# 2013 Q2 Results

Türk Telekom Group



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Note: EBITDA is a non-GAAP financial measure. The EBITDA definition used in this presentation includes Revenues, Direct Cost of Revenues excluding depreciation and amortization, Selling and Marketing Administrative expenses, operating expenses. and other income/(expense), but excludes translation gain/(loss), financial income, income on unconsolidated subsidiaries, gain on sale of investments, and minority interest.



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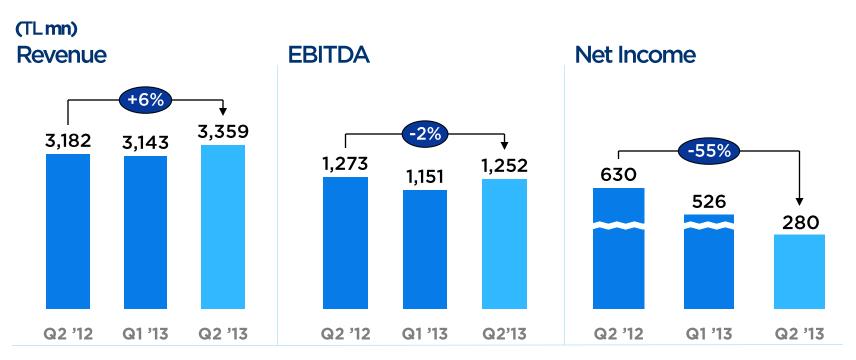
# Consolidated Performance

2013 Q2 Results **Türk Telekom Group** 

### **2013 Second Quarter Highlights**

- ---- Continued consolidated revenue increase with 6% YoY
- •• Growth in fixed line business, led by broadband and corporate data
- •• 9% YoY revenue growth in broadband with ARPU and subscriber increase
- Solid revenue and subscriber growth in mobile business revenues increased 17% YoY with 161k net subscriber additions in the quarter
- Slight decline in YoY EBITDA, still on track for YE guidance
- •• Net income decline driven by depreciation of TL

## **Consolidated Financials**

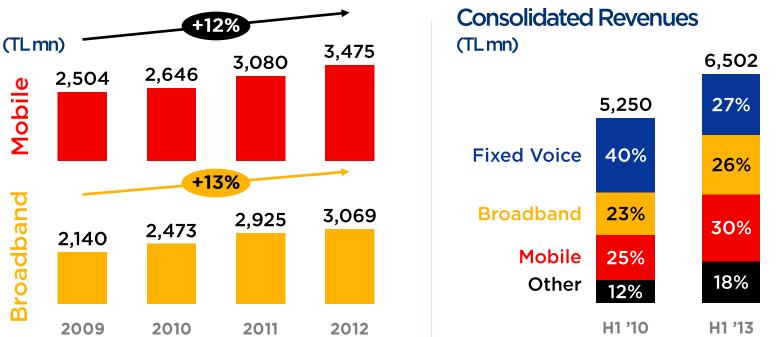


#### Sustained Revenue Growth

- Top line grew on track with the year end guidance
- •• Net income decrease driven by TL depreciation against USD and EUR

## **Revenue Mix**

### Shifting towards high growth businesses

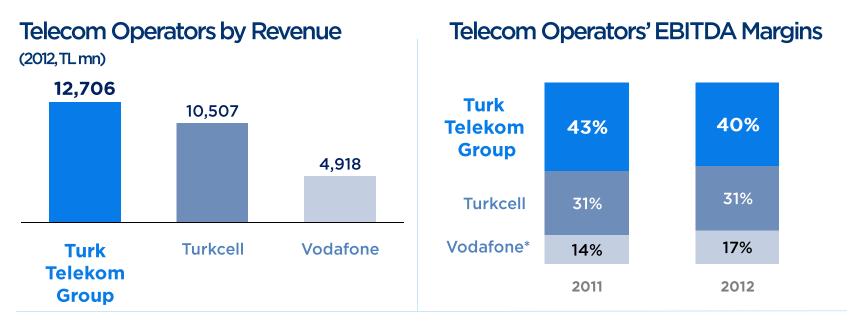


#### Transforming the revenue mix with less reliance on fixed voice

- Fixed voice share is now 27% of total revenues in H1 2013
- •• 56% of total revenues come from mobile and broadband
- Mobile and broadband businesses together grew 14% YoY in Q2 2013

Note: Other Revenues include Pantel acquisition effect, which was completed in Q4 2010

### TT: Strong Leader of the Market Largest and Most Profitable Operator in Turkey



••• 45% of the total revenues in Turkish telecom market is generated by Turk Telekom Group

---- Clear leader in profitability

•• Strongest position to provide end to end wireless and wireline telecom services to both consumers and corporates

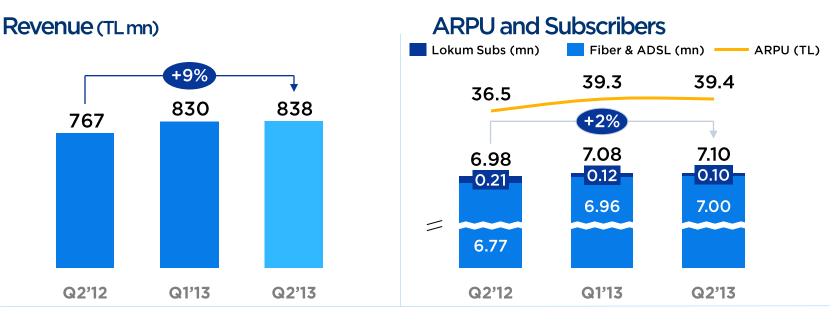
Note: Other operators' figures are from their published financials. Vodafone's EBITDA Margin figure is from their 2012 financials

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# Fixed Line

2013 Q2 Results **Türk Telekom Group** 

### High Speed Broadband Continued revenue and subscriber growth

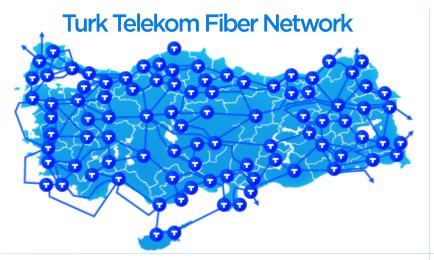


- 9% revenue growth backed by ARPU and subscriber increase
- Subscriber growth continued with 17K net additions in Q2 2013
- Excluding "phasing out" Lokum subscribers, net additions are 34K in Q2 2013
- 8% YoY ARPU increase in Q2 2013

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# Fiber means Turk Telekom

#### Availability of Fiber



**Alternative Operator** 



#### **Accelerated Fiber Subscribers**

•• Coverage of all 81 cities as opposed to competitor's limited reach

- 🕂 171 thousand km fiber network
- 2.2 million Fiber to the Home/Building,5.1 million Fiber to the Curb homepass
- 360K subscribers up ~90K in Q2 2013

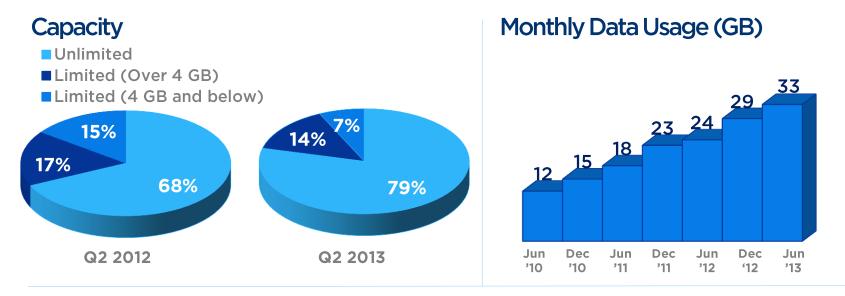
Note: Other operators' data are from their own publications

#### Speeds offered :



# **Broadband Speed and Capacity**

### Unwavering demand leads to upsell



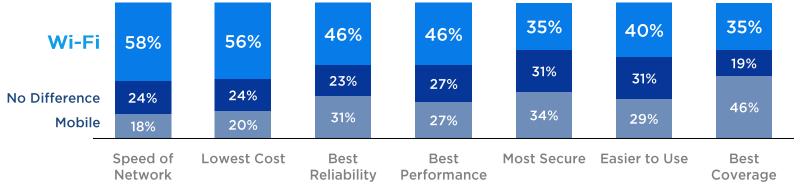
#### Customers want speed and capacity

- •• 93% of our customers are now in "up to 8 MBPS" or higher speed packages
- •• Unlimited quota subscribers are 79% of our total base (up from 68%)
- ---- As speed increases, average monthly data usage of customers grows now at 33GB



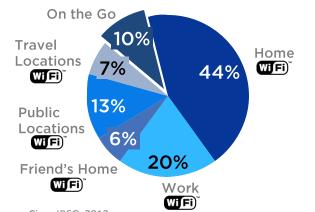
### The Preferred Access Method for Mobile Devices

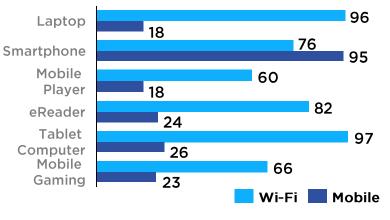
#### **Preferred Network Access for Various Features**



#### Mobile Device Usage By Location

#### Mobile Device Network Connection Capability (%)

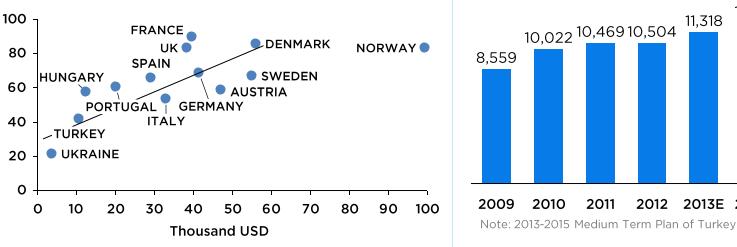




Source: Cisco IBSG, 2012

### Broadband Penetration Room for growth...

#### Fixed BB penetration vs GDP per Capita<sup>1</sup>



Fixed Broadband Penetration, %

- ---- Broadband penetration increases in line with GDP per Capita growth
- Turkey's GDP per Capita is set to grow in the upcoming years
- Household broadband penetration is already low in Turkey with 42% compared to European levels of 61%

GDP Per Capita in Turkey<sup>2</sup> (USD)

12,859

11,982

2013E 2014E 2015E

- (1) Analysis Mason
- (2) 2013-2015 Medium Term Plan of Turkey



### Turkey's Leading TV Platform by Turk Telekom

- **First and leading internet TV service in Turkey**
- Multi-screen experience: TV | Tablet | PC | Laptop | Smartphone



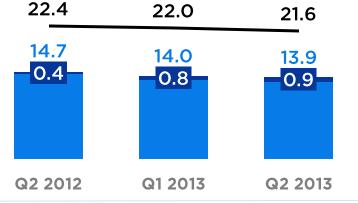
- 1.3 million paying users
- Over 150 TV Channels
- Over 4,000 content archive
  - 🕂 Interactivity
  - 🕂 Catch up TV
  - Pause Live TV
  - On Demand
    Video/Music
- •• Content agreements with global distributors
- ---- Includes premium content like European Football Leagues

# **Fixed Voice**

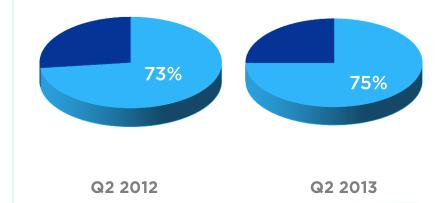
### Defending revenues despite challenges

#### Access Lines & ARPU<sup>1</sup>

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



# Recurring Revenue Share within Fixed Voice Revenues



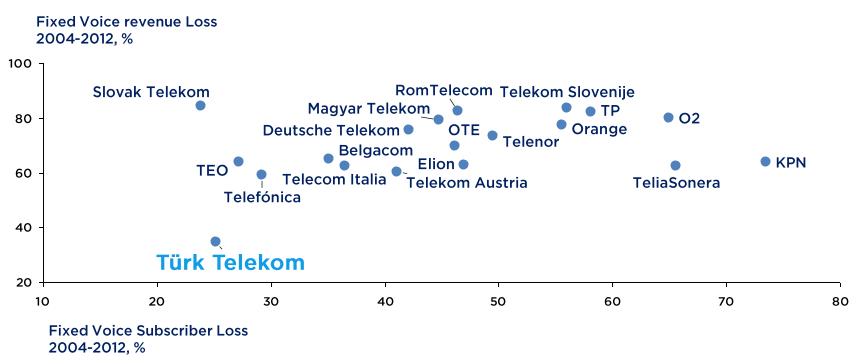
#### Offers to keep home phone relevant helps slow down decline...

- •• Free minutes to mobile directions from 7 p.m to 7 a.m.
- Discount benefits from leading retailers
- Joint offers with group companies
- Fixed voice decline partially offset by naked broadband additions
- ---- ARPU slightly decreased YoY mainly due to Wholesale Line Rental

(1) Revenue divided by average number of connections

# **Fixed Voice**

### Benchmarking well among fixed line incumbents ...



Fixed voice revenues and subscriber losses are lower than many peers' around the world, indicating successful efforts by Turk Telekom to protect subscribers and revenues

Source: Turk Telekom Company Data and Analysis Mason for other operators

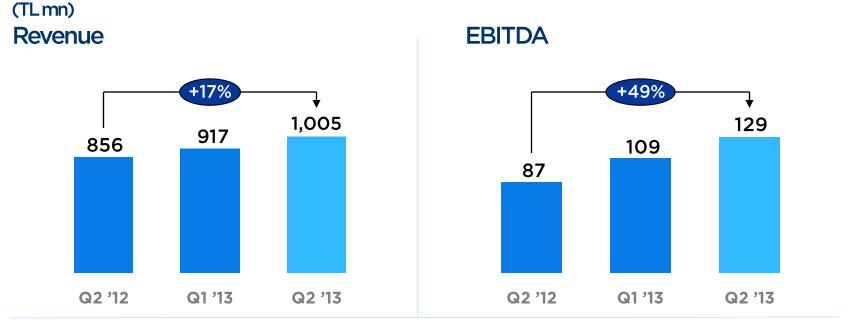
# Mobile

2013 Q2 Results **Türk Telekom Group** 



### Mobile

### Progress continues in all market conditions

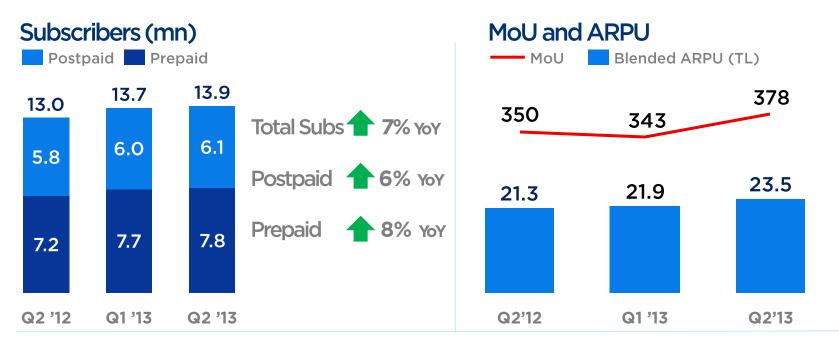


#### High growth in revenues and EBITDA

- •• 13% EBITDA margin. EBITDA up 49% YoY.
- Revenues 17% up YoY second quarter in a row. High teens growth maintained.

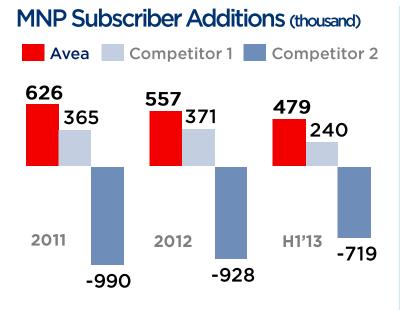
# **Mobile Operational KPIs**

### Uninterrupted subs growth, record MOU, higherARPU



- Postpaid and prepaid subscriber growth; 161K net additions in the quarter
- Highest postpaid to total subscribers ratio in the market
- •• 10% YoY growth in ARPU Highest ARPU in the market as of Q1 2013
- \*\* 8% YoY growth in MoU Consistently the highest MoU in the market for the past 5 years

### Mobile Number Portability Avea - Preferred operator among MNP customers



Avea continues to outperform competitors in Mobile Number Portability gains



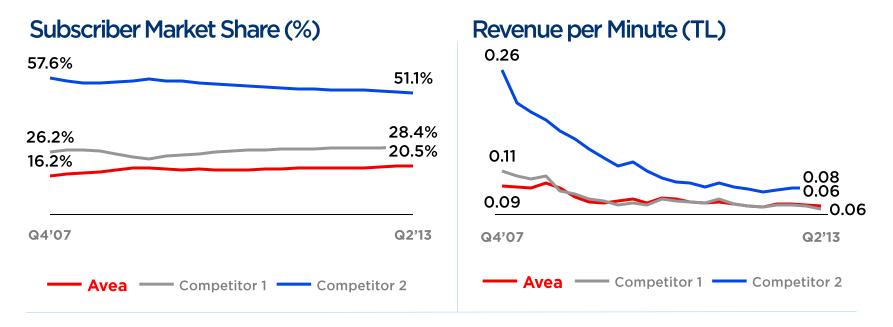




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### Mobile Market Outlook

Avea gains subscribers with a strict eye on profitability ...



•• Avea grew market share despite aggressive market conditions while keeping a strict eye on profitability

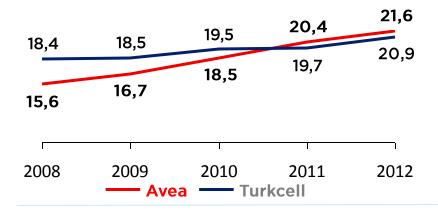
Incumbent operator eroded 68% of its Revenue per Minute while continuing to lose market share

Note: Other operators' figures are from their own publications

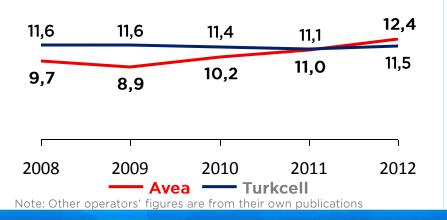
# Mobile ARPU Comparison

### Incumbent and challenger ...

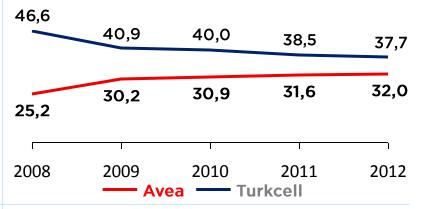
#### Blended ARPU (TL)



#### Prepaid ARPU (TL)



#### Postpaid ARPU (TL)



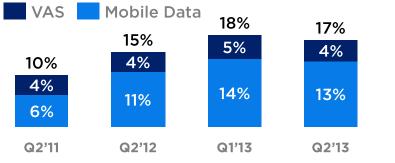
•• Avea increased its postpaid ARPU by 27% and prepaid ARPU by 28% since 2008. Its blended ARPU went up 37% in the same period

••• Incumbent operator decreased its postpaid ARPU by 19% and prepaid ARPU by 1% in the same period

# Mobile Data

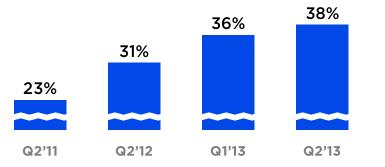
### High growth continues...

#### Mobile Data<sup>1</sup> and VAS<sup>2</sup> shares in Revenues



SMS not included in mobile data

#### Avea Share of Small Screen Data Users<sup>3</sup>



#### (1) Mobile data revenues consist of small & large screen and M2M revenues

(2) VAS: Value Added Services

#### Set to further boost data revenues ...

42% YoY increase in mobile data

 Non-SMS mobile data makes up 17% of total service revenues

••• Affordable smartphones offered to further grow data subscribers

# Continued growth in small screen data users and USB stick modem

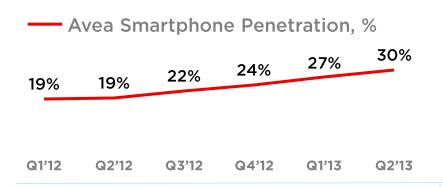
••• Smartphone and tablet users increased 34% YoY

•• Jet Modem (USB stick) subscribers are up 13% YoY

(3) Small Screen defined as all handheld devices that access internet via mobile broadband except dongles that are used for PC's. Small screen % = Small screen users/Total Avea base excluding large screen users.

# Smartphones

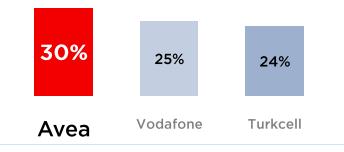
### Leader in penetration ...





Note: Other operators' figures are from their own publications

#### Smartphone Penetration as of Q2 2013



# Utilizing advantages to sustain leadership position in smartphones

••• Avea inTouch Android smartphone – Second version in stores building on the success of the original inTouch

Highest share of postpaid customers and youth segment

 Innovative data & voice tariffs enabling customers to mix and match

### New Partnerships & Vertical Services Incremental growth ...

#### Alternative Channels Through Partnerships | Avea Mobile Health







•• Accessing micro segments through partnerships with retail giant and Turkish State Postal Service



avea

- Preventative and informational health
   SMS/IVR services
- •• Telehealth solutions
- •• Telecare solutions

#### Avea Applications to make life easier





Avea Music

Avea Backup A

Avea League

**Online Transactions** 

MEDISANA"





Avea Mobilife

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# Financials

2013 Q2 Results **Türk Telekom Group** 



### Summary Income Statement

TL Millions	2012 Q2	2013 Q1	2013 Q2	QoQ % Change	YoY % Change
Revenues	3,182	3,143	3,359	7%	6%
EBITDA Margin	<b>1,273</b> 40%	<b>1,151</b> 37%	<b>1,252</b> 37%	9%	-2%
Operating Profit Margin	840 26%	<b>712</b> 23%	<b>811</b> 24%	14%	-3%
Financial Income/Expense FX & Hedging Gain/Loss Interest Income/Expense Other Financial Income/Expense	(21) 37 (21) (36)	(34) (3) (8) (24)	(445) (411) (13) (21)	<b>NM</b> 62% 12%	NM NM 39% 43%
Tax Expense	(199)	(161)	(96)	40%	52%
Net Income Margin	630 20%	526 17%	280 8%	-47%	-55%

### **Summary Balance Sheet**

TL Millions	30.06.2012	31.03.2013	30.06.2013
Intangible Assets <sup>1</sup>	3,597	4,013	4,096
Tangible Assets <sup>2</sup>	8,263	8,179	8,178
Other Assets <sup>3</sup>	3,668	4,135	4,324
Cash and Equivalents	930	1,429	973
<b>Total Assets</b>	<b>16,458</b>	<b>17,756</b>	<b>17,571</b>
Share capital	3,260	3,260	3,260
Reserves and Retained Earnings	1,826	3,691	1,599
Interest Bearing Liabilities <sup>4</sup> Provisions for Long-term Employee Benefits Other Liabilities <sup>5</sup>	6,830 645 3,897	6,548 620 3,637	8,390 607 3,715 <b>17,571</b>
Other Liabilities <sup>5</sup>	3,897	3,6	
Total Equity and Liabilities	<b>16,458</b>	17,7	

(1) Intangible assets excluding goodwill

(2) Tangible assets include property, plant and equipment and investment property.

(3) Major items within Other Assets are Trade Receivables, Due from Related Parties, Other Current Assets and Deferred Tax Asset.

(4) Includes short-term and long-term borrowing and short-term and long-term obligations under finance leases

(5) Major items within Other Liabilities are Deferred Tax Liability, Trade Payables, Provisions, Income Tax Payable, Due to Related Parties, Other Current Liabilities, Provisions for Employee Termination Benefits and Minority Put Option Liability

### Summary Cash Flow Statement

TL Millions	2012 Q2	2013 Q1	2013 Q2	QoQ % Change	YoY % Change
Cash Flow from Operating Activities	858	211	1,066	NM	24%
Cash Flow from Investing Activities CAPEX Other Investing Activities	<b>(554)</b> (658) 104	<b>(220)</b> (293) 73	<b>(374)</b> (479) 106	<b>-70%</b> -64% -45%	<b>33%</b> 27% 2%
Cash Flow from Financing Activities <sup>1</sup> Net Change in Cash	(434)	435	(1,036)	NM	-139%
Position <sup>2</sup>	(131)	426	(344)	NM	-163%

(1) Includes FX gain/loss on balance sheet items at the beginning of the period

(2) Blocked deposits are included in operating activities rather than net cash position.

### Summary Revenue Breakdown

TL Millions	2012 Q2	2013 Q1	2013 Q2	QoQ % Change	YoY % Change
Fixed Line	2,408	2,319	2,455	6%	2%
Domestic PSTN	974	883	849	-4%	-13%
Broadband	767	830	838	1%	9%
Data Services	134	165	179	9%	33%
International Settlements	102	125	127	2%	25%
Domestic interconnection	73	78	94	21%	28%
Leased lines	93	80	76	-4%	-18%
Rental income from GSM operator	24	20	20	1%	-14%
Other	64	99	138	39%	114%
Construction Revenue (IFRIC 12) <sup>1</sup>	177	40	133	233%	-25%
Mobile Elimination	856 (82)	<b>917</b> (93)	<b>1,005</b> (101)	10% -8%	17% -23%
Total Revenue	3,182	3,143	3,359	7%	6%

(1) According to IFRIC (International Financial Reporting Interpretations Committee) Interpretation 12. Large increase in construction revenue is due to higher amount of eligible CAPEX recorded in the period

### Summary OPEX Breakdown

TL Millions	2012 Q2	2013 Q1	2013 Q2	QoQ % Change	YoY % Change
Personnel <sup>1</sup>	512	609	546	-10%	7%
Domestic interconnection	201	235	266	13%	33%
International interconnection	71	77	82	6%	15%
Commercial <sup>2</sup>	265	240	255	6%	-4%
Maintenance and Operations	105	105	125	20%	20%
Taxes & Government Fees	207	232	247	7%	19%
Doubtful Receivables	(8)	41	38	-6%	NM
Cost of Equipment and Technology Sales	26	50	58	16%	123%
Others	375	367	371	1%	-1%
Sub-Total	1,753	1,956	1,989	2%	13%
Construction Cost $(IFRIC 12)^3$	157	35	118	233%	-25%
Total OPEX	1,910	1,992	2,107	6%	10%

(1) Q1 2013 personnel expense included TL 78 mn one-off expense related to personnel incentive program initiated in the quarter.

(2) Includes Commissions, Advertising & Marketing, Subscriber Acquisition & Retention Costs and Promotion

(3) According to IFRIC (International Financial Reporting Interpretations Committee) Interpretation 12. Large increase in construction cost is due to higher amount of eligible CAPEX recorded in the period

# **Fixed Line**

### Summary Income Statement

TL Millions	2012 Q2	2013 Q1	2013 Q2	QoQ % Change	YoY % Change
Revenues	2,408	2,319	2,455	6%	2%
EBITDA Margin	<b>1,186</b> 49%	<b>1,041</b> 45%	<b>1,122</b> 46%	8%	-5%
Operating Profit Margin	<b>911</b> 38%	<b>775</b> 33%	<b>856</b> 35%	10%	-6%
CAPEX CAPEX as % of Revenue	<b>524</b> 22%	<b>191</b> 8%	<b>360</b> 15%	89%	-31%

# **Fixed Line**

### Summary OPEX Breakdown

TL Millions	2012 Q2	2013 Q1	2013 Q2	QoQ % Change	YoY % Change
Personnel <sup>1</sup>	455	554	492	-11%	8%
Domestic interconnection	26	53	61	16%	134%
International interconnection	67	71	77	8%	13%
Commercial <sup>2</sup>	137	125	129	3%	-6%
Maintenance and Operations	81	75	88	18%	8%
Taxes & Government Fees	57	53	54	2%	-6%
Doubtful Receivables	(19)	20	20	3%	NM
Cost of Equipment and Technology Sales	26	51	60	17%	131%
Others	234	242	235	-3%	0%
Sub-Total	1,065	1,243	1,215	-2%	14%
Construction Cost (IFRIC 12) <sup>3</sup>	157	35	118	233%	-25%
Total OPEX	1,222	1,278	1,333	4%	9%

(1) Q1 2013 personnel expense included TL 78 mn one-off expense related to personnel incentive program initiated in the quarter.

(2) Includes Commissions, Advertising & Marketing, Subscriber Acquisition & Retention Costs and Promotion

(3) According to IFRIC (International Financial Reporting Interpretations Committee) Interpretation 12. Large increase in construction costs is due to higher amount of eligible CAPEX recorded in the period

### Mobile

### Summary Income Statement

TL Millions	2012 Q2	2013 Q1	2013 Q2	QoQ % Change	YoY % Change
Revenues	856	917	1,005	10%	17%
EBITDA <sup>1</sup> Margin	<b>87</b> 10%	<b>109</b> 12%	<b>129</b> 13%	18%	49%
Operating Profit Margin	<b>(70)</b> -8%	(65) -7%	<b>(46)</b> -5%	29%	35%
CAPEX CAPEX as % of Revenue	<b>134</b> 16%	<b>61</b> 7%	<b>113</b> 11%	86%	-16%

### Mobile

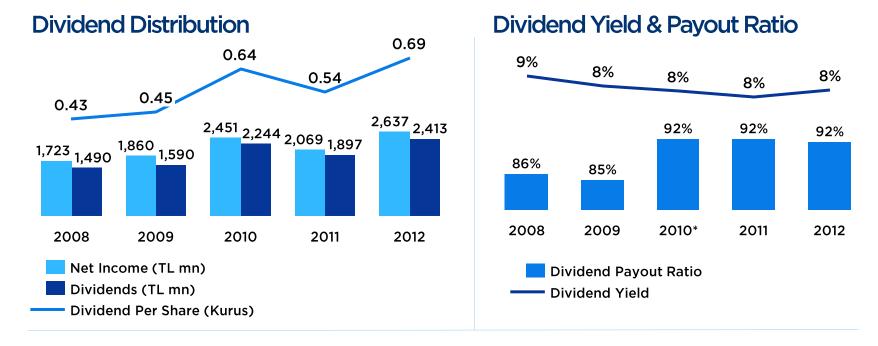
### Summary OPEX Breakdown

TL Millions	2012 Q2	2013 Q1	2013 Q2	QoQ % Change	YoY % Change
Personnel	61	58	60	4%	-1%
Domestic interconnection	196	213	241	13%	23%
International interconnection	4	6	5	-3%	37%
Commercial <sup>1</sup>	128	115	127	10%	-1%
Maintenance and Operations	26	34	36	6%	38%
Taxes & Government Fees	150	179	193	8%	29%
Doubtful Receivables	11	21	18	-15%	68%
Others <sup>2</sup>	192	183	194	6%	1%
Total	769	808	876	8%	14%

(1) Includes Commissions, Advertising & Marketing, Subscriber Acquisition & Retention Costs and Promotion

(2) Includes Rent Expense, Utilities, Leased Line Expense and other expenses

### **Shareholder Remuneration**



- •• Consistently the highest dividends in ISE since IPO, with top ranking payout ratio
- Solid dividend policy of maximum payout as defined in the Articles of Association

(\*) Note: We reached the cap in the fisrt legal reserve in 2010

### **Debt Profile**

Debt (Million:	s) In Currency	TL Equivalent	<3 Month	3 Months to 1 Year	1 to 5 Years	>5 Years
TL	1,416	1,416	1,401	15	0	0
USD	2,018	3,885	162	636	2,527	561
EUR	1,180	2,967	103	529	2,130	205
JPY	4,956	96	0	0	96	0
TOTAL		8,363	1,665	1,180	4,752	766

Ratios	2012 Q2	2013Q2
Net Debt / EBITDA	1.17	1.48
Net Debt / Assets	0.36	0.42
Debt (Total Liabilities) / Equity	2.24	2.62
Debt (Financial) / Equity	1.34	1.73
Current Ratio	0.72	0.89

••• Average maturity of FX denominated debt is 2.2 years

•• Comfortable Net Debt / EBITDA ratio at 1.48

## Group Companies

2013 2Q Results **Türk Telekom Group** 



### innol/A Turkey's Leading IT Company



. Fastest growing IT company in Turkey for the last 7 years

. A team of almost 700 IT professionals

. Over 10 years of international experience in 28 countries Kiosk Innova . Advanced Payment and Collection Solutions

- . Online Banking Solutions
- . Digital Signage . Wayfinding
  - . wayinnung
- . Top-up Solutions

Payflex Innova . Secure and innovative solutions for mobile payments

. Cloud based collection systems over Turk Telekom data center

. Loyalty solutions



Strategic Management and Statistics Systems Innova developed for Ministry of Energy and Natural Resources in Turkey, is among the biggest etransformation and IT projects





### Turk Telekom International Increasing Presence in Euroasia



•• Pantel's brand and logo changed into Türk Telekom International; a new approach to Group synergy with a new brand and a new management

••• International arm of the Group; handling all sales&marketing operations for wholesale voice and providing all international data services within a unique geographical coverage from Europe & Russia to Middle East

- Over 40,000 km of fiber optic network
- Hore than 50 major POPs in Europe
- ----- POPs in Asia and USA





### A Global Provider of Next Generation Telecom Solutions

International experience in providing a wide variety of telecom solutions in CIS, Middle East, Africa, LATAM, Balkans and Eastern Europe
 Partner of Turkey's first 4G-LTE project to build and develop 4G base stations in the country
 Leading developer of iTV and small cell technologies in Turkey
 ARGELA iTV



- •••• A unique experience that brings TV, internet, social media and entertainment together
- ---- Available on PC, tablet, TV and mobile phones

#### **ARGELA Small Cell Solutions**



- Providing coverage for hard to reach areas
- •••••A unique solution for mobile operators to avoid data capacity problems



# **A Global Player in E-education**



#### Sebit

. The biggest education technologies company in Turkey

. A multinational e-education solution provider with operations in the US, Europe, Middle East and Asia

. 25 years of experince in online education technologies



#### Sebit Turkey

. Vitamin; e-education solutions to state&private schools as well as consumers

. Vitaminegitim.com; the biggest education portal in Turkey

. Vittrin; only educational marketplace in Turkey

. Egitim.com; first educational search engine in Turkey



#### Sebit International

. Adaptive Curriculum; eeducation support for numerous schools in the US

. Vitamin Malaysia; implemented in schools nationwide in Malasia

. Vitamin Arabic; delivered by Saudi Telecom to broadband subscribers

### **CASSISTT** Turkey's Leading Call Center

- •• More than a traditional call center with sales and marketing functions for its customers
- ---- Fastest growing call center with consistently increasing market share in Turkey
- Presence in 18 locations in 12 cities of Turkey
- Over 5,888 seat capacity
- •• Call center solutions for Turk Telekom Group and other leading companies and institutions in Turkey
- Partner of Turkish Ministry of Health for Turkey's Central Hospital Scheduling system call center services

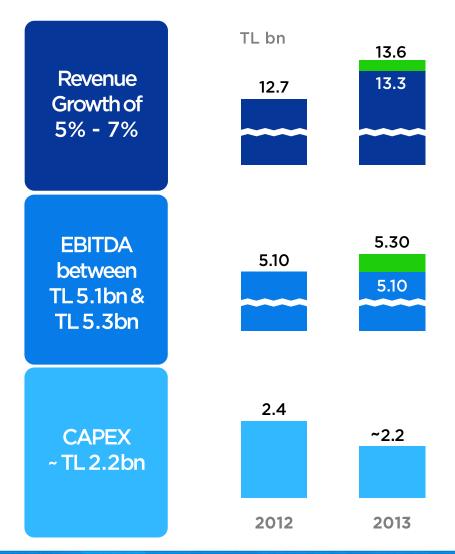


- Before and after sales support
- Customer relationship management (CRM)
- Reseller channel assessments
- Voice Response
  Applications (IVR)
- •• Reviews and reports of customer complaints

## Appendix

2013 Q2 Results Türk Telekom Group

### 2013 Guidance



### **Revenue Growth Enablers**

- Mobile growth
- ---- Broadband growth
- Combined offers

#### **EBITDA Growth**

- ---- Focusing on absolute EBITDA
- •• OPEX saving initiatives

### CAPEX

••• Reducing CAPEX since major CAPEX programs' peak investment levels passed

### Corporate Governance at Turk Telekom Exemplary Practices

### Corporate Governance Ratings of Turk Telekom (out of 10)



#### Turk Telekom demonstrates exemplary practices in Corporate Governance

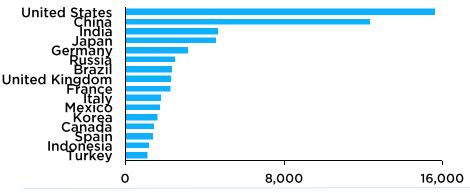
- **••** First and only telecom company in ISE Corporate Governance Index
- ---- Achieved 8.8 over 10 in 2012
- •• Compliance to Capital Market Board Corporate Governance Principles

Note: Independent Rating Study conducted by Saha Corporate Governance and Credit Rating Services Inc.

### **Strong Macro Environment**

### Large & sustainable growth economy & favorable demographics

### Turkey among World Economies, (GDP based on PPP, US\$ bn, 2012)<sup>1</sup>

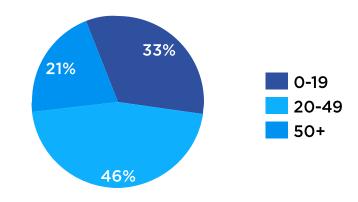


- •• 2nd largest European country (75.6 mn population)
- •• Population growth forecast of around 1.0% per annum (2013-2030)
- Young and increasingly affluent population
- GDP per capita up from us\$ 3,492 to US\$ 10,504 in 2012
- Source for 1 & 2: TURKSTAT, IMF World Economic Outlook Database

- 🕂 World's 16th largest economy
- Europe's 6th largest economy
- Moderate and sustainable economic
  growth/growth prospects
- •• Strategic location
- Ongoing positive economic and

structural development momentum

### Age Group Distribution (2012)<sup>2</sup>



### Macroeconomic Highlights - I



The Turkish economy grew by 3% y/y in 1Q 2013, after the 1.4% growth in 4Q 2012,

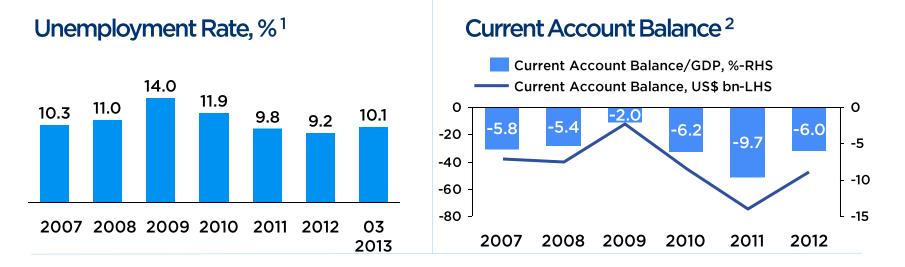
•• According to the Medium-Term Program, the Government's 2013 GDP growth rate forecast stands at 4.0%

•• As of end-June, the annual CPI inflation registered as 8.3%

•• According to the Inflation Report - II, the Central Bank's 2013 year-end annual CPI inflation estimate stands at 5.3%

Source for 1 & 2: TURKSTAT

### Macroeconomic Highlights - II

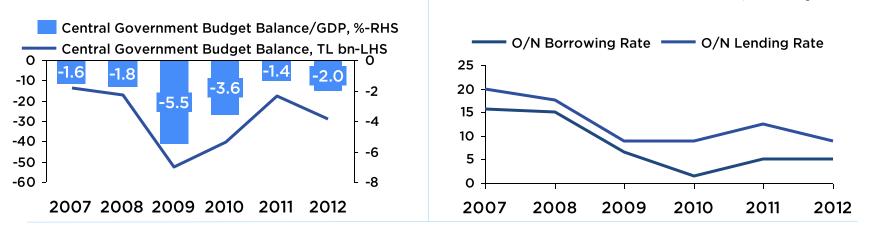


- Unemployment rate eased further down to 9.3% in April from 10.1% in March
- According to the Medium-Term Program, the Government forecasts the unemployment rate as 8.9% in 2013
- The current account deficit registered as US\$ 7.5 bn. in May mainly owing to the high trade deficit. Year-to-date current account deficit registered as US\$ 31.9 bn.
- According to the Medium-Term Program, the Government estimates the current account deficit as US\$
  60.7 bn (7.1% of GDP) in 2013

Source for 1 & 2: TURKSTAT, CBT

### Macroeconomic Highlights – III

#### Central Government Budget Balance<sup>1</sup>



CBT's Interest Rate Corridor, %(eop)<sup>2</sup>

During the first 5-month period of the year, budget deficit and primary surplus registered as TL 4.2 bn. and TL 26.0 bn.

- •• According to the Medium-Term Program, the Government projects TL 33.9 bn budget deficit (2.2% of GDP) in 2013
- As of end-June, the policy rate stood at 4.5%, while the overnight borrowing and lending rates were at 3.5% and 6.5% respectively.

Source for 1 & 2: TURKSTAT,CBT, Ministry of Finance

### **Regulatory Actions**

#### 2009 2010

2011

### 2012

### 2013

Mobile on-net

pricing cap for

formulated by

Termination

March

TCELL

Mobile

Price\*1.7

#### April

Interconnection rate decrease in Fixed (10%) and Mobile (33%)

2008

#### November

3G tender held

Mobile Number Portability introduced

New Electronic Communications Law passed

#### January

About 50%-55% reduction in MTRs on SMS

#### March

Reduction in SCT rate (25% to 5%) on internet services

#### April

May

 Onnet retail pricing threshold for TCELL

About 29% reduction in MTRs

 MVNO regulation was in place

Julv 3G services started

September Fixed Number portability introduced

#### October Local call liberalization

#### April

About 52% reduction in **MTRs** 

• 17% cut in double tandem FTR

38% decrease in GSM to GSM rate retail cap

TL per minute pricing introduced

Julv

ICTA announced Naked DSL fee as TL 8.13

ICTA postponed 20 second billing for an indefinite time

#### December

Naked DSL services started

#### April

Mobile off-net price cap increased by 4%

SMS price cap decreased by 48%

#### September

 Deregulation on MTRs on international calls and liberalization on their pricing

#### October

ICTA's fiber decision: FTTH/B will be excluded from the process of market analysis until 25% fiber market share or 5 years

#### January

• WLR introduced

#### November

Deregulation on FTRs on international calls and liberalization on their pricing

April

•75% reduction in MTRs on SMS

#### June

20% reduction in MTRs

### Türk Telekom Group

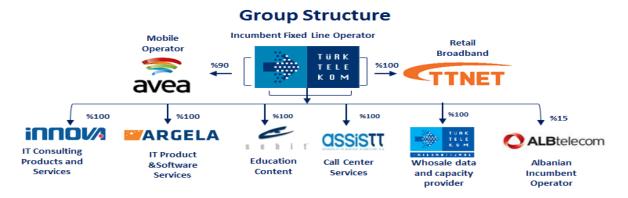
### **Ownership Structure**

Ojer Telekomünikasyon A.Ş. nominates7 Board Members

•• Turkish Treasury nominates 5 Board Members (1 represents Golden Share, 4 independent)

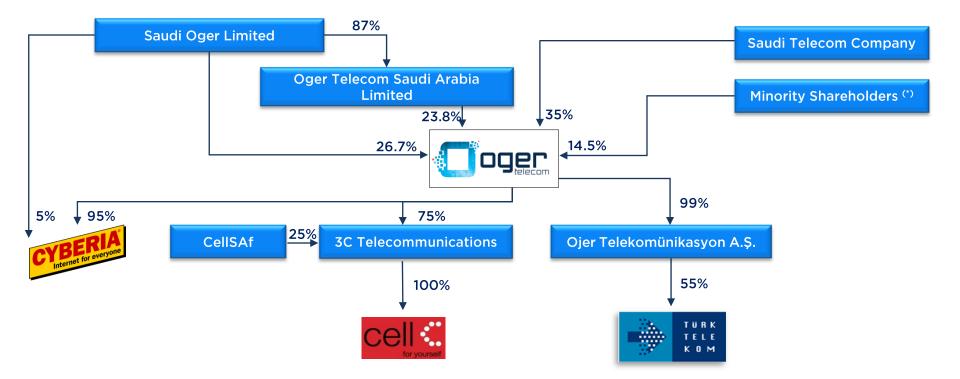


### **Group Structure**



\*Note: Turkish Treasury and Oger Telecom bought 1.68% and 0.8% additional stakes respectively, from free float.

### Oger Telecom Ownership Structure



Note: Among Oger Telecom's direct and indirect minority shareholders are regional and 'blue chip' global financial investors.



## THANK YOU

### **TURK TELEKOM INVESTOR RELATIONS**

ir@turktelekom.com.tr - www.ttinvestorrelations.com - TTKOM

Facebook - <a href="http://www.facebook.com/telekom.relations">http://www.facebook.com/telekom.relations</a>

Twitter - <u>https://twitter.com/ttkomir</u> +90 (212) 309 96 30