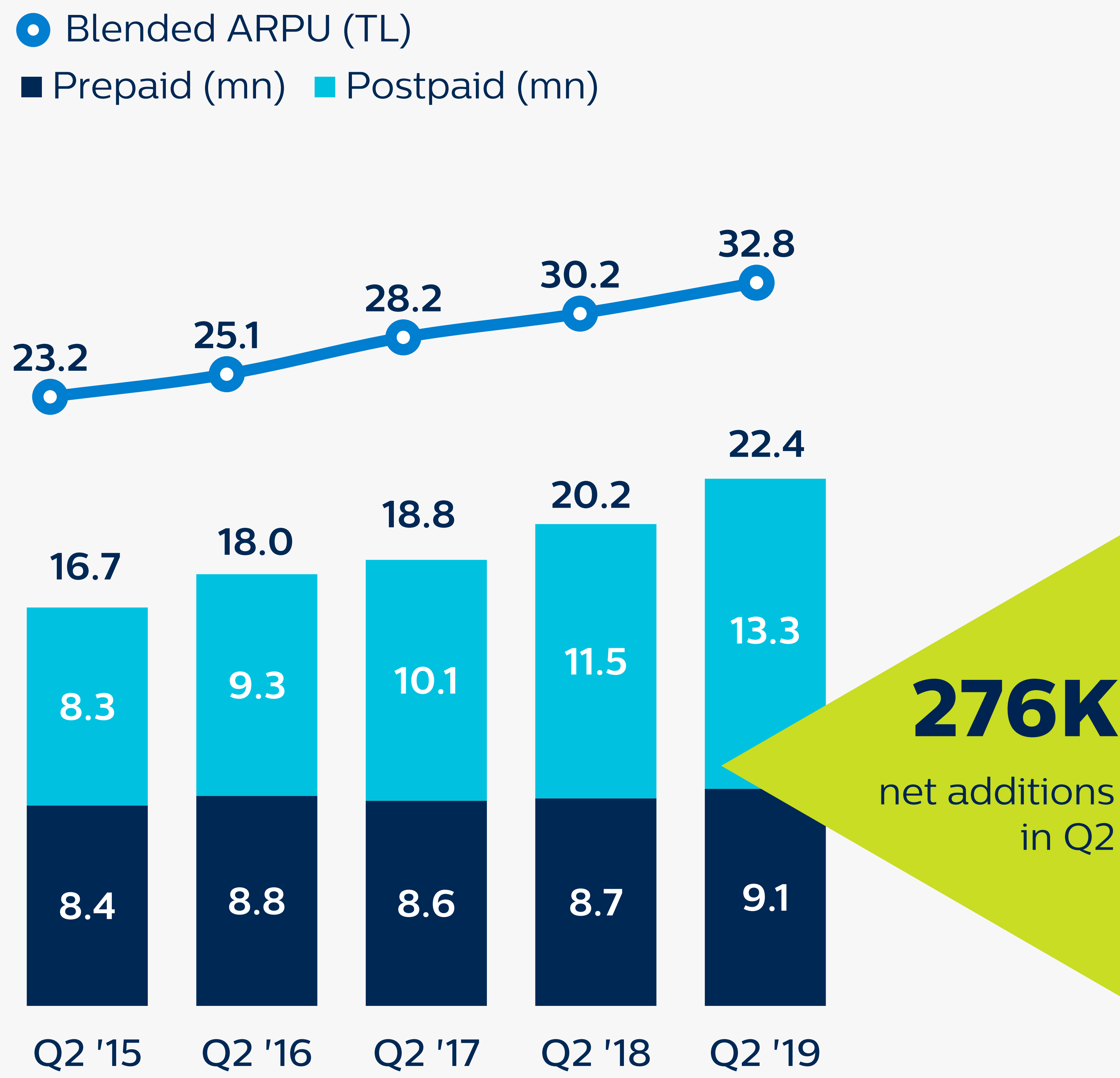
Subscriber vs. Spectrum Market Share



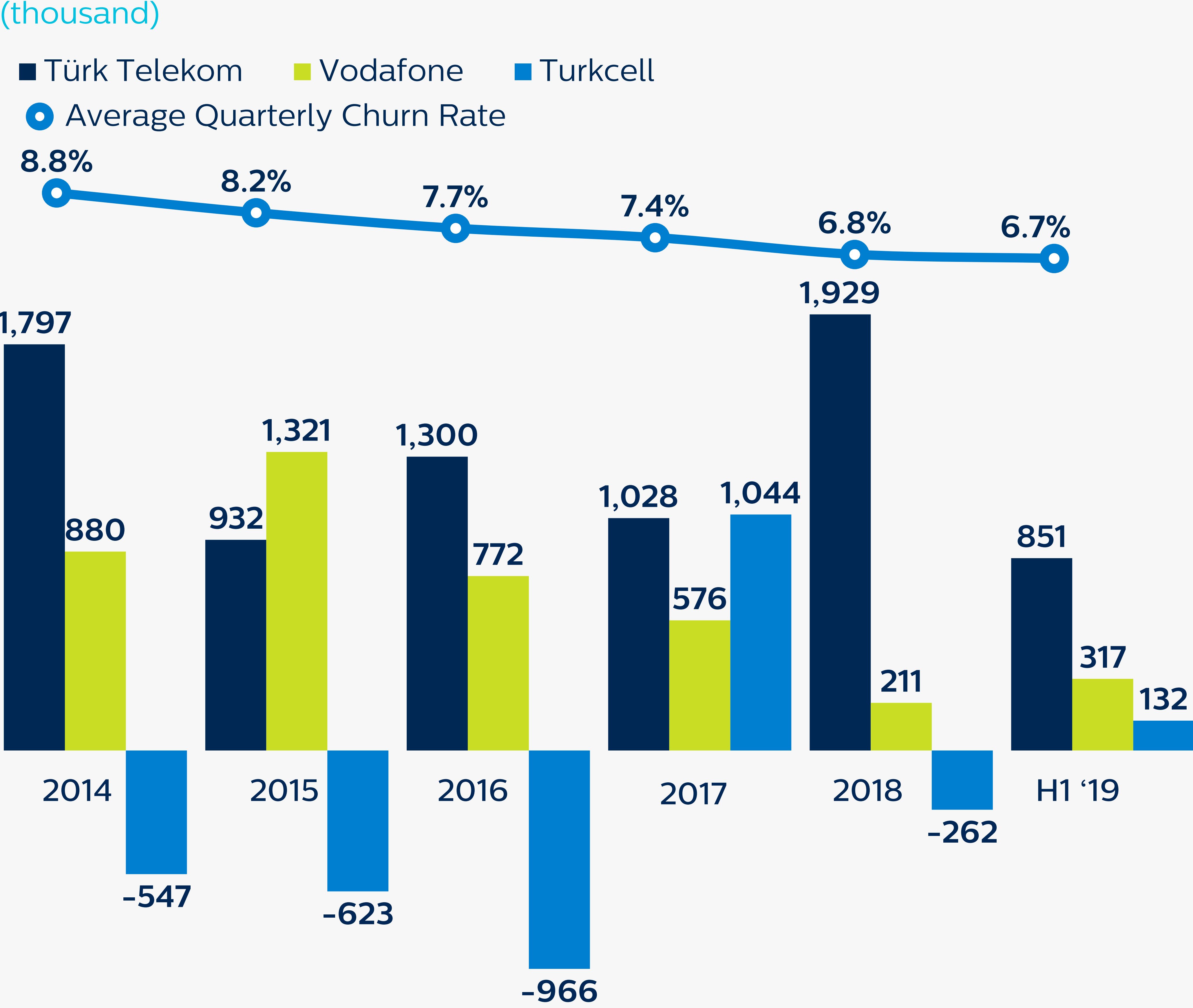
Other operators' data are from their own publications as of Q2 '19

Mobile Performance

Growing ARPU & Subscriber Base



Net Subscriber Additions

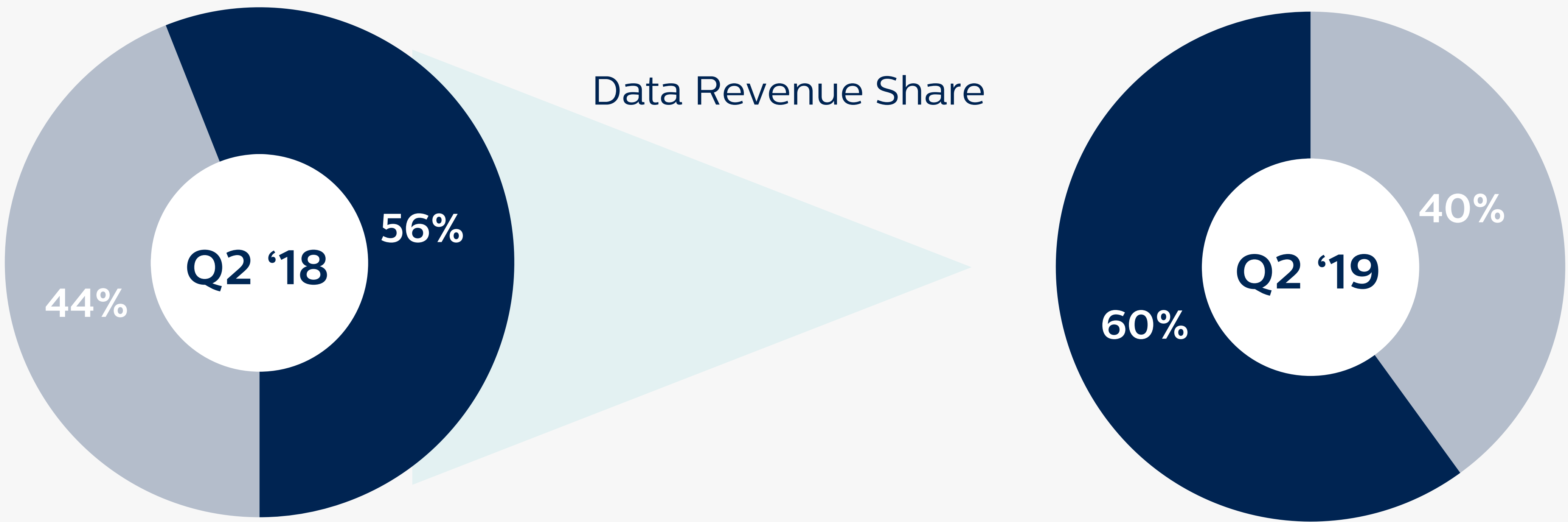


Other operators' data are from their own publications.

Mobile Data

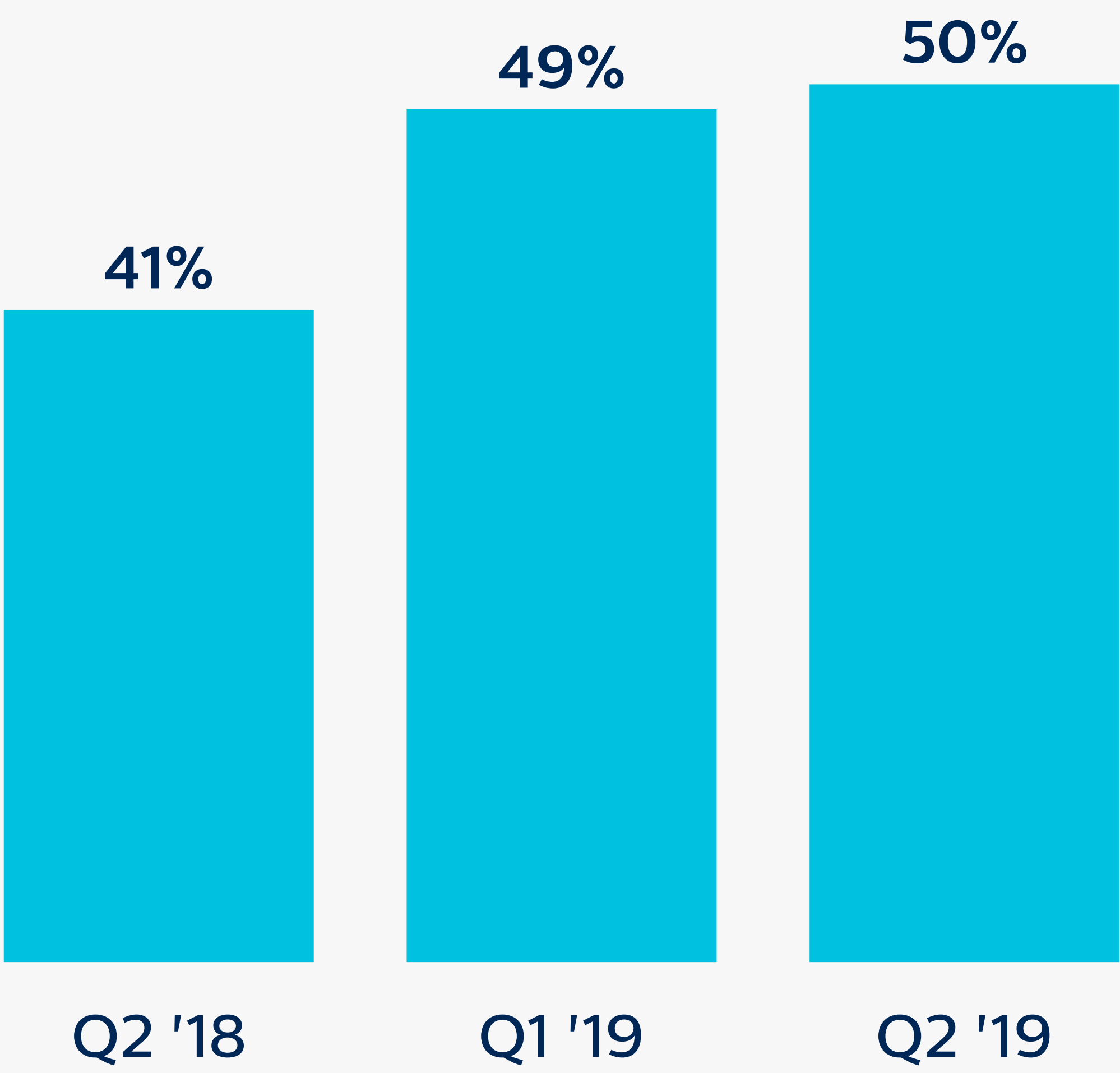
Data Revenue

(Mobile service revenue share)

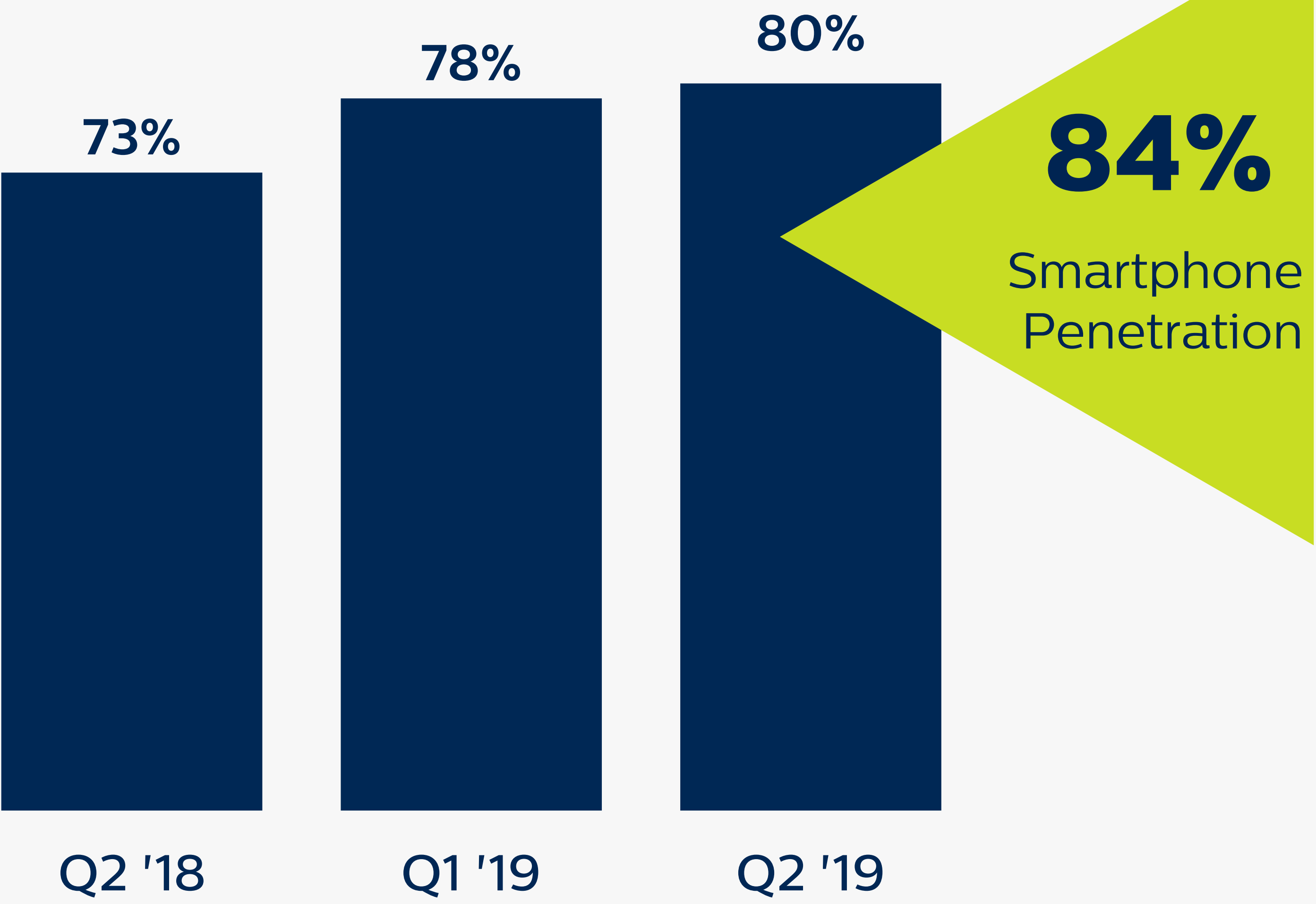


LTE Users*

(Total subscriber share)

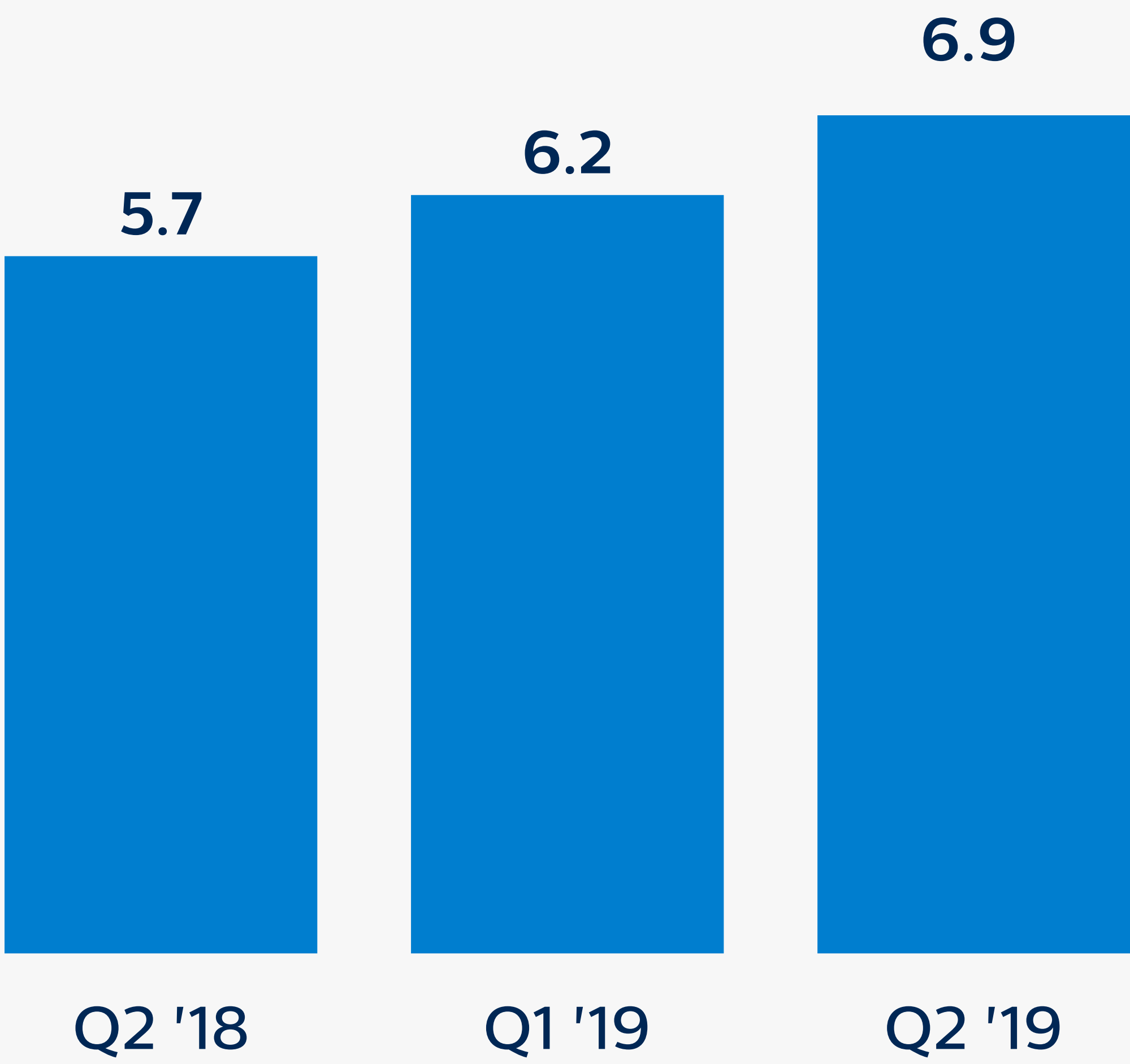


LTE Compatible Smartphone**



Avg. Monthly Mobile Data Usage

(GB per LTE user)

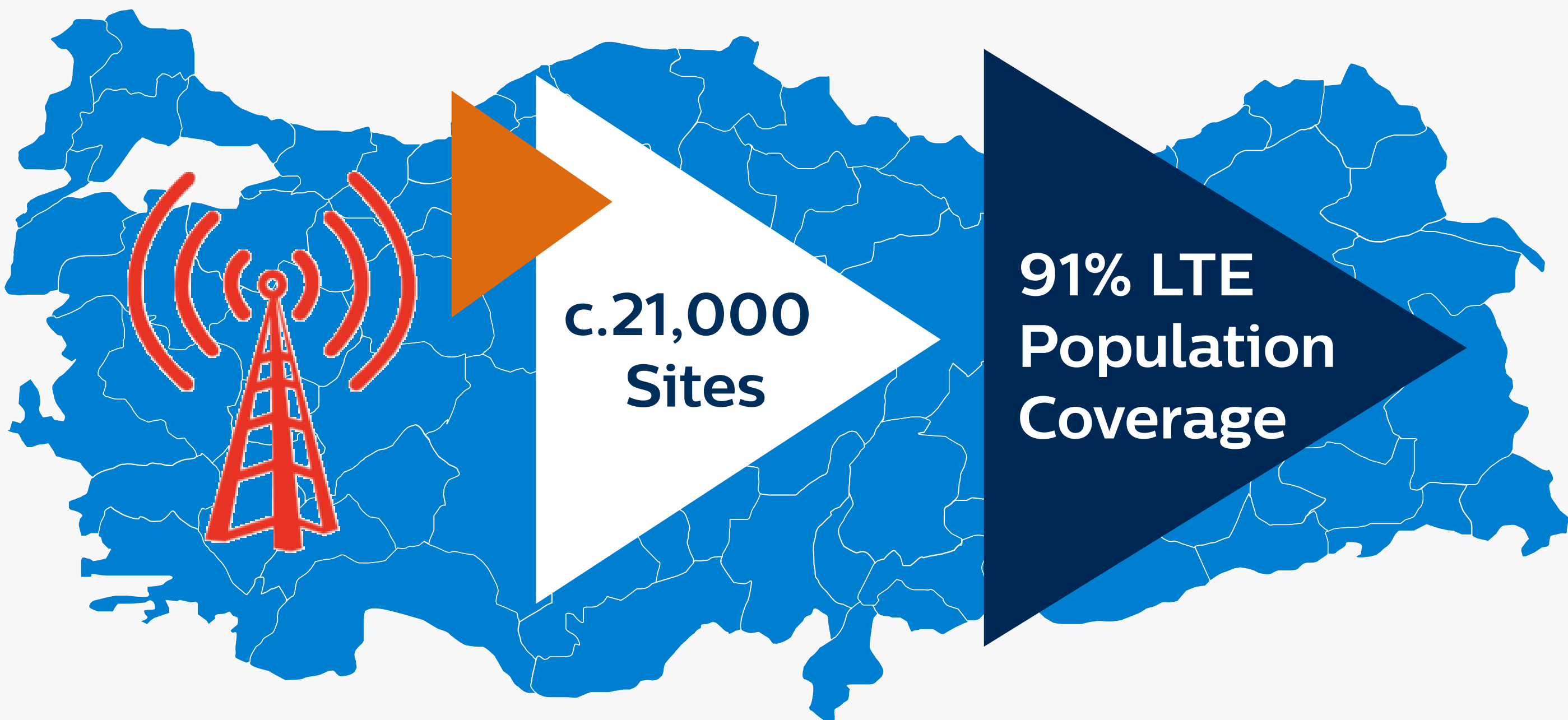


*Subscribers who
1) registered for LTE
2) have LTE compatible device and simcard

** Among smartphone users

Mobile Network

Extensive Network Coverage



96% coverage

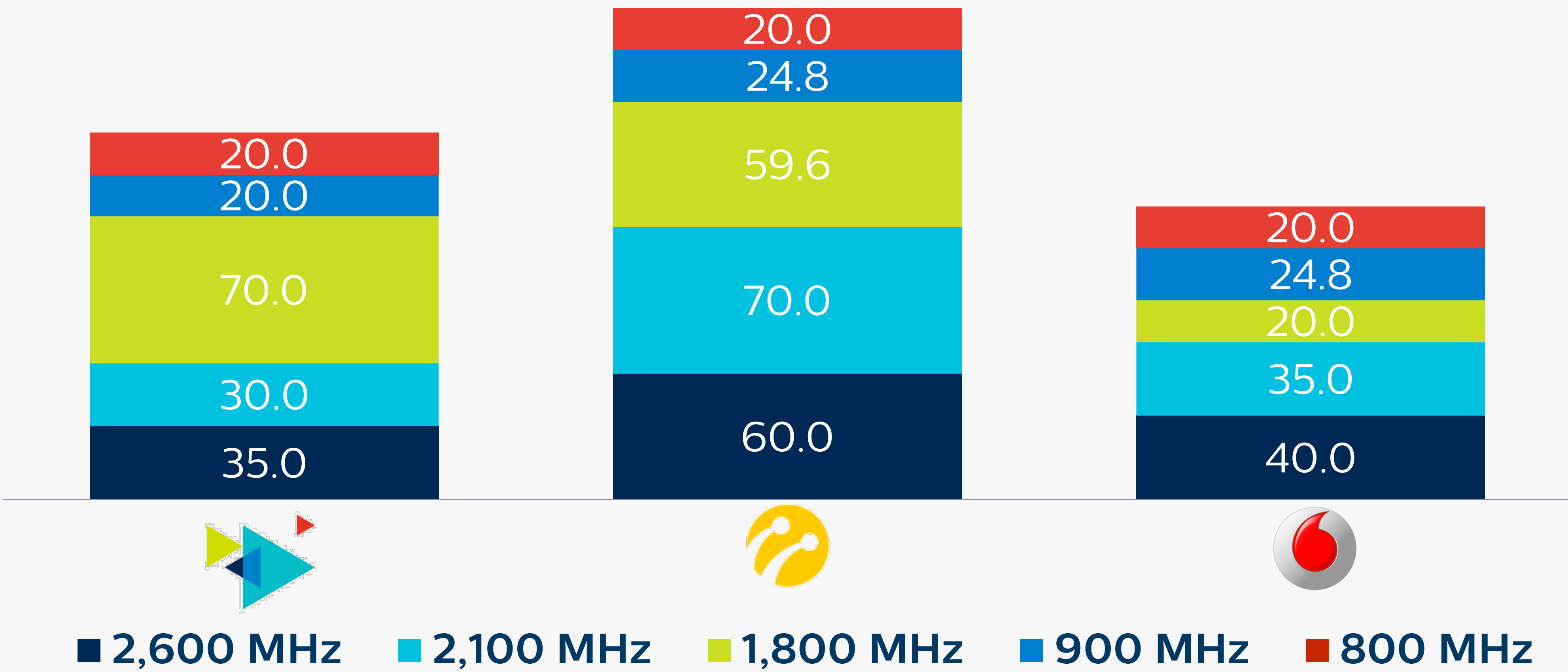


91% coverage

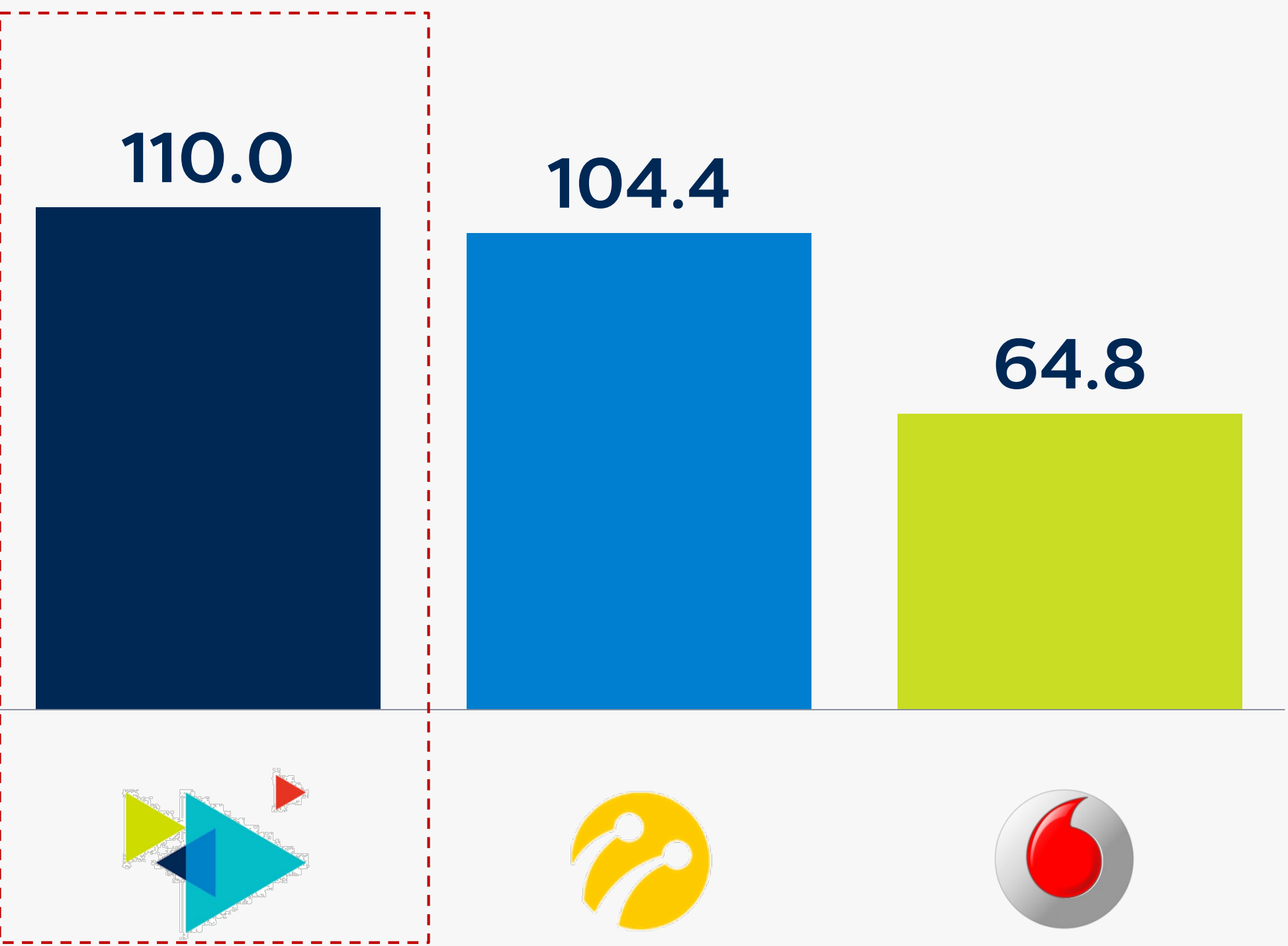


Getting ready for 5G
via ongoing studies by Argela and TT on RAN slicing, NFV and SDN

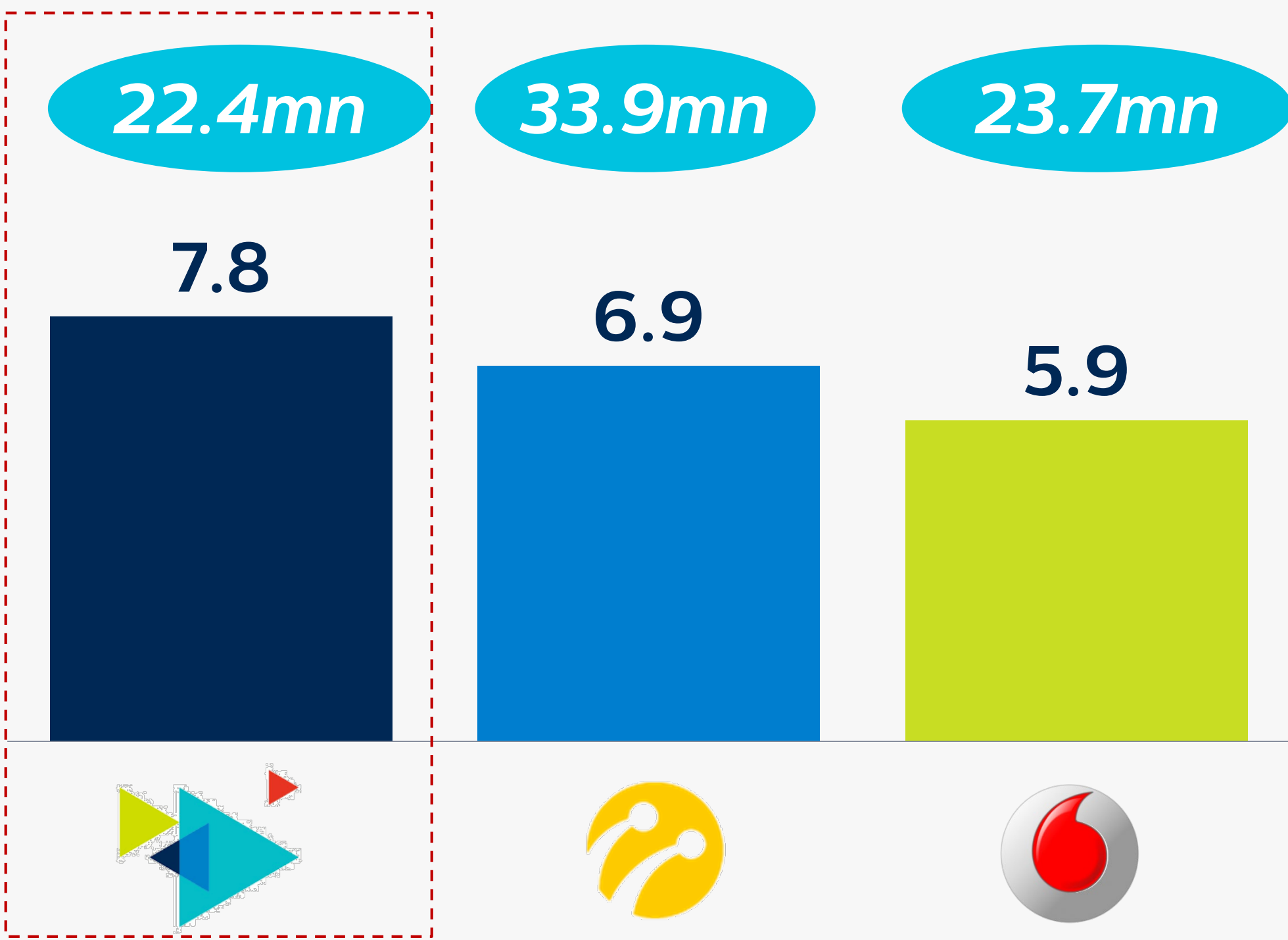
Superior Spectrum Allocation



Highest Share of 1,800 MHz and Below Frequencies

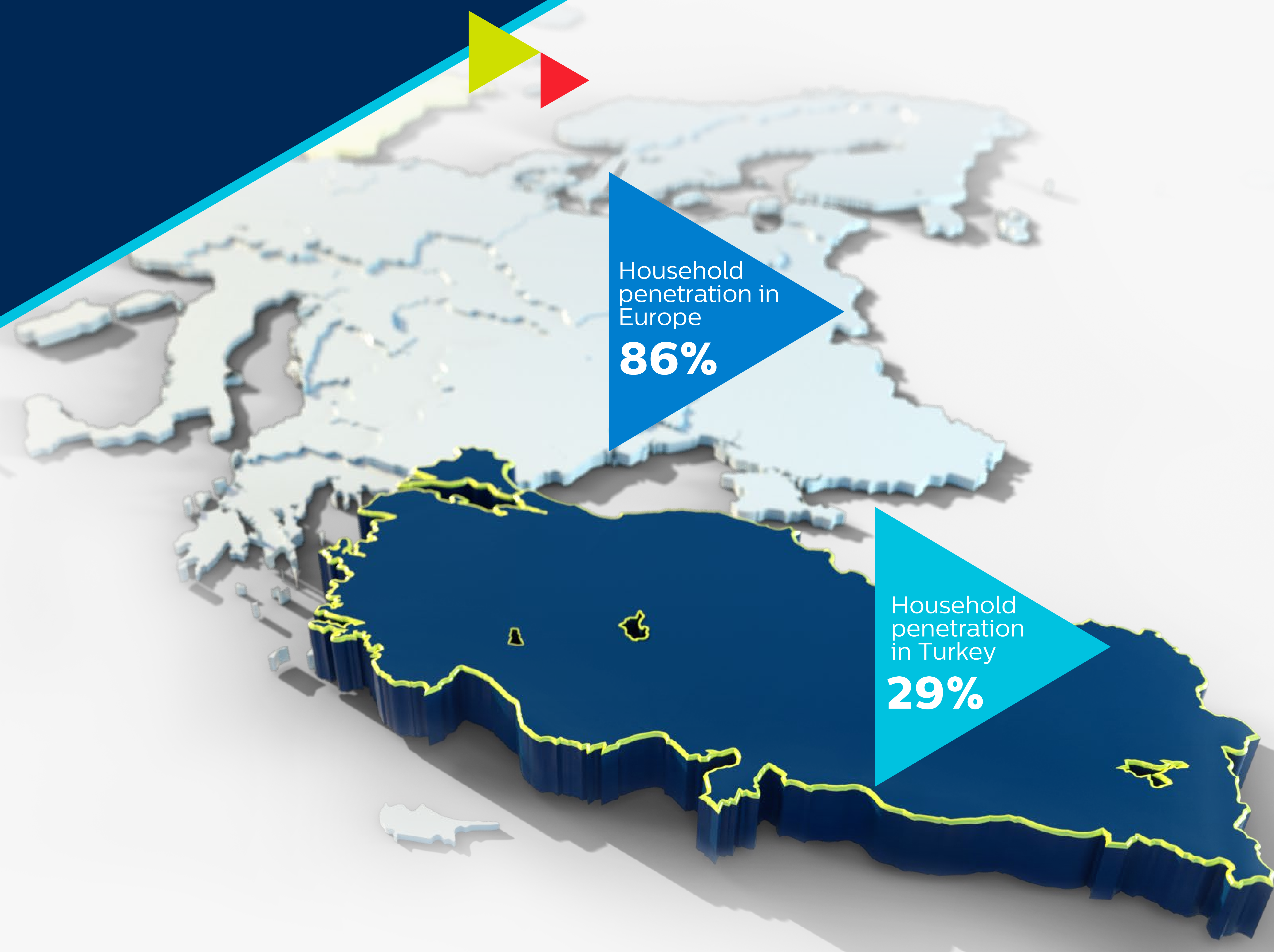


Highest Spectrum Capacity Per Subscriber (Hz/Subscriber)



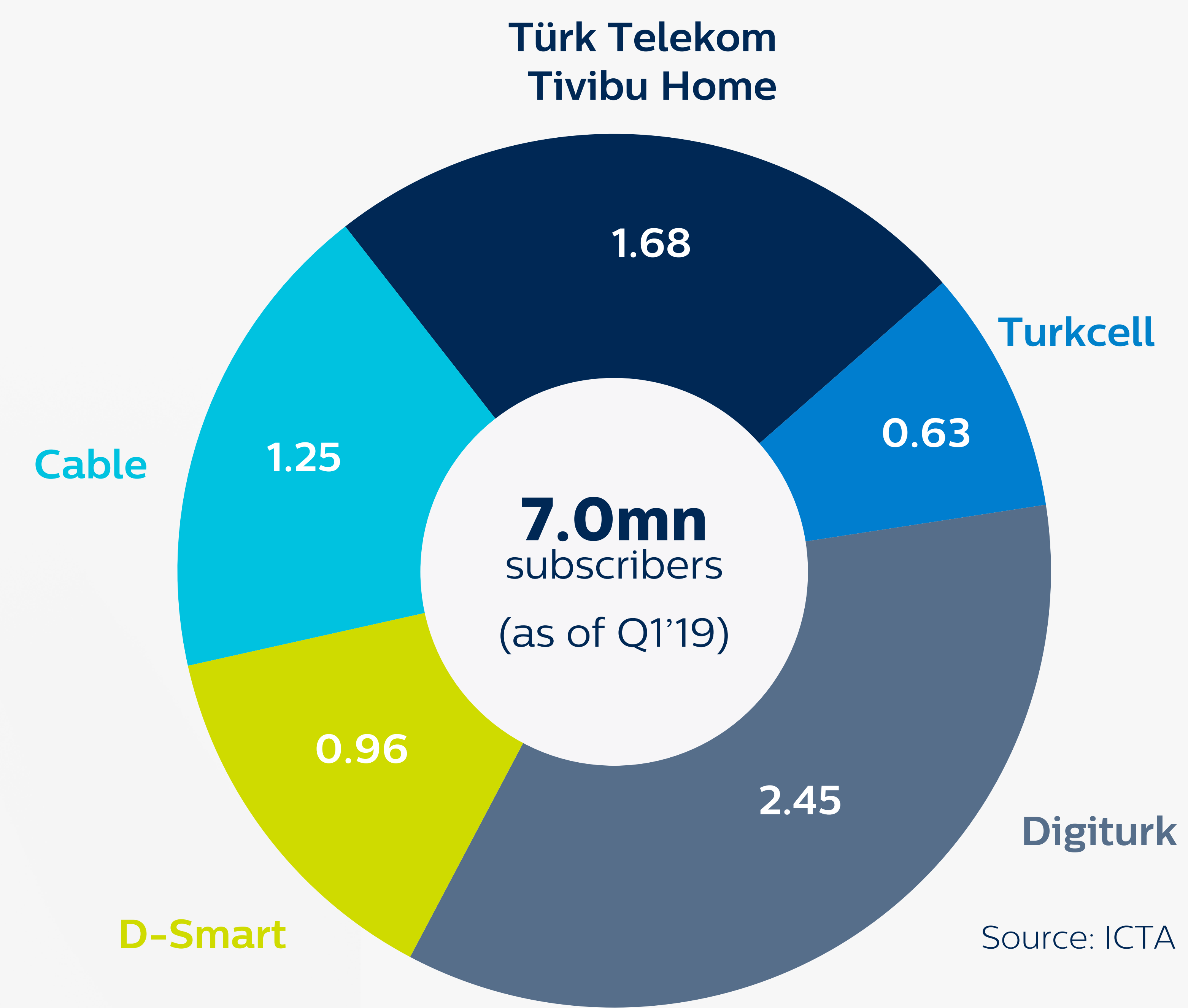
Turkcell and Vodafone data are from their own publications
As of Q2'19.

Pay TV Market

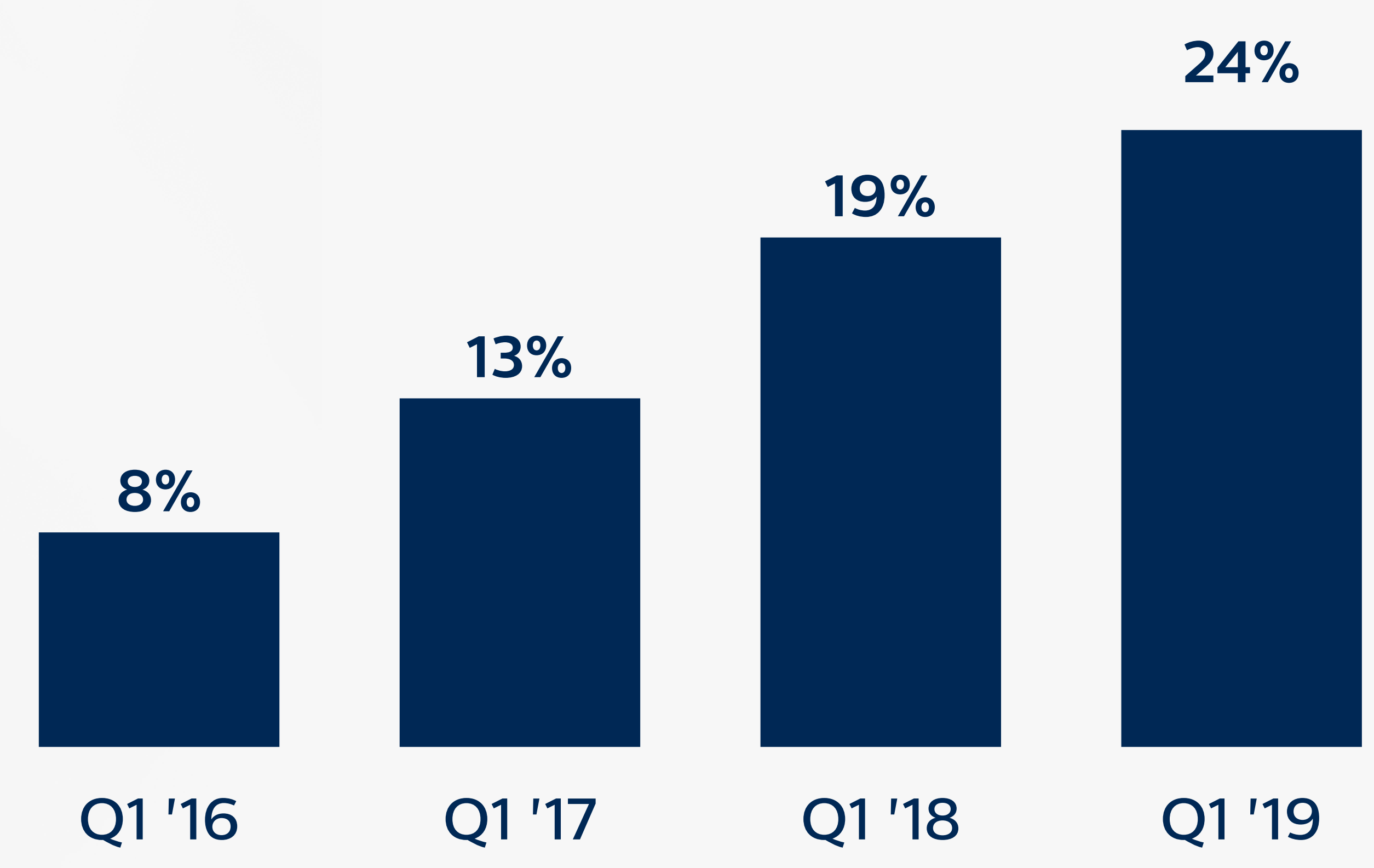


Source: Analysys Mason, Pay-TV quarterly Metrics, Q1 '19 Report
European countries include Denmark, France, Ireland, Italy, Portugal , Sweden ,UK and Estonia
TR Data is calculated from ICTA Q1 '19

Subscribers (mn)



Tivibu Home Subscriber Market Share

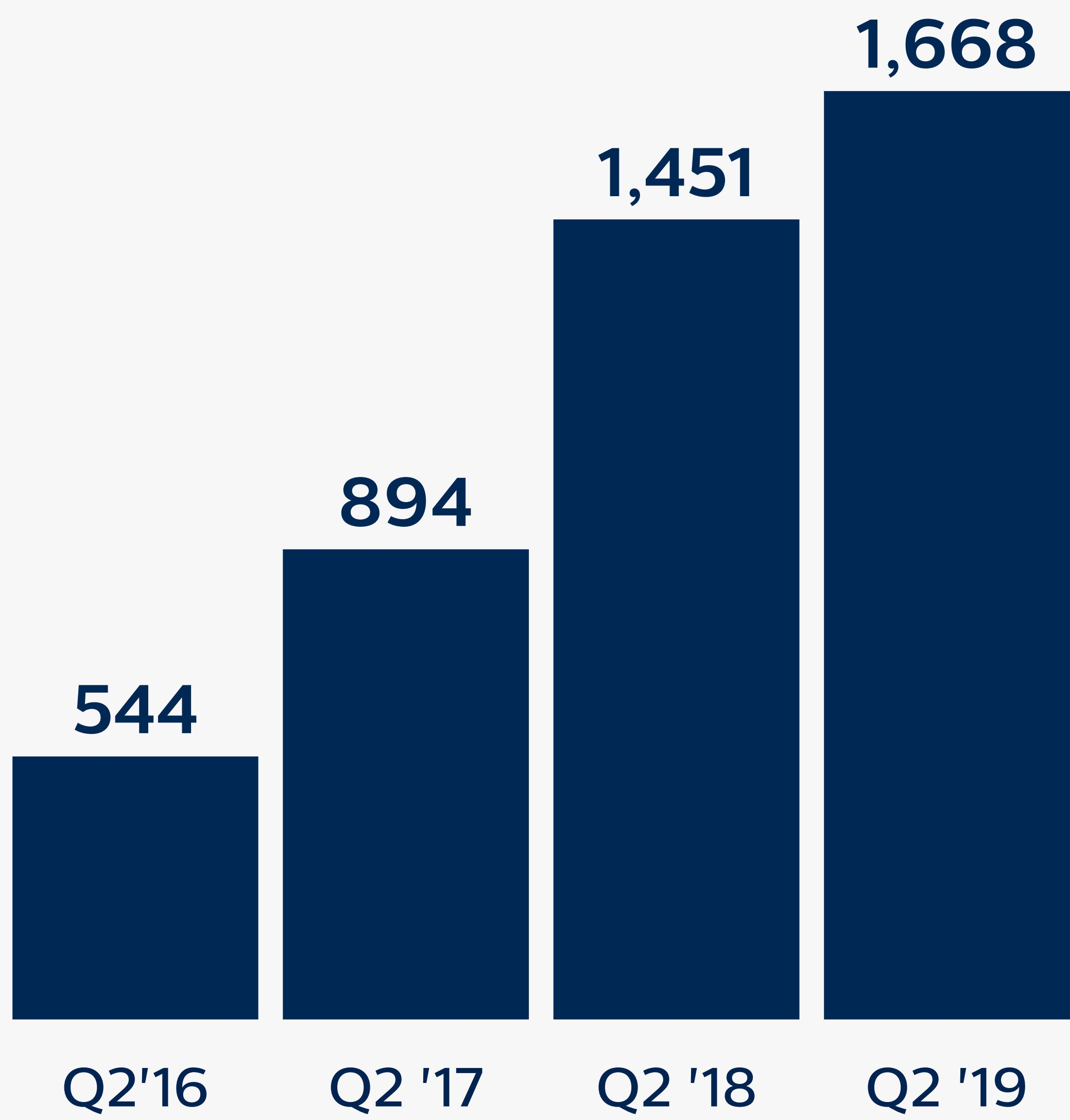


Source: ICTA

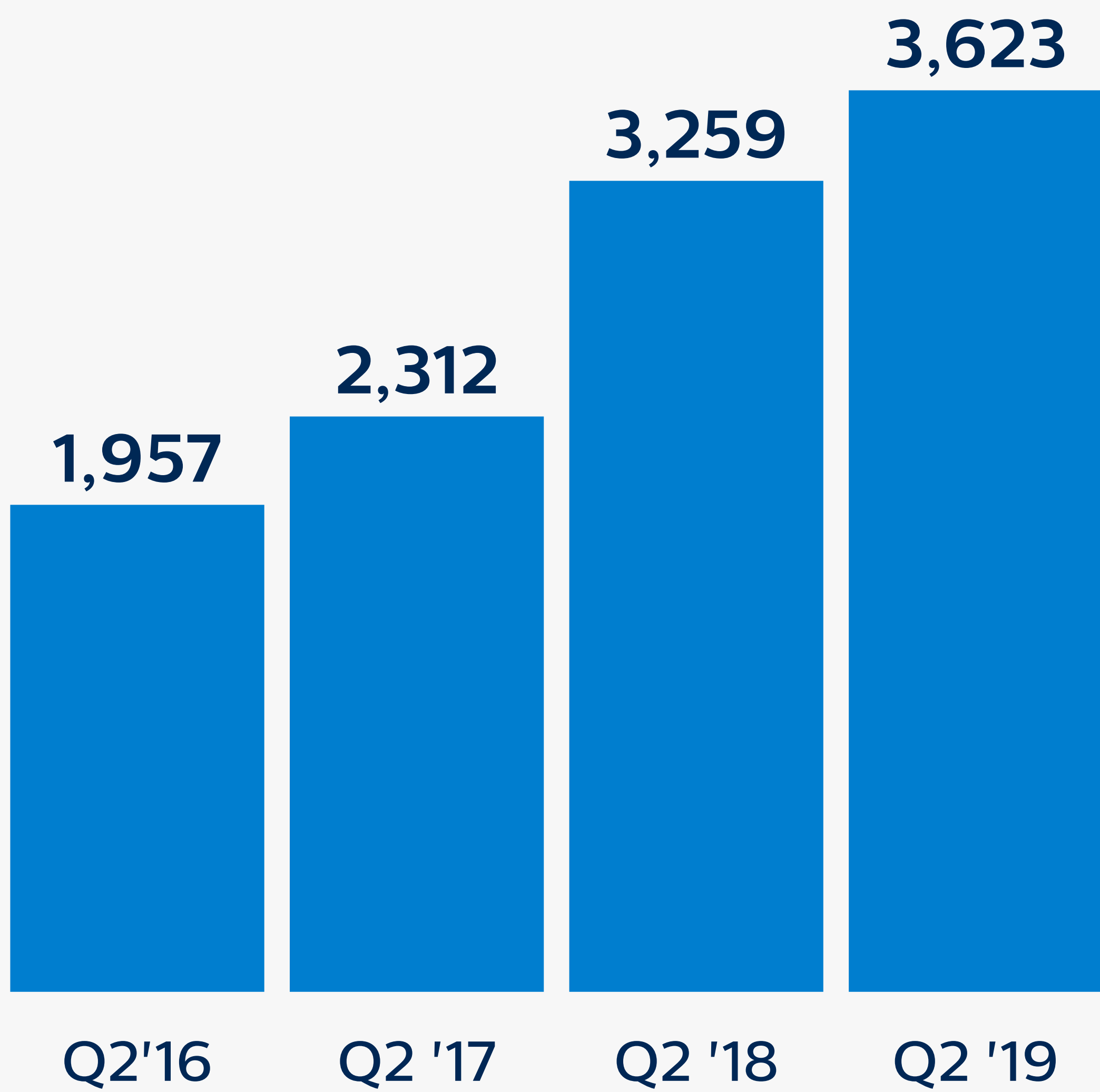
TV Performance

Subscribers (thousand)

■ Tivibu Home



■ Total TV (Tivibu Home + Tivibu GO)



Wireless Homes



Platform

IPTV + DTH + Web TV + Smart TV

Content

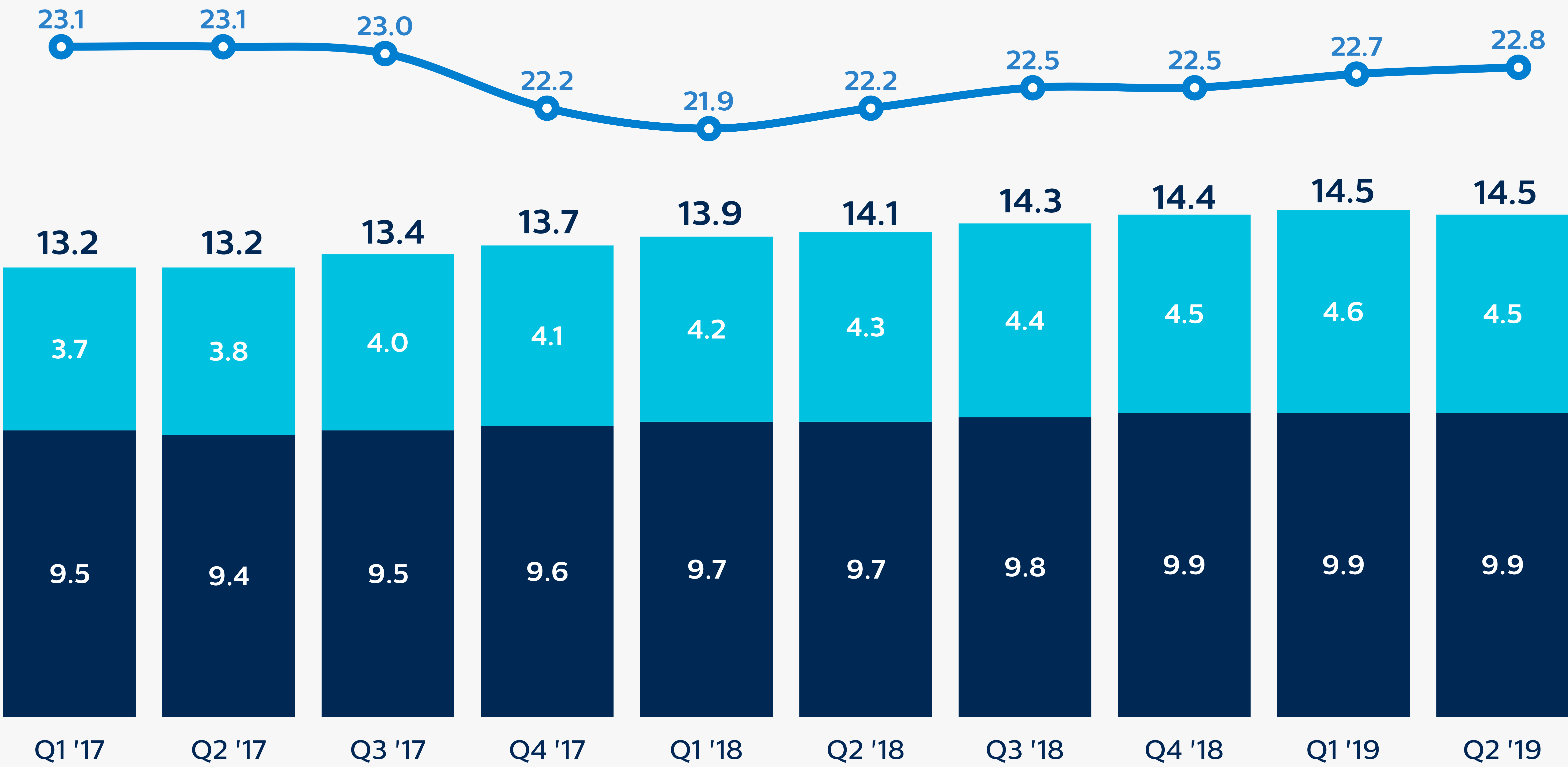
- ▶ Turkish Basketball Super League
- ▶ NBA
- ▶ English Premier League

- ▶ 3 Sports Inhouse Channels
- ▶ Kids & Documentary Channels
- ▶ 6000+ on demand assets

Fixed Voice Performance

Access Lines and ARPU

- Fixed Voice (mn)
- Naked Broadband (mn)
- Fixed Voice ARPU (TL)



Investing in Future

Working on transformation of network ahead of 5G

 **ARGELA**


ONF
Open Networking Foundation

 **ONAP**
OPEN NETWORK AUTOMATION PLATFORM

Working with Argela for SDN& NFV based cybersecurity solutions

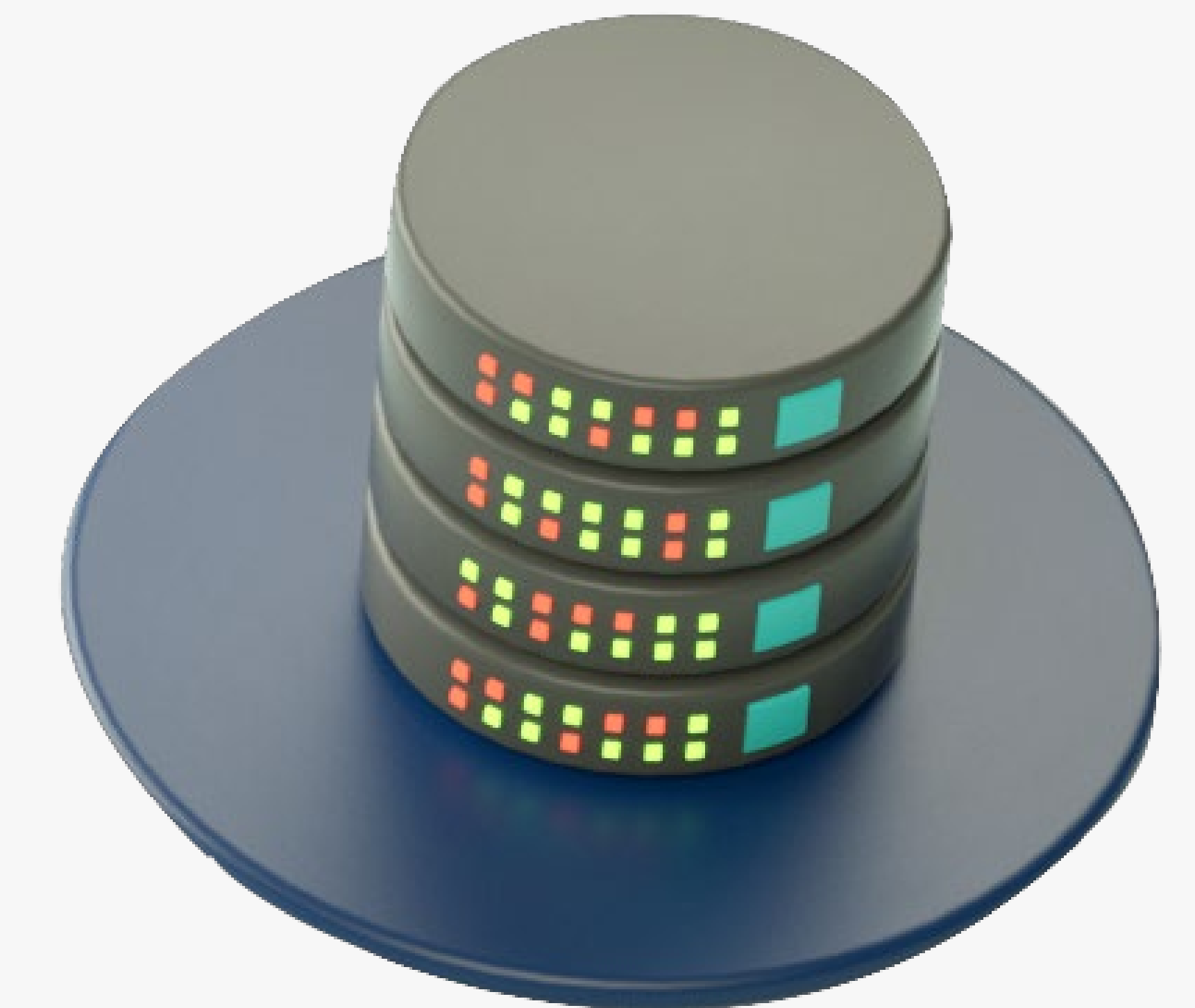
Turkey's largest Cyber Security Services Center in Ankara



Focusing on network sharing projects in mobile and fixed for asset efficiency

More than 5K Wi-Fi hotspots

Turkey's largest Data Center with 27K sqm area - Esenyurt Data Center



Best in class cloud computing solutions

Digital Transformation

Technology

Custom solutions by using both internal and subsidiary resources for serving both Turk Telekom and 3rd parties



Marketing

Diverse portfolio addressing the consumer segment with 200+ value added services and mobile applications



Branding & Comm.

Utilization of internal products for external sale

Segmented digital advertises

PROGRAMATİK

Sales

Diversification towards virtual channels

Easy, quick, secure online payment



Direct Carrier Billing



Web-sites / Applications

Customer Services

Improved customer services via online channels



Account Management



Jetfix

Tambu 2.0



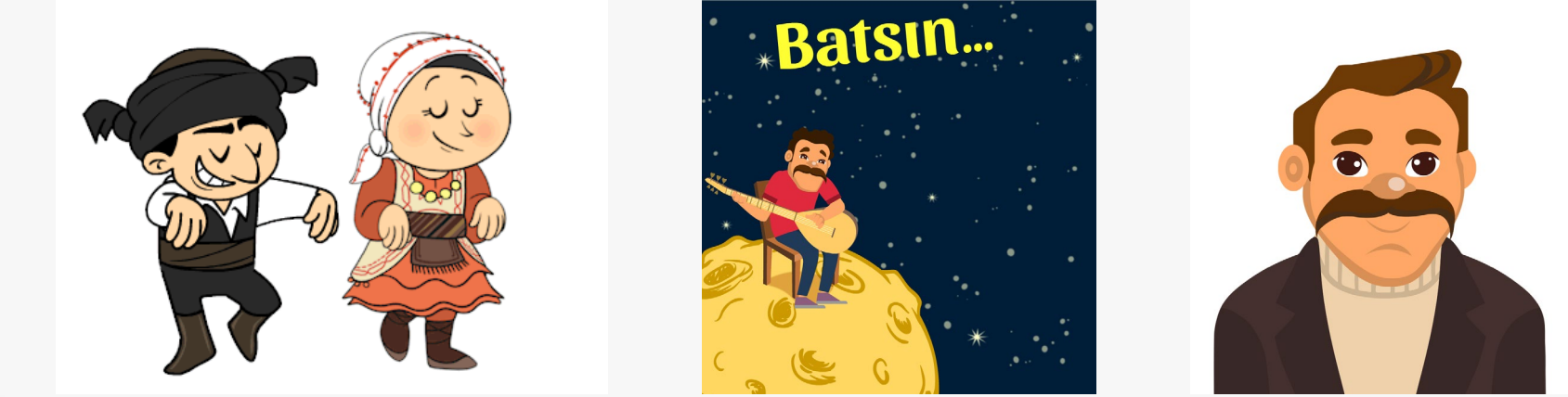
Hyper local animated stickers to express yourself
1st in Turkey

Web search engine

Translation in more than 100 language

Personalized dictionary for frequently used text shortcuts

9.0 mn
downloads*



Exclusive GIFs for Tambu

Eating and drinking venue search

Speech to Text

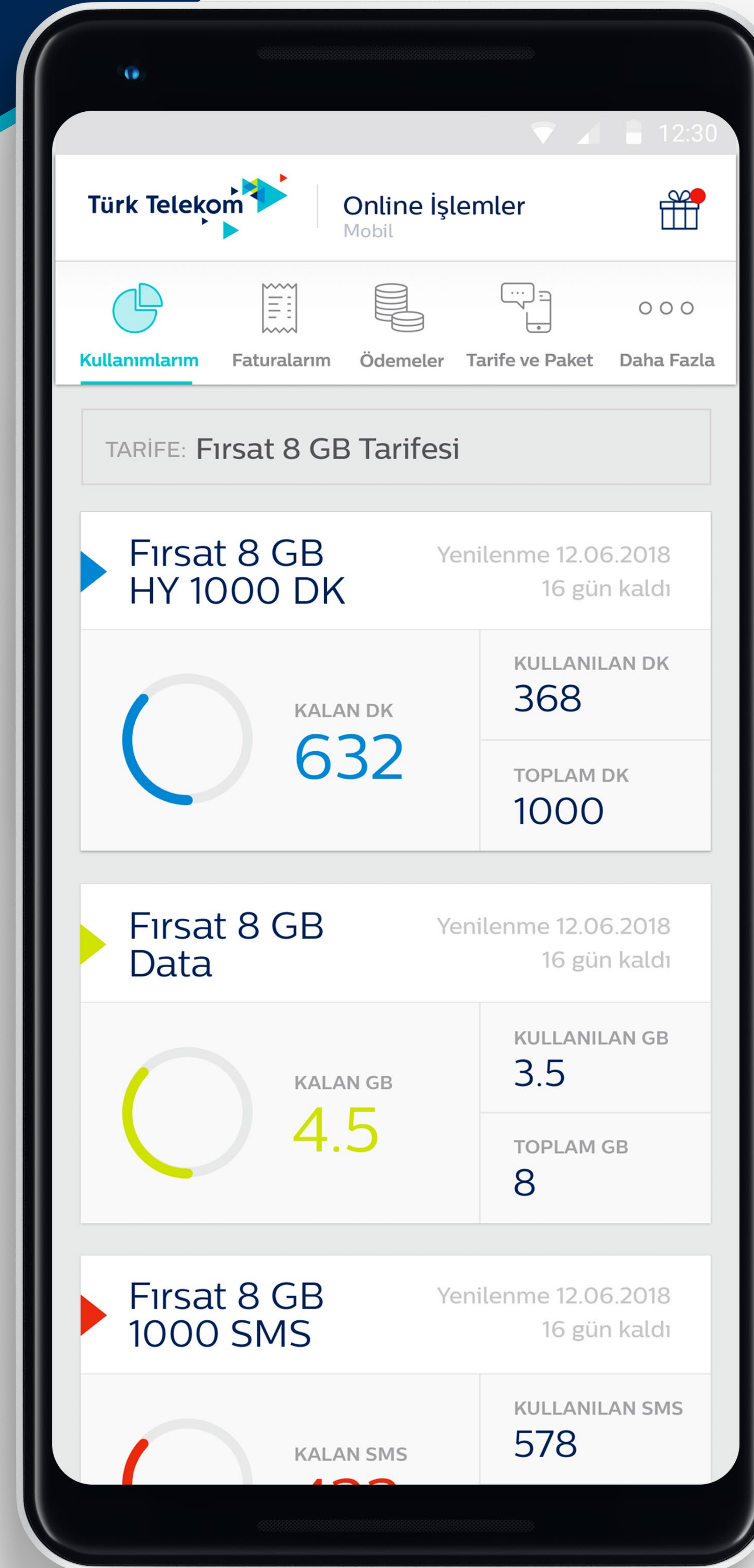
Share location in all platforms

Customizable themes; personalized background and colors

Rich set of proverbs to discover, learn and share

* As of June 2019

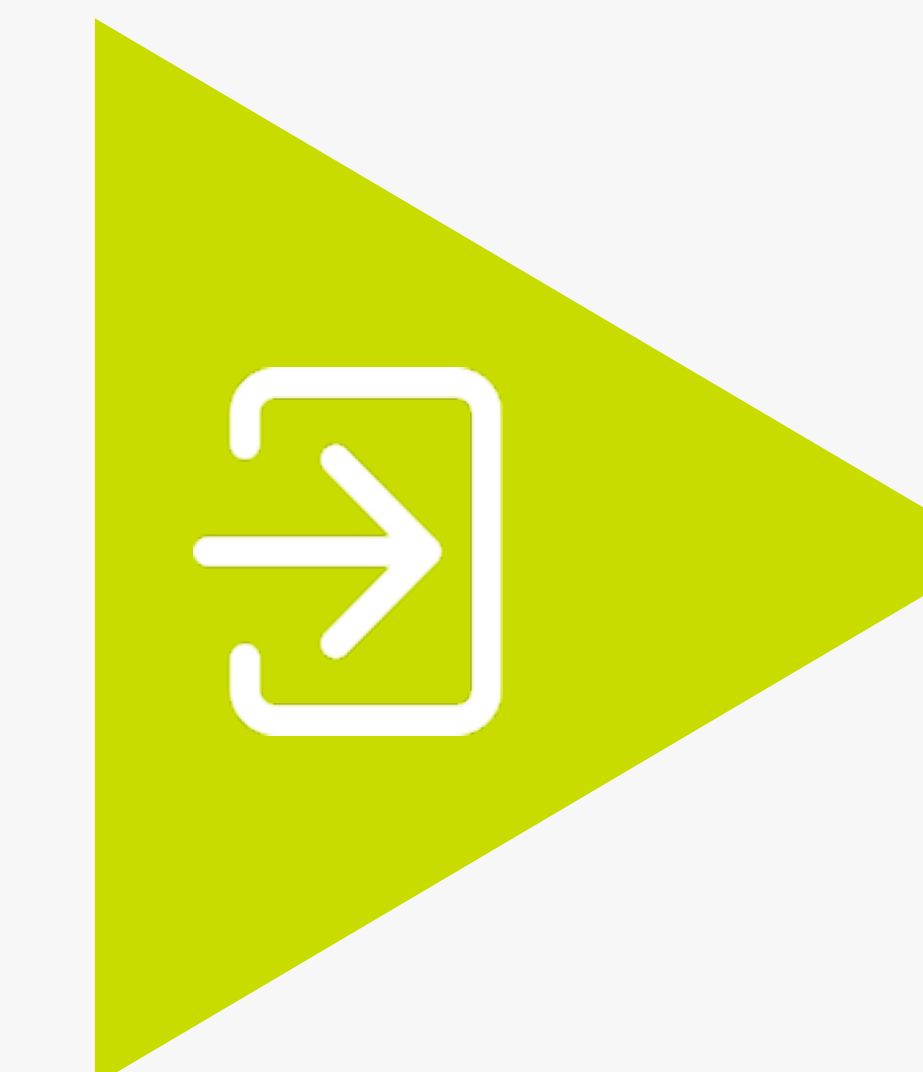
Online Transaction



12.9 mn
unique users

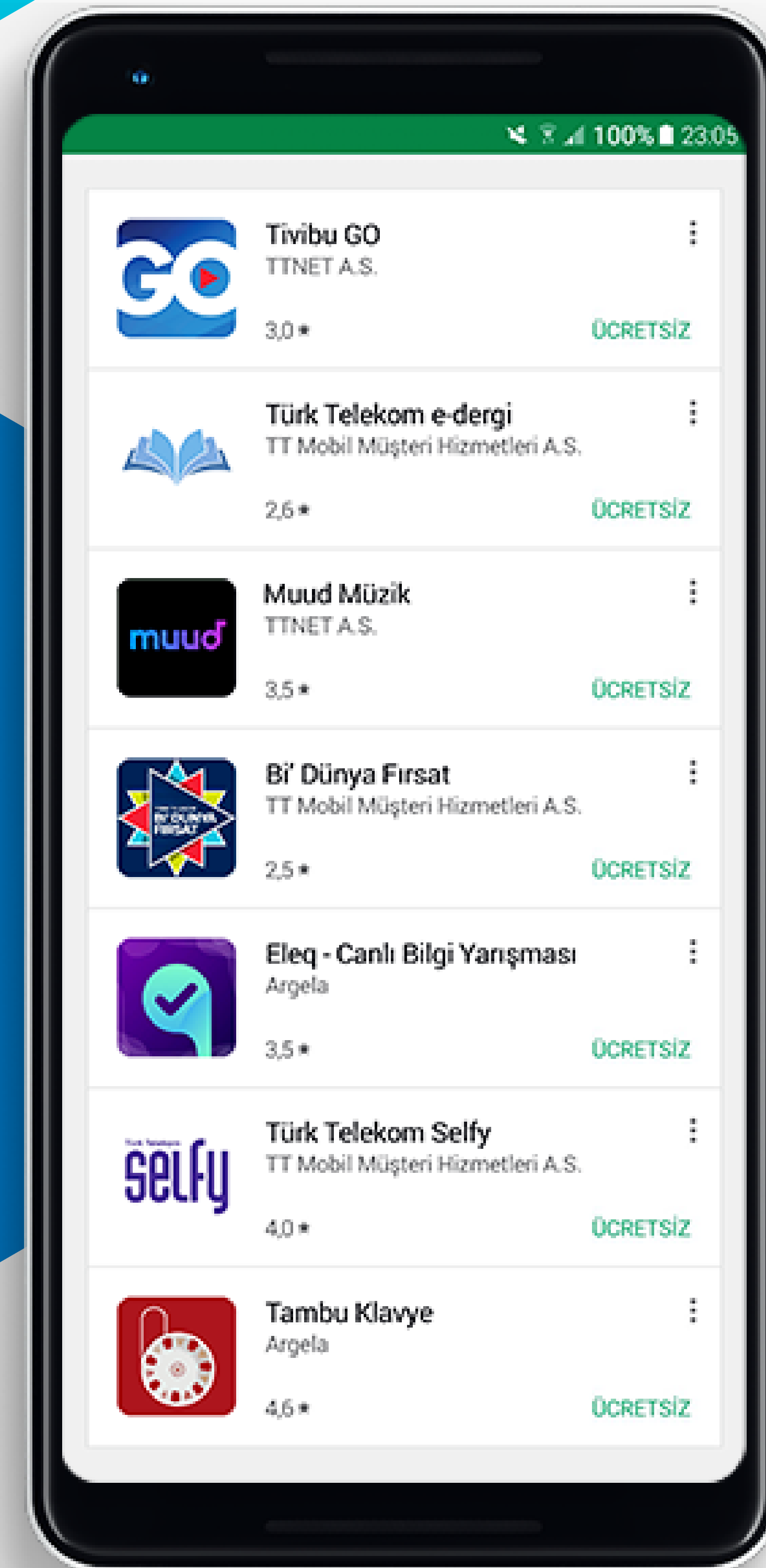


29.0 mn
downloads as of Q2 '19



68%
penetration among our
smartphone users

Digital Service Portfolio



Türk Telekom has 30+ mobile applications, and 200+ value added services.



Turkey's New Generation TV Platform: Tivibu GO Launch: 2010

Türk Telekom's TV platform which provides national and exclusive linear channels, VoDs, and catchup programs in HD quality



Turkey's Enriched Digital Music Platform: Türk Telekom Music Launch: 2008

Turkey's most preferred digital music platform to listen and download millions of songs and watch videos



Turkey's Leader Digital Gaming Platform: Playstore Launch: 2011

Turkey's first and leader digital gaming, e-pin, console games and physical gaming accessory sales platform



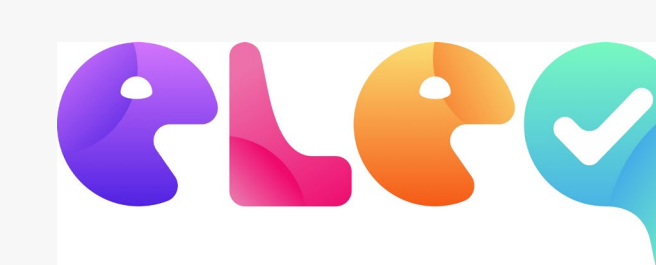
Türk Telekom's Education Platform: Türk Telekom Academy Launch: 2018

Education platform for Türk Telekom employees has been relaunched and now available to all Türk Telekom internet subscribers



Turkey's First Interactive Education Platform Launch: 2008

Turkey's biggest online education platforms: Vitamin for pre-school to high grades students, Raunt for university preparation



Turkey's Mobile and Live Trivia Game: Eleq Launch: 2018



Turkey's first smart and hyperlocal digital keyboard Launch: 2017

Turkey's first local and customized smart digital keyboard



Turkey's Most Comprehensive Online Reading Platform: E-Dergi Launch: 2017

Turkey's online magazine and newspaper reading platform with advantageous campaigns for Türk Telekom mobile users



Turkey's Most Comprehensive Security Platform: TT Security Launch: 2009

Turkey's most comprehensive and secure anti-virus and family protection service



Turkey's Widest Wifi Broadband Network: TT WiFi Launch: 2006

Turkey's widest WiFi hotspot coverage and services for Turkish Airlines flights



Turkey's Advantageous Integrated Cloud Platform: Dijital Depo Launch: 2018

Türk Telekom's operator free new cloud storage application Digital Depo enables users to safely store photos, videos, music and all files with user-friendly design

Group Companies



Leading system integrator & solution provider in Turkey

- System Integration – Large Scale Projects
- Smart Cities and Smart Stores
- Health Campuses
- Fintech Solutions
- IoT Platform and Solutions
- SAP Consultancy Services
- Business Applications (Document Management, Law Process Management)
- CRM and Business Intelligence
- Self Service and Automation Solutions
- Managed Services





Next generation telco technologies R&D company

- ProGRAN: SDN (Software Defined Networks) based RAN solutions for LTE and 5G with 26 patent applications
- ULAK: Turkey's first and only LTE base station development project
- MILAT: SDN & NFV (Network Function Virtualization) based cybersecurity& cyberdefence solutions
- From pure R&D to commercialization
- Member of ONF and ONAP via US based subsidiary NETSIA
- Leading role in Türk Telekom Network Transformation Project





Leading and largest edtech company in Turkey

- E-educational products, covering all Grades from Pre-School to High School
- Leading and innovative e-Education products: Raunt, Sebit VCloud and Vitamin
- Content and platform provider for the national e-Education transformation project (FATİH)



International arm of the Group in wholesale data, voice and roaming services

- Over 45K km fiber network in CEE, Turkey, the Middle East and the Caucasus
- More than 70 major POPs in Europe, ME and Asia
- Unique Solutions
 - AMEERS: New path connecting WE to ME
 - SEA-ME-WE-5: Submarine cable system connecting Europe to Africa, ME and Asia



The ASSIST logo is displayed in a blue, sans-serif font. It is positioned within a white triangular graphic that points to the right, set against a light blue background with a pattern of overlapping triangles.

Leader customer service solutions company

- Beyond traditional call center services, solutions such as sales and marketing, social media management, e-mailing and payroll
- Serving largest private and public institutions with around 12 thousand employees

The logo for Türk Telekom Ventures, featuring a stylized multi-colored triangle icon followed by the text "TÜRK TELEKOM VENTURES" in a bold, sans-serif font. It is located inside a white triangle pointing right on a dark blue background.

Corporate venture capital company

- Focus on investing in early stage and scale-up companies primarily in healthcare, energy and education verticals, as well as opportunistic horizontals
- First deal on healthcare, one of the primary verticals of Türk Telekom: Doctor Turkey
- Second deal on education: Mental UP

The MentalUP logo consists of a stylized 'm' icon with an upward-pointing arrow, above the text "MENTALUP" and the tagline "Potansiyelini Keşfet!" in a smaller font.The Doctor Turkey logo features the text "Doctor Turkey" in a stylized font, with a circular graphic element around the 'o' in "Doctor".The logo for Türk Telekom payment services, featuring a small icon of a wallet and the text "Türk Telekom ödeme hizmetleri" in a sans-serif font. It is placed within a white triangle pointing right on a blue background.

Payment services company

- BRSA license extension authorization to mediate utility bill payments
- Strong position in Direct Carrier Billing (DCB)
- Expansion plans in other payment related services & products (Digital Wallets, Money Transfers, Tax/Bill payments, E-Money)

Financials

Income Statement

(TL mn)	Q2 '18	Q1 '19	Q2 '19	QoQ Change	YoY Change
Revenues	4,951	5,403	5,760	6.6%	16.3%
EBITDA	1,968	2,655	2,681	1.0%	36.2%
Margin	39.8%	49.1%	46.5%		
Operating Profit	1,058	1,491	1,510	1.3%	42.7%
Margin	21.4%	27.6%	26.2%		
Financial Inc. / (Exp.) ¹	(2,139)	(1,276)	(999)	(21.7)%	(53.3)%
FX & Hedging Gain / (Loss)	(1,933)	(825)	(427)	(48.2)%	(77.9)%
Interest Inc./ (Exp.)	(171)	(370)	(464)	25.2%	170.6%
Other Financial Inc./ (Exp.)	(35)	(81)	(108)	33.8%	208.3%
Tax Expense ¹	212	95	(77)	n.m.	n.m.
Net Income ¹	(870)	310	435	40.3%	n.m.
Margin	n.m.	5.7%	7.5%		

Türk Telekom adopted IFRS 16 accounting standards starting from 1 January 2019. For further details please refer to “Financial Footnotes” & “Summary Financial and Operational xls” on our web site.

(1) Bills, bonds and notes issued that were measured amortized cost at Q1'18 and Q2'18 are measured at fair value as of Q3'18. Consequently, the changes were reflected to Q1'18 and Q2'18 financial statements. For further details please see Q3'18 financial statements and footnotes.

Balance Sheet

(TL mn)	30.06.2018	31.03.2019	30.06.2019
Total Assets	30,461	40,573	37,575
Cash and Equivalents	4,304	7,350	3,961
Tangible Assets ¹	9,004	14,052	14,024
Intangible Assets	9,332	9,684	9,598
Other Assets ^{2&5}	7,821	9,488	9,992
Total Equities and Liabilities	30,461	40,573	37,575
Share Capital	3,260	3,260	3,260
Reserves, Retained Earnings and Other Equity Items ⁵	973	4,632	4,716
Interest Bearing Liabilities^{3&5}	19,060	24,456	21,398
Other Liabilities⁴	7,168	8,225	8,201

Türk Telekom adopted IFRS 16 accounting standards starting from 1 January 2019. For further details please refer to “Financial Footnotes” & “Summary Financial and Operational xls” on our web site.

(1) Tangible assets include property, plant and equipment and investment property

(2) Major items within other assets are trade receivables, due from related parties, inventories, deferred tax asset, right of use and other current assets.

(3) Includes short-term and long-term borrowings and lease obligations

(4) Major items within other liabilities are deferred tax liability, trade payables, provisions, income tax payable, due related parties, other current liabilities and provisions for employee termination benefits

(5) Bills, bonds and notes issued that were measured amortized cost at Q1'18 and Q2'18 are measured at fair value as of Q3'18. Consequently, the changes were reflected to Q1'18 and Q2'18 financial statements. For further details please see Q3'18 financial statements and footnotes.

Cash Flow Statement

(TL mn)	Q2 '18	Q1 '19	Q2 '19	QoQ Change	YoY Change
Operating Cash Flow	1,826	2,172	2,319	6.7%	27.0%
Investing Cash Flow	(689)	(729)	(906)	24.3%	31.6%
CAPEX	(724)	(608)	(922)	51.6%	27.3%
Other Investing Activites	35	(121)	15	n.m.	(56.3)%
Financing Cash Flow ¹	(661)	1,492	(4,720)	n.m.	614.3%
Net Change in Cash Position ²	476	2,936	(3,308)	n.m.	n.m.

Türk Telekom adopted IFRS 16 accounting standards starting from 1 January 2019. For further details please refer to “Financial Footnotes” & ”Summary Financial and Operational xls” on our web site.

(1) Includes currency translation differences
(2) Blocked deposits are included in operating activities rather than net cash position

Revenue Breakdown

(TL mn)	Q2 '18	Q1 '19	Q2 '19	QoQ Change	YoY Change
Fixed Voice	646	673	676	0.5%	4.8%
Broadband	1,334	1,550	1,615	4.2%	21.0%
Mobile	1,842	2,022	2,195	8.5%	19.1%
TV	77	83	86	4.6%	12.7%
Corporate Data	422	449	430	(4.1)%	2.0%
International Revenues	226	222	299	34.3%	31.9%
Other ¹	216	326	239	(26.8)%	10.6%
IFRIC-12	210	99	244	145.0%	15.8%
Eliminations	(22)	(21)	(23)	10.8%	4.4%
Total Revenue	4,951	5,403	5,760	6.6%	16.3%

(1) Includes ICT companies, device sales, domestic interconnection and other

OPEX Breakdown

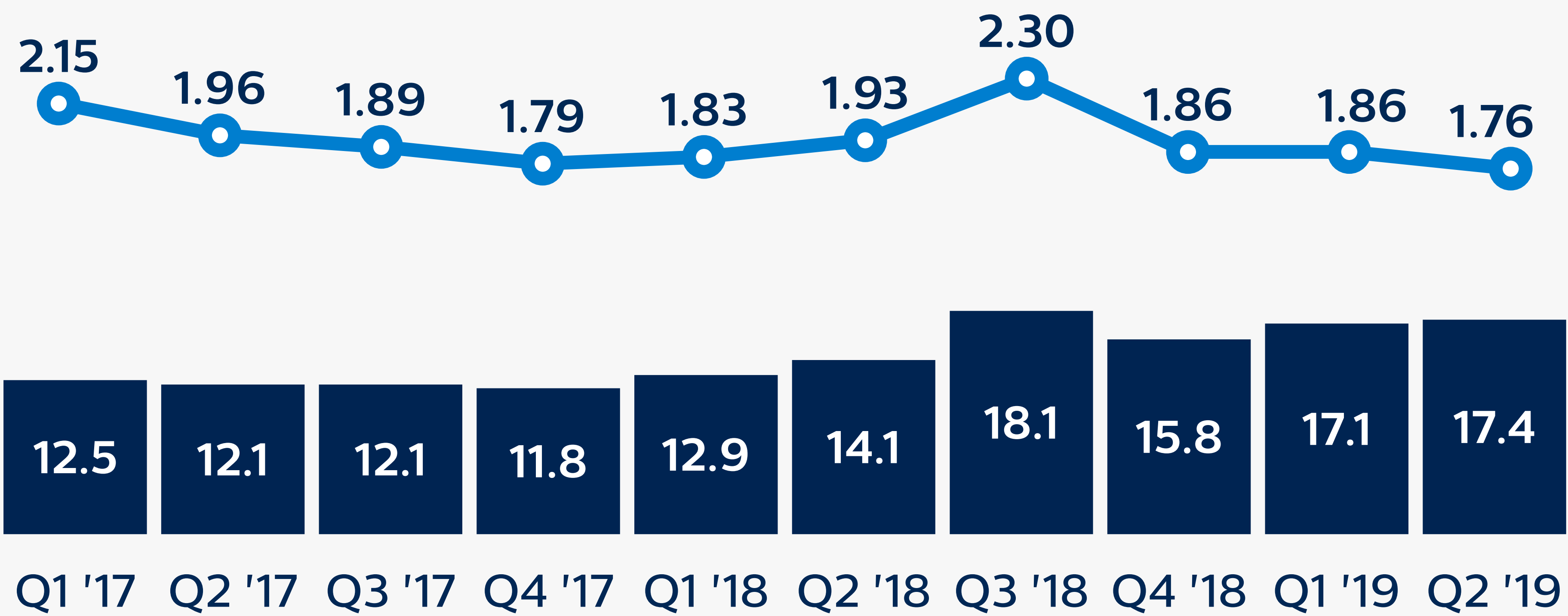
(TL mn)	Q2 ‘18	Q1 ‘19	Q2 ‘19	QoQ Change	YoY Change
Direct Costs	1,139	1,205	1,240	2.9%	8.9%
Interconnection	449	425	495	16.5%	10.1%
Tax	453	493	533	8.1%	17.7%
Provisions for Doubtful Receivables	80	58	44	(24.2)%	(44.9)%
Cost of Equipment and Technology Sales	81	145	77	(47.1)%	(5.4)%
Other Direct Costs	76	84	91	8.7%	20.8%
Commercial Costs	315	198	234	18.1%	(25.6)%
Other Costs	1,343	1,257	1,389	10.5%	3.5%
Network & Technology	466	425	428	0.6%	(8.2)%
Personnel	761	775	890	14.8%	16.9%
Other	116	57	72	26.5%	(38.1)%
Sub Total	2,797	2,660	2,863	7.7%	2.4%
IFRIC-12	186	88	216	145.0%	15.8%
Total OPEX	2,983	2,748	3,079	12.1%	3.2%

Türk Telekom adopted IFRS 16 accounting standards starting from 1 January 2019. For further details please refer to “Financial Footnotes” & ”Summary Financial and Operational xls” on our web site.

Debt Profile

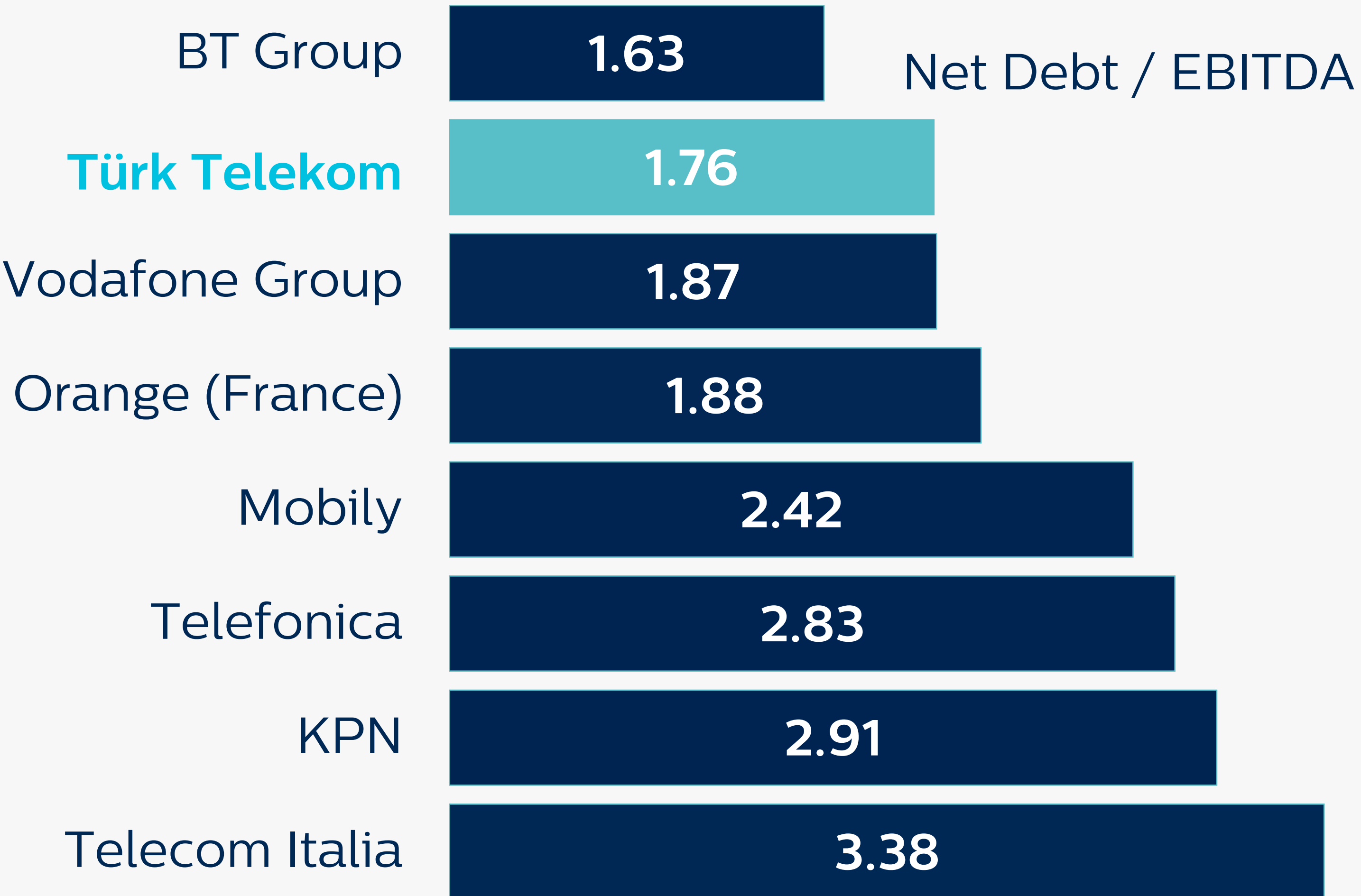
Net Debt

■ Net Debt (TL bn) ● Net Debt/EBITDA



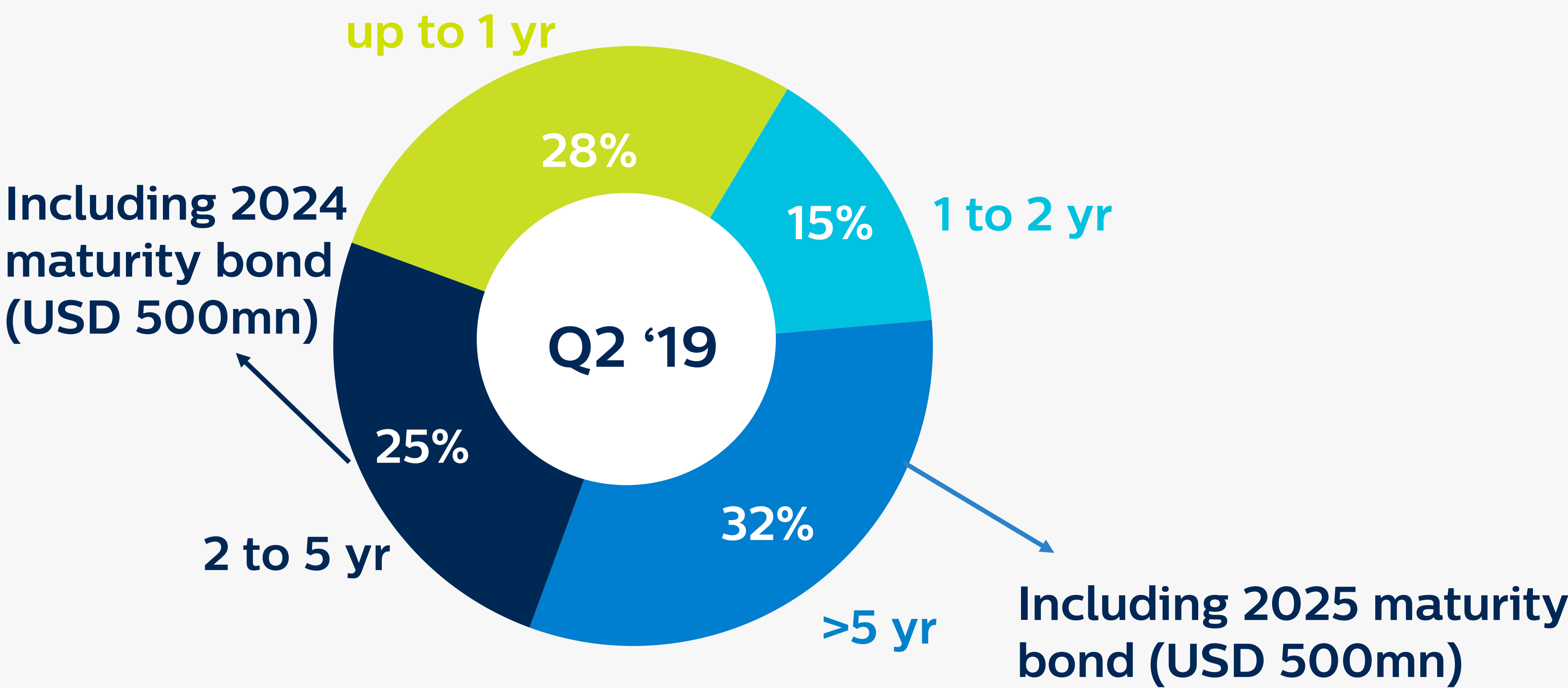
Note: Net Debt calculation includes MTM from FX to TRY Currency Swaps
Net Debt/EBITDA calculation excludes extraordinary claims EBITDA calculation

Low debt ratio among peers



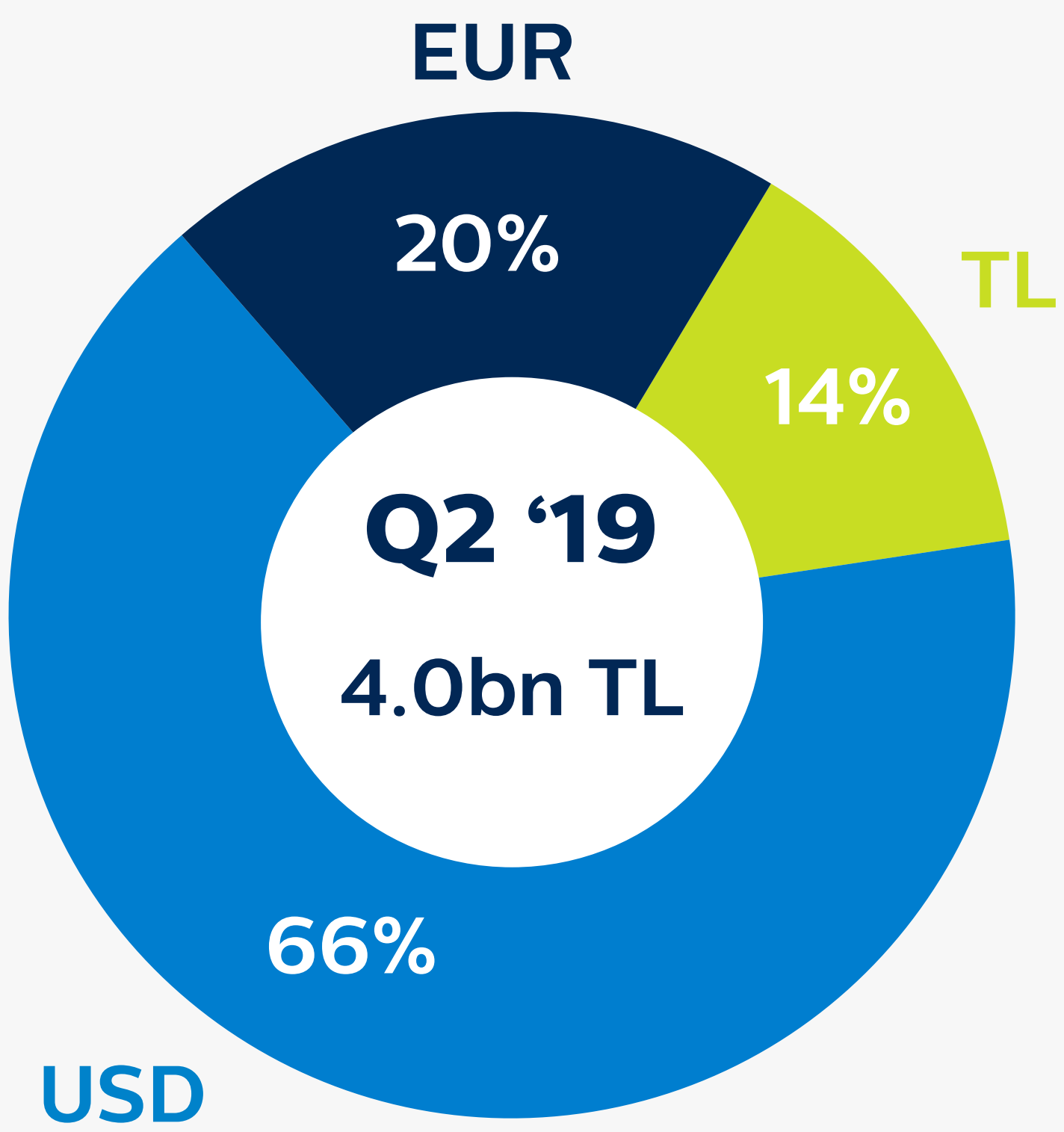
Source: Bloomberg
Türk Telekom's ratio is based on Q2'19 financials; other's based on their latest data

Maturity Profile

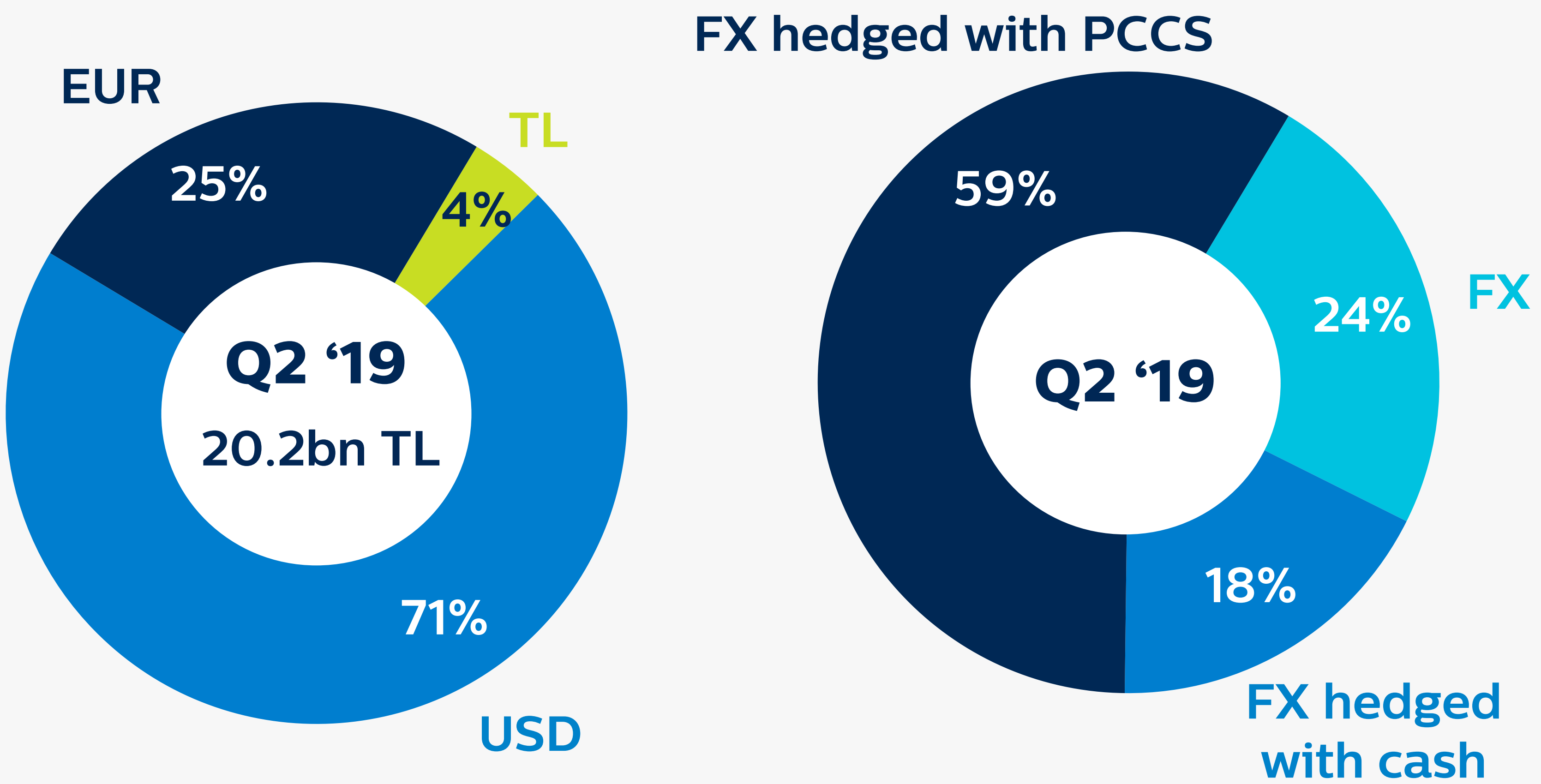


All loans are senior unsecured

Cash FX Breakdown



Gross Debt FX Breakdown



Debt Profile

Prudent Balance Sheet Management

- ▶ FX Risks managed via Participating Cross Currency Swaps (PCCS), and FX based cash
- ▶ Hedge in both principal and interests of designated debt instruments
- ▶ Diversified funding terms of instruments (bonds, ECAs, commercial loans, and IFIs) and geography
- ▶ Significant improvement in cash flow generation with normalized Capex cycle and increasing EBITDA

Corporate Credit Ratings

Fitch Ratings

Long Term Rating: BB-
Outlook Negative

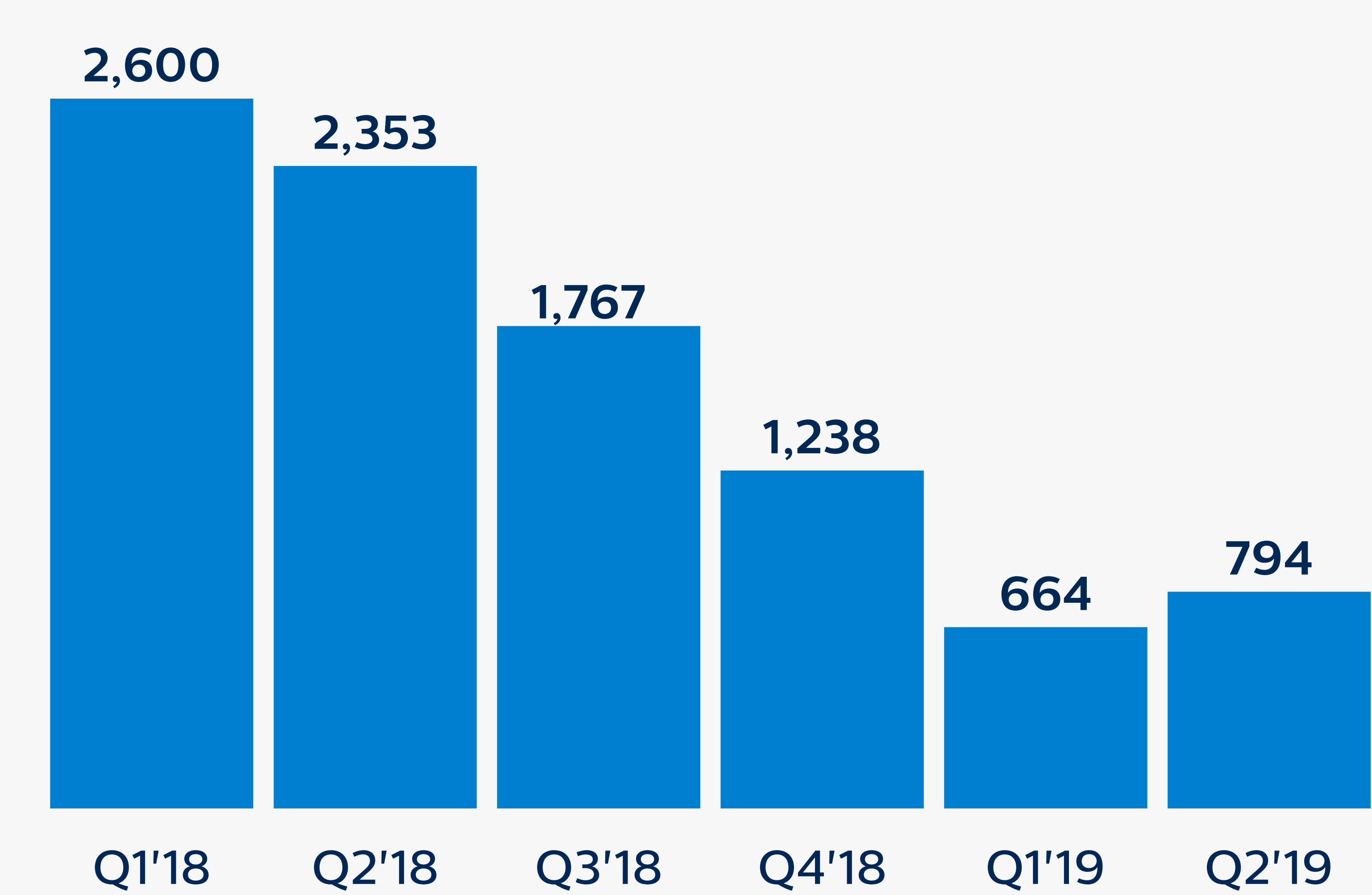
S&P Global Ratings

Long Term Rating: BB-
Outlook Stable

Stand-alone Credit Profile (SACP):
bbb-

Net FX Exposure *

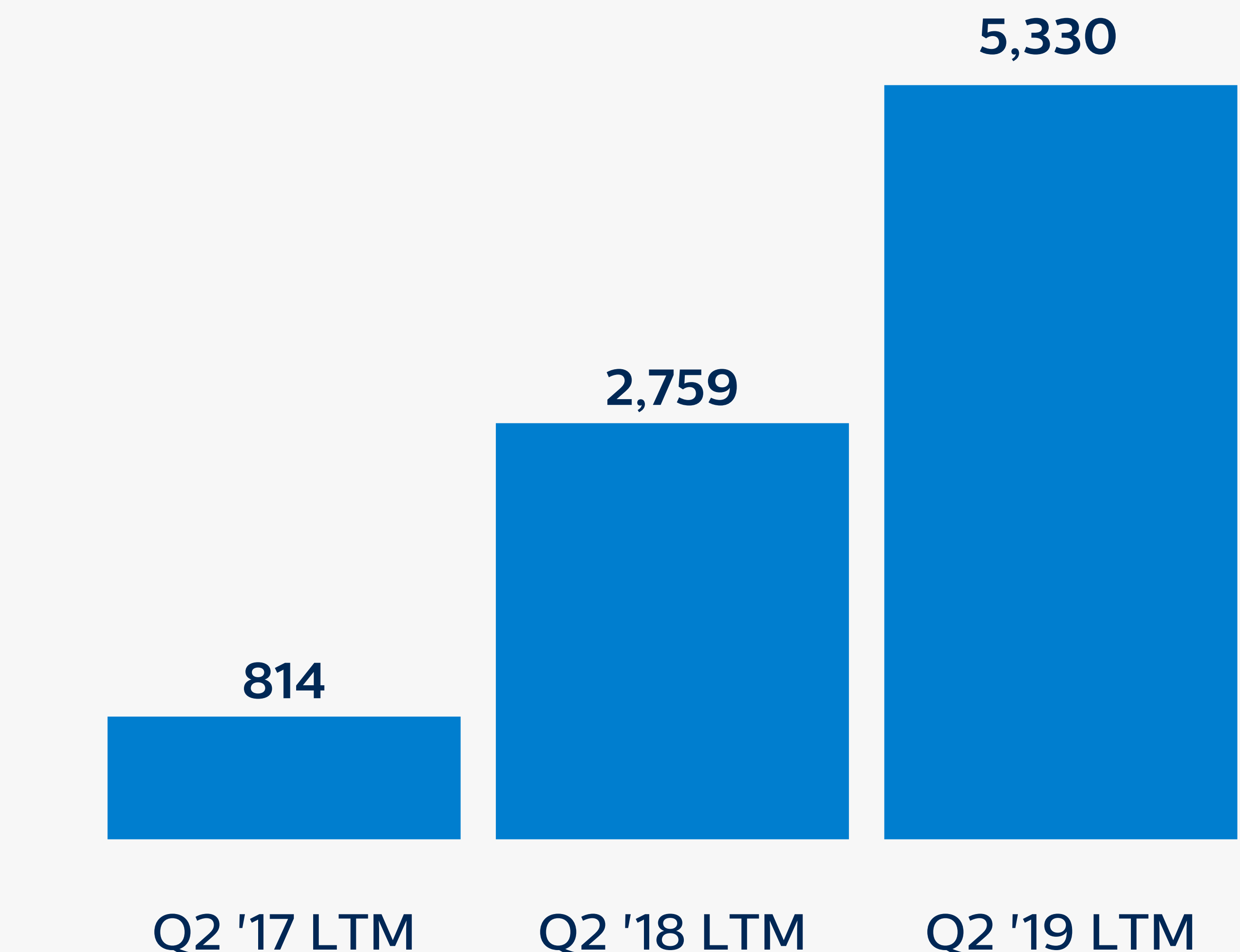
(USD mn equivalent)



*Net FX exposure is calculated as FX based financial debt less FX hedge position less FX based cash and cash equivalents. Debt calculation excludes lease obligations.

Increasing Cash Flow*

(TL mn)



*Unlevered cash flow is defined as net cash provided by operating and investing activities from operations.

Operational Highlights

	Q2 '18	Q1 '19	Q2 '19	QoQ Change	YoY Change
Total Access Line (mn)	14.1	14.5	14.5	(0.1)%	2.9%
Fixed Voice Lines ¹ (mn)	9.7	9.9	9.9	0.0%	2.0%
Naked DSL Lines (mn)	4.3	4.6	4.5	(0.2)%	4.8%
Fixed Voice ARPU (TL)	22.2	22.7	22.8	0.5%	2.4%
Broadband Total Subscribers (mn)	10.3	11.0	11.1	0.7%	7.8%
FTTH/B Subscribers ('000)	1,179	1,391	1,464	5.2%	24.1%
FTTC Subscribers ('000)	1,971	2,263	2,338	3.3%	18.6%
Broadband ARPU (TL)	43.6	47.1	48.6	3.1%	11.3%
Total Tivibu Subscribers ² (mn)	3.3	3.7	3.6	(1.0)%	11.2%
Tivibu Home Subscribers ³ ('mn)	1.5	1.7	1.7	(0.8)%	15.0%
Tivibu ARPU (TL)	16.6	15.1	15.9	5.7%	(3.9)%
Mobile Total Subscribers (mn)	20.2	22.1	22.4	1.2%	10.7%
Mobile Postpaid Subscribers (mn)	11.5	12.8	13.3	3.8%	15.4%
Mobile Prepaid Subscribers (mn)	8.7	9.3	9.1	(2.3)%	4.3%
Mobile Blended ARPU (TL)	30.2	30.6	32.8	7.1%	8.5%
Mobile Postpaid ARPU (TL)	37.8	38.4	40.8	6.0%	7.9%
Mobile Prepaid ARPU (TL)	19.6	19.6	20.6	5.2%	4.9%

(1) Includes PSTN and WLR Lines
(2) Includes IPTV, DTH, and Tivibu GO subscribers
(3) Includes IPTV and DTH subscribers

Guidance

TL mn	2018 YE	2019 Guidance	2019 Revised Guidance
Revenue (exc. IFRIC 12) ¹	19,660	15% - 16% growth	15% - 16% growth
EBITDA	8,436	TL 10.0 to 10.2 bn	TL 10.3 to 10.5 bn
CAPEX	4,087	TL 4.6 bn to 4.8 bn	TL 4.6 bn to 4.8 bn

Our company adopted IFRS 16 accounting standards starting from 1 January 2019.

EBITDA includes IFRS 16 impact, while CAPEX does not include gross additions to right of use assets (TL 850- 900 million) which is netted of by gross additions to leasing liability arising from IFRS 16.

(1) IFRIC 12 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

Türk Telekom adopted IFRS 16 accounting standards starting from 1 January 2019. For further details please refer to “Financial Footnotes” & “Summary Financial and Operational xls” on our web site.

IFRS 16 Adoption Reconciliation

(TL mn)	Q2 '19	IFRS 16 Impact	Q2 '19 w/o adoption of IFRS 16
Revenues	5,760		5,760
EBITDA	2,681	198	2,483
Margin	46.5%		43.1%
Operating Profit	1,510	40	1,470
Margin	26.2%		25.5%
Financial Inc. / (Exp.)	(999)	(52)	(947)
FX & Hedging Gain / (Loss)	(427)	(2)	(426)
Interest Inc./ (Exp.)	(464)	(51)	(413)
Other Financial Inc./ (Exp.)	(108)		(108)
Tax Expense	(77)	(2)	(75)
Net Income	435	(14)	449
Margin	7.5%		7.8%

Türk Telekom adopted IFRS 16 accounting standards starting from 1 January 2019. For further details please refer to “Financial Footnotes” & ”Summary Financial and Operational xls” on our web site.

IFRS 16 Adoption Reconciliation

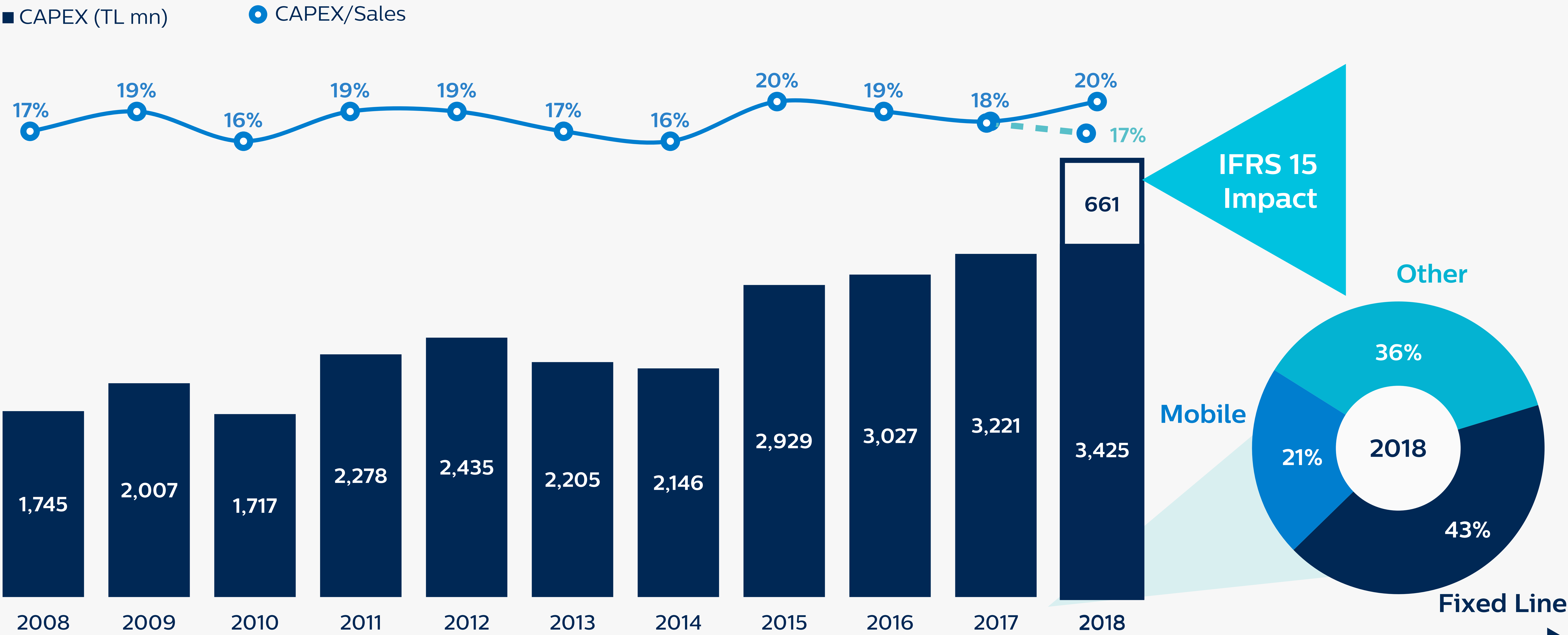
(TL mn)	30.06.2019	IFRS 16 Impact	30.06.2019 w/o adoption of IFRS 16
Total Assets	37,575	1,141	36,434
Cash and Equivalents	3,961		3,961
Tangible Assets	14,024		14,024
Intangible Assets	9,598		9,598
Rights of Use Assets	1,398	1,398	0
Other Assets	8,593	(257)	8,850
Total Equities and Liabilities	37,575	1,141	36,434
Share Capital	3,260		3,260
Reserves, Retained Earnings and Other Equity Items	4,716	(35)	4,751
Interest Bearing Liabilities	21,398	1,176	20,222
Other Liabilities	8,201		8,201

Türk Telekom adopted IFRS 16 accounting standards starting from 1 January 2019. For further details please refer to “Financial Footnotes” & ”Summary Financial and Operational xls” on our web site.

Capex

Major Capex areas are fiber network roll-out in fixed line, network investments in mobile and IT transformation projects

Capex* & Capex / Sales



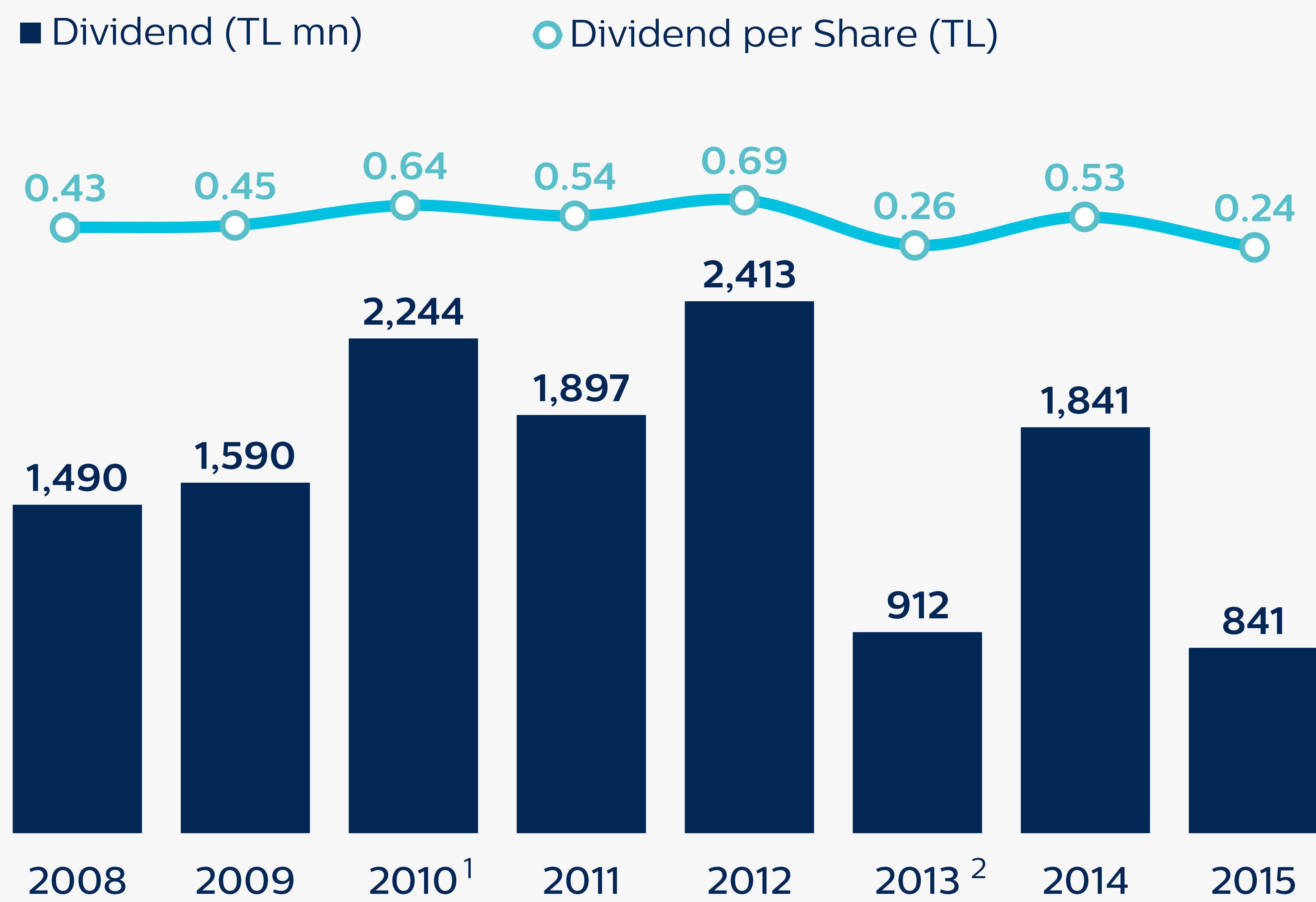
* Capex figures exclude license fees

* Other Capex includes IT related capex, Capex for subsidiaries, Capex for new revenue streams and other

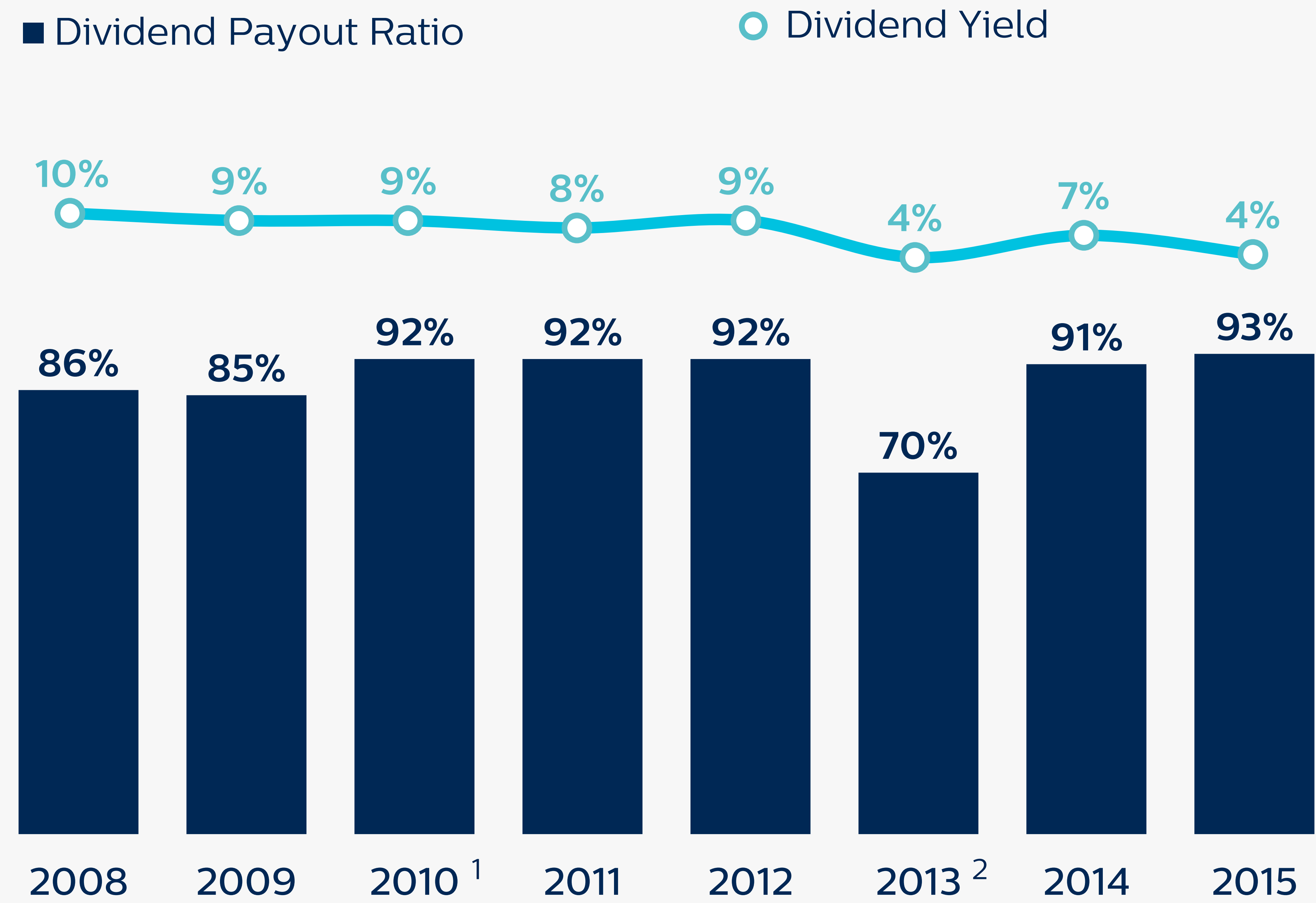
Shareholder Remuneration

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

Dividend Distribution



Dividend Yield & Payout Ratio



1) The cap in the first legal reserve was reached in 2010

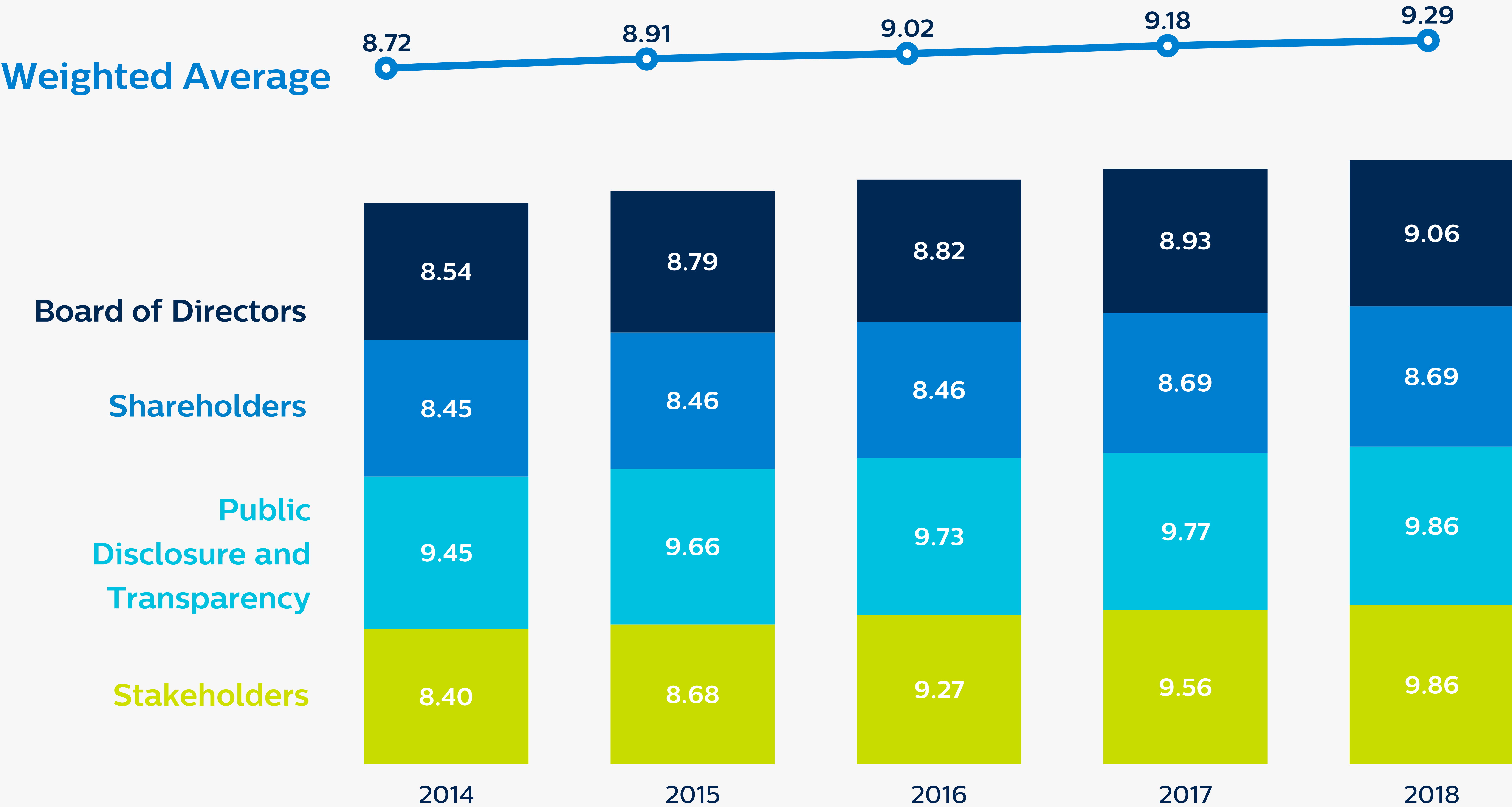
2) 2013 dividend payout ratio was revised to 70% with BoD decision to prepare for any potential transaction for implementation of integration of the group

Note: Based on General Assembly Decision, no dividends distributed for the activity years 2016 & 2017 & 2018.

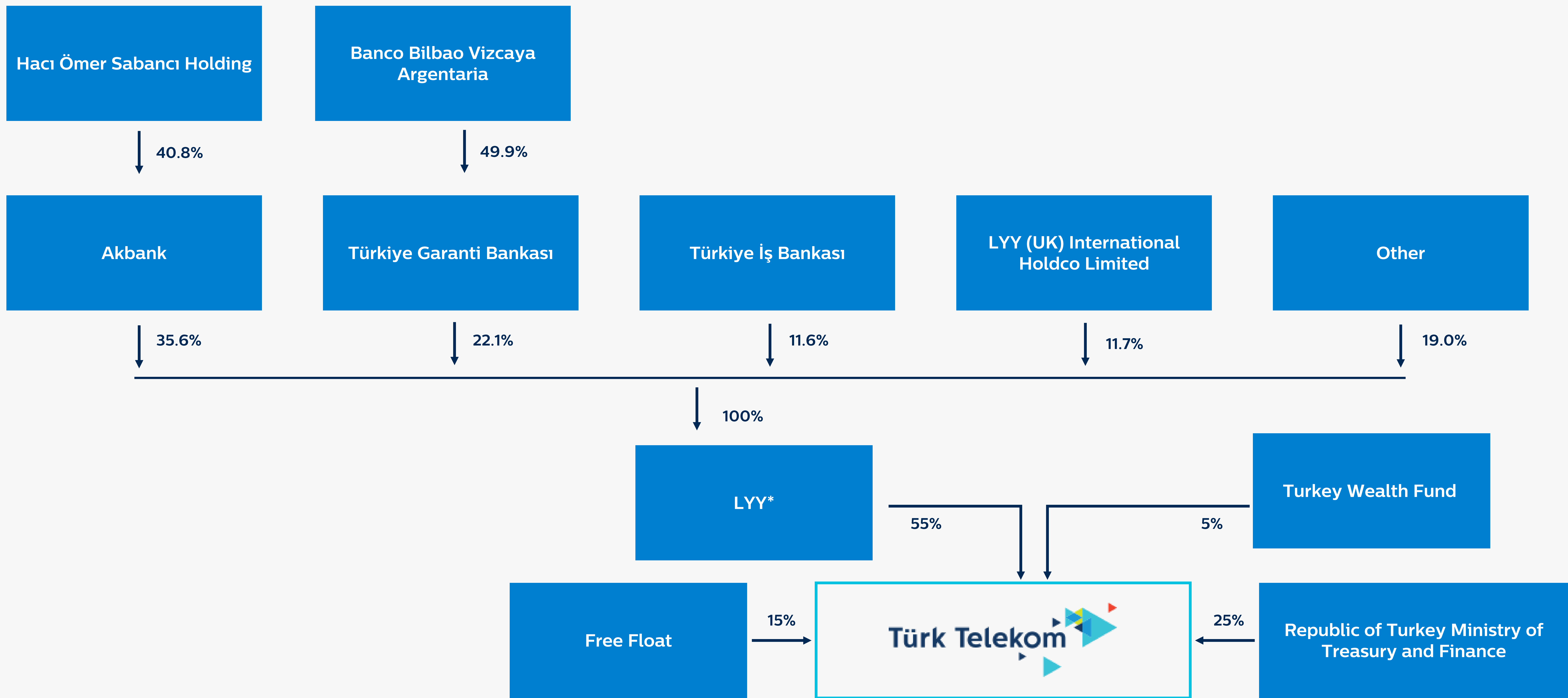
Appendix

Corporate Governance

- ▶ Türk Telekom is member of BIST Sustainability Index since creation with its long lasting emphasis on Environmental, Social and Governance policies and exemplary practices
- ▶ The only telecom company qualified to be included in the BIST Corporate Governance Index since 2009
- ▶ Türk Telekom is a member of FTSE4GOOD Index Series



Shareholder Structure



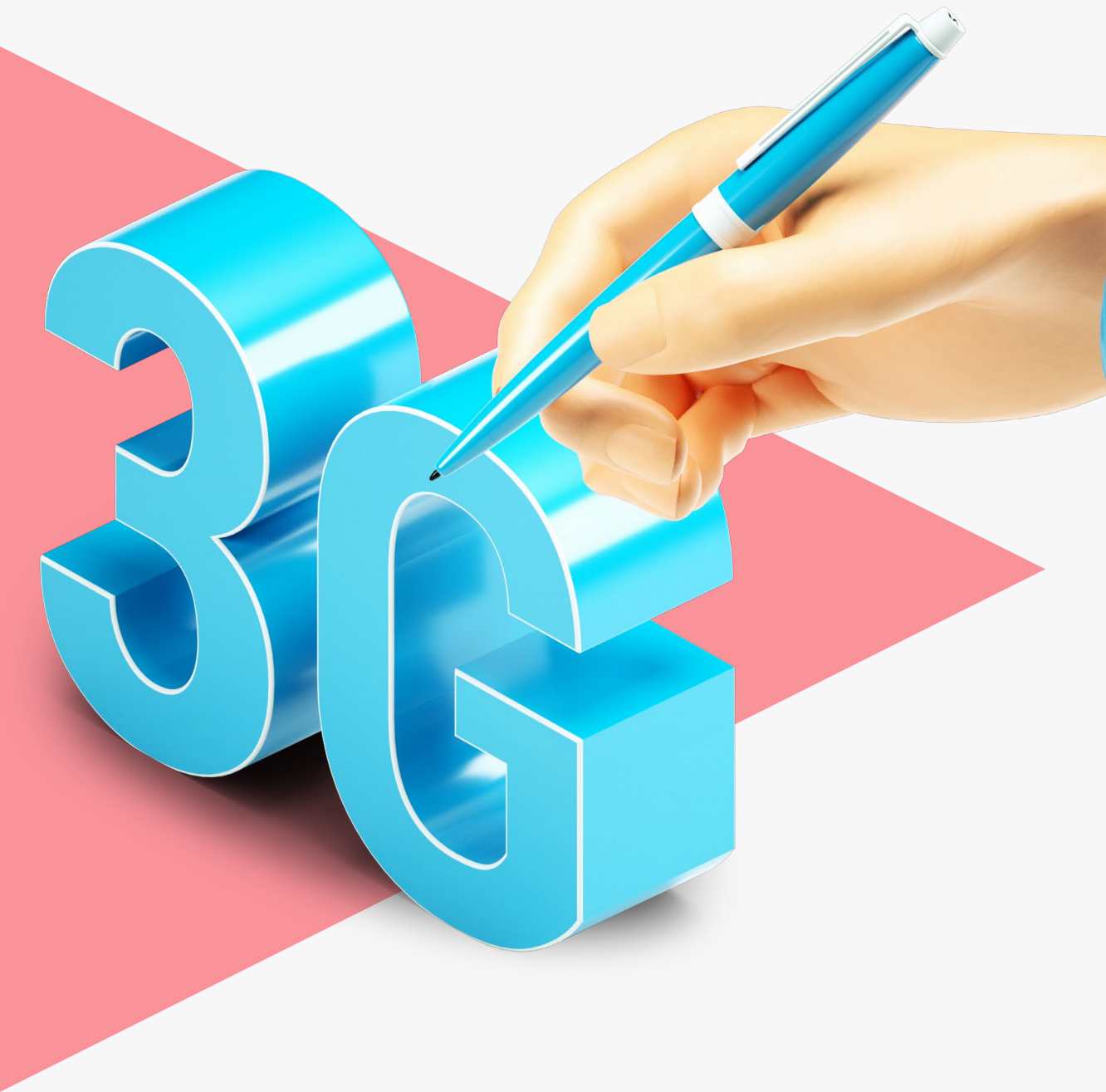
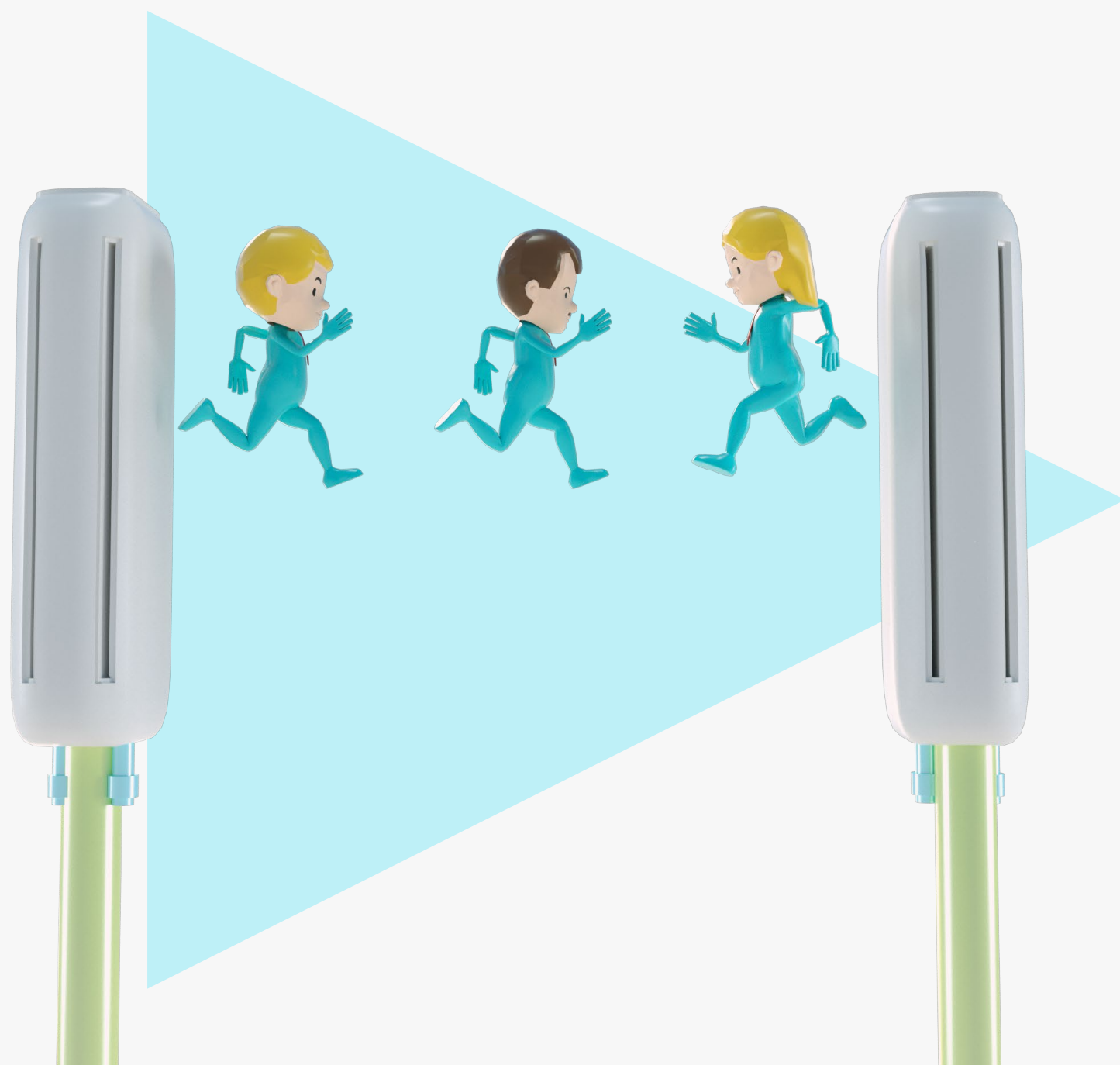
Note: Turkey Wealth Fund has 1.68% share in free float

*Levent Yapılandırma Yönetimi A.Ş.

Regulatory Actions

2008

- **April**
 - Interconnection rate decrease in Fixed (10%) and Mobile (33%)
- **November**
 - 3G tender held
 - Mobile Number Portability introduced
 - New Electronic Communications Law passed



2009

- **January**
 - About 50%-55% reduction in MTRs on SMS
- **March**
 - Reduction in SCT rate (25% to 5%) on internet services
- **April**
 - On-net price floor for TCELL
- **May**
 - About 29% reduction in MTRs
 - MVNO regulation in place
- **July**
 - 3G service launch
- **September**
 - Fixed number portability introduced
 - Local call liberalization

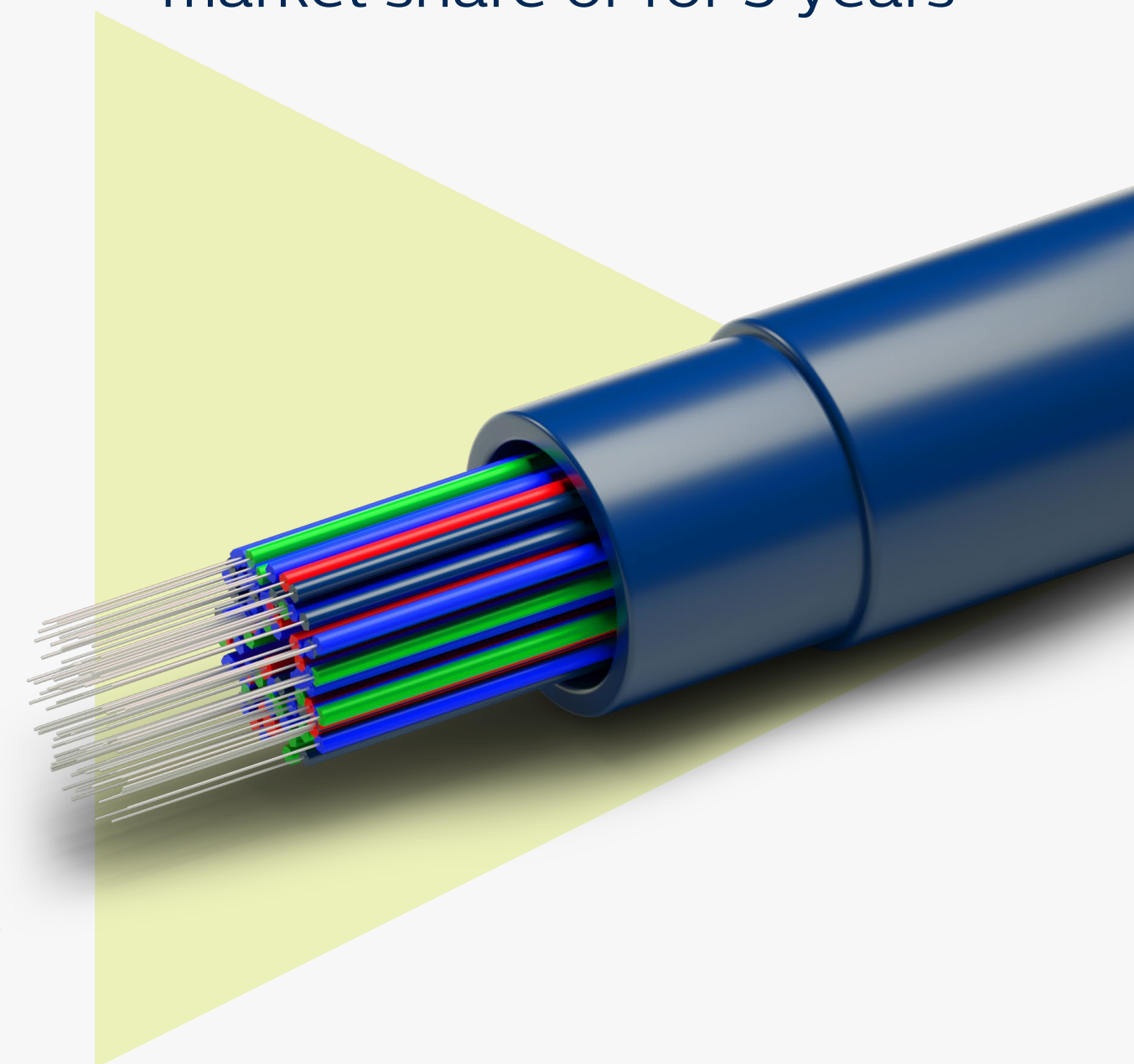
2010

- **April**
 - About 52% reduction in MTRs
 - 17% cut in double tandem FTR
 - 38% decrease in GSM to GSM retail price cap
 - TL per minute pricing introduced
- **December**
 - Naked DSL services started



2011

- **April**
 - Mobile off-net price cap was increased by 4%
 - SMS price cap was decreased by 48%
- **September**
 - Deregulation on MTRs on international calls and liberalization on their pricing
- **October**
 - ICTA's fiber decision: FTTH/B will be excluded from the market analysis process until 25% fiber market share or for 5 years



2012

- **January**
 - WLR was introduced
- **November**
 - Deregulation on FTRs on international calls and liberalization on their pricing

2013

- **March**
 - Mobile on-net price floor for TCELL formulated by Mobile Termination Rate 1.7x
- **April**
 - 75% reduction in MTRs on SMS
- **July**
 - 20% reduction in MTRs
- **September**
 - Duct Sharing officially started



2014

- **July**
 - Calls over fixed line infrastructure was deregulated. Accordingly, Türk Telekom is no longer designated as having SMP (significant market power) in fixed voice market

2015

- **August**
 - LTE tender was held



2016

- **April**
 - LTE Service Launch
- **August**
 - Mobile on-net price floor regulation for TCELL was lifted
- **October**
 - The deadline to shift Port Transmission Model

2018

- **January**
 - SCT rates for mobile voice, fixed voice, mobile data, and fixed data was unified at 7.5%



2019

- **January**
 - Fair usage quota was lifted

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