



Türk Telekom Group Corporate Fact Sheet – 2012



TTKOM

Bloomberg: TTKOM TI

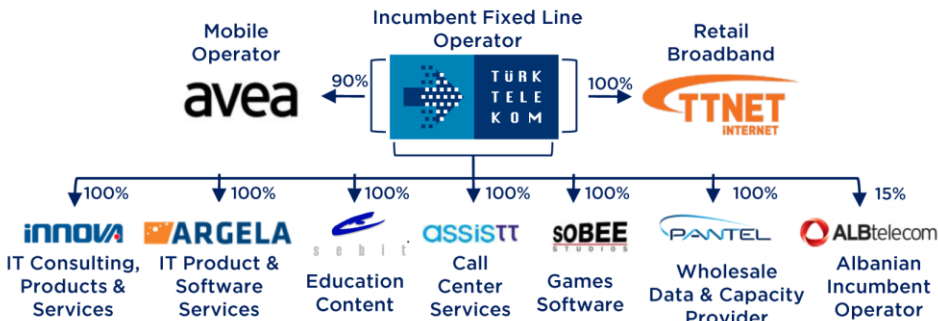
Reuters: TTKOM IS

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.

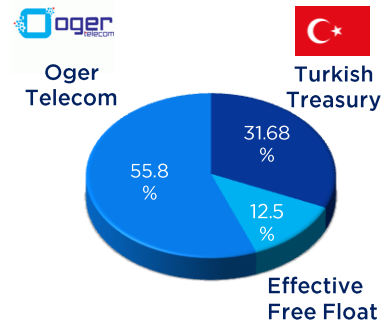


Turkey is one of the largest telecom markets in EMEA region with over 75 mn growing population and increasing number of households.

Group Companies



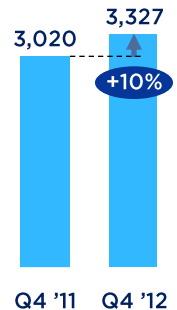
Ownership



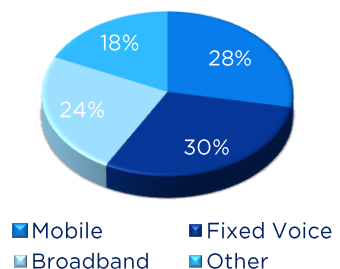
Overview of Türk Telekom Group

- ✦ Turkey's leading communication and technology group; TL 12.7 bn Revenue and TL 5.1 bn EBITDA generated in 2012
- ✦ 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 TTNET 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
- ✦ Turkey's leading fixed-voice and data provider with 14.3 mn Access Lines and 7 mn broadband lines
- ✦ AVEA - Turkey's youngest and growing mobile operator with 13.5 mn Mobile Subscribers
- ✦ Solid dividend policy of maximum payout as defined in the Articles of Association

Consolidated Revenue (TL mn)



Revenue Breakdown





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2012 Performance and 2013 Guidance

✦ Solid performance in all segments leading to a top-line growth of 6.4% year on year

✦ Robust consolidated EBITDA margin at 40%

✦ 27% year on year increase in net income

✦ 2013 Guidance (Consolidated)

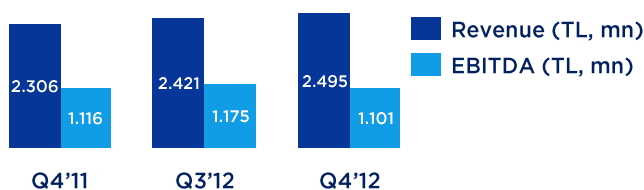
- › 5 - 7 % Revenue growth
- › Between TL 5.1 billion & TL 5.3 billion EBITDA
- › Around TL 2.2 billion CAPEX

Fixed Line Highlights

✦ 6% increase in Broadband revenues and 220K subscriber net additions

✦ Positioned to reap benefits from penetration increase

✦ Strongest player in fiber with highest home-pass



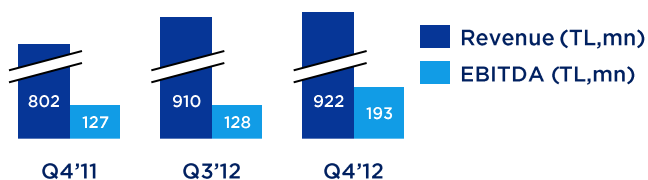
KPI	Q4'11	Q3'12	Q4'12
Fixed Access Lines – mn	15.2	14.4	14.3
PSTN ARPU – TL	21.9	22.6	22.2
Broadband Connections – mn	6.8	7.0	7.0
Broadband ARPU – TL	36.3	37.1	37.4

Mobile Highlights

✦ Strong finish to the year in mobile business with 730K subscriber net additions, 13% revenue increase, and 28% EBITDA increase

✦ Highest postpaid to total subscribers ratio in the market

✦ 9.5% YoY growth in ARPU – Highest ARPU in the market as of Q3 2012



KPI	Q4'11	Q3'12	Q4'12
Mobile Subscribers – mn	12.8	13.2	13.5
Mobile ARPU – TL	20.5	22.6	22.4

Summary Financials

Consolidated Income Statement (TL millions)	2011	2012	Q4'11	Q4'12
Revenues	11,941	12,706	3,020	3,327
OPEX	6,864	7,610	1,775	2,035
EBITDA	5,077	5,096	1,245	1,292
Margin	43%	40%	41%	39%
Operating Profit	3,501	3,400	844	851
Margin	29%	27%	28%	26%
Net Financial In. /Ex.	(891)	(33)	(76)	(87)
Tax Expense	(710)	(773)	(210)	(165)
Net Profit	2,069	2,637	595	600
Margin	17%	21%	20%	18%
EPS – Kurus	0.59	0.75	0.17	0.17
DPS – Kurus (Gross)	0.54	0.69*		
Dividend	1,897	2,413*		
CAPEX	2,278	2,435	786	814

*Subject to AGM Approval

Consolidated Balance Sheet (TL millions)

	2011	2012
Intangible Assets	3,540	4,050
Tangible Assets	8,156	8,347
Other Assets	3,499	3,850
Cash and Equivalents	979	961
Total Assets	16,174	17,208
Share capital	3,260	3,260
Reserves and Retained Earnings	2,509	3,195
Interest Bearing Liabilities	5,346	6,038
Provisions for LT Employee Benefits	563	749
Other Liabilities	4,496	3,965
Total Equity and Liabilities	16,174	17,208

Consolidated Cash Flow Statement (TL millions)

	2011	2012	Q4'11	Q4'12
CF from Operating Activities	3,934	3,579	1,189	1,212
CF from Investing Activities	(2,024)	(1,972)	(860)	(661)
CF from Financing Activities	(2,073)	(1,387)	(350)	(556)
Net Change in Cash Position	(163)	220	(20)	(5)

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.