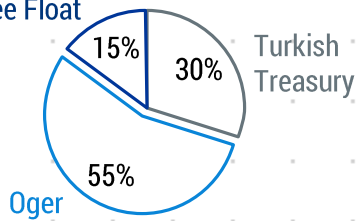


## OWNERSHIP

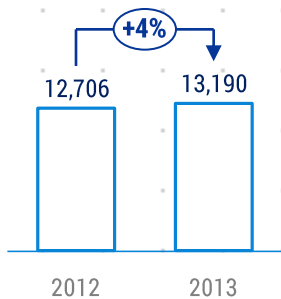
Free Float



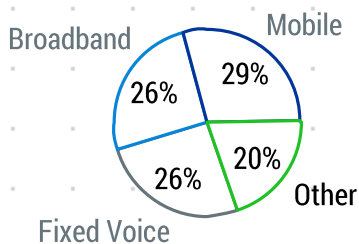
## 2014 Guidance (Consolidated)

- 4% - 5% Revenue growth
- Between TL 5 billion & TL 5.2 billion EBITDA
- Around TL 2.1 billion CAPEX

## Consolidated Revenue (TL mn)



## Revenue Breakdown (2013YE)



TTKOM

Bloomberg: TTKOM TI

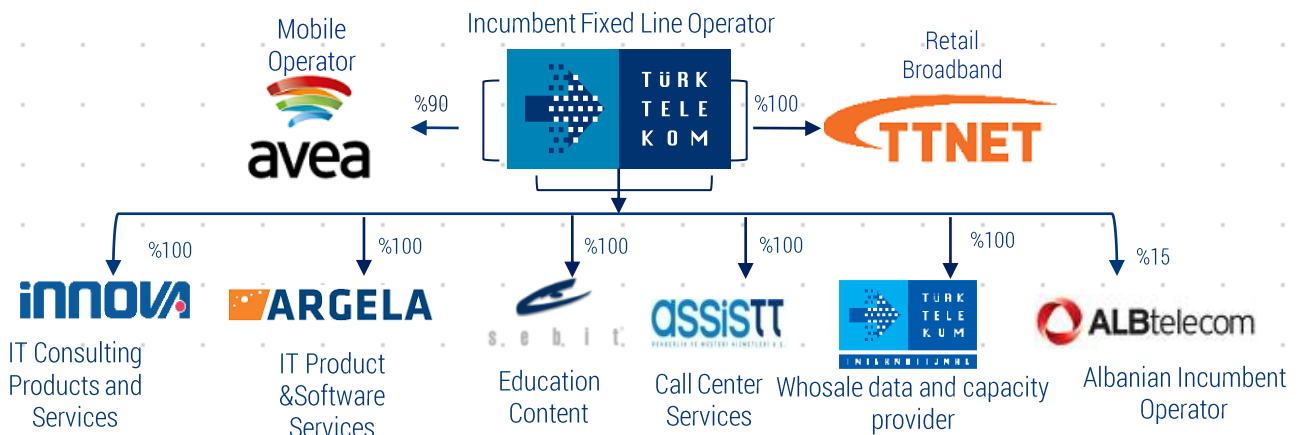
Reuters: TTKOM IS

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.

## OVERVIEW OF TURK TELEKOM GROUP

- Turkey's leading communication and technology group; TL 13.2 bn revenue and TL 5 bn. EBITDA generated in 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 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
- 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 7.3 mn broadband lines
- AVEA - Turkey's youngest and growing mobile operator with 14.5 mn mobile subscribers
- Solid dividend policy of maximum payout as defined in the Articles of Association

## GROUP COMPANIES



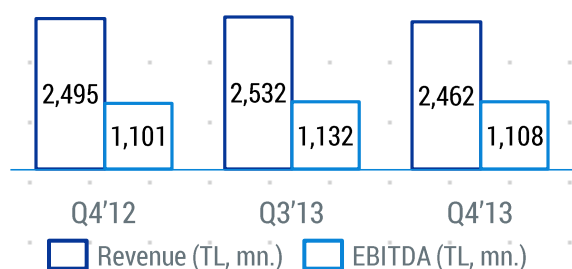
# Türk Telekom Group

## 2013 YE PERFORMANCE

- Consolidated revenues up 5.1% YoY excluding MTR cut effect
- EBITDA flat YoY excluding one-off items
- Negative effect of TL depreciation against EUR and USD on net income

## FIXED LINE HIGHLIGHTS

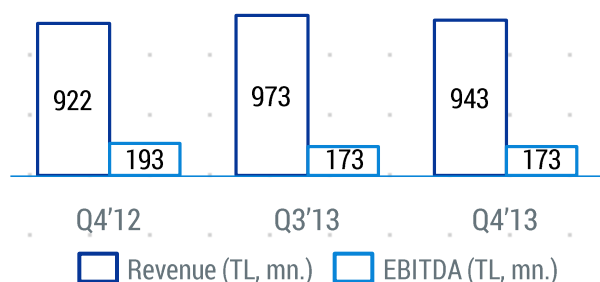
- Fixed line business revenues grew 2% YoY led by broadband, corporate data and ICT businesses
- Double digit growth in broadband revenues driven by solid 300 thousand subscriber net adds and ARPU uplift



KPI	Q4'12	Q3'13	Q4'13
Total Access Lines – mn	14.3	13.7	13.7
Fixed Voice ARPU – TL	22.2	21.8	21.3
Broadband Connections – m	7.0	7.2	7.3
Broadband ARPU – TL	37.4	39.2	39.6

## MOBILE HIGHLIGHTS

- Strong topline growth, improving profitability
- 418K net additions in the quarter and over 1 mn. for full year; driven predominantly by postpaid subscribers



KPI	Q4'12	Q3'13	Q4'13
Mobile Subscribers– mn	13.5	14.1	14.5
Mobile Blended ARPU – TL	22.4	22.5	21.2

# Corporate Fact Sheet – 2013 YE

## SUMMARY FINANCIALS

Consolidated Income Statement	2012	2013	Q4'12	Q4'13
Revenues	12,706	13,190	3,327	3,296
OPEX	(7,610)	(8,204)	(2,035)	(2,017)
EBITDA	5,096	4,986	1,292	1,278
Margin	40%	38%	39%	39%
Operating Profit	3,400	3,207	851	820
Margin	27%	24%	26%	25%
Net Financial In./Ex.	(33)	(1,500)	(87)	(468)
Tax Expense	(773)	(439)	(165)	(102)
Net Profit	2,637	1,303	600	260
Margin	21%	10%	18%	8%
EPS-Kurus	0.75	0.37	0.17	0.07
DPS-Kurus (Gross)	0.69	0.34		
Dividend	2,413	1,200		

Consolidated Balance Sheet	2012	2013
Intangible Assets	4,050	4,536
Tangible Assets	8,347	8,350
Other Assets	3,850	4,294
Cash and Equivalents	961	1064
<b>Total Assets</b>	<b>17,208</b>	<b>18,245</b>
Share Capital	3,260	3,260
Reserves and Retained Earnings	3,195	2,067
Interest Bearing Liabilities	6,038	8,334
Provisions for Long-term	749	585
Employee Benefits		
Other Liabilities	3,965	3,998
<b>Total Equity and Liabilities</b>	<b>17,208</b>	<b>18,245</b>

Consolidated Cash Flow Statement	2012	2013	Q4'12	Q4'13
Cash Flow from Operating Activities	3,739	3,884	1,208	1,289
Cash Flow from Investing Activities	(2,176)	(1,986)	(665)	(728)
Cash Flow from Financing Activities	(1,343)	(1,648)	(547)	(589)
<b>Net Change in Cash Position</b>	<b>220</b>	<b>250</b>	<b>(5)</b>	<b>(27)</b>