TÜRK TELEKOM GROUP

Q2 Results

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Note: EBITDA is a non-GAAP financial measure. In this presentation, EBITDA represents revenue less cost of sales and other operating expenses plus other operating income/(expense) plus income/(expense) from investing activities but excluding financial income/(expense) presented in other operating income/(expense) (i.e., foreign exchange gain/(loss), interest income/(expense) and discount income/(expense) on receivables and payables excluding financial borrowings), depreciation, amortization and impairment, income on unconsolidated subsidiaries and minority interest.

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2015 Second Quarter Highlights

🗕 Key Operational Highlights

• 99 thousand mobile net subscriber additions driven by 200 thousand postpaid

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- Highest postpaid ratio (50%) in the market
- Smartphone penetration reaches 62% highest in the market
- 68 thousand net subscriber additions in broadband
 - 63K fibernet (FTTH/B) and hipernet (FTTC) net additions
 - ARPU uplift of 2.5% YoY

🗕 Financial Highlights

- Adjusted revenues* up 6.2% YoY, reaching TL 3.46 billion
 - Mobile revenues up 15% YoY; broadband revenues up 6% YoY; corporate data revenues up 23% YoY
- EBITDA grew 5.4% YoY, reaching TL 1.32 billion
 - EBITDA margin 37% (Mobile up by 4 pp YoY reaching 18% while fixed line is 46%)
- Net Income negatively affected by TL depreciation against USD and EUR
- CAPEX of TL 467 million

Consolidated Performance



Consolidated Financials

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TL mn	Q2'14	Q1'15	Q2'15	Growth (QoQ)	Growth (YoY)
Revenue	3,300	3,434	3,526	2.7%	6.9%
Revenue (exc. IFRIC-12)	3,261	3,395	3,464	2.0%	6.2%
EBITDA	1,253	1,329	1,320	-0.7%	5.4%
EBITDA Margin	38.0%	38.7%	37.4%		
Net Income	801	27	335	1158.4%	-58.1%
CAPEX	298	313	467	48.9%	56.9%

Diversified Revenue Base 72% of Revenues from High Growth Areas

Revenue Breakdown (TL mn)



Mobile (TL mn)



Fixed Broadband (TL mn)

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Corporate Data (TL mn)



Fixed Voice (TL mn)



Note: Growth rates are shown as CAGRs

Sector Dynamics

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Relatively low penetration levels point to room for growth

Broadband Household Penetration (Q4'14)



Source: Analysys Mason, Q4'14 CEE&WE Telecom Matrix, TR data is from ICTA, Q4'14 Market Report

Broadband Market Share (Subscriber, Q2'15)



Source: ICTA, Q2'15 Market Report, company calculations

Mobile Population Penetration (Q2'15)



Mobile Market Share (Subscriber, Q2'15)



Source: ICTA, Q2'15 Market Report, company calculations

Fixed Line



High Speed Broadband Strong ARPU and Subscriber Dynamics

- 🗕 6% YoY revenue growth backed by ARPU and subscriber increase
- 2.5% YoY ARPU growth in Q2 '15
- 68K net subscriber additions in Q2 '15





Q2'14 Q1'15 Q2'15

Note: FTTH/B: Fiber to the building and home. FTTC: Fiber to the curb

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Broadband Revenue (TL mn)

Broadband Upsell Speed & Capacity



Note: Capacity & Fair Usage are TTNET figures

Fiber Network Largest Fiber Footprint in Turkey

Türk Telekom Fiber Network



Alternative Operator¹



Fiber Homepass

FTTC	8.2 mn
FTTH/B	3.1 mn

Fiber Subscribers (thousand)



1.252

TV Business

New Exclusive Content, New Platform...

- UEFA Champions & Europa Leagues' Turkey media rights won by TTNET for three years starting 2015
- Satellite TV platform was built to supplement IPTV in terms of coverage
- First and leading internet TV and IPTV service in Turkey
- Multi-screen experience: TV | Tablet | PC | Laptop | Smartphone
- Over 200 TV Channels with premium content (movies, shows, sports) and over 5000 content archive

TV Market Subscribers¹ (mn)





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Tivibu Subscribers (thousand)



Current Packages

Packages	Channel	Archive	Price* (TL)
Cinema Package	194	5000+	19.0
Super Package	216	5250+	39.0

*24 months contracted prices

Corporate Data Supports Fixed Line Growth

- 15% of total fixed line revenues are generated from corporate data business in Q2 '15
- 23% year on year growth in Q2 '15 driven mainly by metro ethernet revenues

Corporate Data Revenue (TL mn)





Cloud Services

Turk Telekom, a member of Cloud Security Alliance, offers various options under Cloud Services such as BuluTT Göz. BuluTT Konferans. BuluTT Ölçüm, BuluTT Akademi, BuluTT Radyoloji, BuluTT e-posta



Metro Ethernet

It is a flexible, cost-efficient technology scalable between 5Mbps and 1Gbps, which allows all kinds of data flow

TT VPN -

TT VPN

TT VPN provides fast and safe connection end to end, from multiple points to multiple points

With TT VPN, customer's offices all around Turkey can be united while fast and safe data transfer via virtual network is enabled



Connect every office with each other

Leased Line

It is a data line uniquely reserved for customer's usage, which performs the constant and continuous data transfer on the physical layer from point to point between two ends

9.5% ^{10.3%}

10.2% 10.0%

8.5%

Fixed Voice Improved Revenue Decline





Source: Türk Telekom Company Data and Analysys Mason for other operators

Mobile

Q2 Results 2015

Mobile

Robust Revenue Growth and Improving Profitability

- Revenues grew 15% YoY in Q2 recording record quarterly revenue
- 🕒 EBITDA increased 45% YoY
- EBITDA margin improved 4pp YoY backed by revenue and subscriber growth



Mobile

Net Additions Driven by Strong Postpaid Performance

- 99K net additions in Q2 '15
- \sim 200K postpaid net additions increased the postpaid ratio to 50% highest in the market as of Q2'15



MoU and Blended ARPU

MoU — Blended ARPU (TL)





Subscriber Dynamics Avea - Most Preferred Operator

99K net additions in Q2 '15, of which 40K came through mobile number portability (MNP)

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Improving churn rates concurrent with higher gross additions



Mobile Data & Smartphones High Growth Continues...

- 48% YoY and 8% QoQ increase in mobile data revenues
- Strong leadership in smartphone penetration
- Almost one third of mobile service revenues come from pure mobile data



Smartphone Penetration



Q1'13 Q2'13 Q3'13 Q4'13 Q1'14 Q2'14 Q3'14 Q4'14 Q1'15 Q2'15





Note: Other operator's data are from their own publications in Q2 '15

Q2'15









- Avea increased its postpaid ARPU by 26% and prepaid ARPU by 46% since 2008. Its blended ARPU went up 44% in the same period
- Incumbent operator decreased its postpaid ARPU by 19% while keeping its prepaid ARPU flat in the same period

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Financials



	2014	2015	2015	YoY	QoQ
TL Millions	Q2	Q1	Q2	Change	Change
Revenues	3,300	3,434	3,526	7%	3%
EBITDA	1,253	1,329	1,320	5%	-1%
Margin	38%	39%	37%		
Operating Profit	783	805	788	1%	-2%
Margin	24%	23%	22%		
Financial Income/(Expense)	246	-737	-339	n.m.	-54%
FX & Hedging Gain/(Loss)	304	-714	-308	n.m.	-57%
Interest Income/(Expense)	-24	7	-9	-64%	n.m.
Other Financial Income/(Expense)	-35	-31	-22	-35%	-27%
Tax Expense	-237	-63	-125	-47%	99%
Net Income	801	27	335	-58%	1158%
Margin	24%	1%	10%		

Note: USD/TRY:2.6863 ;EUR/TRY:2.9822 was used in calculating financial income/expense

Consolidated Summary Balance Sheet

TL Millions	30.06.2014	31.03.2015	30.06.2015
Total Assets	18,810	20,673	19,803
Intangible Assets ¹	4,434	4,720	4,692
Tangible Assets ²	8,042	8,058	8,042
Other Assets ³	4,537	4,888	5,078
Cash and Equivalents	1,796	3,008	1,991
Total Equity and Liabilities	18,810	20,673	19,803
Share Capital	3,260	3,260	3,260
Reserves and Retained Earnings	2,206	1,136	1,318
Interest Bearing Liabilities ⁴	9,110	9,967	10,421
Provisions for Employee Termination Benefits ⁵	654	572	594
Other Liabilities ⁶	3,579	5,738	4,210

(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, prepaid expenses, 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) Includes Employee Retirement Pay Liability Provision

(6) Major items within other liabilities are deferred tax liability, trade payables, provisions, income tax payable, employee benefit obligations, deferred revenue, other current liabilities, and minority put option liability

Consolidated Summary Cash Flow Statement

	2014	2015	2015	YoY	QoQ
TL Millions	Q2	Q1	Q2	Change	Change
Cash Flow from Operating Activities	832	500	1,226	47 %	145%
Cash Flow from Investing Activities	-279	-251	-450	61%	79 %
САРЕХ	-322	-265	-478	48%	80%
Other Investing Activities	43	14	28	-36%	98%
Cash Flow from Financing Activities ¹	-216	181	-1,803	735%	n.m.
Net Change in Cash Position ²	337	431	-1,028	n.m	n.m.

(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.

Consolidated Summary Revenue Breakdown

	2014	2015	2015	YoY	QoQ
TL Millions	Q2	Q1	02	Change	Change
Fixed Line	2,356	2,385	2,424	3%	2%
PSTN	763	702	685	-10%	-2%
Broadband	897	952	950	6%	0%
Corporate Data ¹	286	318	352	23%	11%
International Revenue	122	123	124	2%	1%
Domestic interconnection	96	78	84	-12%	8%
Rental income from GSM operators	21	22	34	57%	56%
Other ²	133	150	133	0%	-11%
Construction Revenue (IFRIC 12)	39	39	62	61%	57%
Mobile	1,056	1,166	1,219	15%	5%
Eliminations	-113	-117	-118	4%	1%
Total Revenue	3,300	3,434	3,526	7%	3%

(1) Includes leased line and data services

(2) Includes ICT companies, device sales, other

	2014	2015	2015	YoY	QoQ
TL Millions	Q2	Q1	Q2	Change	Change
Personnel	590	588	598	1%	2%
Domestic Interconnection	226	228	248	10%	9%
International Interconnection	66	60	65	-2%	8%
Commercial ¹	248	210	229	-7%	9%
Maintenance and Operations	133	121	138	4%	14%
Taxes and Government Fees	264	289	309	17%	7%
Doubtful Receivables	51	54	39	-24%	-28%
Cost of Equipment and Technology Sales	69	62	59	-15%	-6%
Others ²	367	458	466	27%	2%
Sub Total	2,013	2,070	2,151	7%	4%
Construction Cost (IFRIC 12)	34	35	55	61%	57%
Total OPEX	2,047	2,105	2,206	8%	5%
			25		

(1) Includes commissions, advertising & marketing, subscriber acquisition & retention costs and promotion

(2) Includes rent, utilities, outsourced services, bill distribution, content, consultancy expenses and others

ELEKON

	2014	2015	2015	YoY	QoQ
TL Millions	Q2	Q1	Q2	Change	Change
Revenues	2,356	2,385	2,424	3%	2%
EBITDA	1,105	1,119	1,109	0%	-1%
Margin	47%	47%	46%		
Operating Profit	831	816	802	-3%	-2%
Margin	35%	34%	33%		
CAPEX	206	155	278	35%	79%
CAPEX as % of Revenue	9%	7%	11%		

	2014	2015	2015	YoY	QoQ
TL Millions	Q2	Q1	Q2	Change	Change
Revenues	1,056	1,166	1,219	15%	5%
EBITDA	149	212	217	45%	2%
Margin	14%	18%	18%		
Operating Profit	-46	-10	-8	-82%	-13%
Margin	-4%	-1%	-1%		
CAPEX	92	158	192	109%	21 %
CAPEX as % of Revenue	9%	14%	16%		







In July'15, USD 125m equivalent EUR debt swapped into TRY

7.2

- Major CAPEX areas are fiber network roll-out in fixed line and network investments in mobile
- Türk Telekom's length of total fiber in Turkey is 202K kilometers as of Q2 '15
- Avea has 30K base stations in its network with a population coverage of 84.7% for 3G as of Q2 '15

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Shareholder Remuneration

 Dividend policy is to distribute the maximum amount of distributable profit subject to relevant articles of the Company's Articles of Association.

Dividend Distribution

Dividends (TL mn) — Dividend Per Share (TL)



Dividend Yield & Payout Ratio

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1) We reached the cap in the first legal reserve in 2010

2) 2013 dividend payout ratio was revised to 70% with BoD decision to prepare for any potential transaction for implementation of full integration of the group

Group Companies



Türk Telekom International Extensive International Coverage

- International wholesale voice and data infrastructure business units of the Group, providing a full range of connectivity, infrastructure and voice interconnection services on a vast geographical coverage
- Over 40,000 km of own fiber optic network
- 70+ POPs in 22 countries, covering all major PoPs of Europe and Middle East
- Sea-Me-We-5 (SMW-5): A unique submarine cable system project that will connect 18 countries from Southeast Asia to Western Europe
- With +20K km of length, SMW-5 is expected to strengthen TTI's presence on the Asia-Europe network and play a key role in making Turkey a global communication and data hub
- AMEER: An alternative terrestrial route between Europe and Middle East avoiding the Suez Canal, won «Best Middle Eastern Project Award» by Global Carrier Awards



TTI's network map as of 2015 Q2
Innova Award-Winning IT Solutions Company

- Leading software developer and integrator in Turkey
- Wide service range from consulting, design, application development and integration to support
- Award-winning software solutions and services in 33 countries in 3 continents
- Strong contributor of Turk Telekom Group projects;
 - Smart Cities
 - The Personal Health Record System (Government's e-health project)
 - 🕒 Wi-Fi Network for Credit and Dormitories Institution
 - Fatih Project (Government's e-education project)
- Innova branded products
 - Payflex Payment and Loyalty Solutions
 - Kiosk & Self Services Technologies







AssisTT

Most Innovative Business Services Awarded Globally

- Call center solutions for Türk Telekom Group, various public institutions and leading private companies in Turkey
- Going beyond a traditional call center with contemporary solutions such as sales and marketing, social media management and mailing





- Presence in 22 locations in 20 cities of Turkey
- Over 6,000 seat capacity
- Over 130 million calls in a year

 Ranked top among world's most innovative projects in telecommunications industry by Global Telecoms Business Innovation Awards 2015



Sebit

S

Leading Education Technologies Company

- Multinational educational content and services with 26 years experience
- Vitamin, well-known online educational solution of Sebit, offers vast variety of educational products and services such as interactive lessons, 3D graphics, and real-life scenarios for grades K12
- Piloting educational transformation in government's e-education project (FATIH)
- Group synergy by adding Sebit's Vitamin to TTNET broadband services





Argela

Next Generation Telecom, Public Safety and Defense Solutions

- Network infrastructure software and telecommunication solutions provider for telecom operators in Turkey, CIS, Middle East, Africa, USA, LATAM, Balkans and Eastern Europe
- Entered into new sectors Projects for Public Safety and Defense Sectors
- Leading provider of next generations solutions: working actively on 5G initiatives and 5G enabling technologies
- Key Solutions and Products: Network Performance Monitoring, Wireless Solutions (Small Cells LTE, LTE/A), Software Defined Networks and Network Functions Virtualization, Internet of Things / Smart Cities.





- Argela is a part of Turkey's first 4G-LTE/5G base station development project «ULAK» supported by Turkey's Undersecretariat for Defense Industries
- ULAK is important for being Turkey's only national 4G-LTE/A base station project. The project will make it possible to produce the next generation mobile communications infrastructures nationally

Appendix





(1) IFRIC 12 accounting adjustment is a non-operational revenue line booked in conjunction with upgrades to our fixed line infrastructure, such as the upgrade from copper to fiber based network.

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2015 Guidance

5% to 7% Growth Exc. IFRIC 12 Revenues¹

TL 5.1bn - TL 5.2bn

~TL 2.3bn²

(2) Consolidated CAPEX excluding potential spectrum licence fees.

Integrated Organization Functional integration completed

- Transformed the organization's focus from product to customer
- Established consumer and corporate business units covering all products and services under Türk Telekom Group domain

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Unified support functions, removing redundancies among legal entities



Note: Wholesale is a separate business unit reporting directly to Türk Telekom CEO. Subsidiaries except TTNET and Avea are not included in the integration and will continue their operations as is.

*Not included in the integration scope

Corp. Governance & Sustainability TÜRK TELEKOM GROUP 44 Demonstrates exemplary practices

- First and only telecom company in Borsa Istanbul Corp. Governance Index with 8.72 rating over 10 in 2014
- Borsa İstanbul launched the BIST Sustainability Index on November 5, 2014.
- BIST 30 companies were evaluated by Ethical Investment Research Services Limited (EIRIS) based on their Environmental, Social and Governance (ESG) practices.
- Türk Telekom is listed as one of the 15 companies in BIST 30 to be included in the newly created BIST Sustainability Index thanks to its long standing emphasis on ESG policies and exemplary practices.



*The decline in ratings in 2013 is a result of rating methodology change by CMB rather than any deterioration in the Company's corporate governance practices. 2013 weighted average rating with the old methodology would have been 8.8

Corporate Rating Investment grade from S&P and Fitch

	Long-term	Outlook		
Fitch	BBB-	Stable		
Standard & Poor's	BBB-	Negative		

Fitch

Rationale

- Strong Fixed Line Market Position
- Mobile to Offset Fixed Declines
- 🗕 🛛 No explicit sovereign linkage
- Easier to offer fixed and mobile bundled packages after acquisition 10% of Avea
- Launching a satellite TV service as a complementary of IPTV services will allow allow to offer a bundle of fixed, mobile and pay-TV services, helping it to maintain and grow market share in the residential market

S&P

Rationale

- Leadership position in Turkish fixed-line business
- Strong profitability and cash flow
- Conservative leverage (debt to EBITDA)
- Improved liquidity position after USD 1 bn bond issuance

Turkey at a Glance

- Institutionalized economy fueled by USD 135 billion of FDI in the past decade
- According to Gartner forecasts, the expected spending in the ICT business is expected to be more than USD 25 billion by 2016

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 According to Turkey's ambitious vision of 2023, ICT sector's size will increase to USD 160 billion, with a market growth of around 15 percent each year

	2009	2010	2011	2012	2013	2014	2015E	2016E
GDP (US Dollar bn.)	617	732	774	786	820	800	850	907
GDP per Capita (US Dollar bn.)	8,561	10,003	10,428	10,459	10,822	10,404	10,936	11,541
Real GDP growth (%)	-4.8%	9.2%	8.8%	2.1%	4.2%	2.9%	4.0%	5.0%
CPI (year-end) (%)	6.5%	6.4%	10.5%	6.2%	7.4%	8.2%	6.3%	5.0%
Unemployment (12m av) (%)	13.1%	11.1%	9.1%	8.4%	9.0%	9.9%	9.5%	9.2%
Population (mn.)	72.6	73.7	74.7	75.6	76.7	77.7	77.7	78.6

Source: TURKSTAT, CBT, TURKSTAT, 2015-2017 Medium Term Program, Republic of Turkey Ministry of Finance

Regulatory Actions

2014

2013

2012

2011

2010

2009

2008

July

🛏 Calls over fixed line infrastructure was deregulated Accordingly, Türk Telekom is no more the SMP (significant market power) in fixed voice

March

- Mobile on-net pricing floor for TCELL formulated by Mobile Termination Price 1,7 *
 - * Campaigns included the mobile onnet pricing floor

January

WLR was introduced

April

- Mobile off-net price cap increased by 4%
- SMS price cap decreased by 48%

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

January

About 50%-55% reduction in MTRs on SMS

Julv

G services started

April

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

- April
- 75% reduction in MTRs on SMS

November

Deregulation on FTRs on international calls and liberalization on their pricing

September

Dereaulation on MTRs on international calls and liberalization on their pricing

Julv

- ICTA announced Naked DSL fee as TL 8.13
- ► ICTA postponed 20 second billing for an indefinite time

March

to 5%) on internet services

September

 Fixed Number portability introduced

November

- 🛏 3G tender held
- Mobile Number Portability introduced
- New Electronic Communications Law passed

🕂 Reduction in SCT rate (25% 🚽 Onnet retail pricing threshold for TCELL

July

MTRs

20% reduction in

October

- May
- About 29% reduction in MTRs
- MVNO regulation was in place

- December
 - Naked DSL services started

September

officially started

Duct Sharing

ICTA's fiber decision: FTTH/B will be excluded

from the process of market analysis until

25% fiber market share or 5 years

April

October Local call liberalization





Türk Telekom Group Ownership and Group Structure

 Türk Telekom is an integrated telecommunication and technology services provider with a 30% government ownership through Turkish Treasury, and is controlled by Oger Telecom with its 55% controlling stake

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- Privatized in 2005 and IPO' ed in 2008; Largest IPO out of Turkey and the 7th largest IPO globally in 2008
- A successful transformation resulting in increased efficiency, significant OPEX savings and enlarged service scope



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

Oger Telecom Group Structure



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

Thank You

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