

Türk Telekom Group Corporate Fact Sheet – 2013 Q3



TTKOM

Bloomberg: TTKOM TI

Reuters: TTKOM

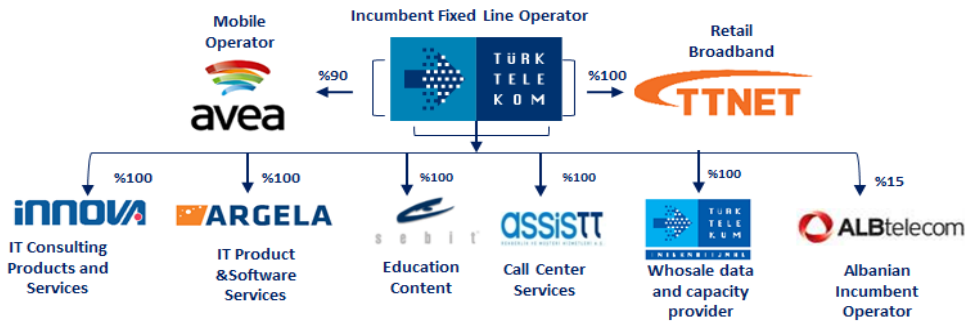
Türk Telekom group is Turkey's world-class, integrated telecommunication and technology services provider offering its customers the complete range of fixed line, mobile, data, and internet services as well as innovative convergence technologies.



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



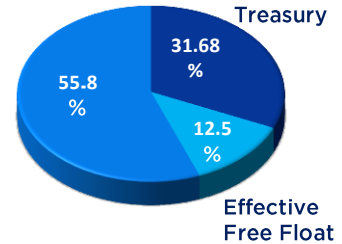
Ownership



Oger Telecom



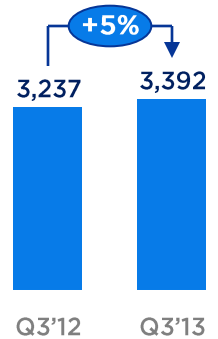
Turkish Treasury



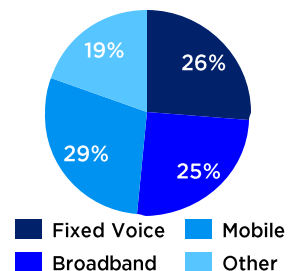
Overview of Türk Telekom Group

- Turkey's leading communication and technology group; TL 3.4 bn revenue and TL 1.3 bn EBITDA generated in Q3 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 TTKOM 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 13.7 mn access lines and 7.2 mn broadband lines
- AVEA - Turkey's youngest and growing mobile operator with 14.1 mn mobile subscribers
- Solid dividend policy of maximum payout as defined in the Articles of Association

Consolidated Revenue (TL mn)



Revenue Breakdown (9M'13)



Türk Telekom
Capital Markets & Investor Relations
ir@turktelekom.com.tr
www.ttinvestorrelations.com



Türk Telekom Group Corporate Fact Sheet – 2013 Q3

2013 Q3 Performance and 2013 Guidance

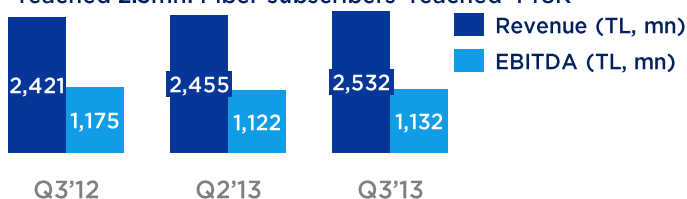
- Strong performance in all business resulted 5% YoY consolidated revenue growth
- EBITDA sustained YoY
- Net income affected by TL depreciation against USD and EUR

2013 Guidance (Consolidated)

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

Fixed Line Highlights

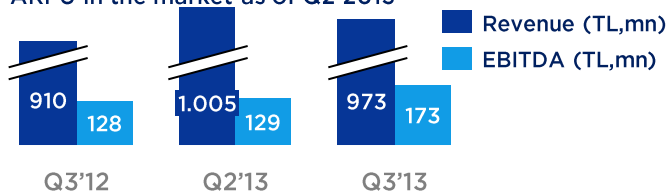
- Robust growth in fixed line business with 5% YoY led by broadband, corporate data and ICT businesses
- 8% broadband revenue growth YoY backed by 71K net subscriber growth in Q3'13 and ARPU increase
- Strongest player in fiber with highest home-pass reached 2.3mn. Fiber subscribers reached 446K



KPI	Q3'12	Q2'13	Q3'13
Total Access Lines - mn	14.5	13.9	13.7
Fixed Voice ARPU - TL	22.6	21.6	21.8
Broadband Connections - mn	7.0	7.1	7.2
Broadband ARPU - TL	37.1	39.4	39.2

Mobile Highlights

- 7% revenue and 36% EBITDA growth supported by Mobil data growth and higher outgoing calls
- 224K net additions in the quarter with a healthy balance between postpaid & prepaid
- Slight decline in ARPU due to MTR cut effect - Highest ARPU in the market as of Q2 2013



KPI	Q3'12	Q2'13	Q3'13
Mobile Subscribers - mn	13.2	13.9	14.1
Mobile ARPU - TL	22.6	23.5	22.5

Summary Financials

Consolidated Income Statement (TL millions)	2012	Q3'12	Q2'13	Q3'13
Revenues	12,706	3,237	3,359	3,392
OPEX	(7,610)	(1,937)	(2,107)	(2,088)
EBITDA	5,096	1,300	1,252	1,305
Margin	40%	40%	37%	38%
Operating Profit	3,400	892	811	864
Margin	27%	28%	24%	25%
Net Financial In./(Ex.)	(33)	(85)	(445)	(553)
Tax Expense	(773)	(176)	(96)	(81)
Net Profit	2,637	636	280	236
Margin	21%	20%	8%	7%
EPS - Kurus	0.75	0.18	0.08	0.07
DPS - Kurus (Gross)	0.69*			
Dividend	2,413*			
CAPEX	2,435	564	471	645

Consolidated Balance Sheet (TL millions)

Consolidated Balance Sheet (TL millions)	30.09.2012	30.06.2013	30.09.2013
Intangible Assets	3,768	4,096	4,247
Tangible Assets	8,257	8,178	8,285
Other Assets	3,762	4,324	4,442
Cash and Equivalents	1,038	973	1,167
Total Assets	16,825	17,571	18,140
Share capital	3,260	3,260	3,260
Reserves and Retained Earnings	2,450	1,599	1,810
Interest Bearing Liabilities	6,479	8,390	8,482
Provisions for LT Employee Benefits	664	607	612
Other Liabilities	3,972	3,715	3,975
Total Equity and Liabilities	16,825	17,571	18,140

Consolidated Cash Flow Statement (TL millions)	2012	Q3'12	Q2'13	Q3'13
CF from Operating Activities	3,579	1,217	1,066	1,207
CF from Investing Activities	(1,972)	(497)	(374)	(518)
CF from Financing Activities	(1,387)	(482)	(1,036)	(494)
Net Change in Cash Position	220	238	(344)	195

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.