



Türk Telekom Group Corporate Fact Sheet – Q3'12

ISTANBUL STOCK EXCHANGE TTKOM

Bloomberg : TTKOM TI

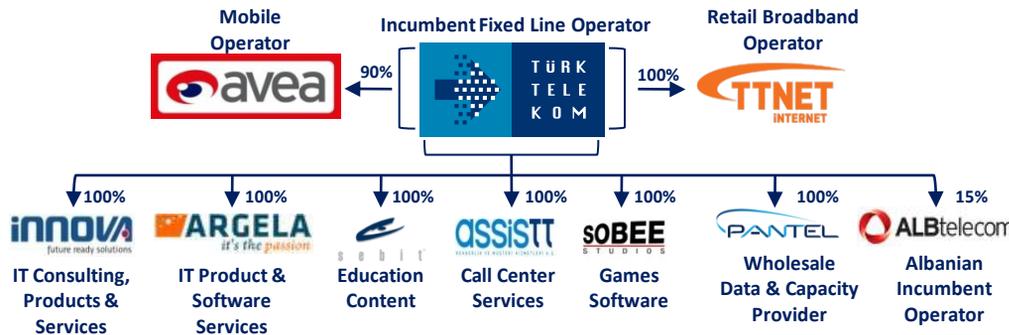
Reuters: TTKOM IS

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.

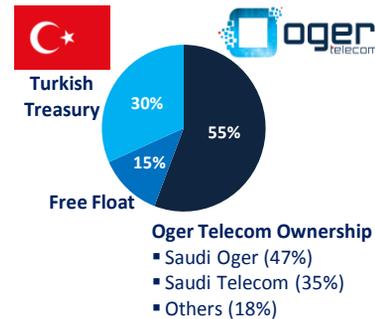


Turkey is one of the largest telecom markets in EMEA region with its 74 mn growing population and increasing number of households.

Group Companies



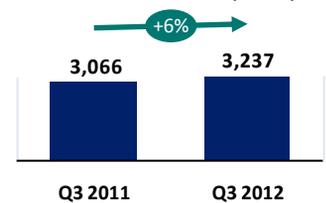
Ownership Structure



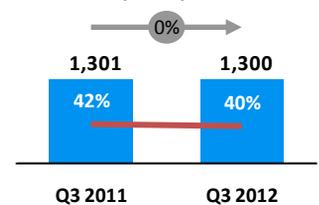
Overview of Türk Telekom Group

- Turkey's leading communication and technology group; TL 3,237 bn Revenue and TL 1,300 bn EBITDA generated in Q3 2012.
- 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 14.5 mn access lines and 7 mn fixed broadband lines
- AVEA - Turkey's youngest and growing mobile operator with 13.2 mn mobile subscribers

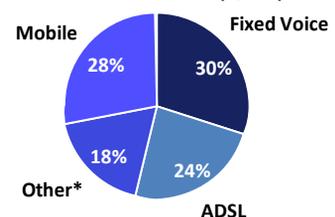
Consolidated Revenue (TL mn)



Consolidated EBITDA & Margin (TL mn)



Revenue Breakdown (Q3'12)



*Includes leased lines, interconnection, and international revenues



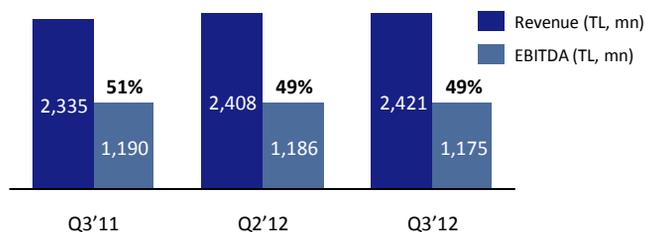
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Q3 2012 Performance and Highlights

- Revenues grew 6% yoy
- Consolidated EBITDA margin at 40%
- Net income increased 77% yoy
- Sustained revenue growth in mobile business with 11%, and improved profitability with 12% increase in EBITDA
- Continued growth in fixed broadband with 6% yoy revenue increase

Fixed Line Highlights

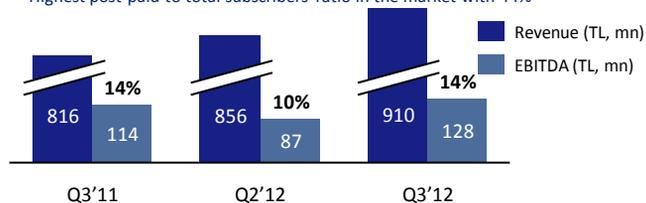
- 4% yoy increase in fixed line revenues driven primarily by upsells, price increases and construction revenues related to fibre network rollout
- Extended partnerships with leading brands continue to offer additional value to PSTN line holders and help reduce churn
- Naked ADSL subscribers grew 37% qoq and mitigated the decrease in PSTN lines
- Unlimited capacity subscribers reached 71% of total, a growth of 22% yoy



| KPI | Q3'11 | Q2'12 | Q3'12 |
|-------------------------|-------|-------|-------|
| Fixed Access Lines – mn | 15.5 | 14.7 | 14.5 |
| PSTN ARPU – TL | 22.1 | 22.4 | 22.6 |
| ADSL Connections – mn | 6.8 | 7.0 | 7.0 |
| ADSL ARPU – TL | 35.9 | 36.5 | 37.1 |

Mobile Highlights

- Record quarterly revenues, reaching TL 910mn (up 11%), driven by increased interconnect and data revenues
- Improved profitability with EBITDA growing 12% yoy while EBITDA margin increased to 14%
- Number of subscribers increased 6% yoy with 680K net add since Q3 2011 and 206K net add in Q3 2012
- Highest post-paid to total subscribers ratio in the market with 44%



| KPI | Q3'11 | Q2'12 | Q3'12 |
|-------------------------|-------|-------|-------|
| Mobile Subscribers – mn | 12.5 | 13.0 | 13.2 |
| Mobile ARPU – TL | 21.3 | 21.3 | 22.6 |

Summary Financials

| Consolidated Income Statement (TL millions) | 2011 FY | Q3'11 | Q2'12 | Q3'12 |
|---|---------|-------|-------|-------|
| Revenues | 11,941 | 3,066 | 3,182 | 3,237 |
| OPEX | 6,864 | 1,765 | 1,910 | 1,937 |
| EBITDA | 5,077 | 1,301 | 1,273 | 1,300 |
| Margin | 43% | 42% | 40% | 40% |
| Operating Profit | 3,501 | 916 | 840 | 892 |
| Margin | 29% | 30% | 26% | 28% |
| Net Financial In./Ex. | (891) | (460) | (21) | (85) |
| Tax Expense | (710) | (148) | (199) | (176) |
| Net Profit | 2,069 | 359 | 630 | 636 |
| Margin | 17% | 12% | 20% | 20% |
| EPS – Kurus | 0.59 | 0.10 | 0.18 | 0.18 |
| DPS – Kurus (Gross) | 0.54 | - | - | - |
| Dividend | 1,896 | - | - | - |
| CAPEX | 2,296 | 622 | 678 | 581 |

| Consolidated Balance Sheet (TL millions) | 2011 YE | Q3'11 | Q2'12 | Q3'12 |
|--|---------------|---------------|---------------|---------------|
| Intangible Assets | 3,540 | 3,459 | 3,597 | 3,768 |
| Tangible Assets | 8,156 | 7,858 | 8,263 | 8,257 |
| Other Assets | 3,499 | 3,443 | 3,668 | 3,762 |
| Cash and Equivalents | 979 | 957 | 930 | 1,038 |
| Total Assets | 16,174 | 15,717 | 16,458 | 16,825 |
| Share capital | 3,260 | 3,260 | 3,260 | 3,260 |
| Reserves and Retained Earnings | 2,509 | 2,006 | 1,826 | 2,450 |
| Interest Bearing Liabilities | 5,346 | 5,755 | 6,830 | 6,479 |
| Provisions for LT Employee Benefits | 563 | 621 | 645 | 664 |
| Other Liabilities | 4,496 | 4,075 | 3,897 | 3,972 |
| Total Equity and Liabilities | 16,174 | 15,717 | 16,458 | 16,825 |

| Consolidated Cash Flow Statement (TL millions) | 2011 FY | Q3'11 | Q2'12 | Q3'12 |
|--|--------------|------------|--------------|------------|
| CF from Operating Activities | 3,970 | 1,188 | 842 | 1,217 |
| CF from Investing Activities | (2,060) | (558) | (538) | (497) |
| CAPEX | (2,327) | (665) | (658) | (565) |
| Other Investing Activities | 267 | 107 | 120 | 68 |
| CF from Financing Activities | (2,073) | (524) | (434) | (482) |
| Net Change in Cash Position | (163) | 106 | (131) | 238 |