# Ownership The Republic of Turkey Ministry of Treasury and Finance 15% Turkey Wealth Fund

Note: Turkey Wealth Fund has 1.68% public share ownership. \*LYY Telekomünikasyon A.Ş.

# 2020 Guidance

LYY\*

- Around 16% consolidated revenue growth\*
- Around TL 13 billion EBITDA
- Around TL 6.6 billion CAPEX
   \*Excluding IFRIC 12

# Revenue Breakdown (2020 Q3)



# **Corporate Fact Sheet 2020 Q3**

# TTKOM Bloomberg: TTKOM TI Reuters: TTKOM IS

The Republic of 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 83 mn growing population and increasing number of households.

### Overview of Türk Telekom

Türk Telekom was privatized in 2005 and IPO'ed in 2008; underwent a successful transformation resulting in increased efficiency and enlarged service scope.

Unification of mobile, broadband, TV and fixed voice brands under single Türk Telekom brand with a customer oriented and integrated structure.

Strong portfolio of subsidiaries, all well positioned to create value both via supporting core businesses and via third party sales.

Covering 81 cities of Turkey with its 321K km fiber network.

Fibre network covers in excess of 25.0 million households as of Q3'20 compared to 20.3 mn as of Q3'19, reflecting the increased focus on fibre rollouts.

LTE population coverage expanded to 94% as of Q3'20.

# Financial and Operational Highlights

The Group continued its outstanding performance in the third quarter of a difficult year. In Q3'20, consolidated revenues increased to TL 7.4 bn, up by 18.6% YoY.

Excluding IFRIC 12 accounting impact, revenue growth was 19.4% YoY.

Consolidated EBITDA grew 15.7% YoY to TL 3.5 bn with an EBITDA margin of 47.2%. Excluding IFRIC 12 impact, EBITDA margin was 49.3%.

Net income was TL 432 million despite the unfavourable FX movements.

Total number of Türk Telekom subscribers reached 49.5 mn with 857K net additions in Q3'20. Net subscriber additions were 1.9 mn during the last twelve months.



100%



100%



100%

**assistt** 

100%



100%

Leading system integrator & solution provider in Turkey 5G and beyond nextgeneration telecommunication technologies R&D company Leading and largest edtech company in Turkey

Leader customer service solutions company

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

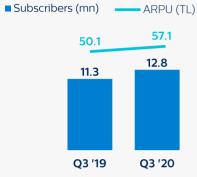
While Türk Telekom unified mobile, fixed voice, fixed broadband and TV brands under single "Türk Telekom" brand, TTNET A.S., and TT Mobil İletişim Hizmetleri A.S. legal entities remain intact.

# **Türk Telekom Group**

# **Corporate Fact Sheet 2020 Q3**

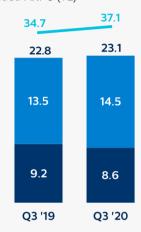
# **Operational Performance**

# **Fixed Broadband**



## Mobile

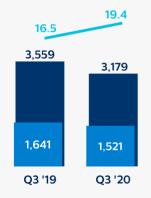
■ Prepaid (mn) ■ Postpaid (mn) Blended ARPU (TL)



### TV

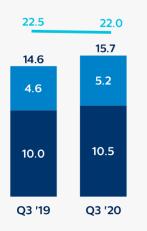
■ Total TV (inc. Tivibu GO) (000)

Home ARPU (TL) ■Tivibu Home (000)

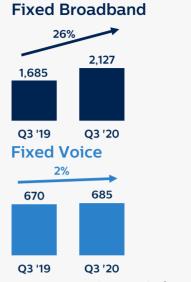


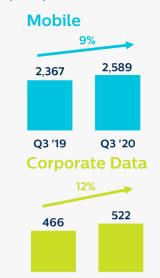
# **Fixed Voice**

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



# Revenue Performance (TLmn)





Q3 '19

Q3 '20

**Summary Financials** 

Consolidated Income Statement (TL mn)	Q3 '19	Q2 '20	Q3 '20
Revenues	6,210	6,969	7,366
EBITDA	3,005	3,237	3,477
Margin	48.4%	46.4%	47.2%
Operating Profit	1,822	1,934	2,134
Margin	29.3%	27.7%	29.0%
Financial Income/(Expense)	(475)	(703)	(1,579)
Tax Expense	(229)	(250)	(123)
Net Income	1,117	980	432
Margin	18.0%	14.1%	%5.9
Cash Flow Statement (TL mn)	Q3 '19	Q2 '20	Q3 '20

Cash Flow Statement (TL mn)	Q3 '19	Q2 '20	Q3 '20
Operating Cash Flow	2,674	2,347	3,596
Investing Cash Flow	(1,054)	(1,197)	(1,775)
CAPEX	(1,211)	(1,270)	(1,861)
Other Investing Activities	157	73	86
Financing Cash Flow	(950)	(2,476)	(1,633)
Net Change in Cash Position	670	(1,326)	188

Consolidated Balance Sheet (TL mn)	30.09.2019	30.06.2020	30.09.2020
Total Assets	38,293	41,852	44,755
Cash and Cash Equivalents	4,767	5,183	5,483
Tangible Assets	14,058	14,389	15,249
Intangible Assets	9,772	10,866	11,451
Right of Use Assets	1,471	1,416	1,424
Other Assets	8,225	9,997	11,149
<b>Total Equity and Liabilities</b>	38,293	41,852	44,755
Share Capital	3,260	3,260	3,260
Reserves, Retained Earnings and Other Equity Items	5,725	7,450	7,463
Interest Bearing Liabilities	20,584	22,218	24,350
Other Liabilities	8,724	8,924	9,682