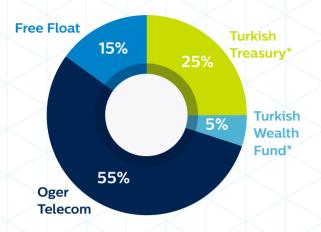
# Türk Telekon

## **Ownership**



\*According to Official Gazette published on 5 February 2017, Council of Minister decided to transfer 6.68% (5% B Group & 1.68% D Group shares) of the shares of the Company belonging to the Turkish Treasury to the Turkish Wealth Fund.

### 2017 Guidance

- 8% 9% Revenue growth\*
- TL 5.8 bn & TL 6.0 bn EBITDA levels
- Around TL 3 bn CAPEX
- \* Excluding construction adjustment

### **Revenue Breakdown (2017 Q1)**



## **Corporate Fact Sheet 2017 Q1**

#### **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 mobile. broadband, data, TV and fixed voice services as well as innovative convergence technologies under the unified "Türk Telekom" brand. Turkey is one of the largest telecom markets in EMEA region with over 79 mn growing population and increasing number of households.

### **Overview of Türk Telekom**

Privatized in 2005 and IPO'ed in 2008; underwent a successful transformation resulting in increased efficiency and enlarged service scope

Strong management team with a broad international and sector experience

Türk Telekom Group unified its mobile, broadband, TV and fixed voice brands under single "Türk Telekom" brand

Robust revenue and strong cash flow capacity enabling investment in promising segments and continuous growth

### **Financial and Operational Highlights**

Turkey's first integrated operator recorded TL 4.3 bn revenue and TL 1.5 bn EBITDA and total subscribers increased to 39.2 mn in O1 '17

Turkey's growing mobile operator with 18.7 mn subscribers as of Q1 '17

Turkey's leading fixed-voice and data provider with 13.2 mn total access lines, 8.9 mn broadband subscribers of which 2.2 mn is fiber subscribers as of Q1 '17

100%





Wholesale data and capacity provider

100%

While Türk Telekom unified mobile, fixed voice, fixed broadband and TV brands under single "Türk Telekom" brand, TTNET A.S., and Avea İletisim Hizmetleri A.S. legal entities remain intact

Türk Telekom Investor Relations

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# Türk Telekom Group Operational Performance

#### **Fixed Broadband**

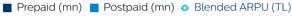
Subscribers (mn) • ARPU (TL)



- > 218K net additions in Q1 '17
- Fiber subscribers increased to 2.2 mn as of Q1 '17
- Türk Telekom's length of total fiber network in Turkey is 235K kilometers with 14.5 mn homepass coverage\* as of Q1 '17

\*14.5 mn homepass consists of 4.0 mn FTTH/B and 10.4 mn FTTC

#### Mobile





- > 142K net additions in Q1 '17
- Smartphone penetration increased to 76% the highest in the market

#### ΤV

🔳 Tivibu Go (000) 📕 Tivibu Home (000)



97K Home TV net additions in Q1 '17
Home TV ARPU realized at TL 17.9 in Q1 '17

#### **Fixed Voice**

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



# Corporate Fact Sheet 2017 Q1 Financial Performance





Q1 '16





# **Summary Financials**

Q1 '17

	$\overline{\mathbf{X}}$				
	Consolidated Income Statement (TL mn)	2016	Q1 '16	Q4 '16	Q1 '17
	Revenues	16,109	3,801	4,250	4,307
	EBITDA	5,470	1,262	1,434	1,528
	Margin	34.0%	33.2%	33.8%	35.5%
	Operating Profit	2,621	604	658	807
	Margin	16.3%	15.9%	15.5%	18.7%
	Financial Income/ (Expense)	(3,018)	(30)	(2,180)	(622)
	Tax Expense	(328)	(166)	134	(119)
	Net Income	(724)	408	(1,388)	66
	Margin	n.m.	10.7%	n.m.	1.5%
	Consolidated Cash Flow				
	Statement (TL mn)	2016	Q1 '16	Q4 '16	Q1 '17
	Operating Cash Flow	4,933	496	2,243	429
	Investing Cash Flow	(4,612)	(460)	(1,910)	(615)
	CAPEX	(4,667)	(468)	(1,943)	(442)
	Other Investing Activities	55	9	33	(173)
	Financing Cash Flow	(219)	1,750	(503)	(184)
	Net Change in Cash Position	102	1,787	(170)	(370)
	Consolidated Balance Sheet (TL mn)	31.03.2016	31.12.2016	31.03.2017	
	Total Assets	27,840	26,874	26,702	
	Intangible Assets	8,064	8,341	8,480	
	Tangible Assets	8,752	8,710	8,313	
	Other Assets	6,383	6,806	7,273	
	Cash and Equivalents	4,640	3,016	2,636	
	Total Equity and Liabilities	27,840	26,874	26,702	
	Share Capital	3,260	3,260	3,260	
	Reserves, Retained Earnings and Other Equity Items	2,041	126	211	
	Interest Bearing Liabilities	13,484	15,041	15,594	
	Provisions for Employee Termination Benefits	579	696	637	
		8,476	7,751	7,000	
	Other Liabilities	0,470	7,751	7,000	

investorrelations@turktelekom.com.tr

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