2023 Q3

Investor Presentation

Türk Telekom
Değerli Hissettirir

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Note: EBITDA is a non-GAAP financial measure. The EBITDA definition used in this investor presentation includes revenues, cost of sales, marketing, sales and distribution expenses, general administrative expenses, research and development expenses and other operating income/(expense), and income/(expense) from investing activities, but excludes depreciation, amortization and impairment expenses, financial income/(expenses) presented in other operating income/(expenses) (i.e. FX gain/(loss), interest and rediscount income/(expense) on current accounts excluding bank borrowings).

Net Subscriber Additions

Fixed Broadband

166K	347K
Q3 '23	LTM

Mobile

537K	850K
Q3 '23	LTM

Fixed Voice

-237K	-1.1mn
Q3 '23	LTM

52.9mn
Subscribers

Net additions*

498K
in Q3 '23

111K
LTM

* Includes Tivibu

Financial & Operational Overview

2023 Q3 Highlights

Total Subscribers
52.9 mn
▲0.2% YoY

Revenue
TL 22.4 bn
▲78% YoY

EBITDA
TL 8.0 bn
▲58% YoY

EBITDA Margin
35.7%
▼440bps YoY

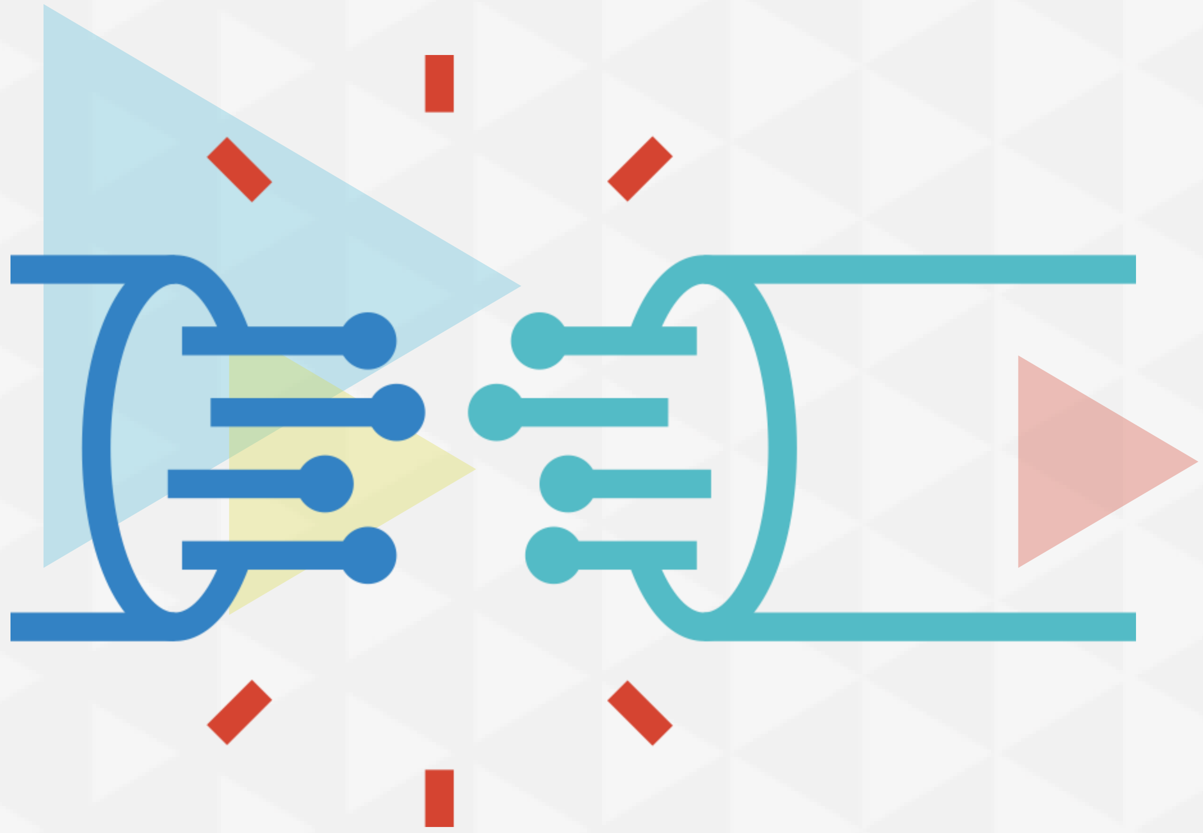
Net Income
TL 4.5 bn
▲284% YoY

Free Cash Flow
TL 1.9 bn
▼Q3 ‘22 TL 2.2 bn

CAPEX
TL 5.6 bn
▲80% YoY

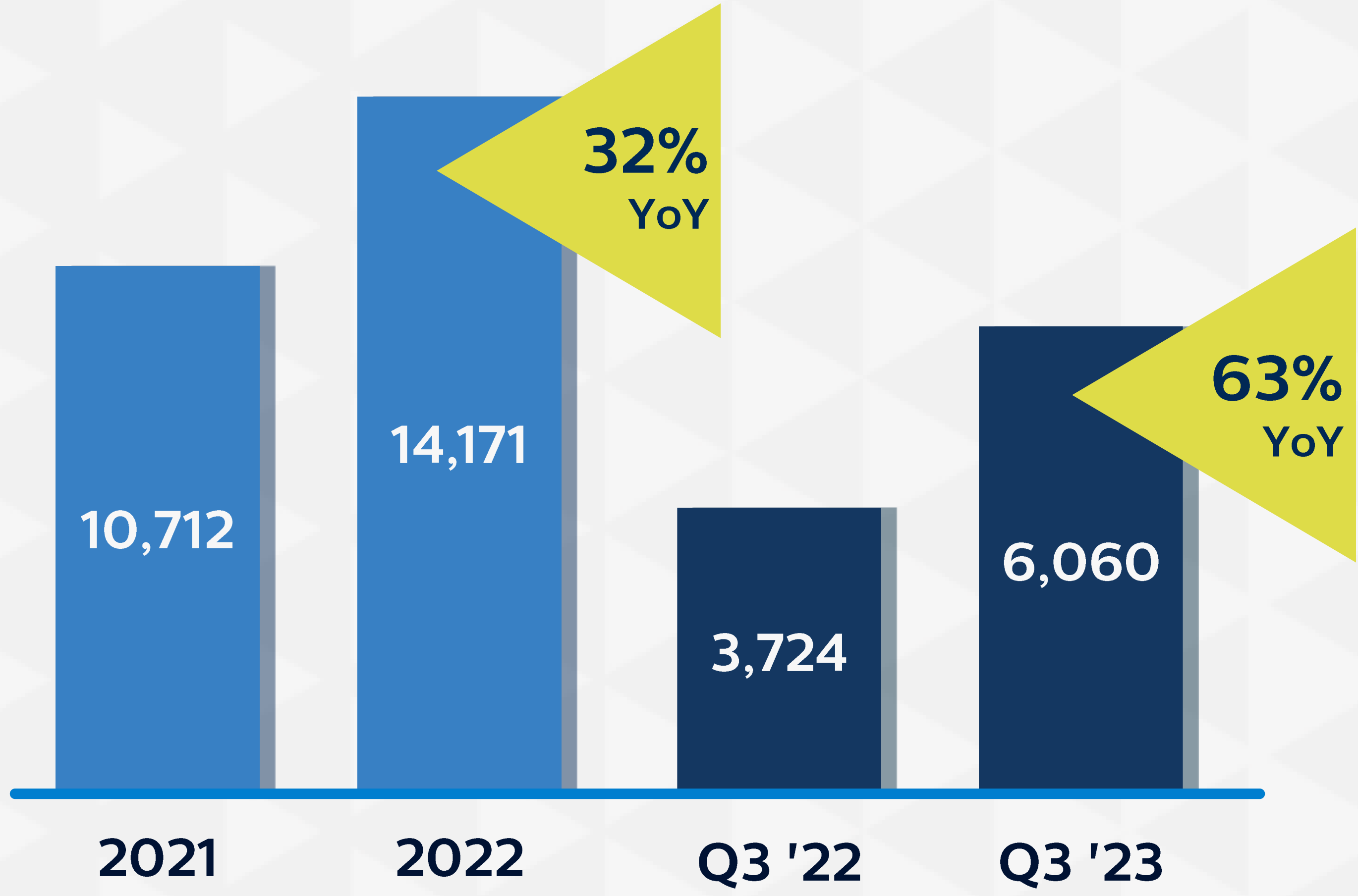
Net Leverage
1.56x
Q2 ‘23 1.65x

Fixed Broadband Performance

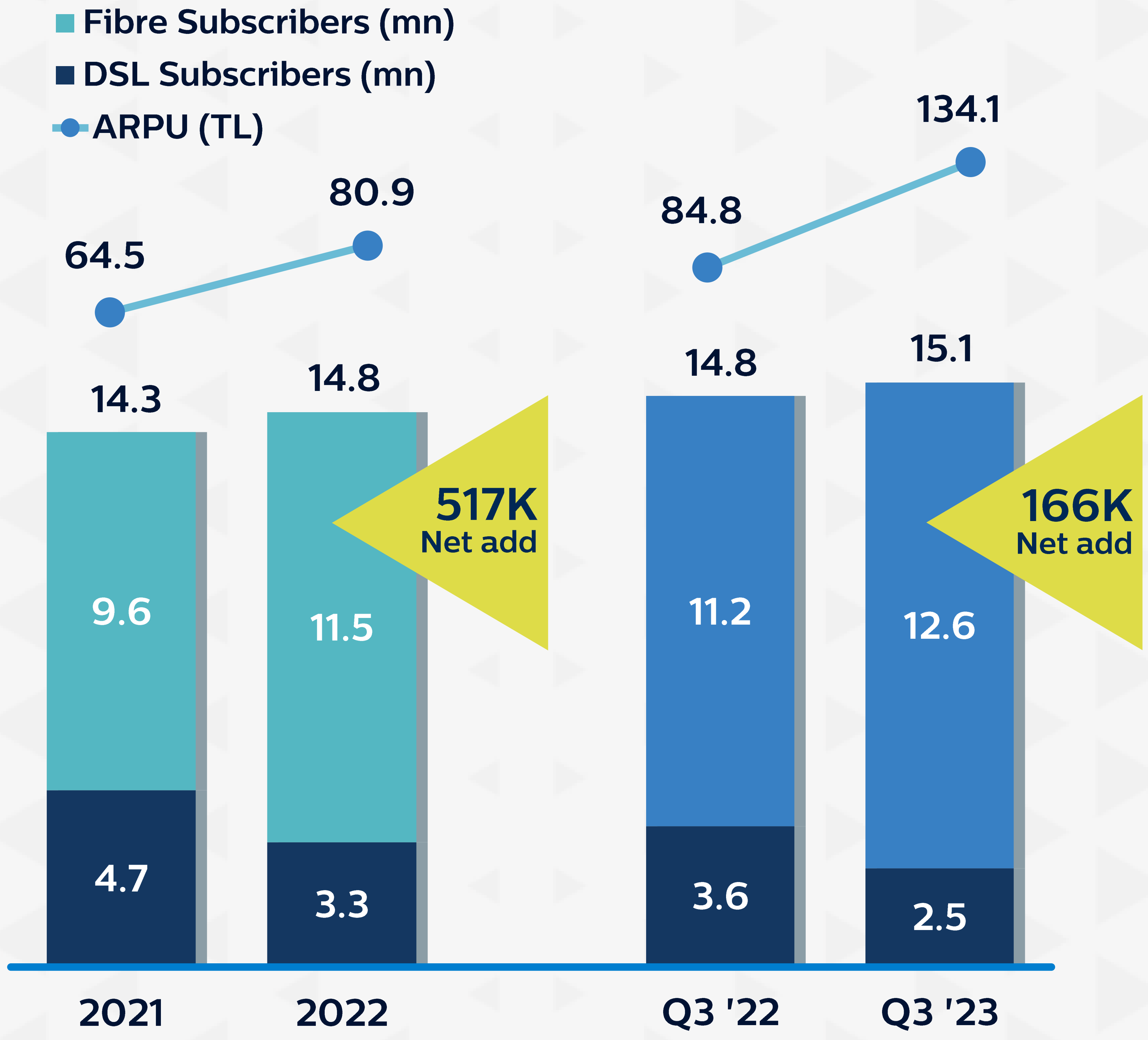


Fixed Broadband Revenue

(TL mn)

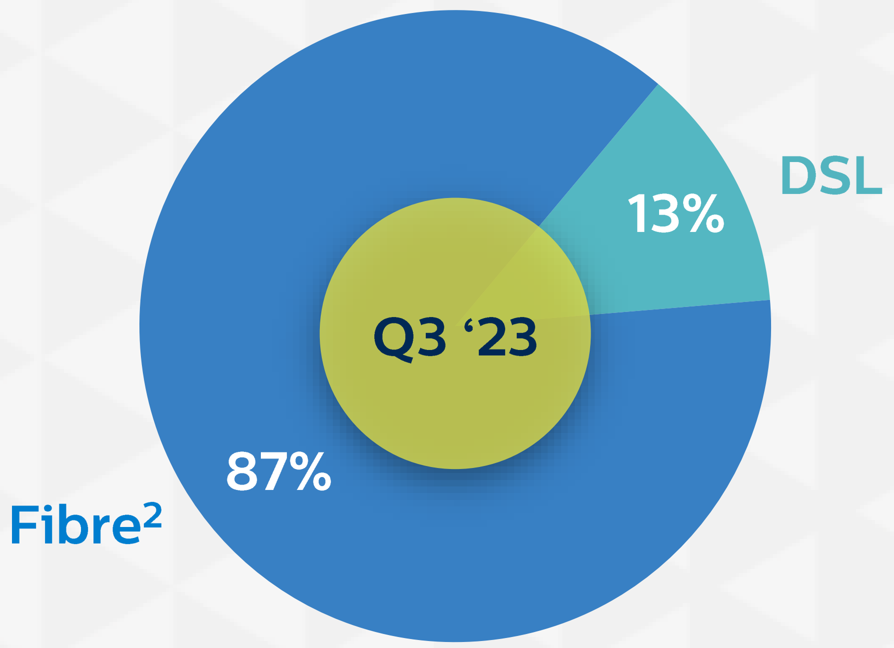


ARPU & Subscribers



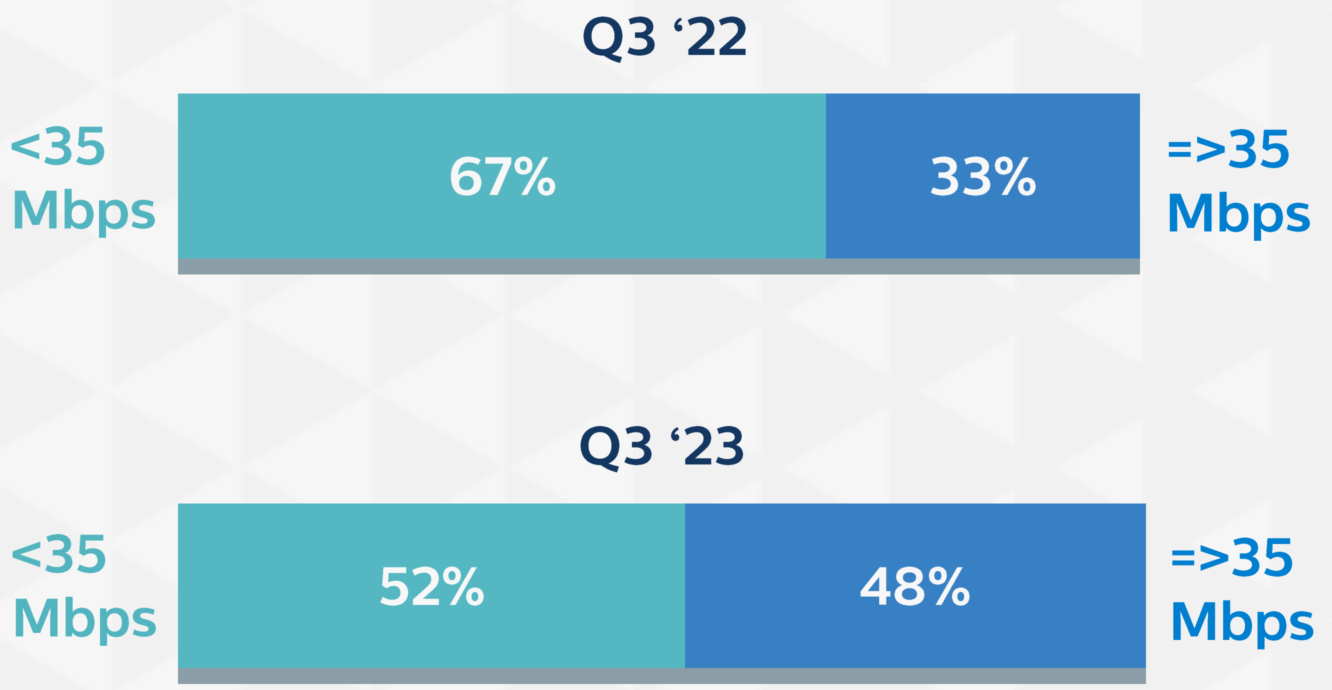
Subscriber Breakdown[1]

(% of Subscribers)



Subscriber Package Breakdown[1]

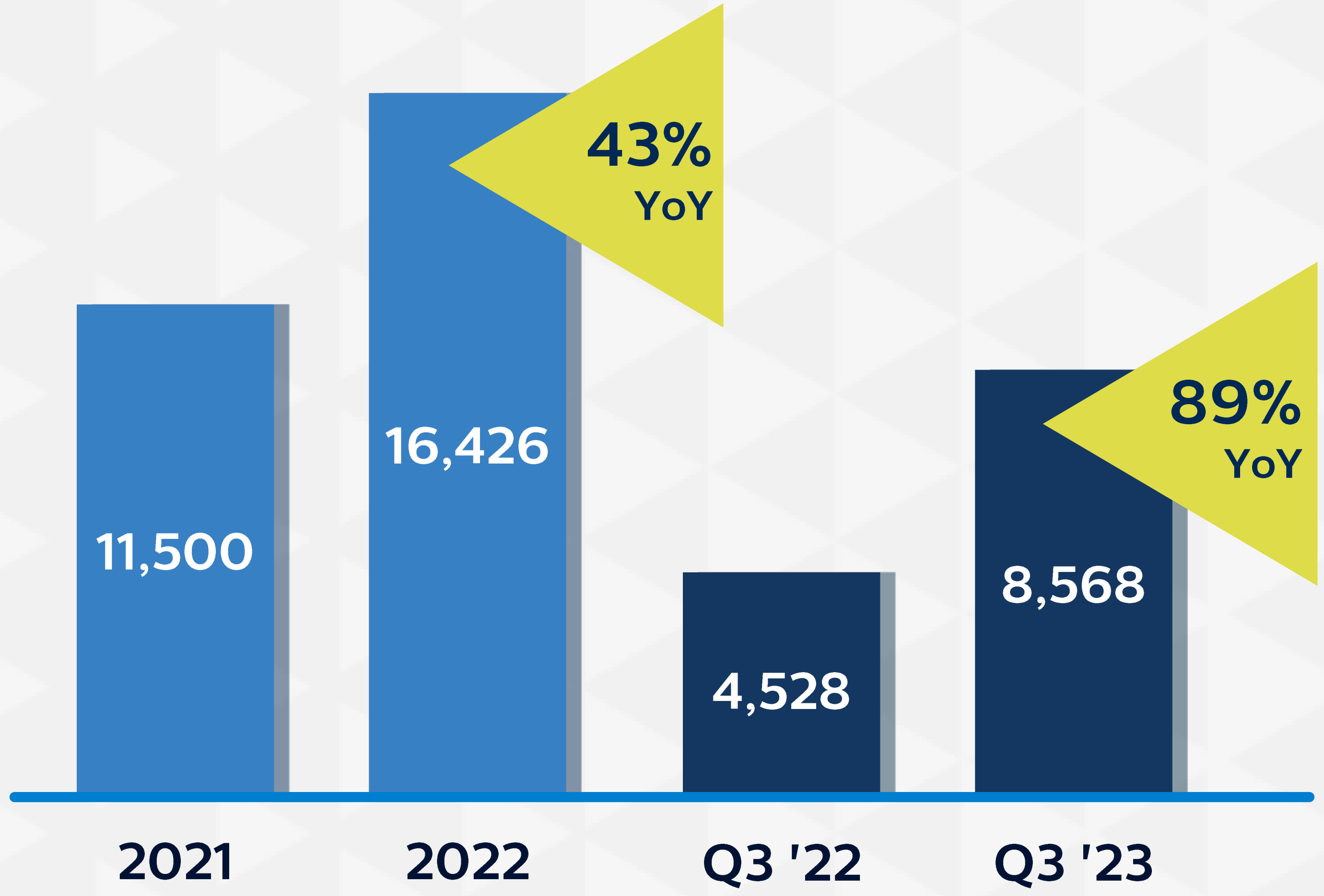
(% of Subscribers)



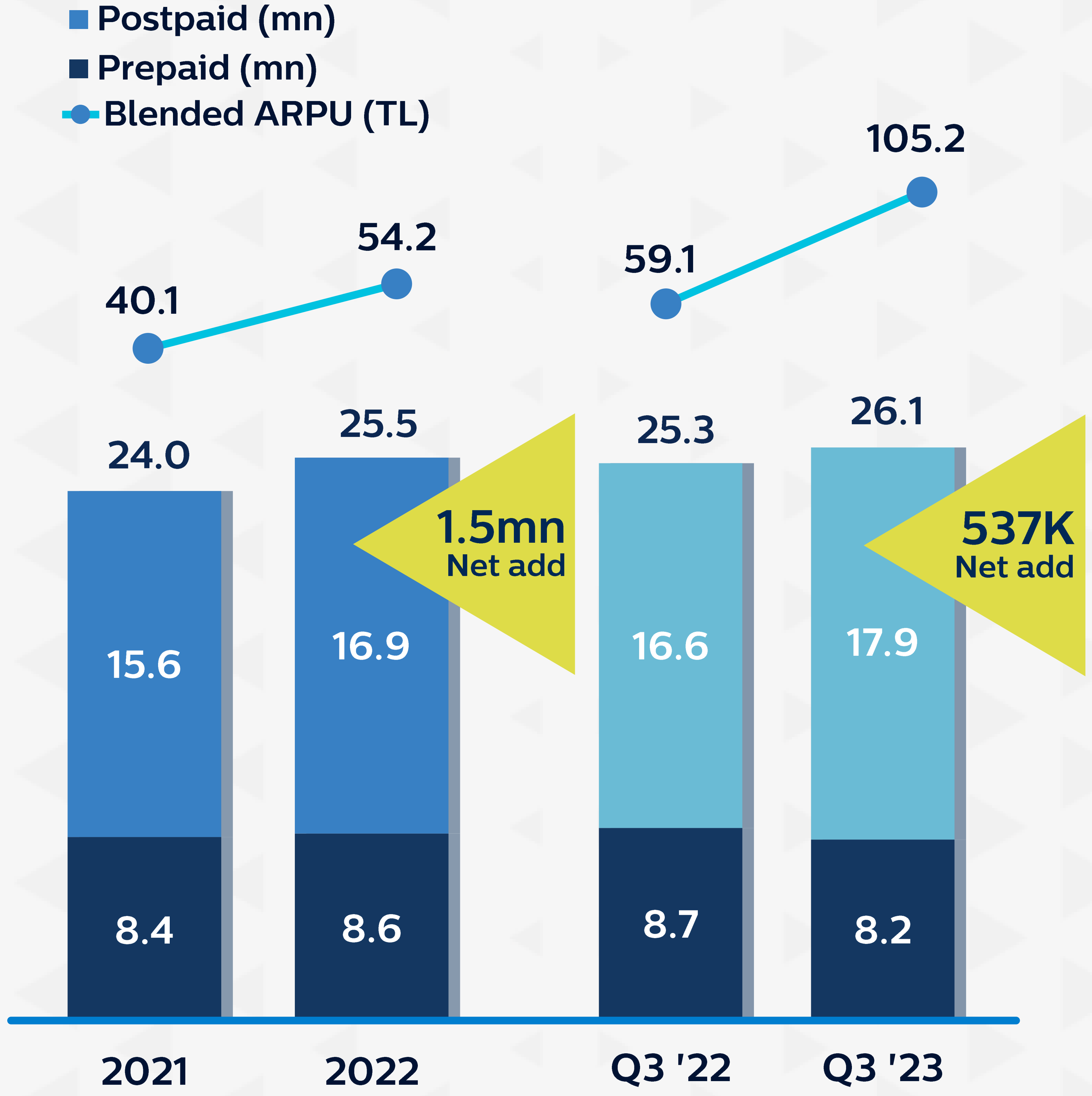
(1) Retail only
(2) Fibre subscribers include FTTH/B & FTTC subscribers

Mobile Performance

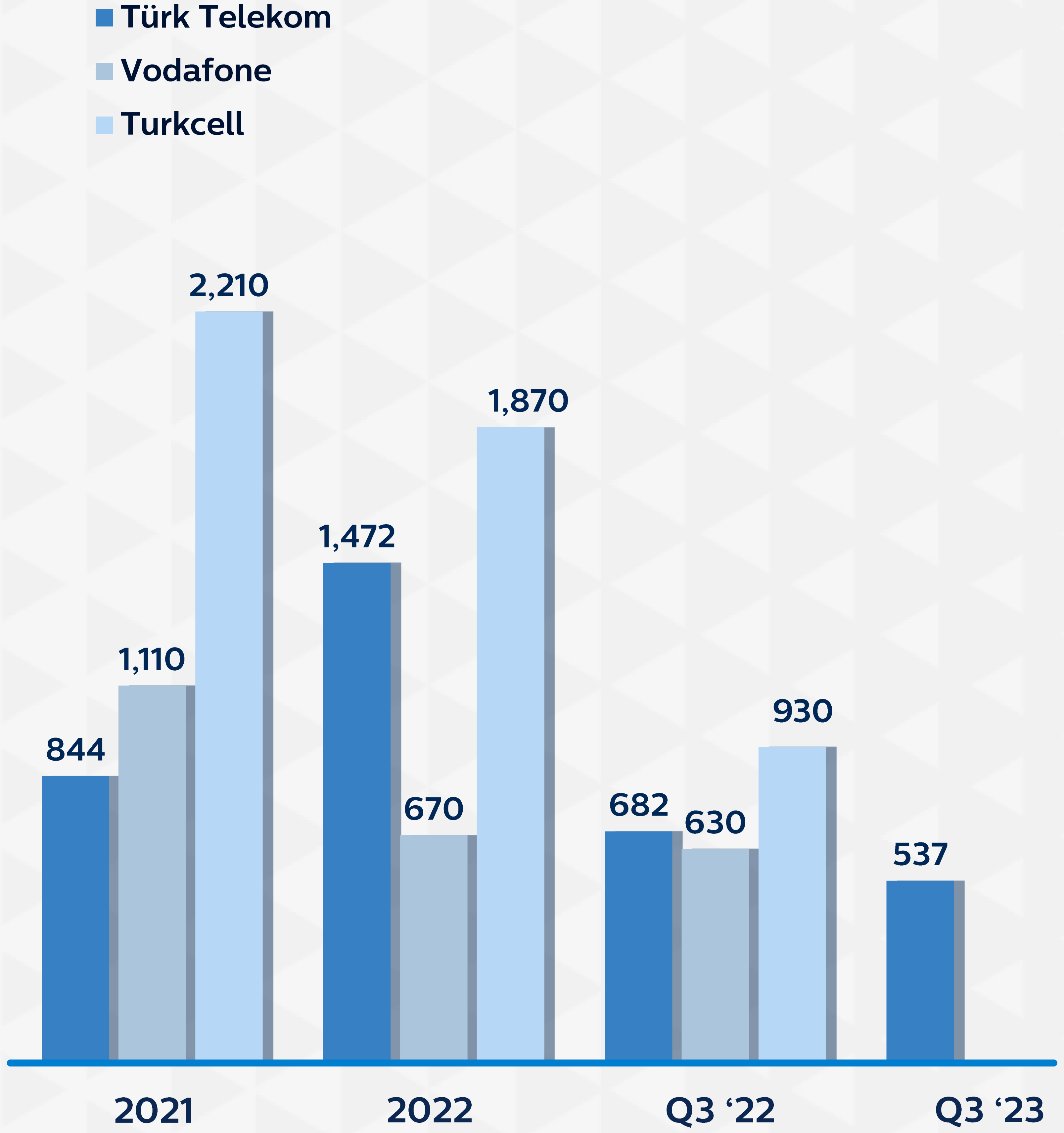
Mobile Revenue
(TL mn)



ARPU & Subscribers



Net Subscriber Additions
(thousand)

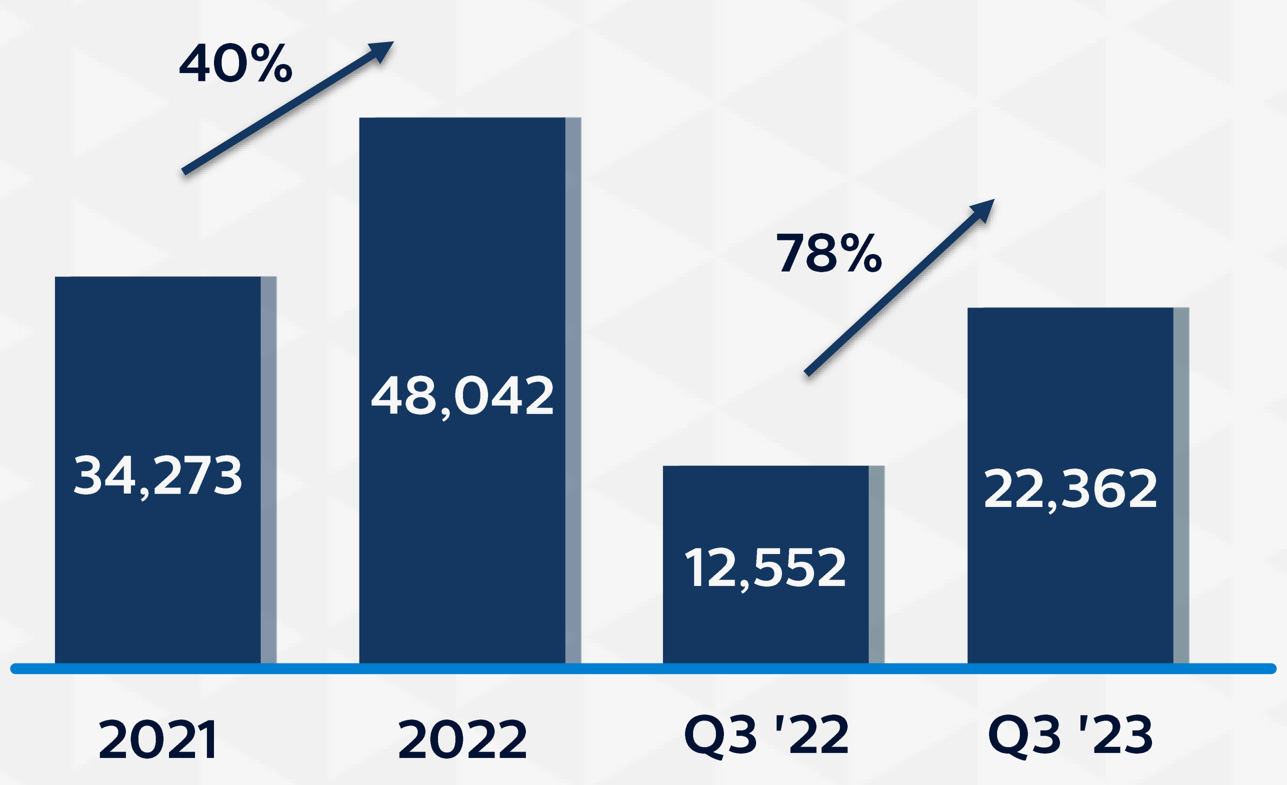


Source: ICTA, Türk Telekom

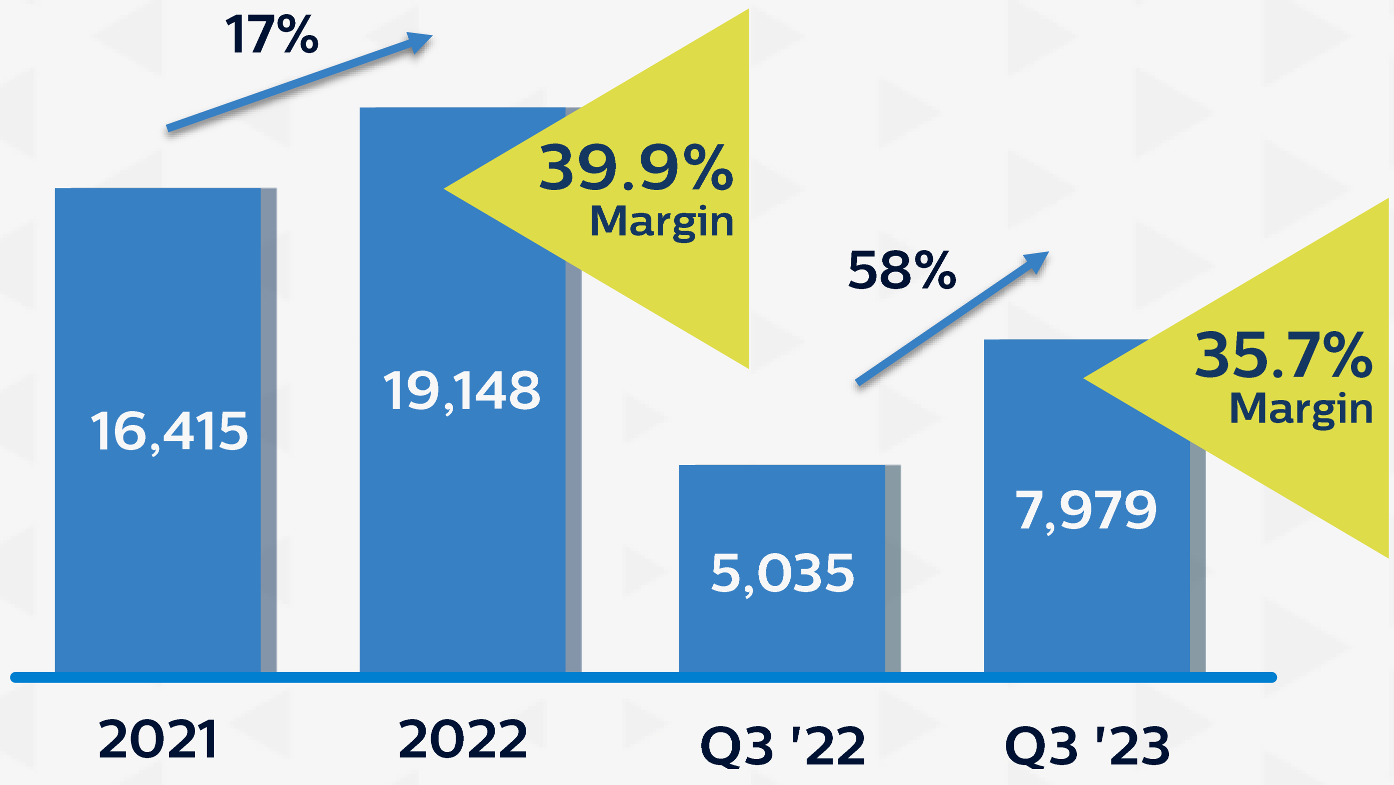
Financials

Financial Performance

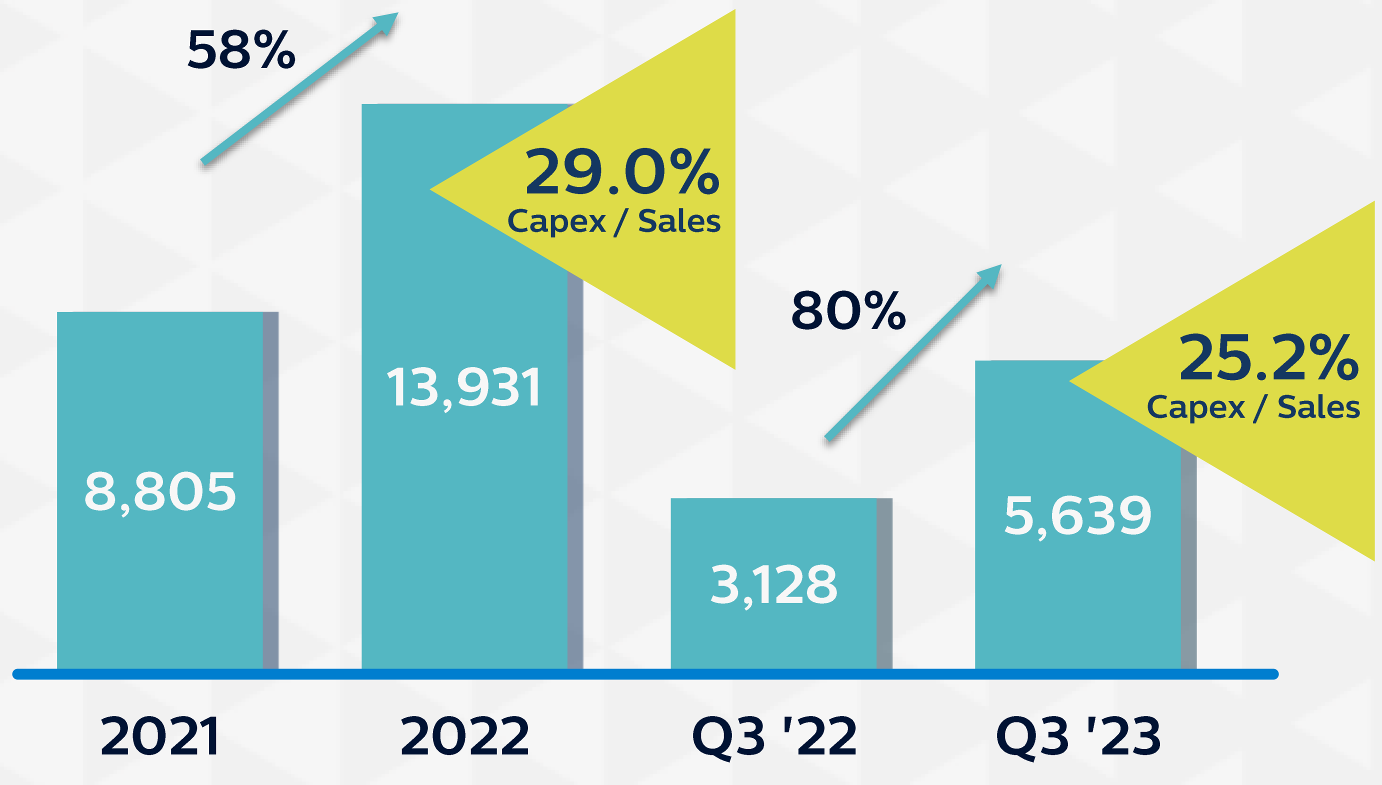
Revenue
(TL mn)



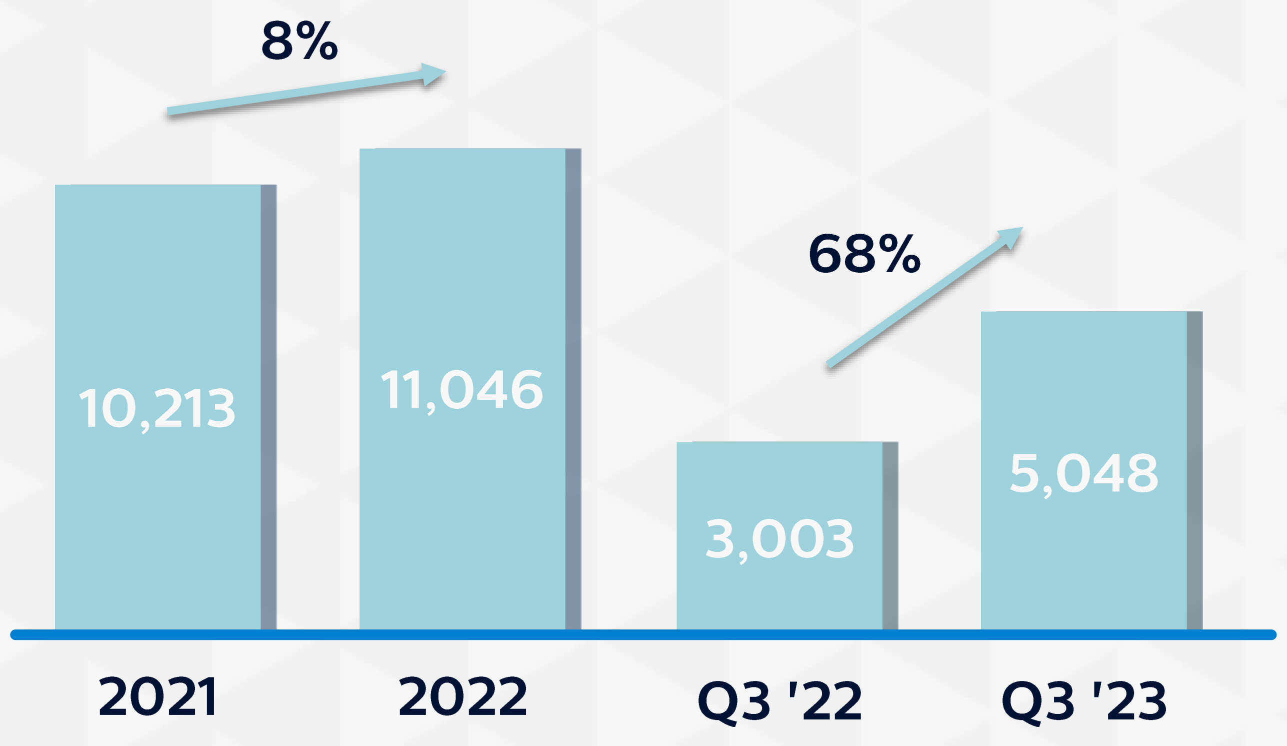
EBITDA
(TL mn)



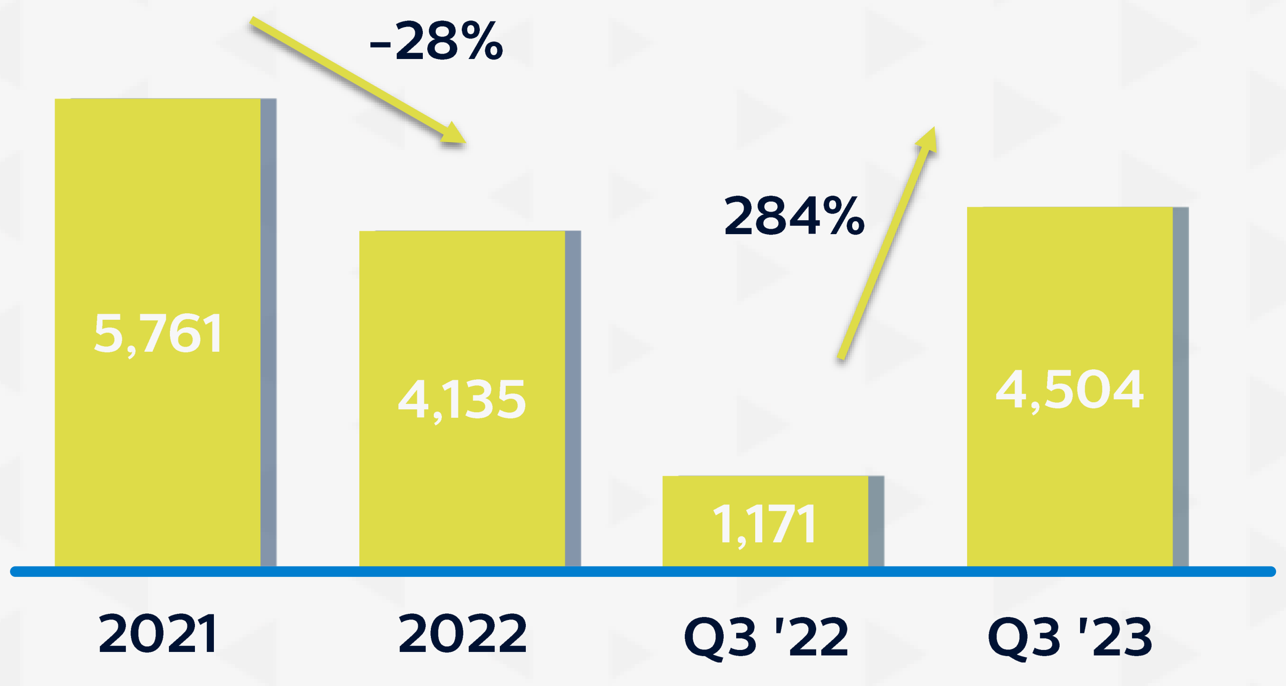
CAPEX
(TL mn)



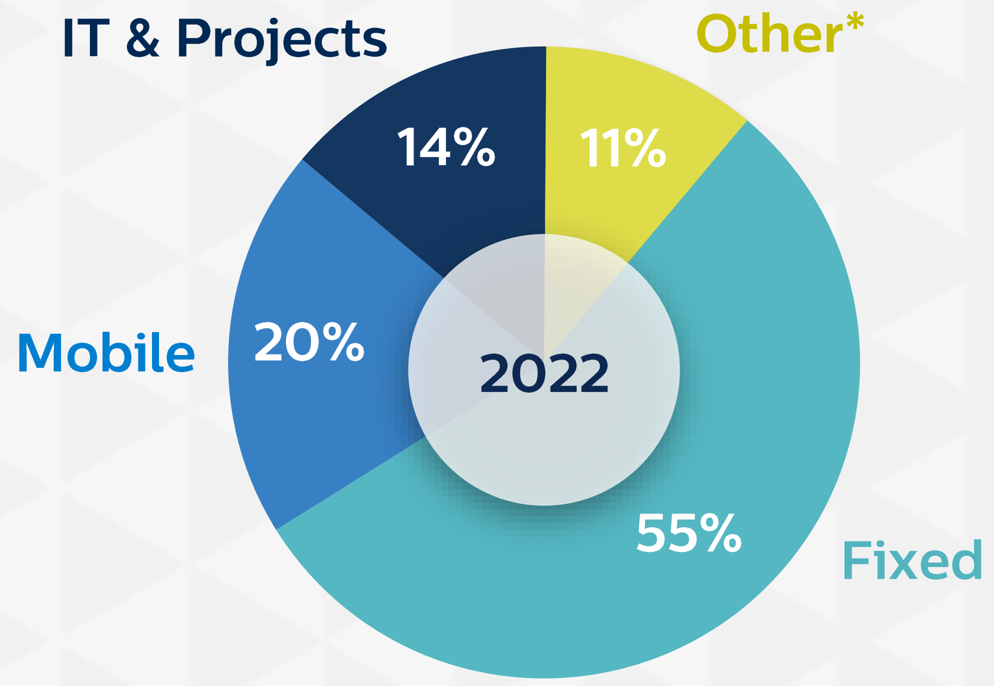
Operating Profit
(TL mn)



Net Income
(TL mn)



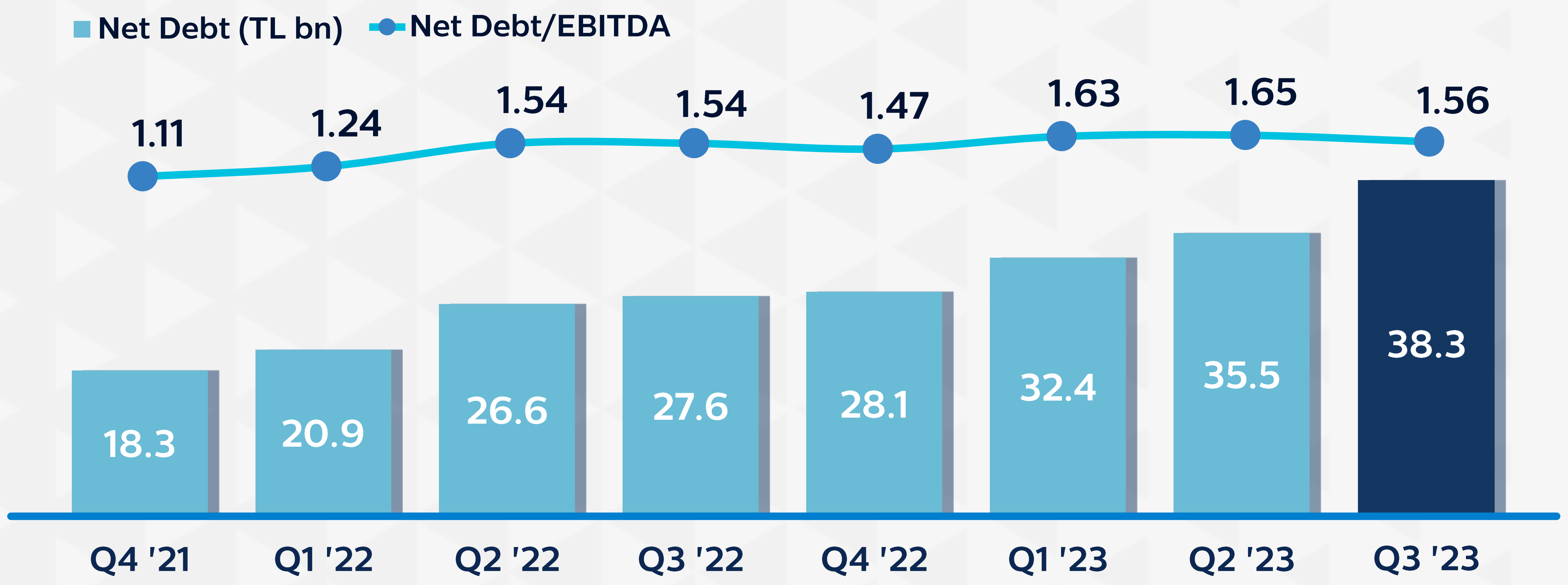
Capex Breakdown
(2022, %)



* Other Capex includes capex for subsidiaries (excl TTI), new revenue streams, IFRS 15 capitalisation, etc.

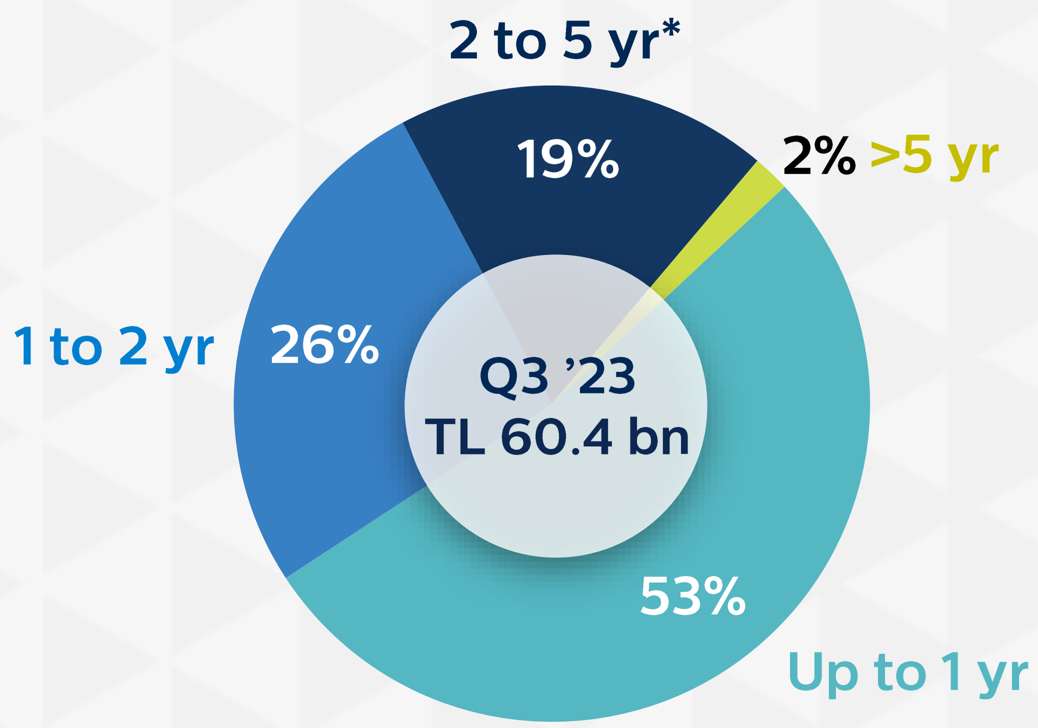
Debt Profile

Net Debt



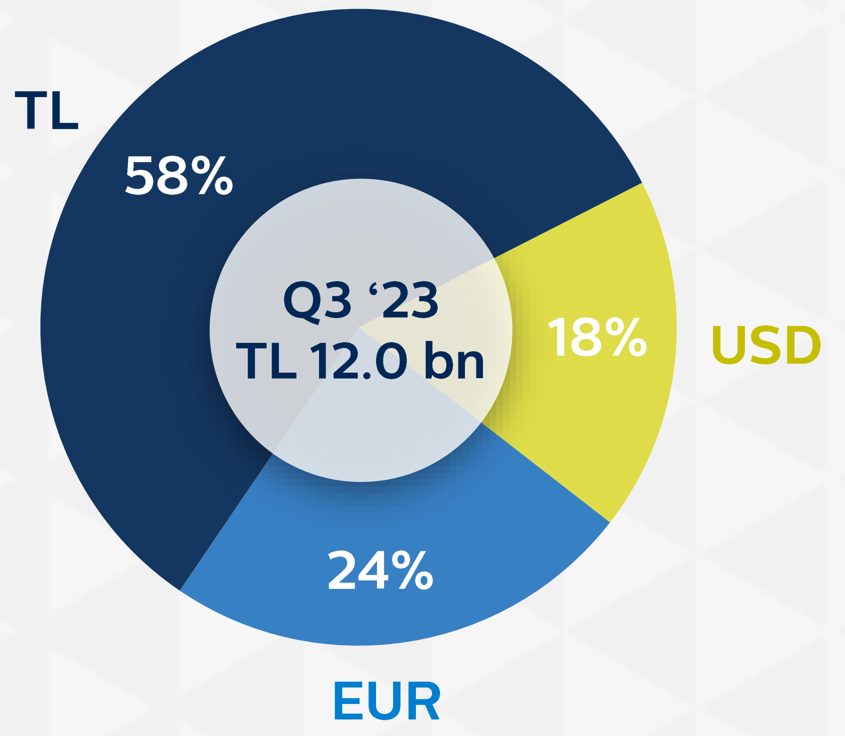
Note: Net Debt calculation includes market valuation (MTM) of Foreign Currency TL money swap transactions.
Net Debt/EBITDA calculation does not include extraordinary provisions in EBITDA calculation
Net Debt/EBITDA calculation includes fair value of Currency Protected Time Deposit included in Financial Investments.

Maturity Profile



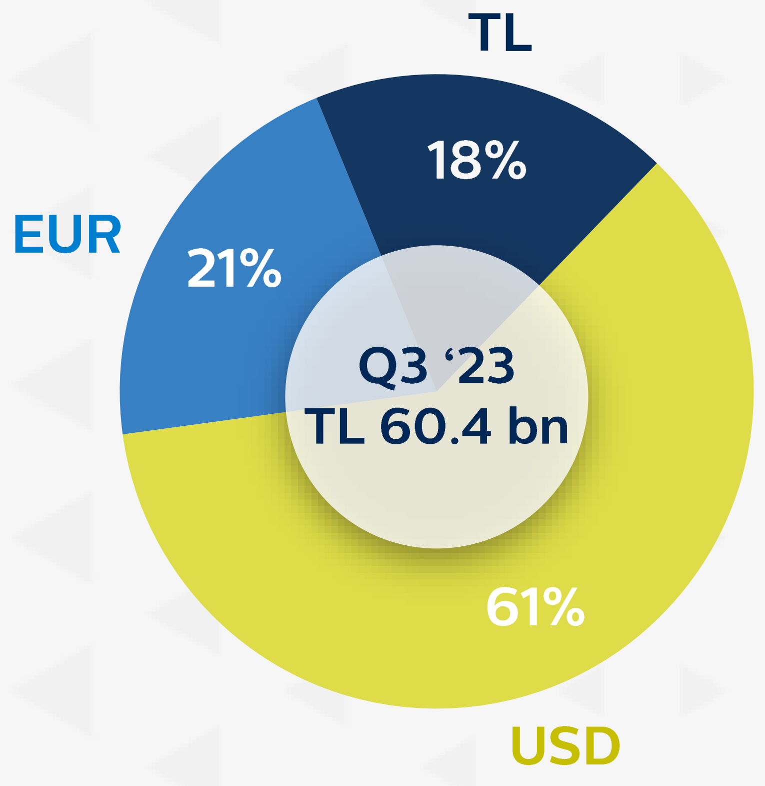
All loans are senior unsecured.
* including 2024 & 2025 maturity bonds (USD 500 mn each)

Cash – Currency Breakdown*

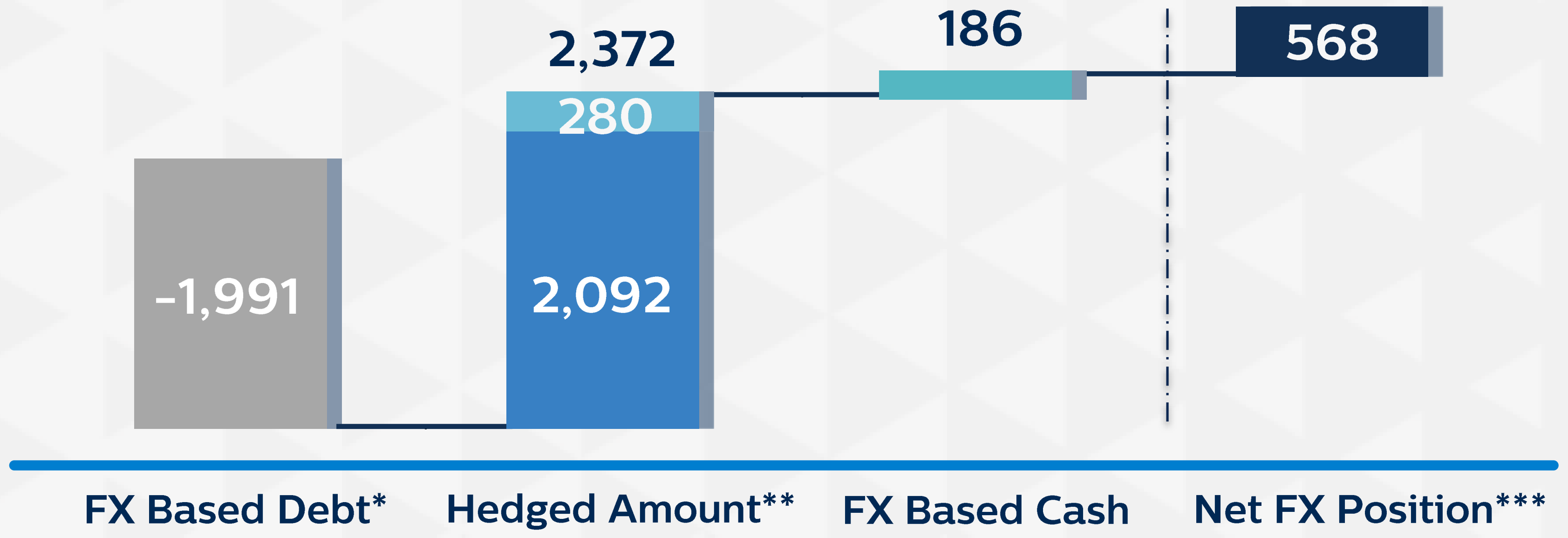


* TL 7.9 bn worth currency protected time deposit is not included in cash.

Gross Debt – Currency Breakdown



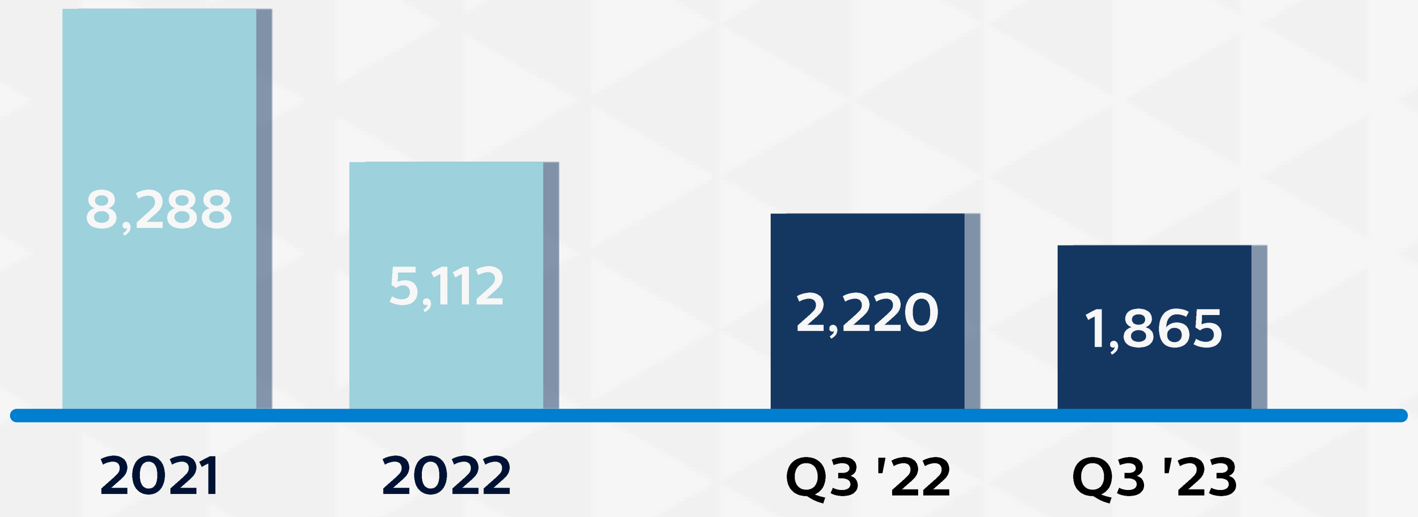
Hedge – Composition of FX Position



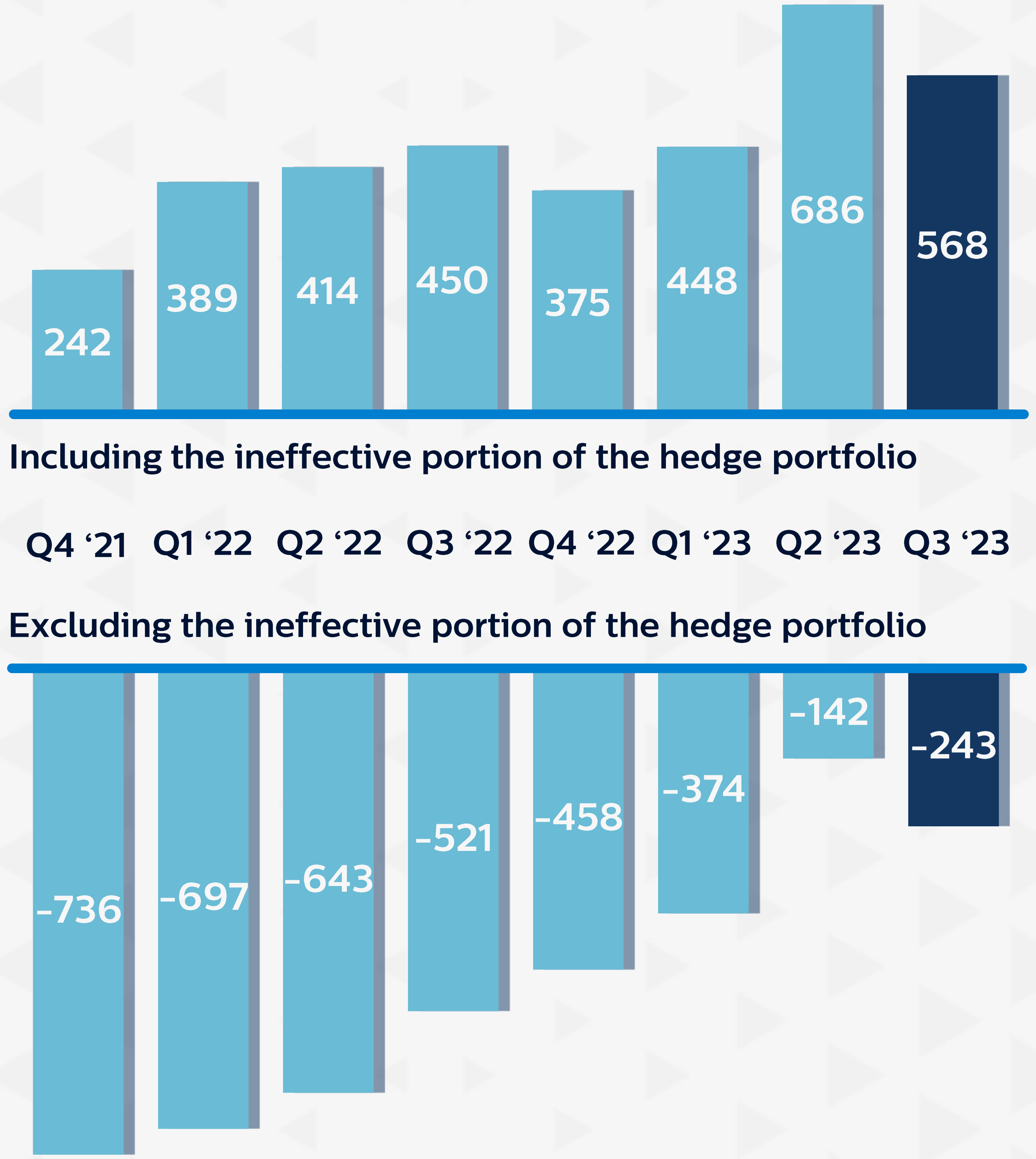
* FX Debt calculation includes FX financial debt (including FX lease obligations) and FX net trade payables. Hedged amount includes hedging of FX financial debt, currency protected time deposit, hedging of FX net trade payables and net investment hedge.
** Currency protected time deposit included in hedged amount is worth USD 280 mn.
*** Excluding the ineffective portion of the hedge portfolio, mainly the existing PCCS contracts, net FX exposure would be USD 243 mn short position.

Prudent Balance Sheet Management

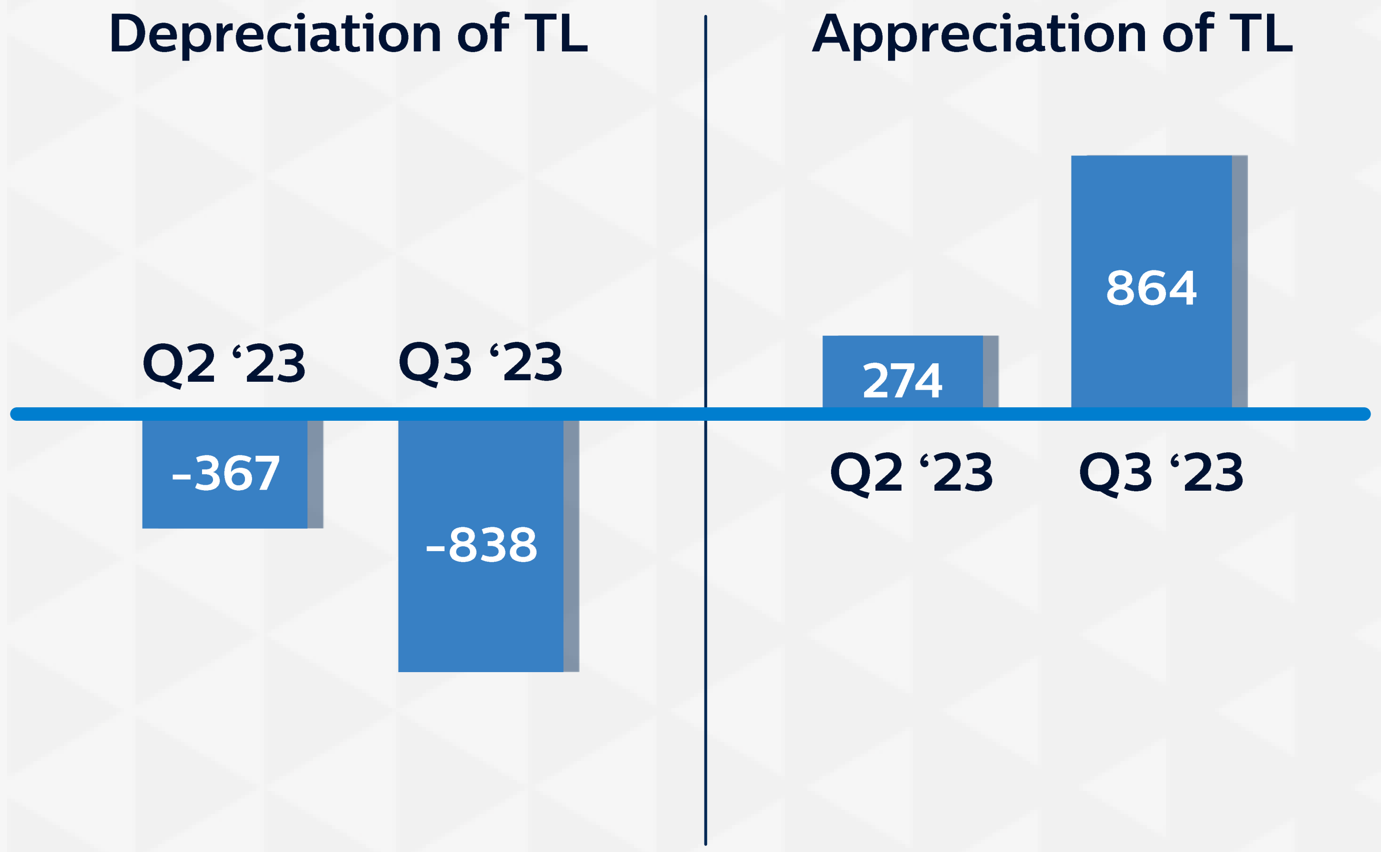
Cash Flow*
(TL mn)



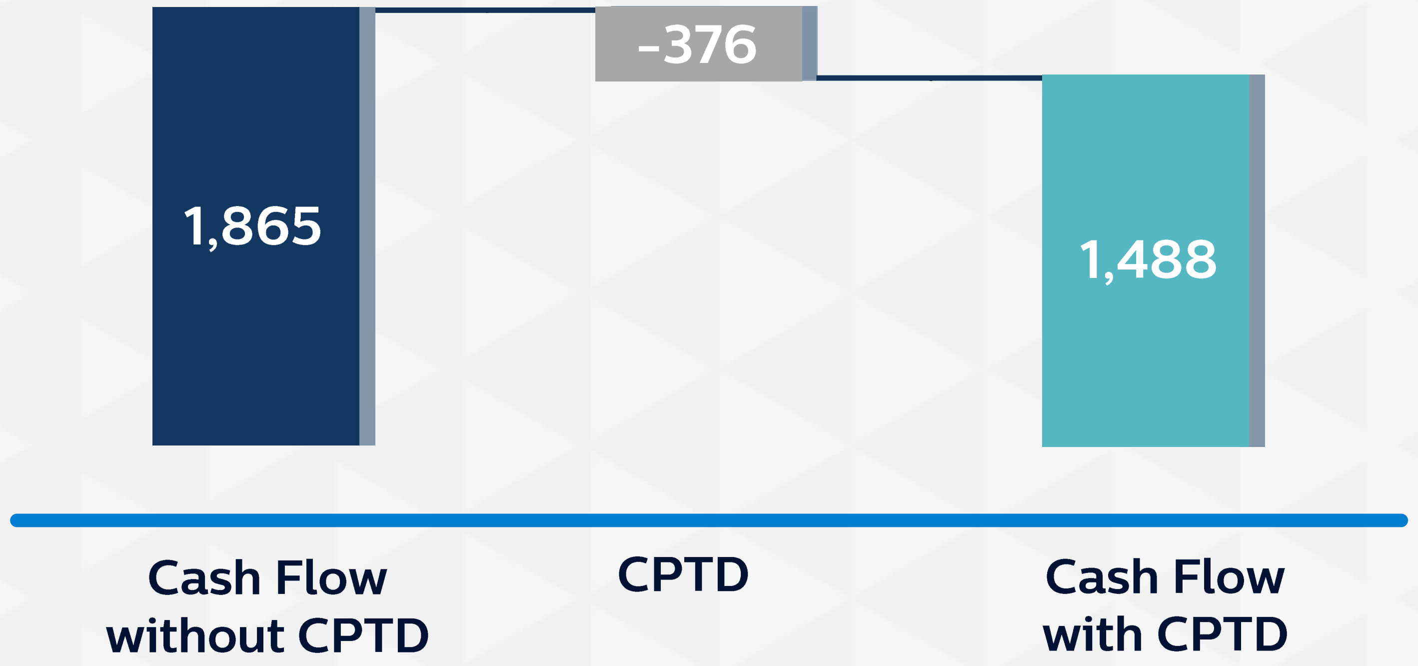
Net FX Exposure*
(USD mn equivalent)



Profit Before Tax Sensitivity
(TL mn, 10% change in FX rates)



The Effect of CPTD** on Cash Flow
(TL mn)



* Unlevered cash flow is defined as net cash provided by operating and investing activities, from operations.
** Currency Protected Time Deposit

* Net FX exposure is calculated as Total FX based Debt, less total Hedged Amount, less Total FX based Cash.

Appendix

Income Statement

(TL mn)	Q3 '22	Q2 '23	Q3 '23	QoQ Change	YoY Change
Revenues	**12,552**	**17,947**	**22,362**	**24.6%**	**78.2%**
EBITDA	**5,035**	**6,036**	**7,979**	**32.2%**	**58.5%**
Margin	**40.1%**	**33.6%**	**35.7%**		
Operating Profit	**3,003**	**3,369**	**5,048**	**49.9%**	**68.1%**
Margin	**23.9%**	**18.8%**	**22.6%**		
Financial Inc. / (Exp.)	**(2,606)**	**(5,190)**	**(2,998)**	**(42.2)%**	**15.1%**
FX & Hedging Gain / (Loss)	(1,895)	(4,184)	(1,756)	(58.0)%	(7.3)%
Interest Inc./(Exp.)	(700)	(963)	(761)	(20.9)%	8.8%
Other Financial Inc./(Exp.)	(11)	(43)	(480)	1007.8%	4189.2%
Tax Inc./(Exp.)	**774**	**1,221**	**2,453**	**100.9%**	**217.1%**
Net Income	**1,171**	**(601)**	**4,504**	**n.m.**	**284.5%**
Margin	**9.3%**	**(3.3)%**	**20.1%**		

Balance Sheet

(TL mn)	31.12.2022	30.09.2023
Total Assets	**80,732**	**119,706**
Cash and Cash Equivalents	5,125	11,969
Tangible Assets[1]	29,964	44,752
Intangible Assets	17,774	21,501
Right of Use Assets	1,801	2,155
Other Assets[2]	26,069	39,329
Total Equities and Liabilities	**80,732**	**119,706**
Share Capital	3,260	3,260
Reserves, Retained Earnings and Other Equity Items	16,710	29,193
Interest Bearing Liabilities[3]	41,920	62,296
Bank Borrowings and Bonds	*40,401*	*60,354*
Lease Liabilities	*1,520*	*1,942*
Other Liabilities[4]	18,841	24,957

(1) Tangible assets include property, building or plant and equipment and investment property
(2) Major items within other assets are trade receivables, due from related parties, inventories, deferred tax asset, tax assets and other current assets.
(3) Includes short-term and long-term borrowings and lease obligations
(4) Major items within other liabilities are deferred tax liability, trade payables, provisions, income tax payable, due to related parties, other current liabilities and provisions for employee termination benefits

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