



Türk Telekom Group Corporate Fact Sheet – 2011 H1

ISTANBUL STOCK EXCHANGE TTKOM

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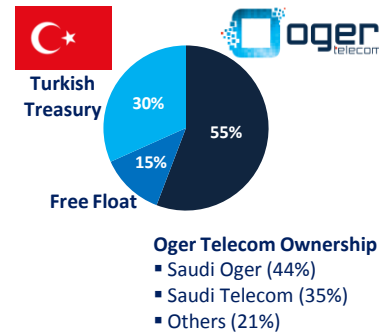
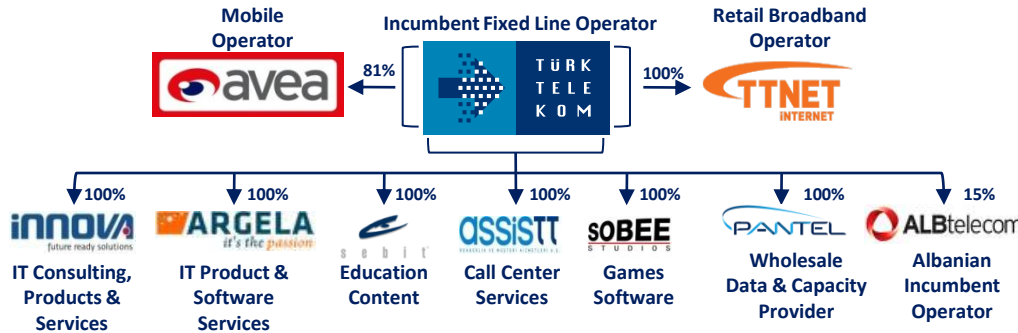
Türk Telekom group is Turkey's world-class, integrated telecommunication and technology services provider offering its customers the complete range of fixed line, mobile, data, and internet services as well as innovative convergence technologies.



Turkey is one of the largest telecom markets in EMEA region with its 73 mn growing population and increasing number of households.

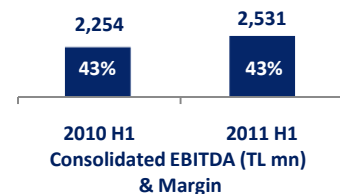
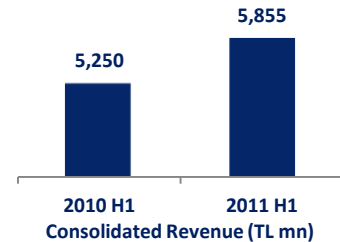
Group Companies

Ownership Structure

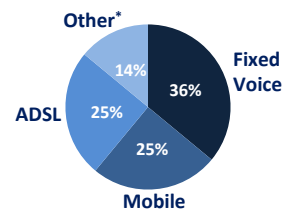


Overview of Türk Telekom Group

- Turkey's leading communication and technology group; TL 10.9 bn Revenue and TL 4.9 bn EBITDA generated in 2010
- Number one non-bank market cap in Istanbul Stock Exchange and a member of ISE-30 and MSCI Turkey
- 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 15.7 mn Access Lines and 6.7 mn wholesale ADSL Connections
- AVEA - Turkey's youngest and growing mobile operator with 12.2 mn Mobile Subscribers



Revenue Breakdown – 2011 H1



*Includes leased lines, interconnection, and international revenues

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Türk Telekom Group Corporate Fact Sheet – 2011 H1

H1 2011 Performance & Market Update

- Successful performance in all business segments; 12% Revenue and EBITDA growth achieved
 - Fixed voice revenue stabilized at Q4 2009 levels with the success of bundle tariffs introduced in 2010
 - Higher quotas and speeds offered to ADSL subscribers; ADSL revenue growth continues at double digit levels on the back of ARPU improvement
 - Subscriber and revenue growth at AVEA despite intensified competition in H1 2011
- 2011 Guidance:
 - Consolidated Revenue Growth: 9-10% on the back of strong revenue growth in H1 (Previous guidance: Between 5-7%)
 - Consolidated EBITDA Margin: Low to mid 40% (Same with previous guidance)
 - Consolidated CAPEX: Around TL 2.2 bn due to accelerated growth and acceleration of infrastructure investments (Previous guidance: Around TL 2 bn)

Fixed Line Highlights

(TL mn)	H1 2010	H1 2011	2010YE
Revenue	4,104	4,557	8,511
OPEX	1,955	2,160	4,004
EBITDA	2,149	2,397	4,507
Margin	52%	53%	53%

KPI	Q2 2010	Q1 2011	Q2 2011
Total Access Lines – mn	16.31	15.83	15.68
PSTN ARPU – TL	21.92	22.12	22.15
ADSL Connections – mn	6.45	6.72	6.72
ADSL ARPU – TL	32.08	36.04	36.35

*2011 figures include nDSL (Q1:40K, Q2: 90K)

- Motorola XOOM Tablet campaign launched in June 2011
- Bundle packages continue to grow strongly (46% of total) and support increase in fixed portion of PSTN revenue and stable MoU and ARPU
- Home Advantage bundle minutes include calls to mobile and International directions, as a promotion, until year end
- Fiber to the neighborhood (FTTN) now covers 3.3 mn homes
- TivibuHome (IPTV) launched in February available in 30 cities, following the success of TivibuWeb; Triple Play Tariff Packages with IPTV and ADSL
- Up to 8Mbps ADSL packages reached 82% of total customer base thanks to strong up-sell campaigns and new acquisitions
- TTNET share of unlimited subscribers (55% of total) and Average Data Usage (18.1 GB monthly) continue to increase
- International gateway data capacity is now 1.2 TB compared to 30 GB in 2005 with the Pantel acquisition and network investments

Mobile Highlights

(TL millions)	Q2 2010	Q2 2011	Q1 2011
Revenues	643	759	703
OPEX	572	691	634
EBITDA	71	69	70
Margin	11%	9%	10%

KPI	Q2 2010	Q2 2011	Q1 2011
Mobile Subscribers – mn	11.47	12.23	11.82
Mobile ARPU – TL	17.76	20.49	19.13

- Strong revenue and subscriber growth achieved while EBITDA margin remains under pressure due to aggressive competition in mobile market
- AVEA increased its customer base by 615K in H1 2011
- Postpaid growth and leadership in Institutional (Civil Servants) segment enhanced through new tariffs and campaigns
- ARPU increased and retention enhanced via up-sell and churn prevention campaigns.
- Channel transformation continued to support higher market share
- Partnerships with more than 60 leader retailers & banks to support customer loyalty via offering non-GSM benefits

Summary Financials

Consolidated Income Statement (TL millions)	H1 2010	H1 2011	2010
Revenues	5,250	5,855	10,852
OPEX	2,996	3,324	6,017
EBITDA	2,254	2,531	4,835
Margin	43%	43%	45%
Operating Profit	1,498	1,740	3,311
Margin	29%	30%	31%
Net Financial In. /Ex.	(7)	(355)	(184)
Tax Expense	(424)	(352)	(799)
Net Profit*	1,147	1,115	2,451
Margin	22%	19%	23%
EPS – Korus	0.33	0.32	0.70
DPS – Korus (Gross)			0.64
Total Dividend			2,244
CAPEX	520	880	1,733

*After Minority Interest

Consolidated Balance Sheet (TL millions)	H1 2010	H1 2011	2010 YE
Intangible Assets	3,196	3,439	3,517
Tangible Assets	6,768	7,626	7,435
Other Assets	2,524	3,281	2,929
Cash and Equivalents	811	858	1,219
Total Assets	13,299	15,204	15,100
Share capital	3,260	3,260	3,260
Reserves and Retained Earnings	1,678	1,690	2,915
Interest Bearing Liabilities	4,576	5,775	4,199
Provisions for LT Employee Benefits	680	622	607
Other Liabilities	3,105	3,857	4,119
Total Equity and Liabilities	13,299	15,204	15,100

Consolidated Cash Flow Statement (TL millions)	H1 2010	H1 2011	2010
CF from Operating Activities	1,555	1,585	3,844
CF from Investing Activities	(479)	(634)	(1,761)
CAPEX	(611)	(765)	(1,805)
Other Investing Activities	132	131	44
CF from Financing Activities	(1,052)	(1,191)	(1,805)
Net Change in Cash Position	24	(240)	278