

2023 Q3 Investor Presentation



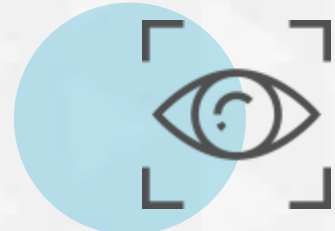






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Note: EBITDA is a non-GAAP financial measure. The EBITDA definition used in this investor presentation includes revenues, cost of sales, marketing, sales and distribution expenses, general administrative expenses, research and development expenses 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).

	Overview	4
	2023 Q3 Highlights	9
	Business Lines	15
	Investing in Future	28
	Financials	33
	Sustainability	41
	Group Companies	46
	Appendix	49

Agenda

Overview



Türk Telekom Highlights

5



Leading
Operator in Türkiye
Integrated telecom
services



Serving

52.9mn

Subscribers



99.6%
LTE

Population coverage

52%



Fibre connected
LTE base stations



427k km

Fibre network in
81 cities



31.9mn

Fibre homepass*

* includes FTTC & FTTH/B

2nd

player

in Pay TV market

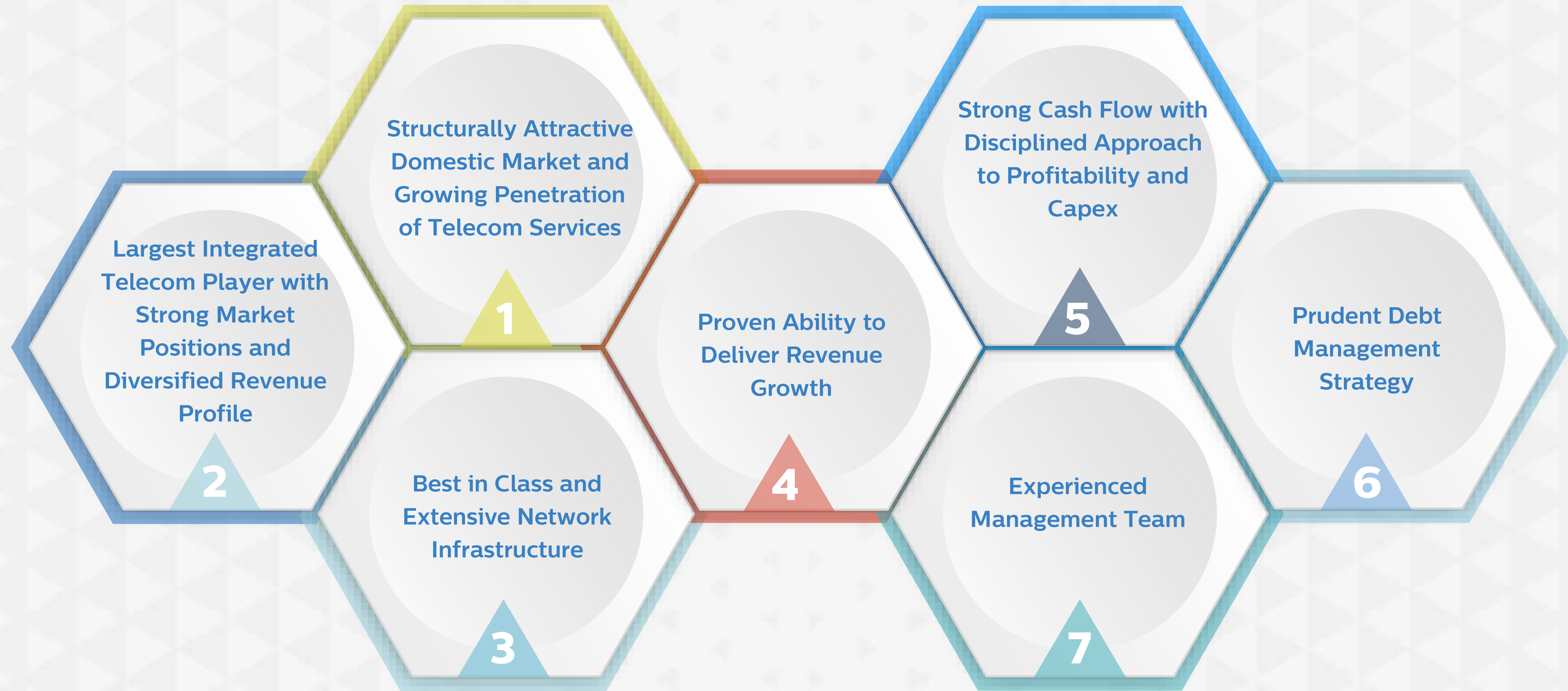


37,638

Number of employees

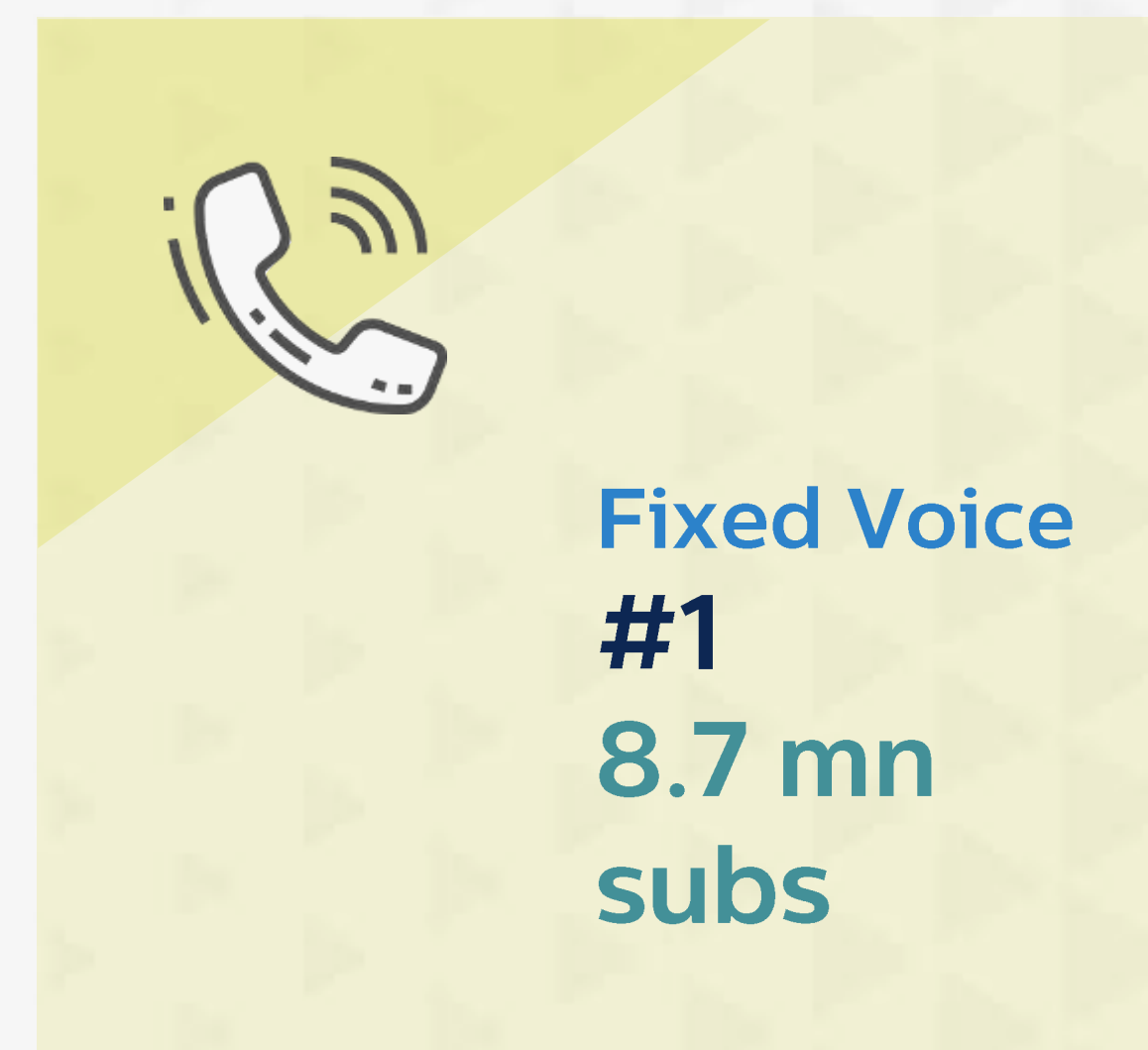
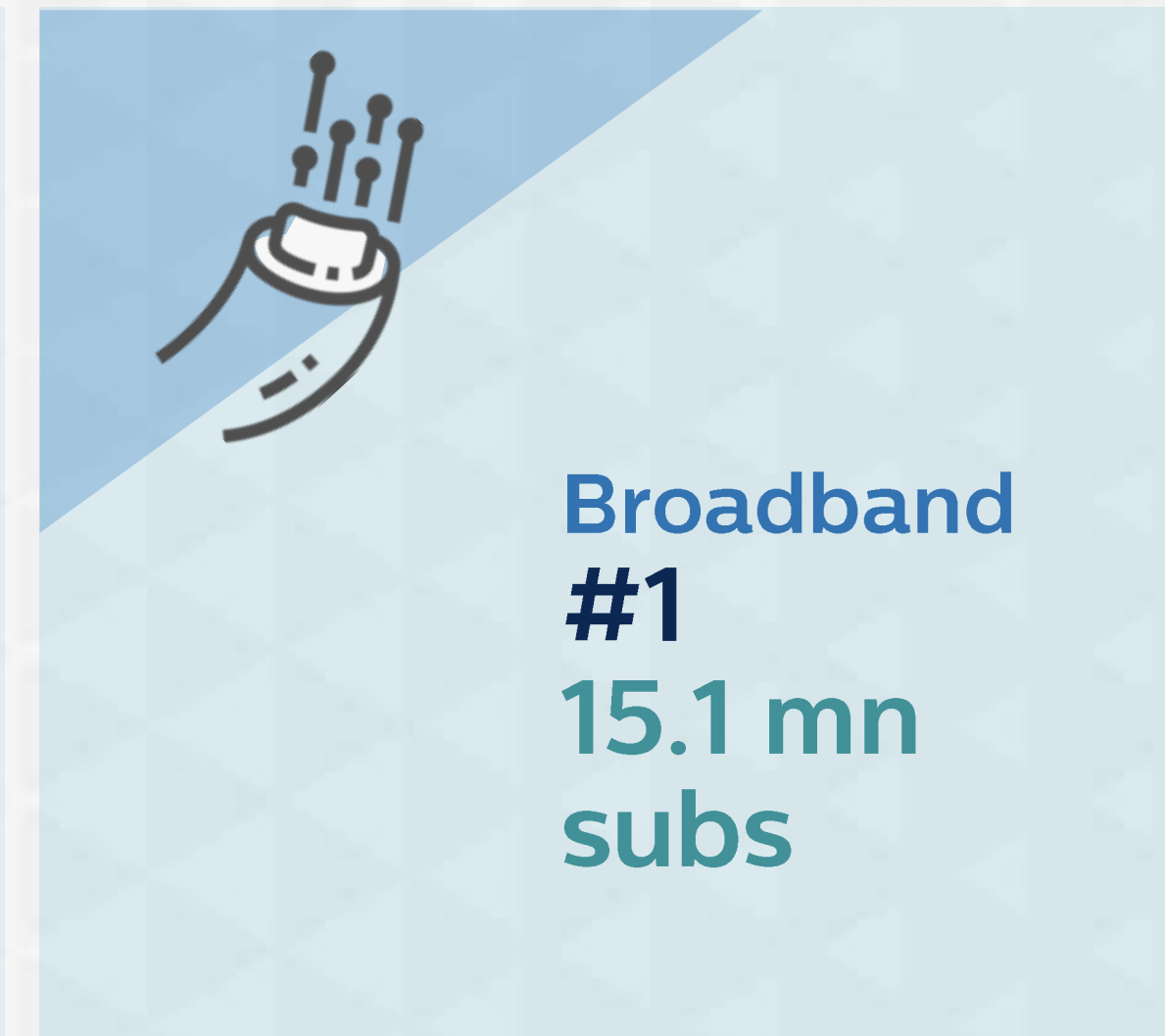
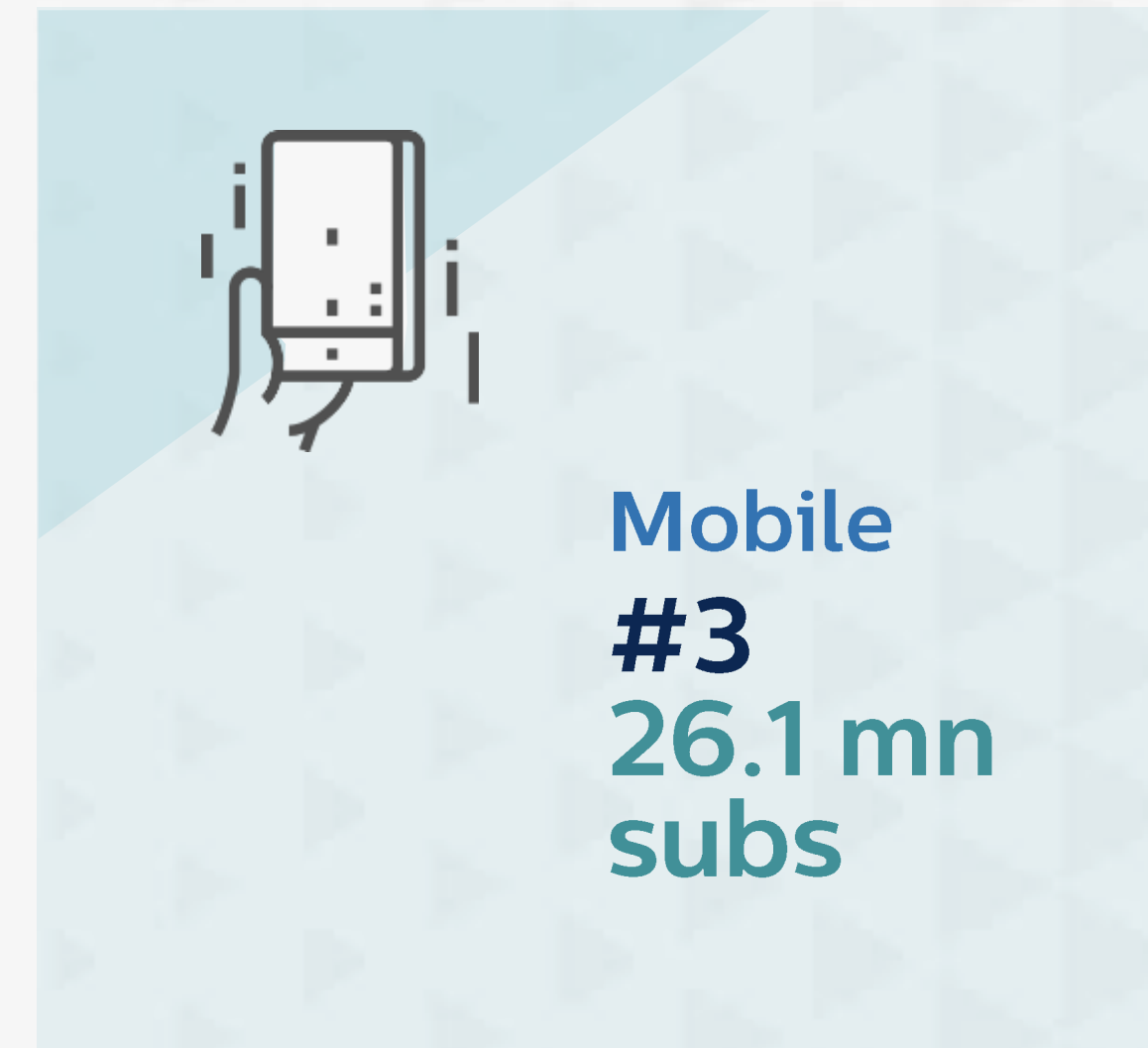
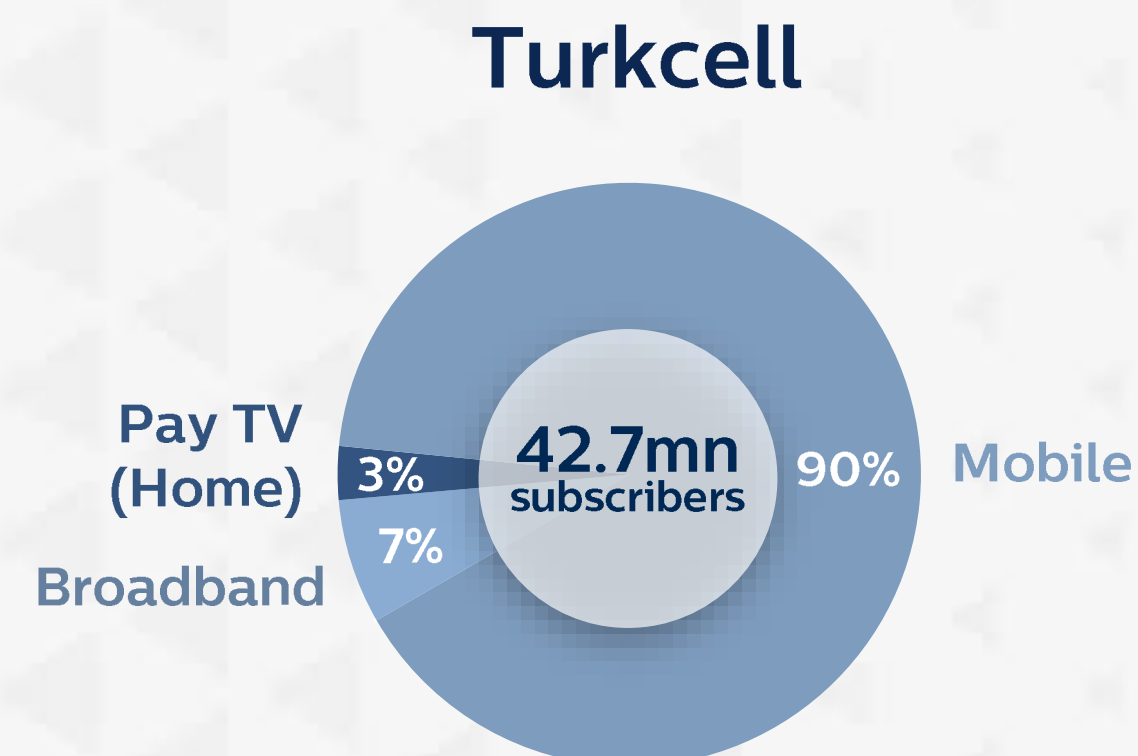
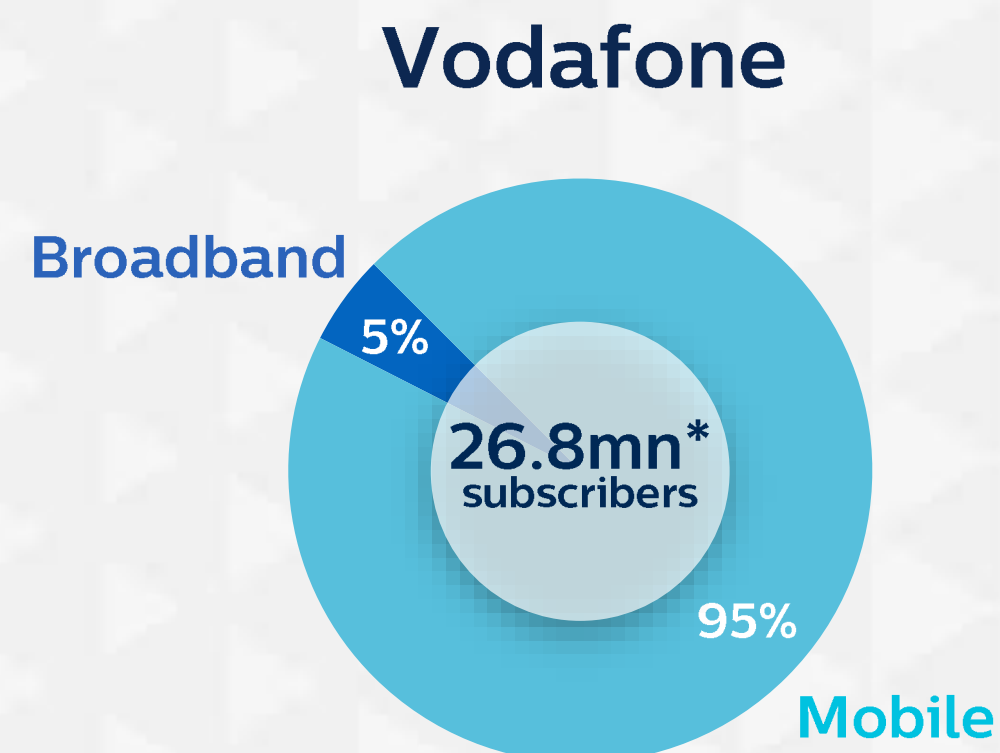
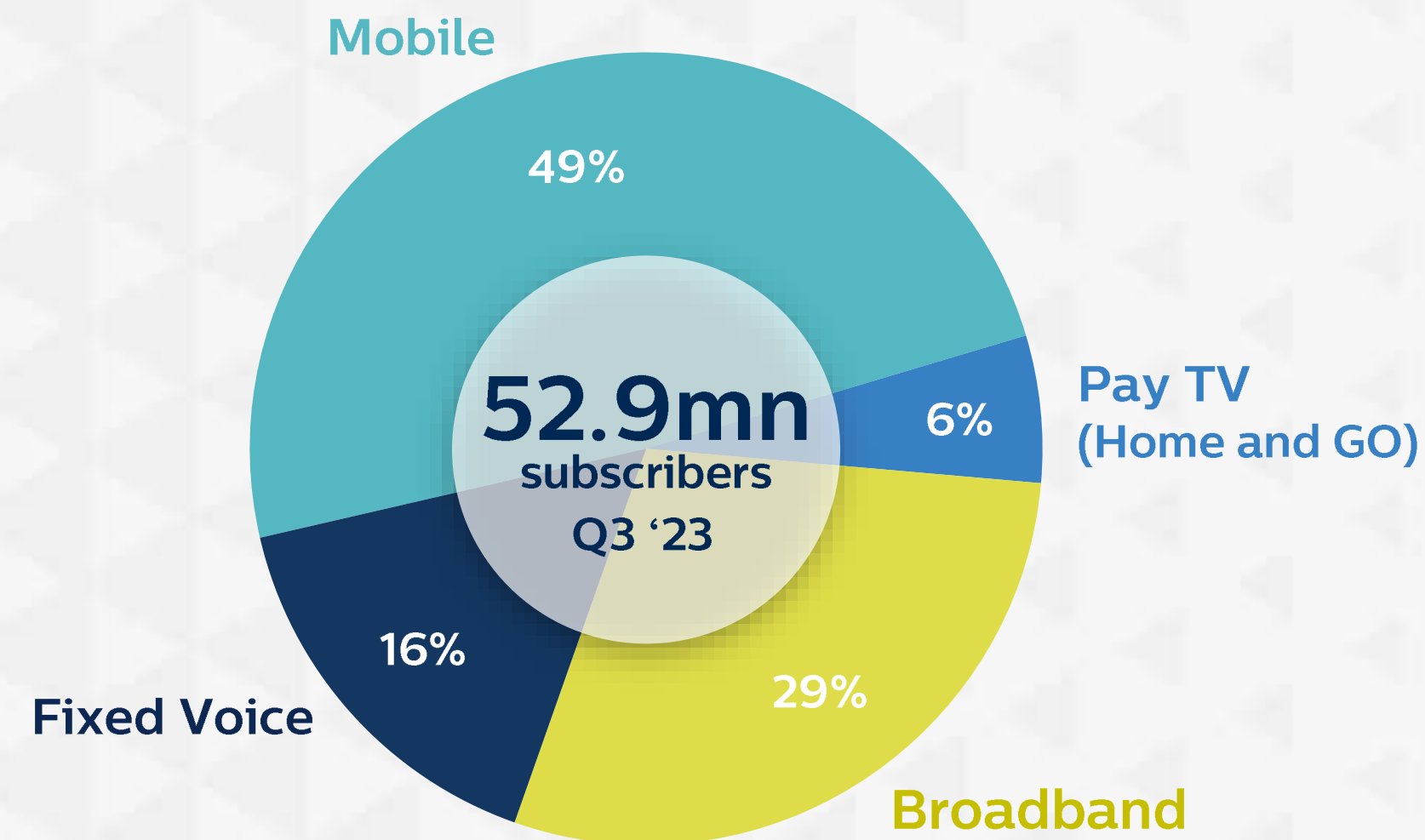
Creating More Value

6



Diversified Portfolio & Strong Market Position

Diversified Subscriber Base



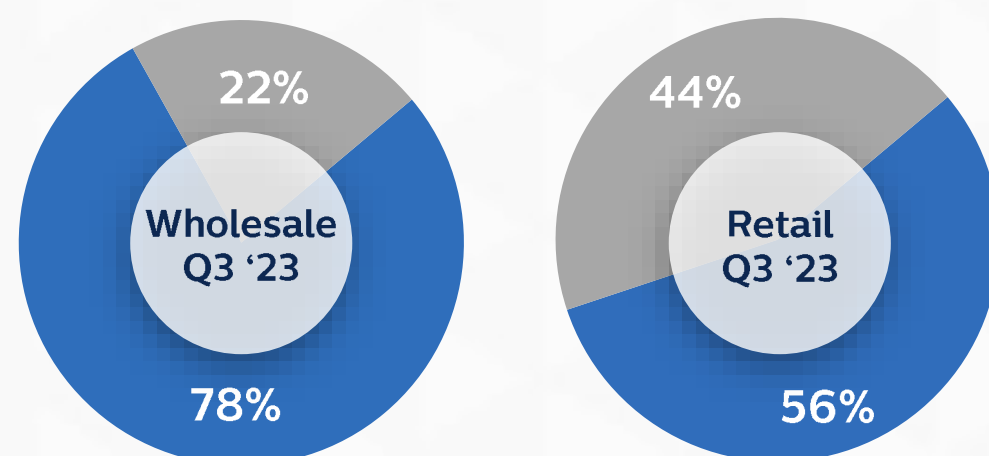
Market share ranks are from the Q3 '23 ICTA report.

Built on Solid Foundations

8

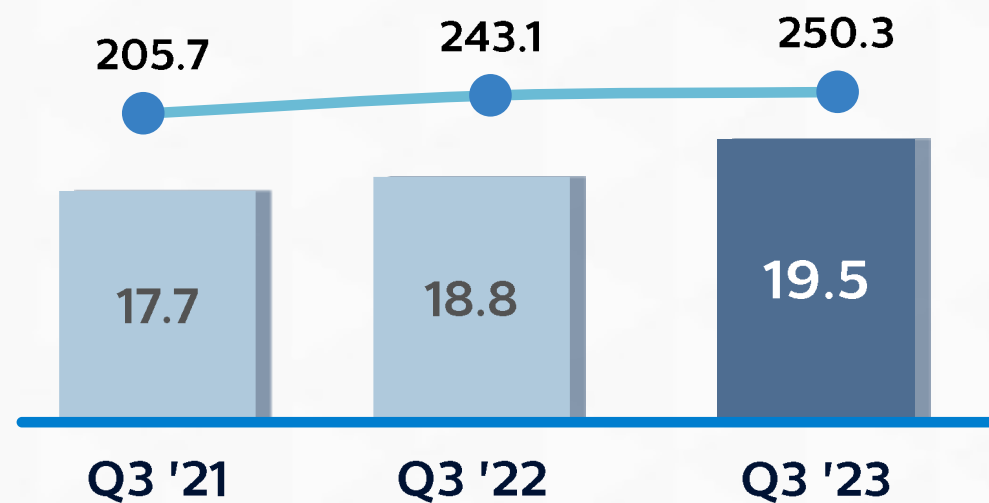
Fixed Broadband (market share)

■ Türk Telekom ■ Other



Subscribers* & Avg. Monthly Data Usage

■ Total subscribers (mn) ● Average usage (GB)



Household penetration in Europe
81%

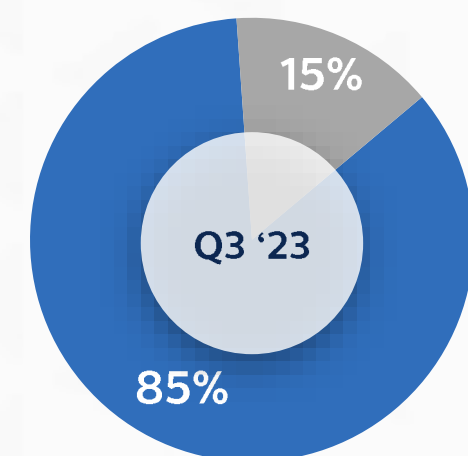
Household penetration in Türkiye
75%

Average household size in Türkiye
3.2 People

* Dial-up and other methods are included

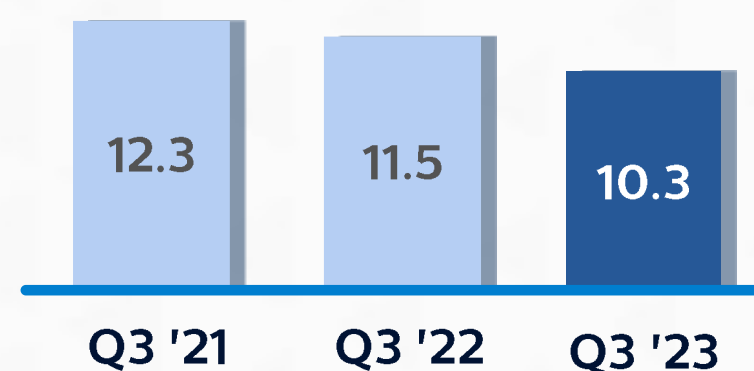
Fixed Voice (market share)

■ Türk Telekom ■ Other



Total Subscribers

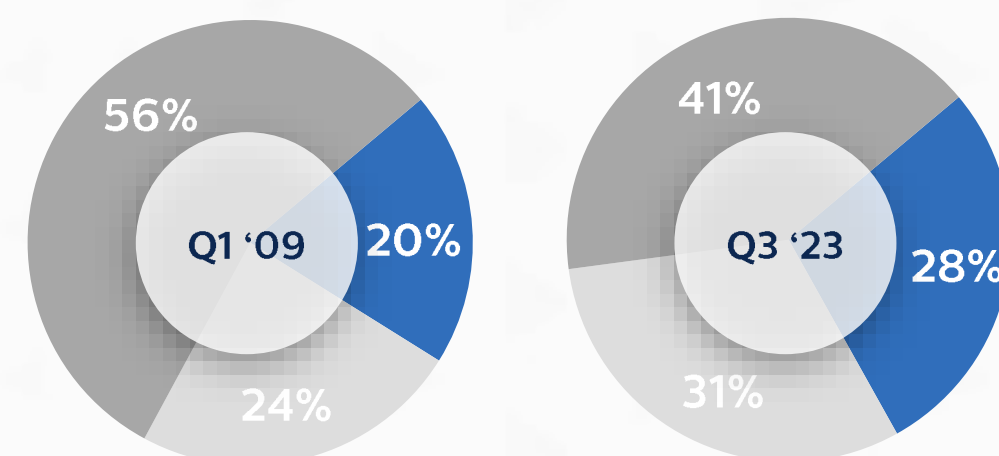
■ Total subscribers (mn)



Population penetration in Türkiye
12%

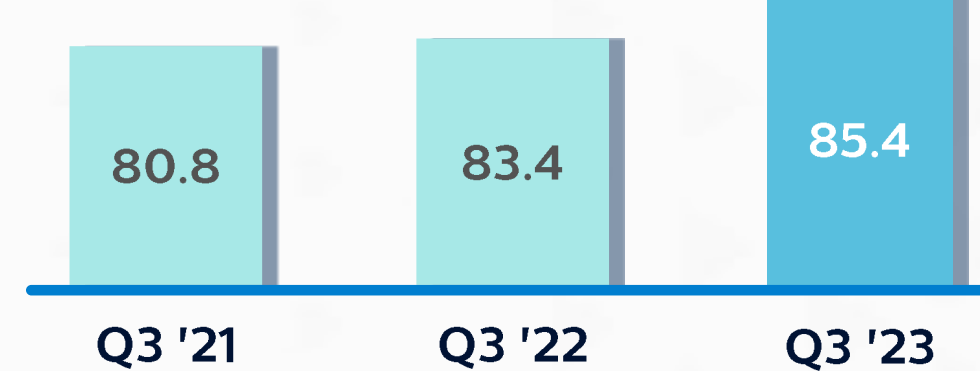
Mobile (market share)

■ Türk Telekom ■ Vodafone ■ Turkcell



4.5G Subscribers

■ Total 4.5G subscribers (mn)



Population penetration in Europe
133%

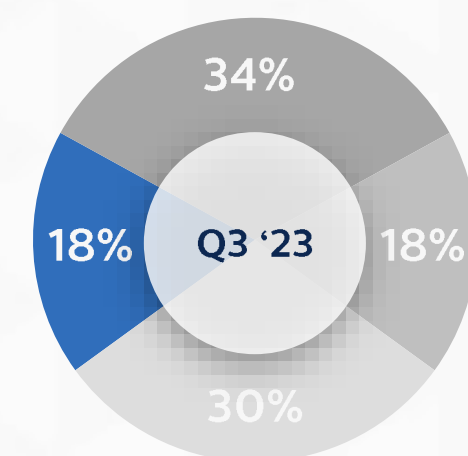
Population penetration in Türkiye
109%

Mobile broadband population penetration in Europe
128%

Mobile broadband population penetration in Türkiye
88%

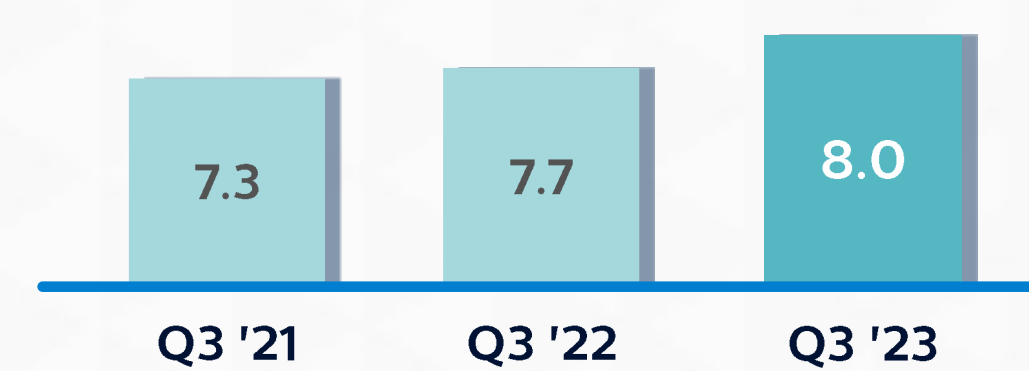
Pay TV (market share)*

■ Türk Telekom ■ Digiturk ■ Cable ■ Other



Total Subscribers* (IPTV, DTH, Cable TV)

■ Total subscribers (mn)



Household penetration in Europe
88%

Household penetration in Türkiye*
31%

* ICTA does not share the number of pay TV subscribers of companies that offer satellite platform services. Calculations for these companies are based on the "number of users".

Fixed broadband and Pay TV Türkiye household penetration is based on our calculation.

Fixed broadband and Pay TV markets include 27 European countries and the UK.

Mobile market includes 14 European countries and the UK.

Source: Analysys Mason, ICTA

2023 Q3 Highlights



Net Subscriber Additions

10



Fixed Broadband

166K
Q3 '23

347K
LTM



Mobile

537K
Q3 '23

850K
LTM



Fixed Voice

-237K
Q3 '23

-1.1mn
LTM

52.9mn
Subscribers

Net
additions*

498K
in Q3 '23

111K
LTM

* Includes Tivibu



Financial & Operational Overview

11

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

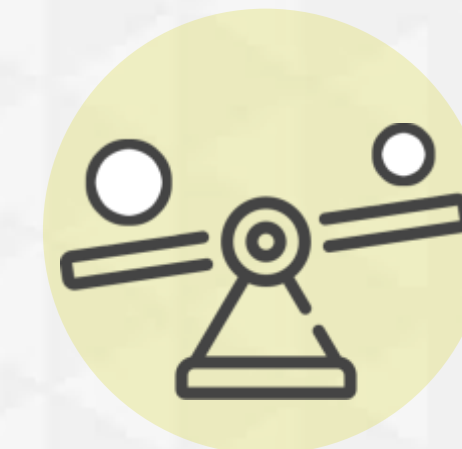
Q3 '22 TL 2.2 bn



CAPEX

TL 5.6 bn

▲ 80% YoY



Net Leverage

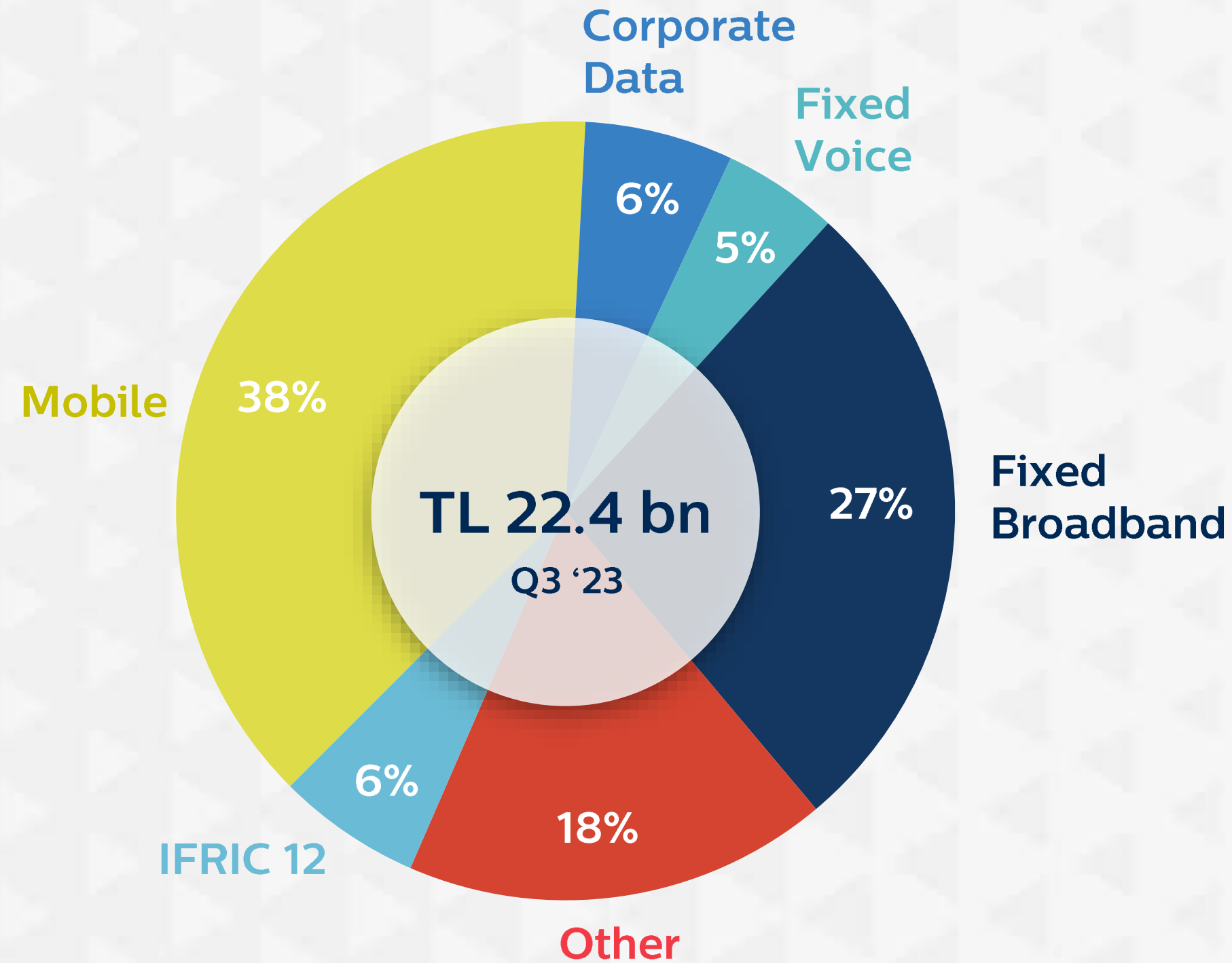
1.56x

Q2 '23 1.65x

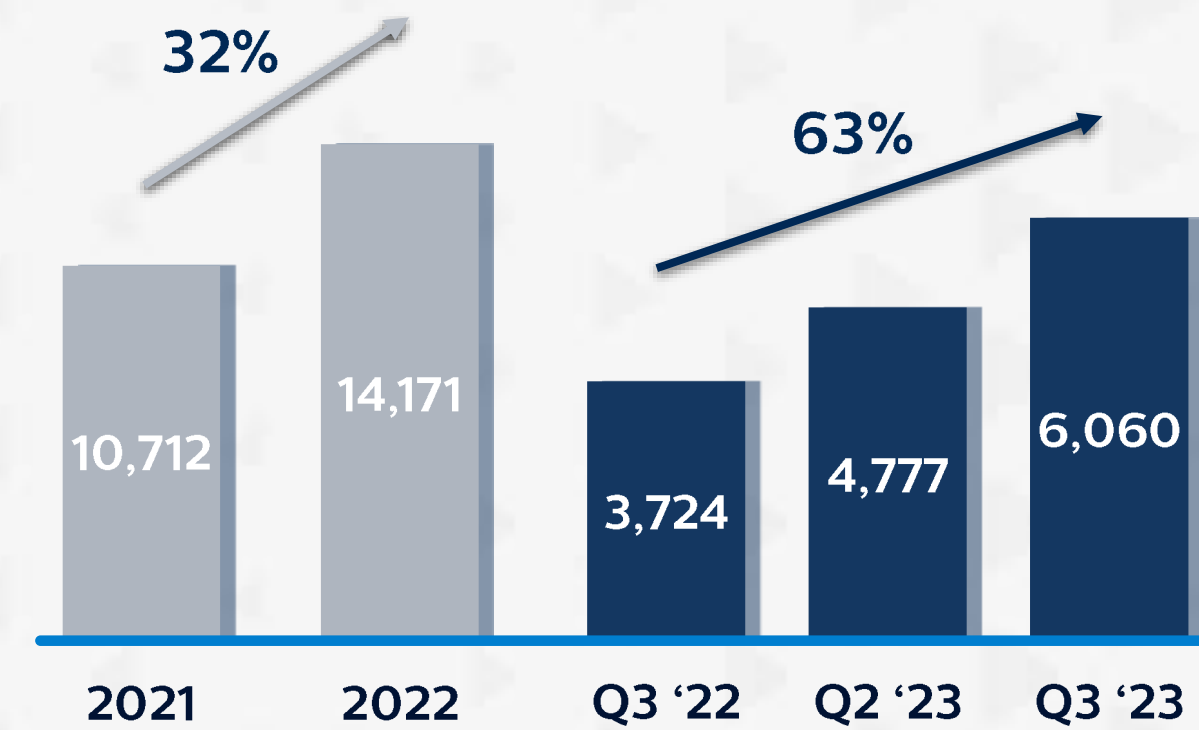
* Unlevered cash flow is defined as net cash provided by operating and investing activities, from operations.

High Growth Areas

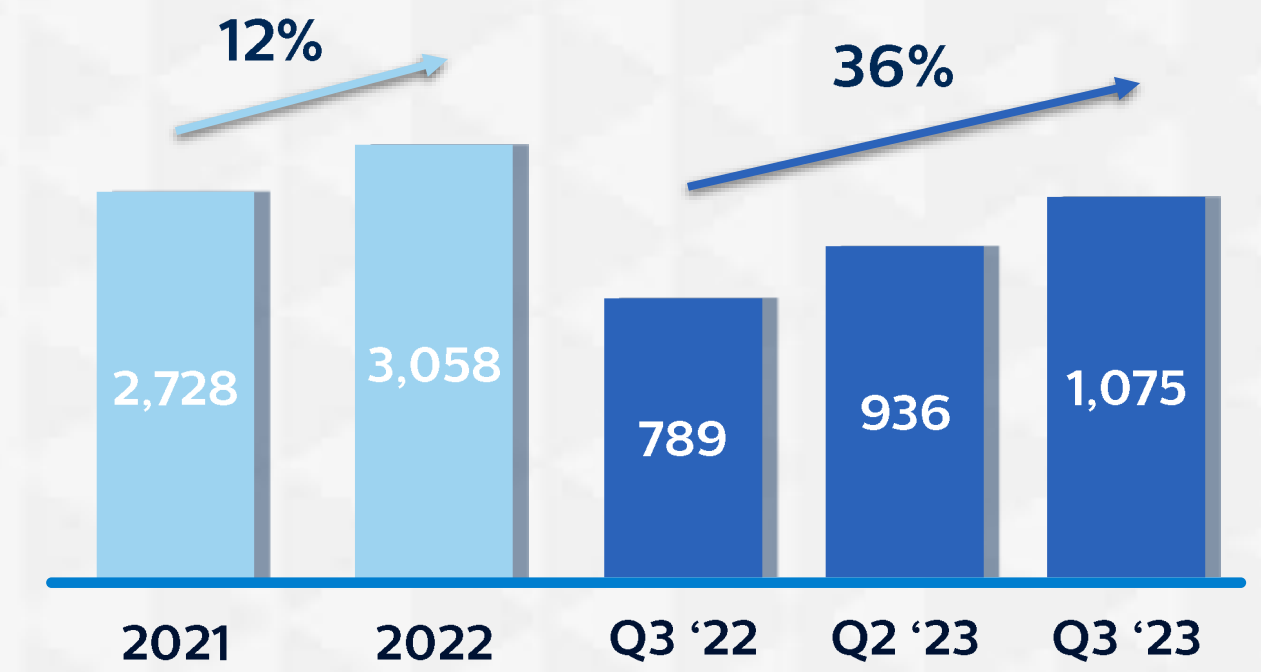
Q3 '23 Revenue Breakdown (% of Consolidated Revenue)



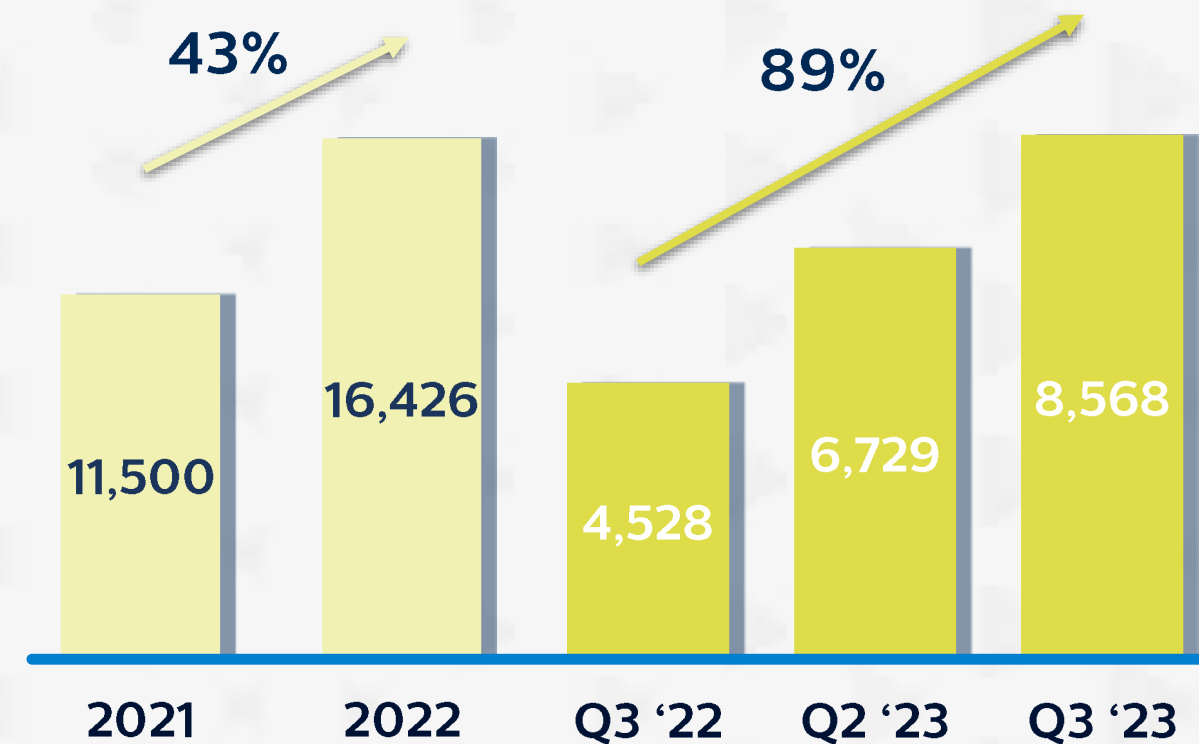
Fixed Broadband (TL mn)



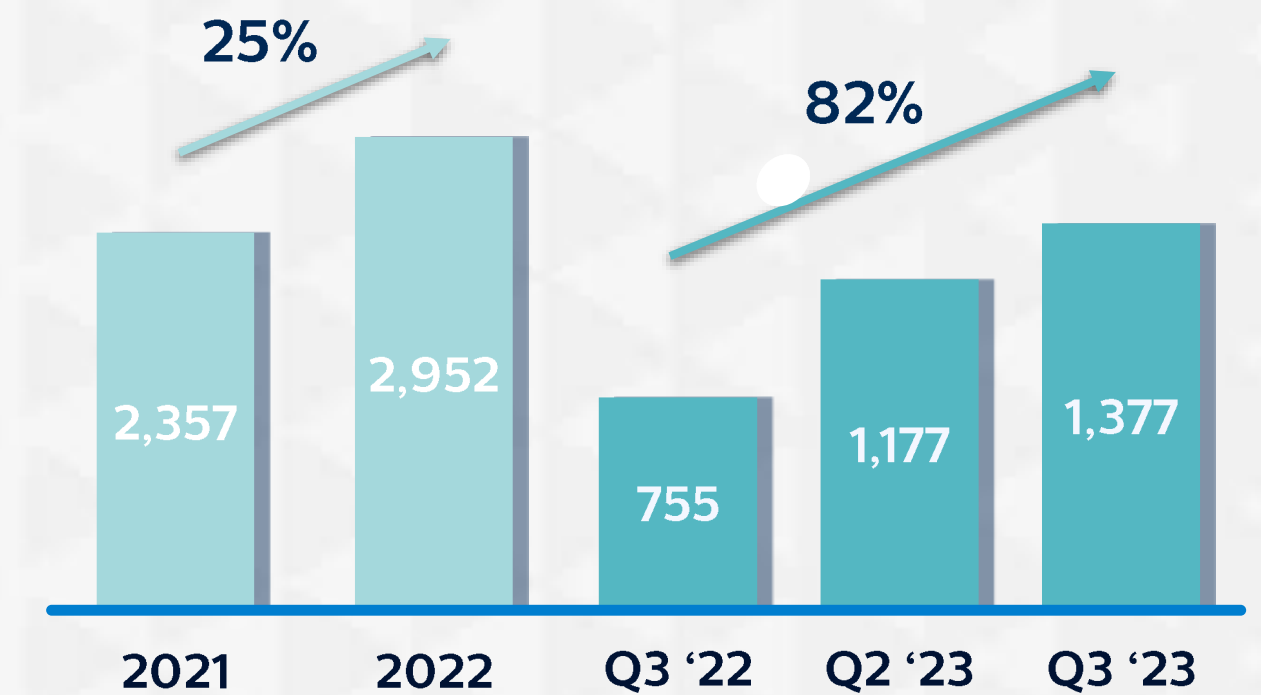
Fixed Voice (TL mn)



Mobile (TL mn)



Corporate Data (TL mn)

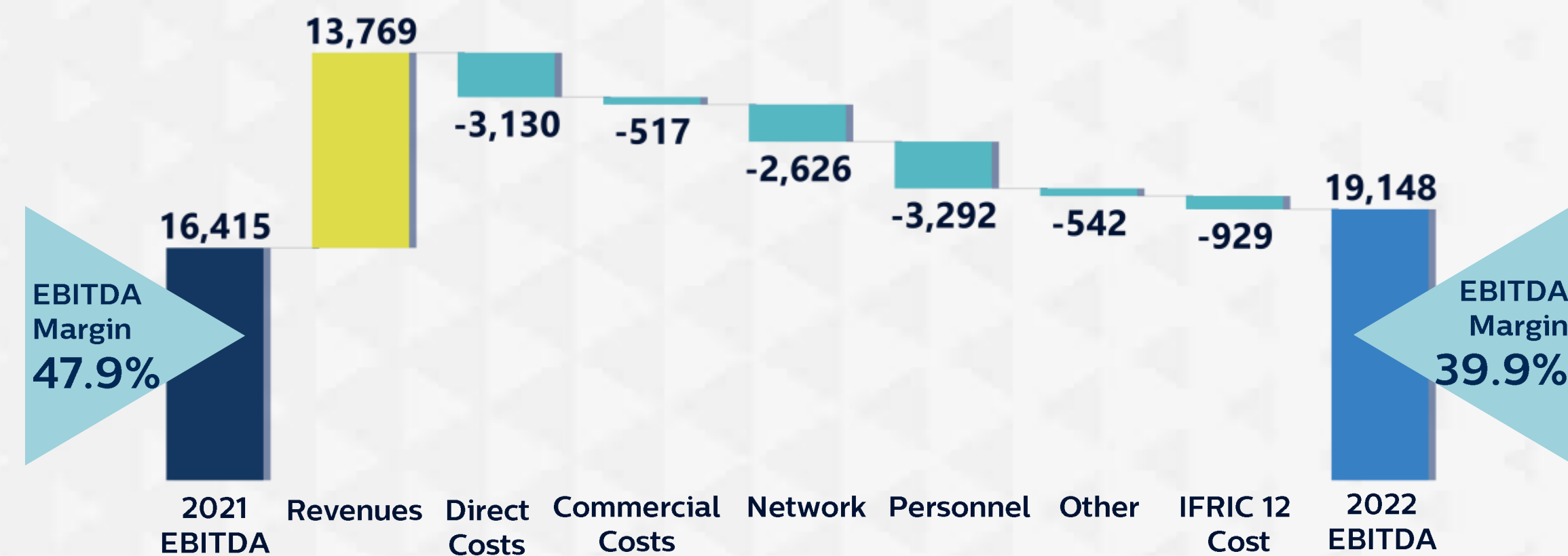
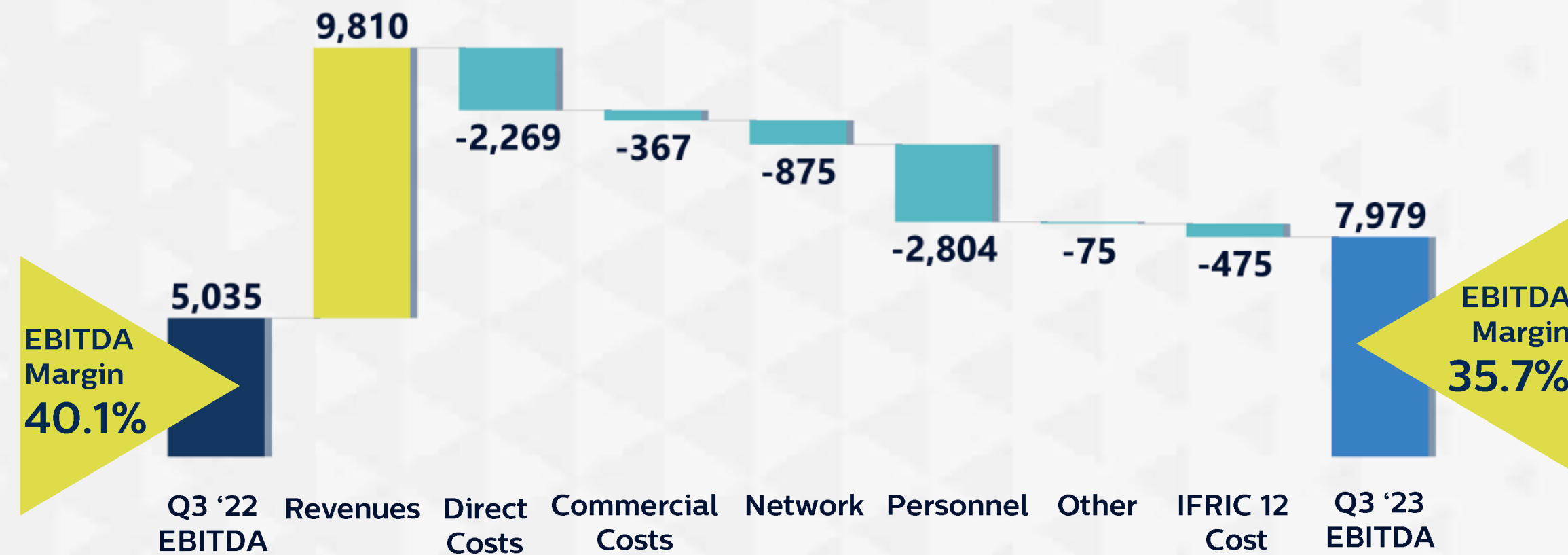


Proactive Margin Management

13

Consolidated EBITDA Development

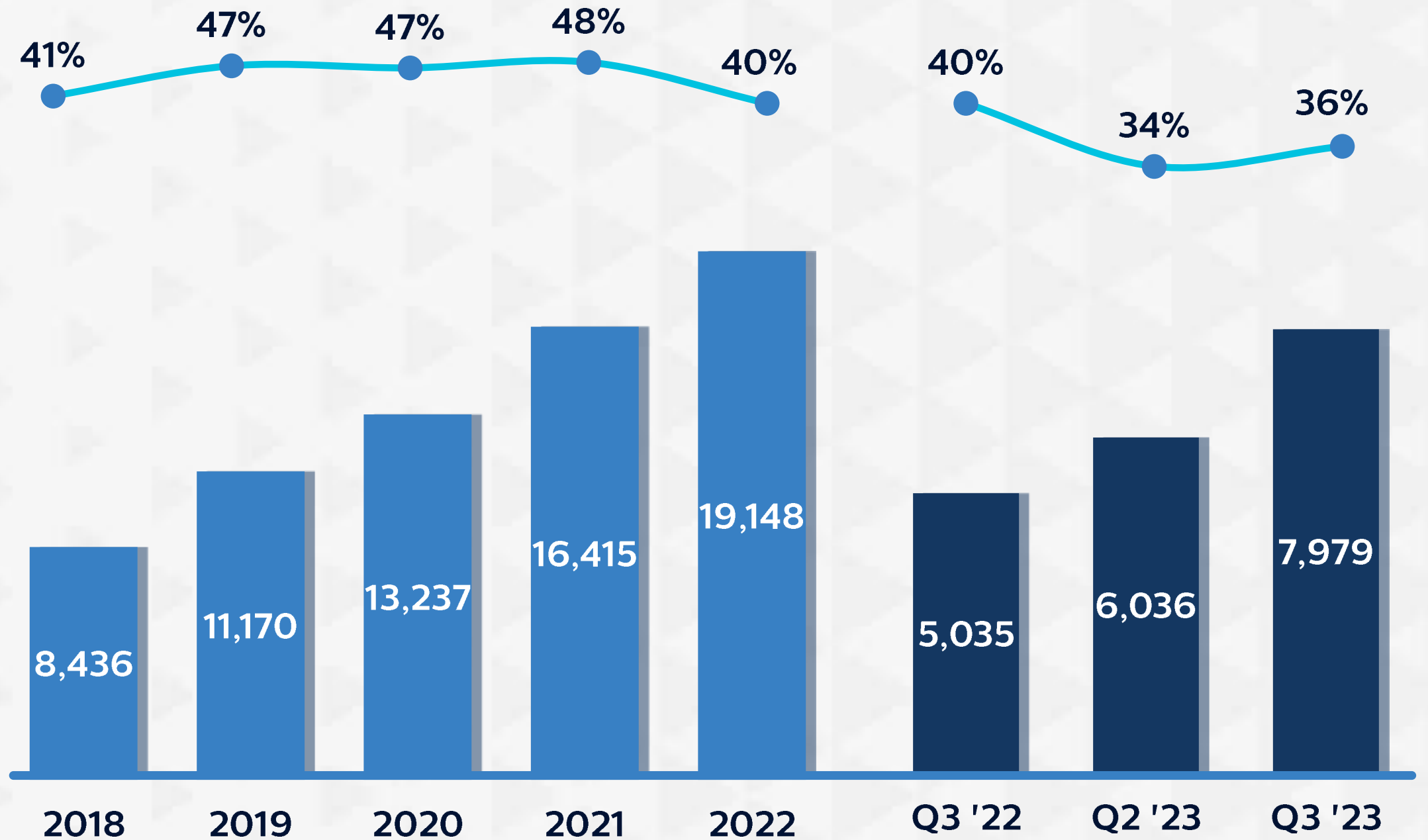
(TL mn)



EBITDA & EBITDA Margin

(TL mn)

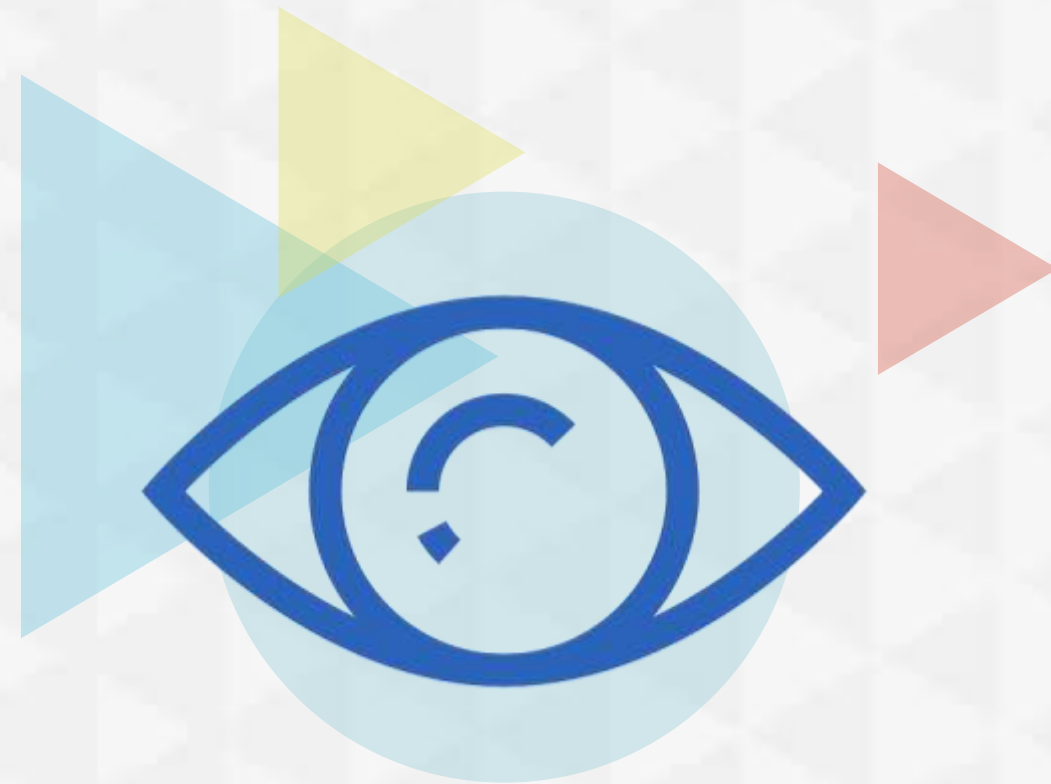
■ EBITDA (TL mn) ● EBITDA Margin



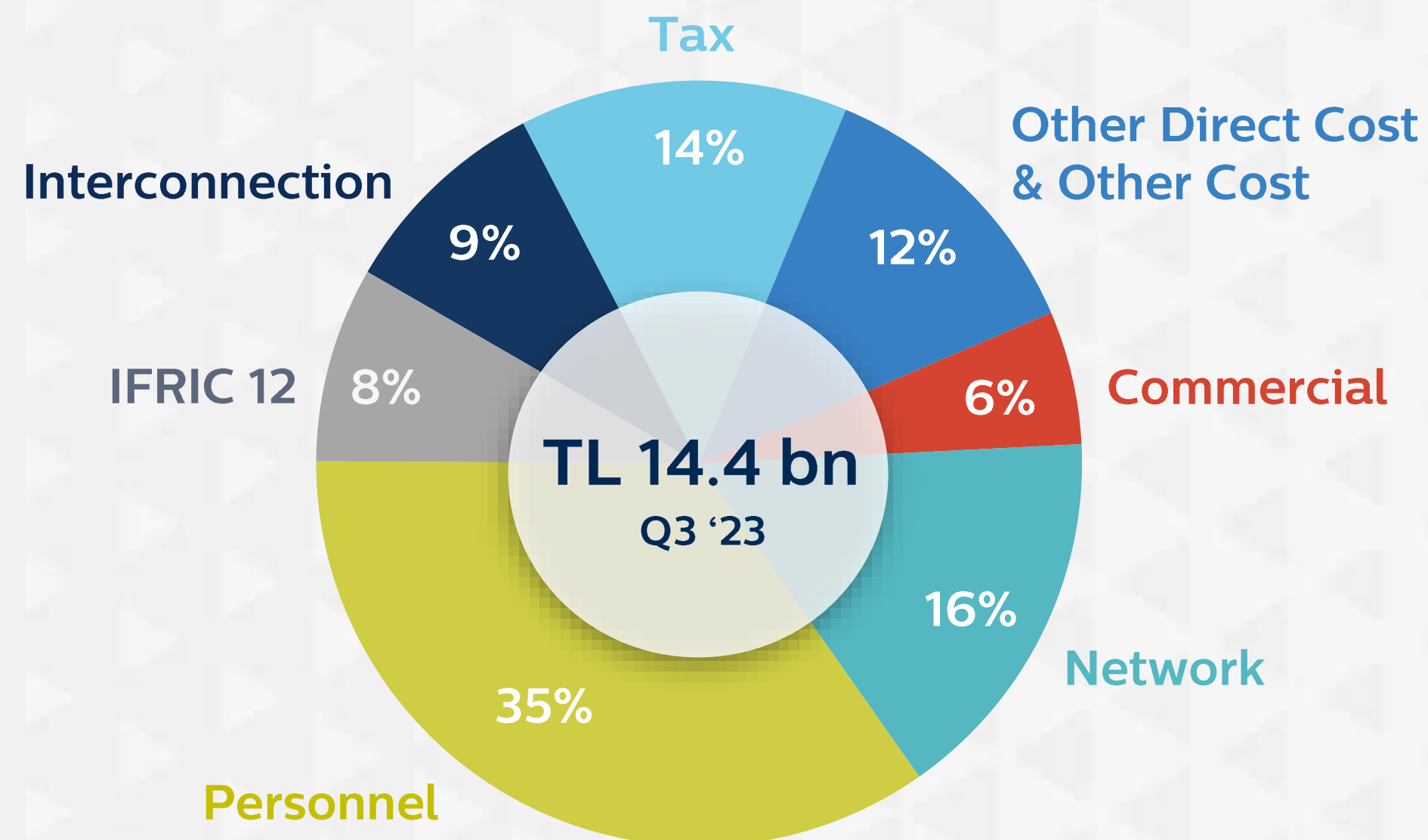
Türk Telekom adopted IFRS 15 and IFRS 16 accounting standards starting from 1 January 2018 and 1 January 2019, respectively. For further details please refer to "Financial Footnotes" & "Summary Financial and Operational xls" on our website.

Focus on Efficiency

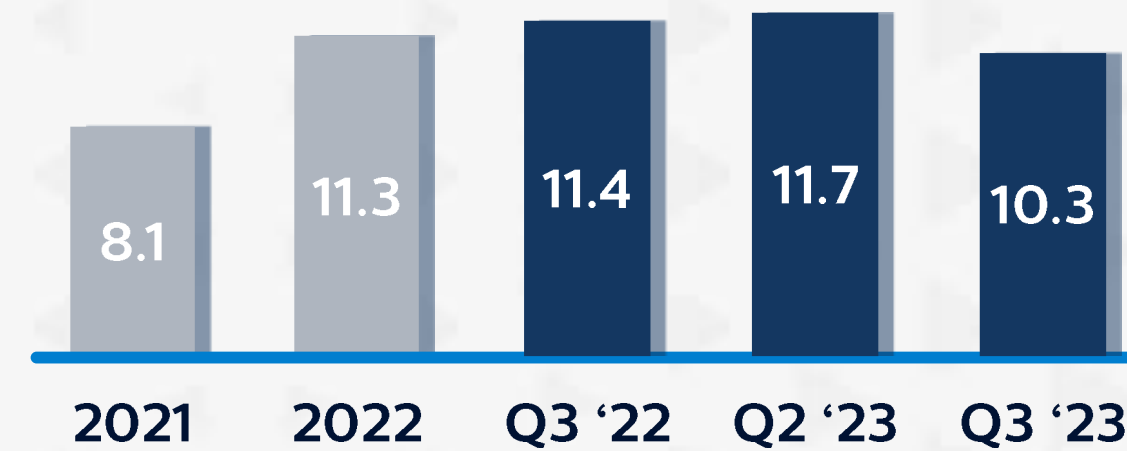
14



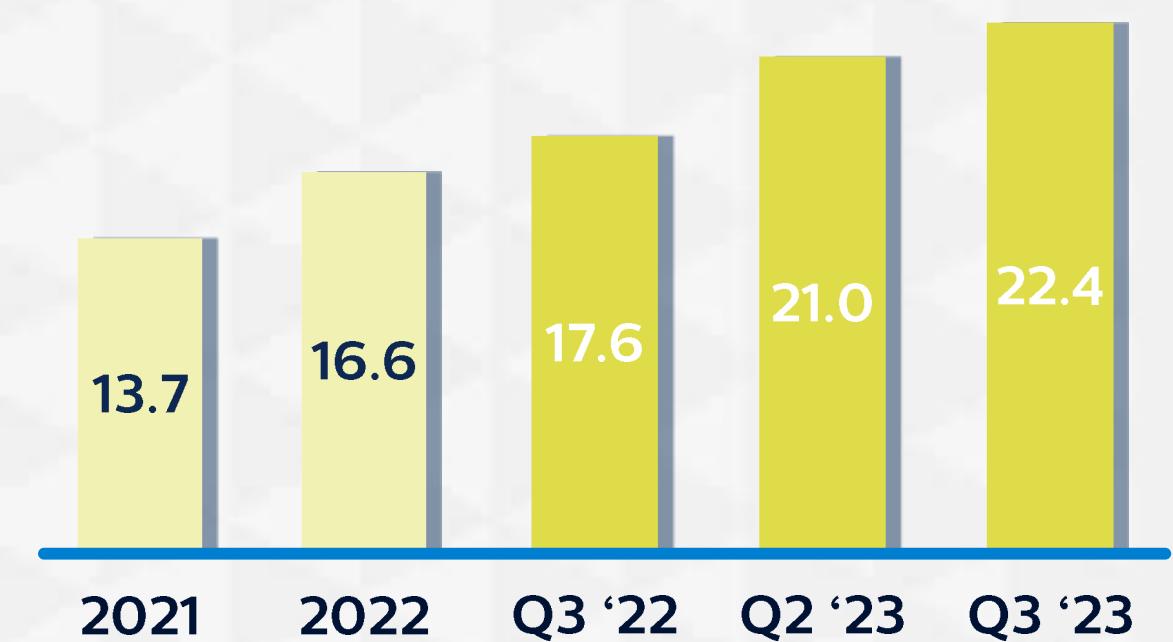
Q3 '23 Opex Breakdown (% of Consolidated Opex)



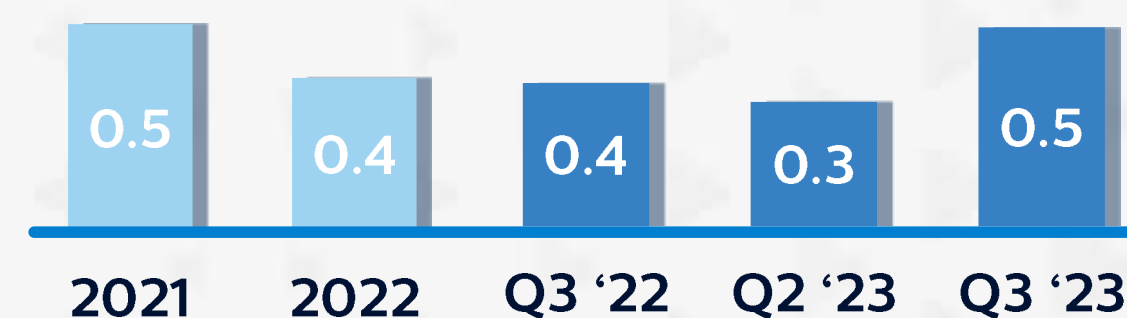
Network Expense to Sales (%)



Personnel Expense to Sales (%)



Provision for Doubtful Receivables to Sales (%)



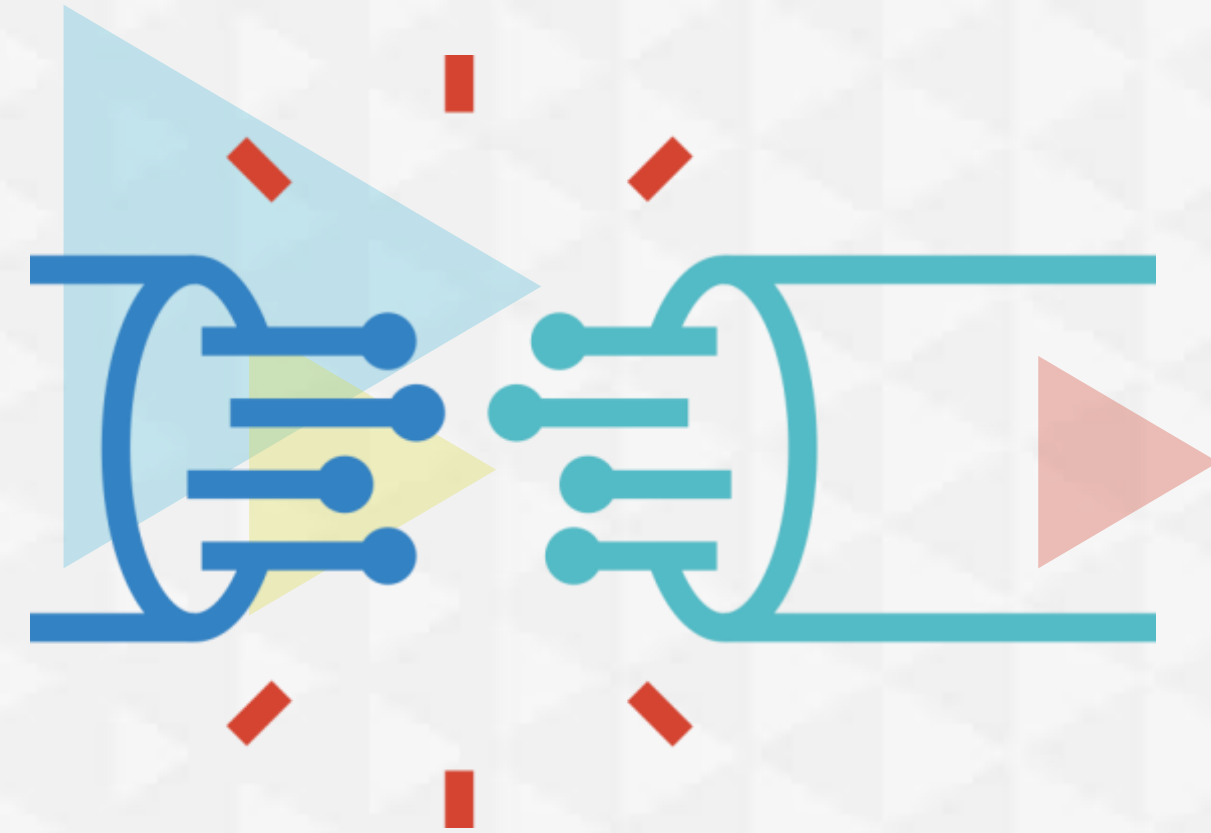
Commercial Cost to Sales (%)



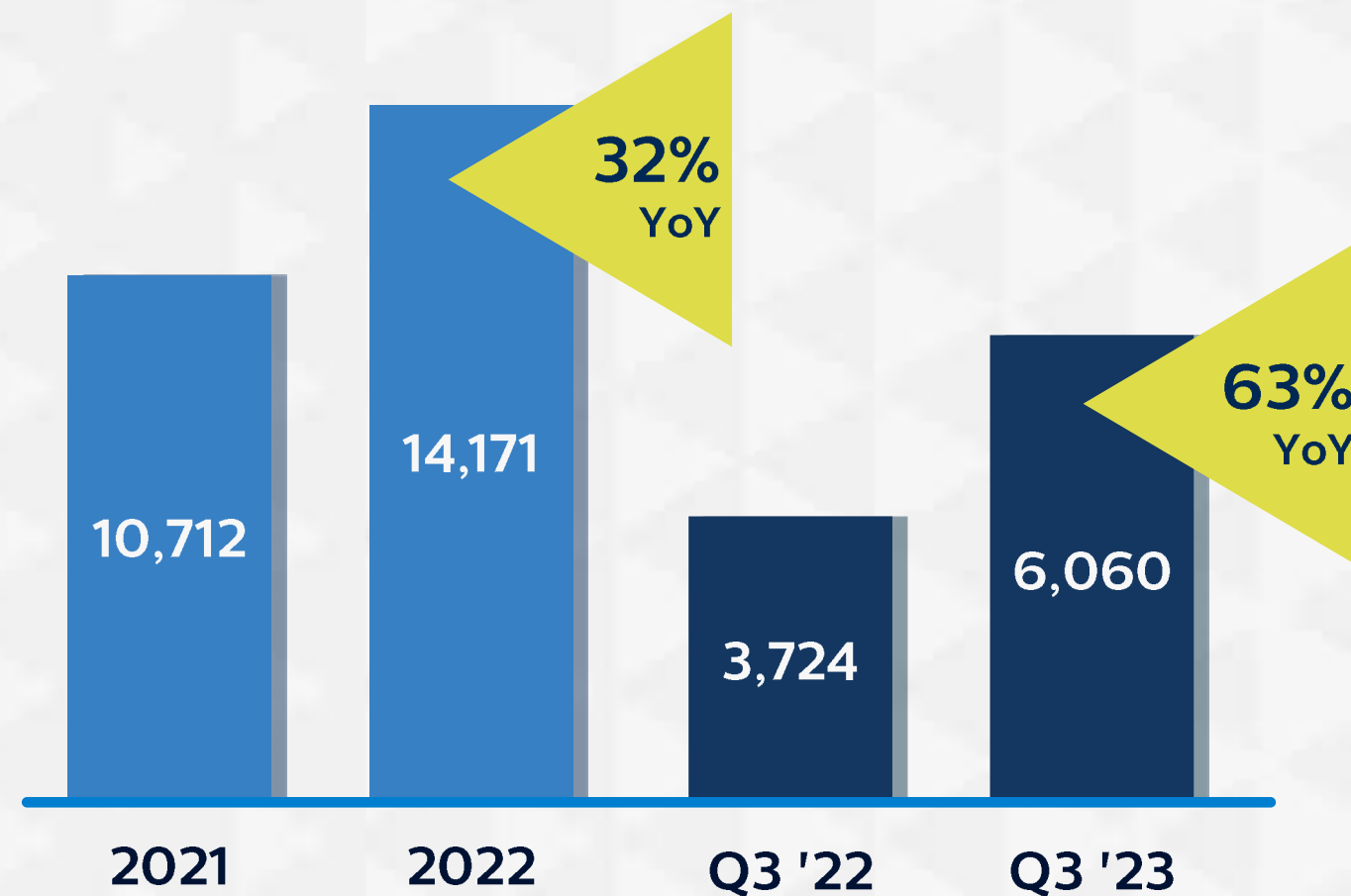


Business Lines

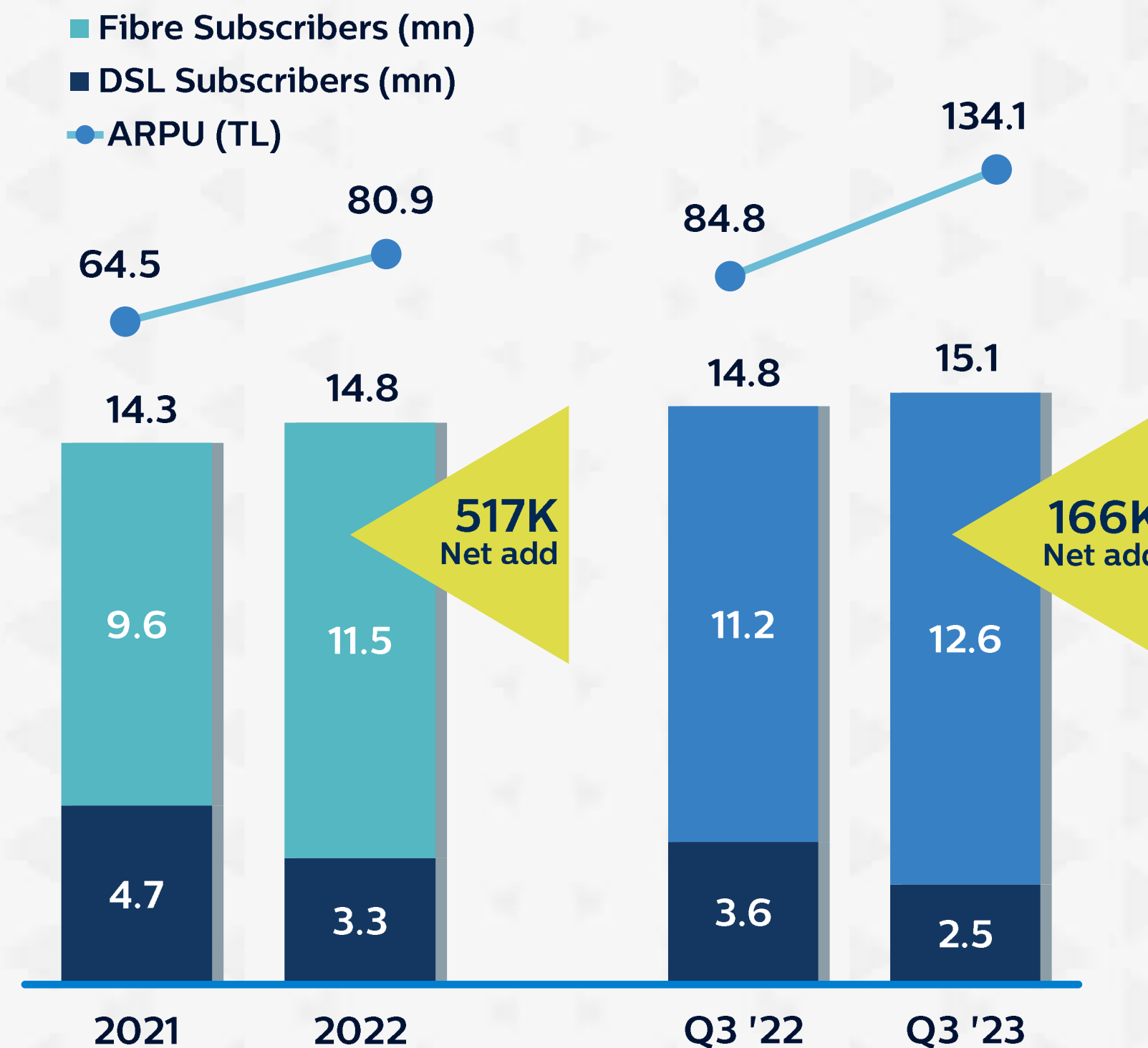
Fixed Broadband Performance



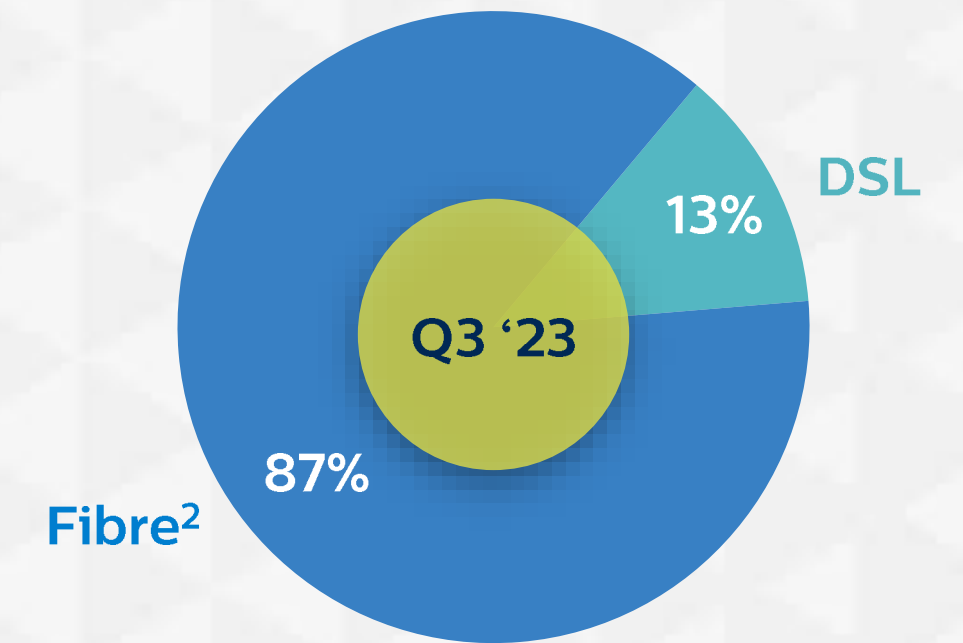
Fixed Broadband Revenue (TL mn)



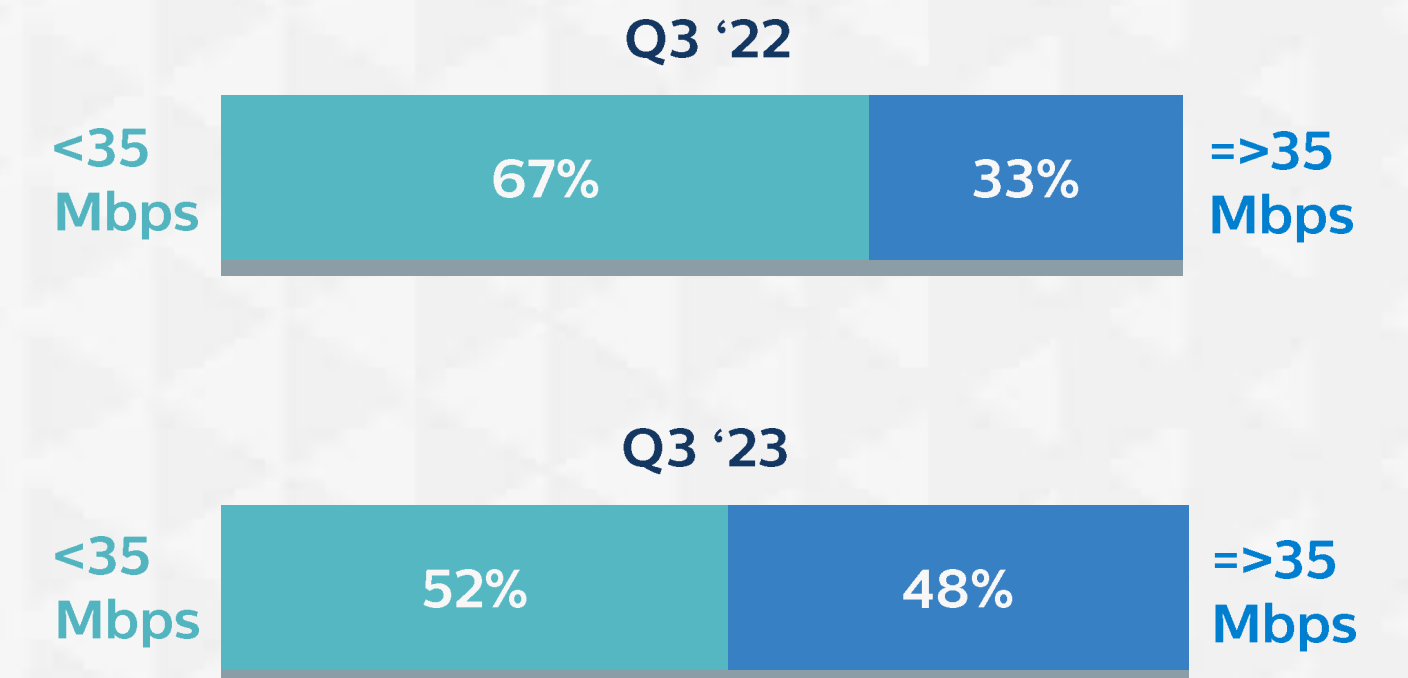
ARPU & Subscribers



Subscriber Breakdown¹ (% of Subscribers)



Subscriber Package Breakdown¹ (% of Subscribers)



(1) Retail only

(2) Fibre subscribers include FTTH/B & FTTC subscribers

Extensive Fibre Network

17

Türk Telekom Fibre Network

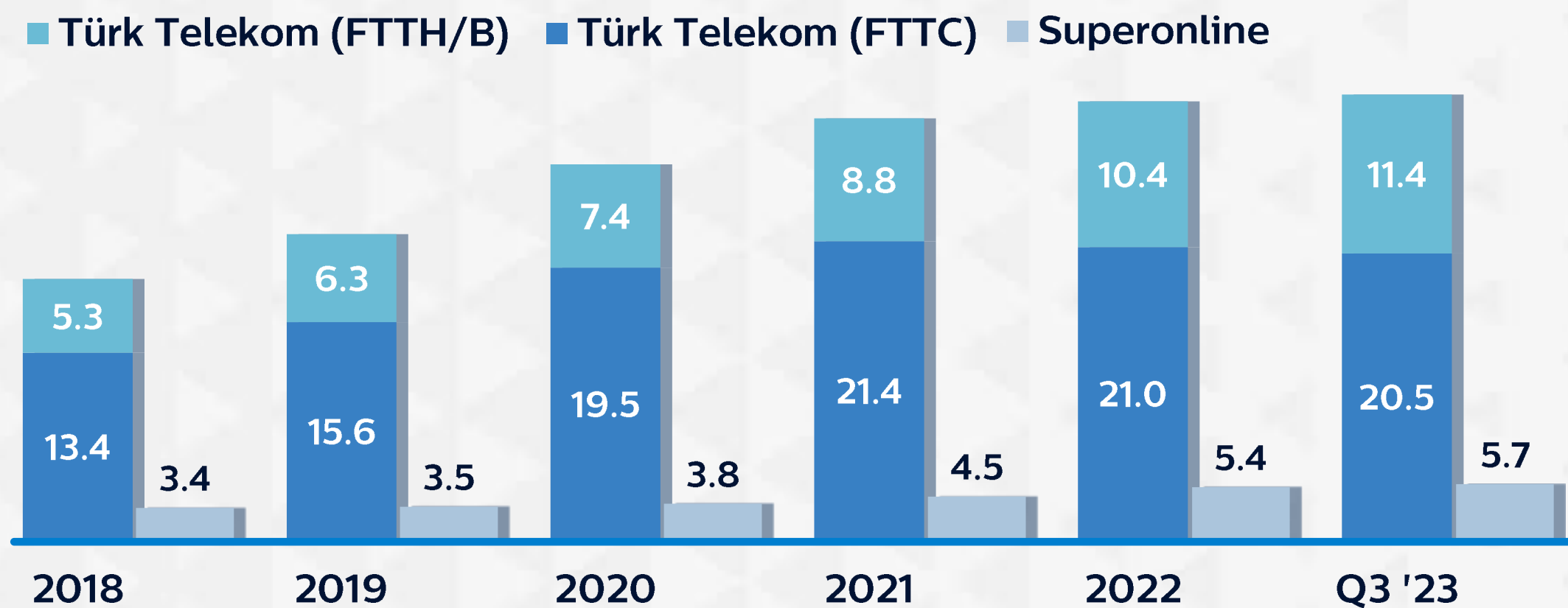


Superonline Fibre Network



- ▶ Presence in 28 cities of Türkiye
- ▶ 61K fibre km rollouts
- ▶ Wholesale customer of Türk Telekom

Fibre Homepass (mn)



We have reflected the estimated impact of the February 2023 earthquakes on our homepass numbers. However, the assessment of the earthquake impact on homepass numbers is still work-in-progress; hence the numbers provided may be subject to changes.

Fibre Subscribers (mn)



Fibre subscribers include FTTH/B & FTTC subscribers.
Turkcell data is based on Turkcell's own publications.

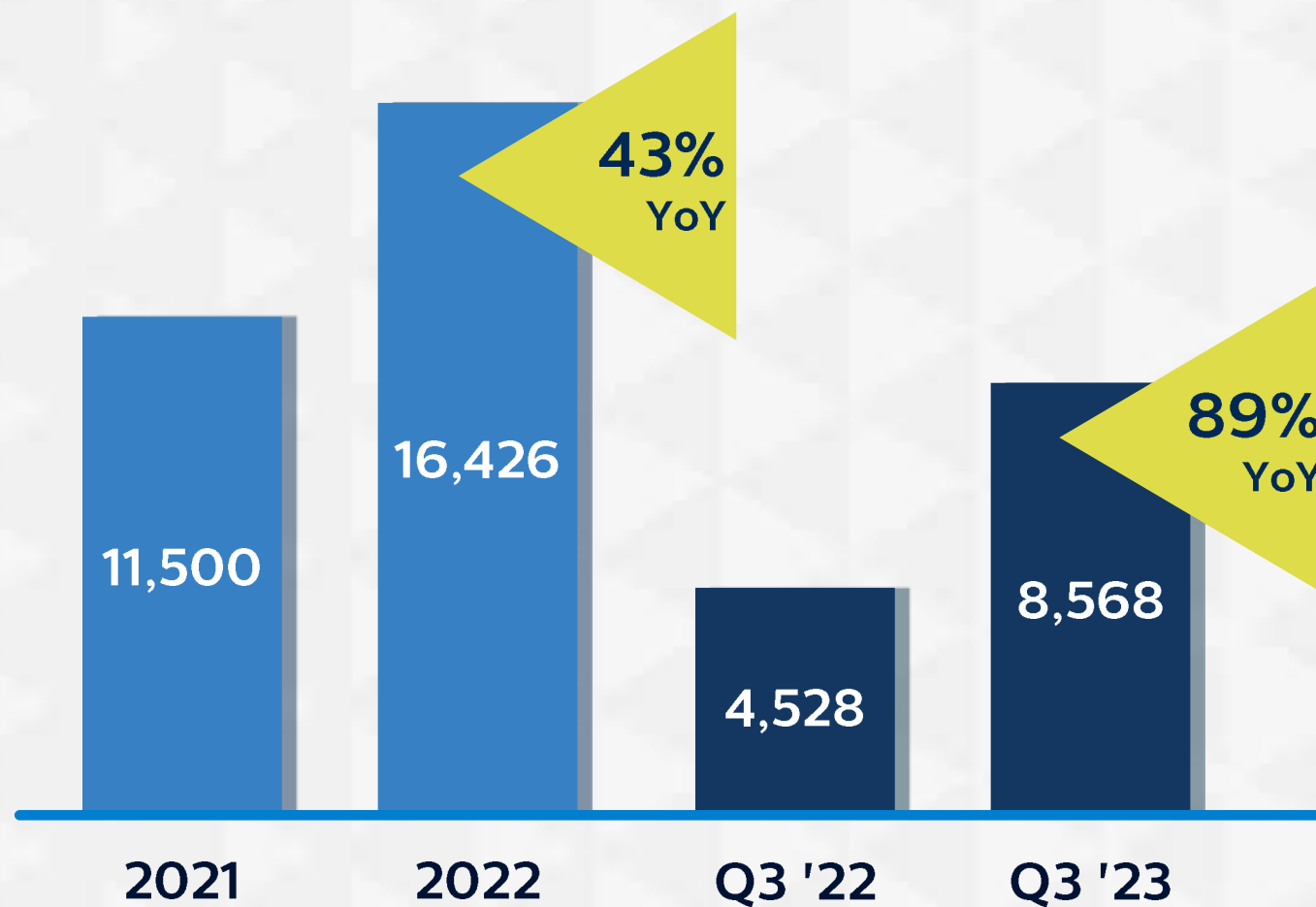
- ▶ Unrivalled fibre network
- ▶ Strong prospects for monetisation
- ▶ Best placed to benefit from move towards higher connection speeds
- ▶ Well-equipped to support 5G/small-cell deployment

Mobile Performance

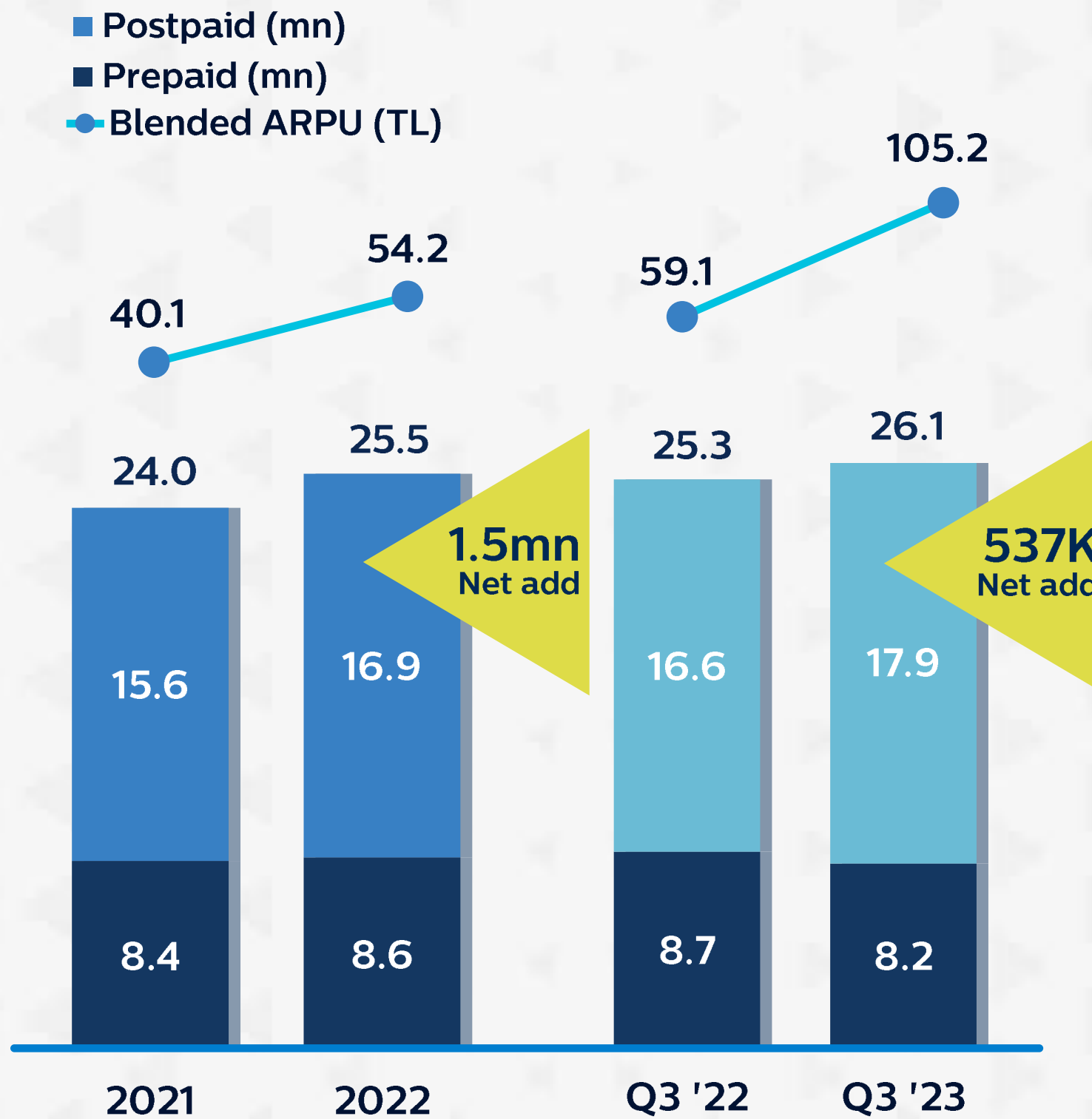
18



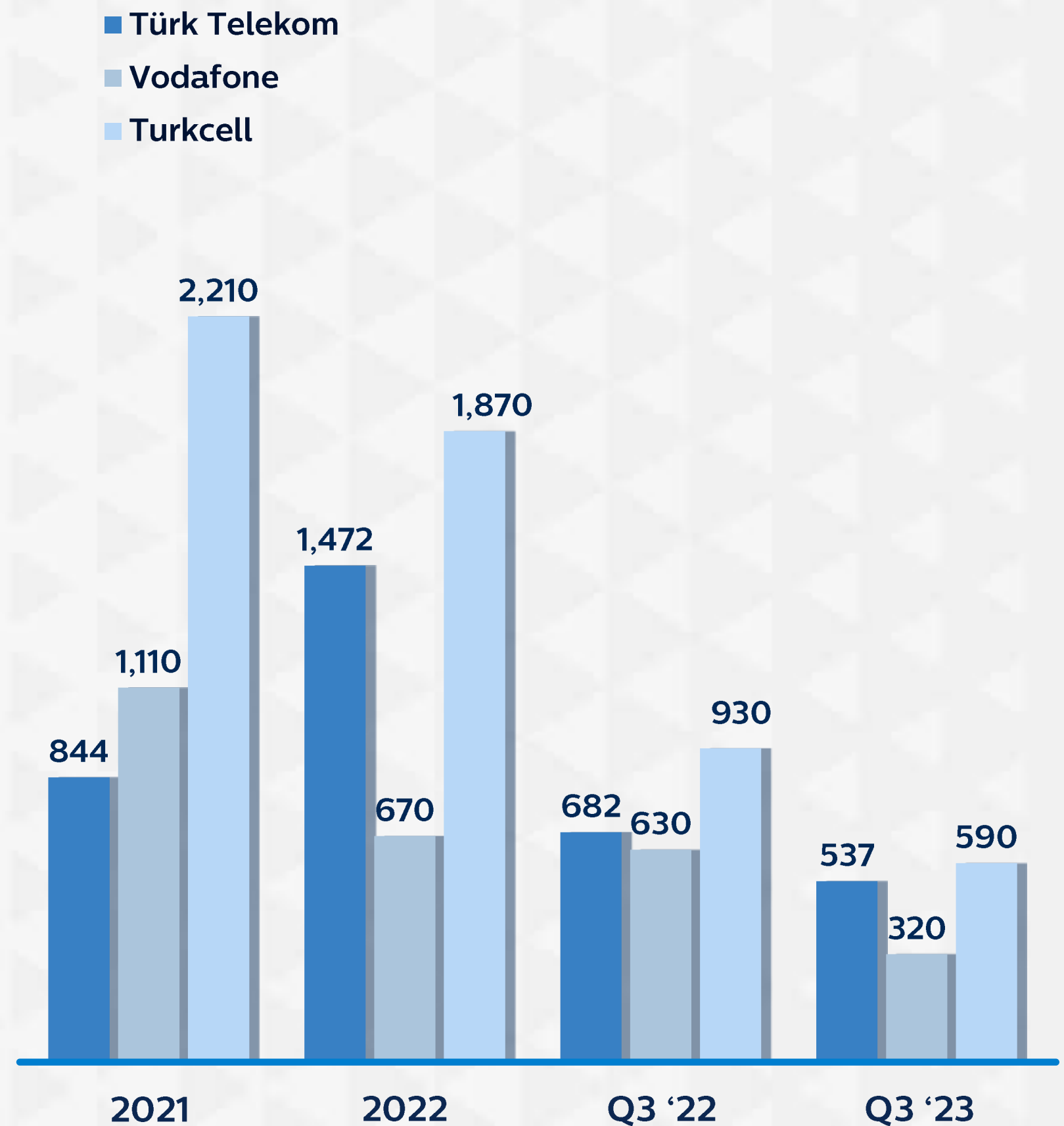
Mobile Revenue (TL mn)



ARPU & Subscribers



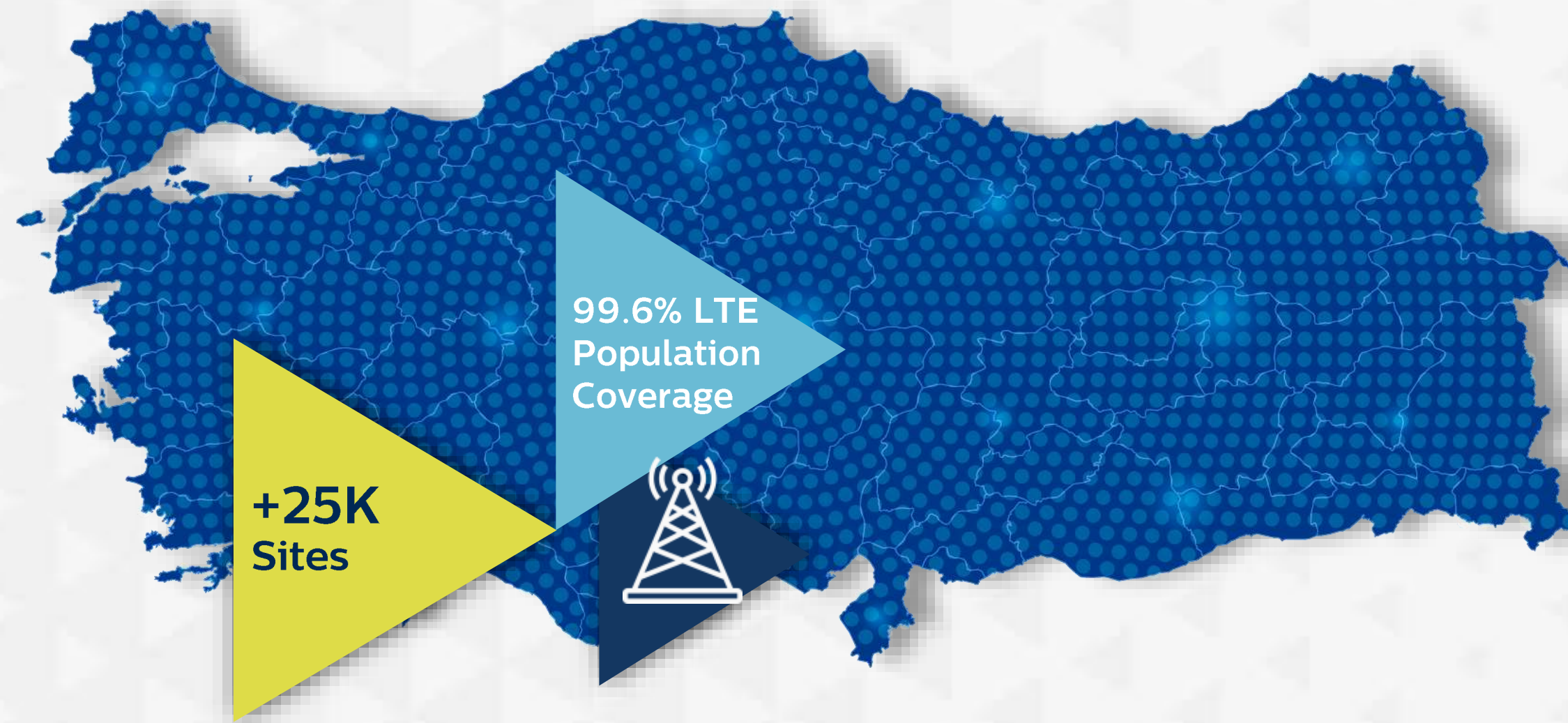
Net Subscriber Additions (thousand)



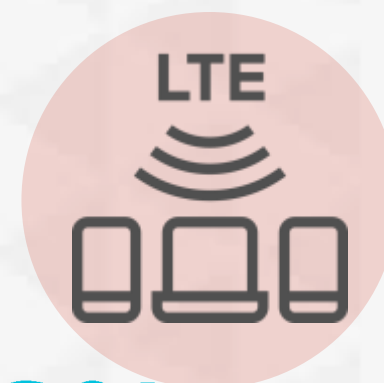
Source: ICTA, Türk Telekom

Mobile Network

Extensive Network Coverage



97.6%
coverage



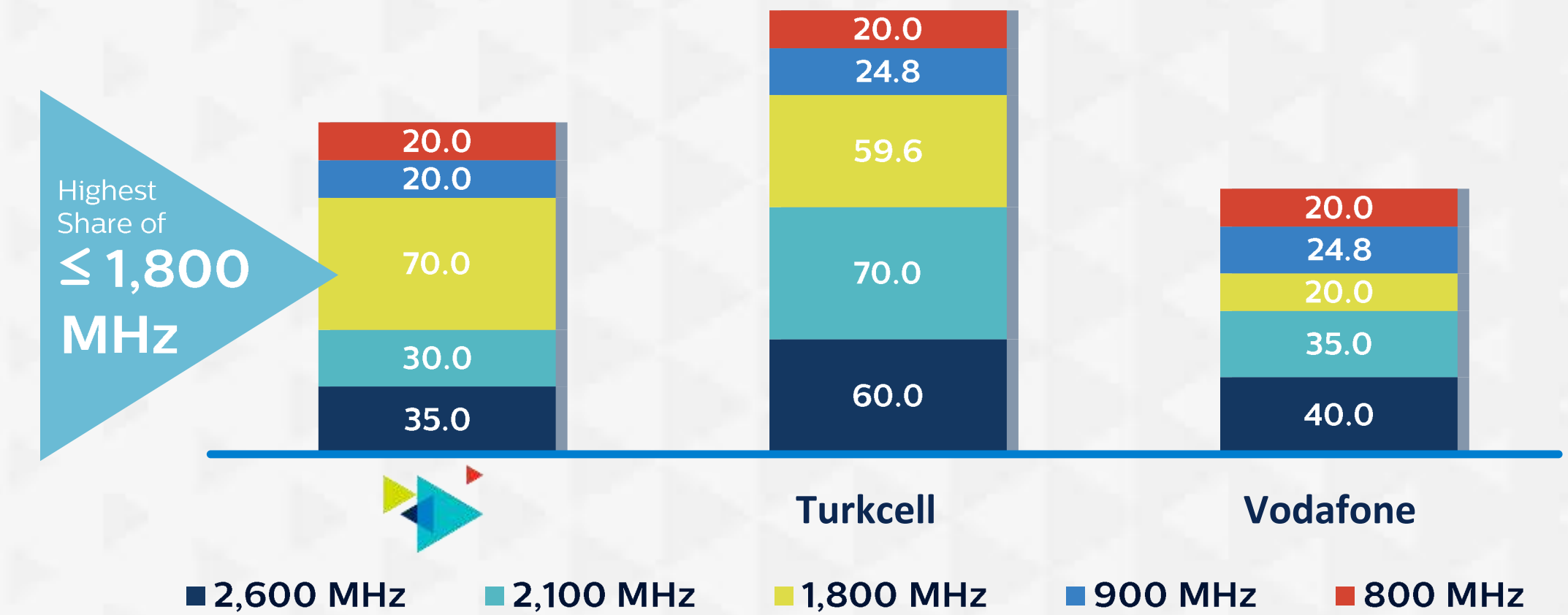
99.6%
coverage



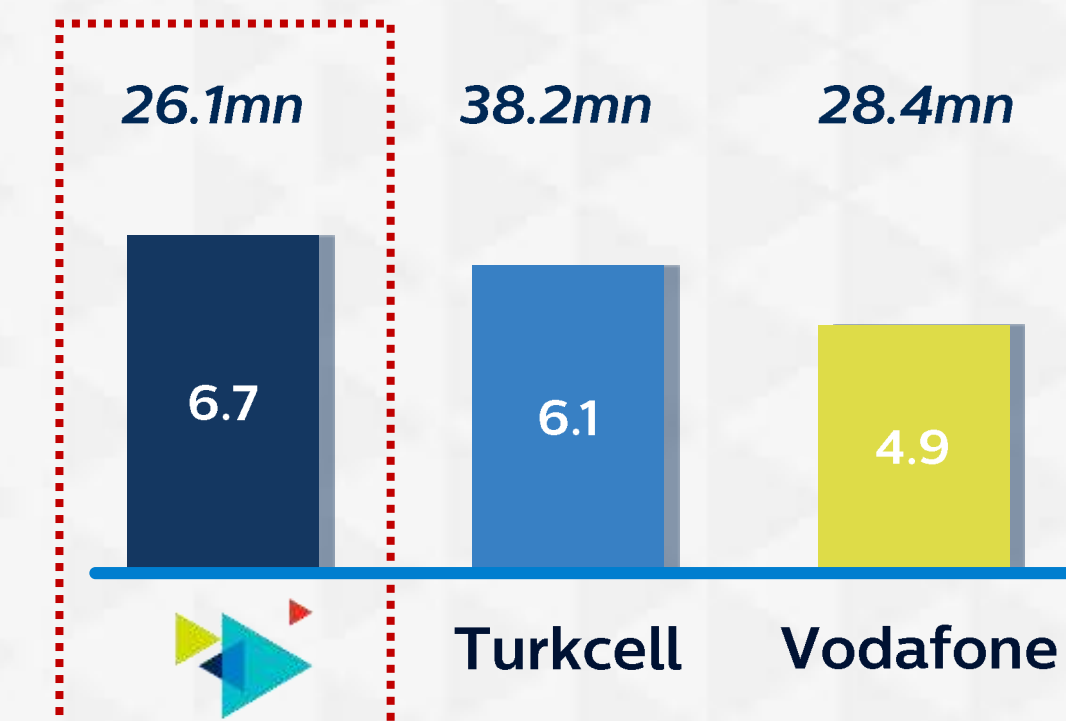
Getting ready for 5G

via ongoing studies by Argela and Türk Telekom on RAN slicing, NFV and SDN

Superior Spectrum Allocation



Highest Spectrum Capacity Per Subscriber (MHz/Subscriber)

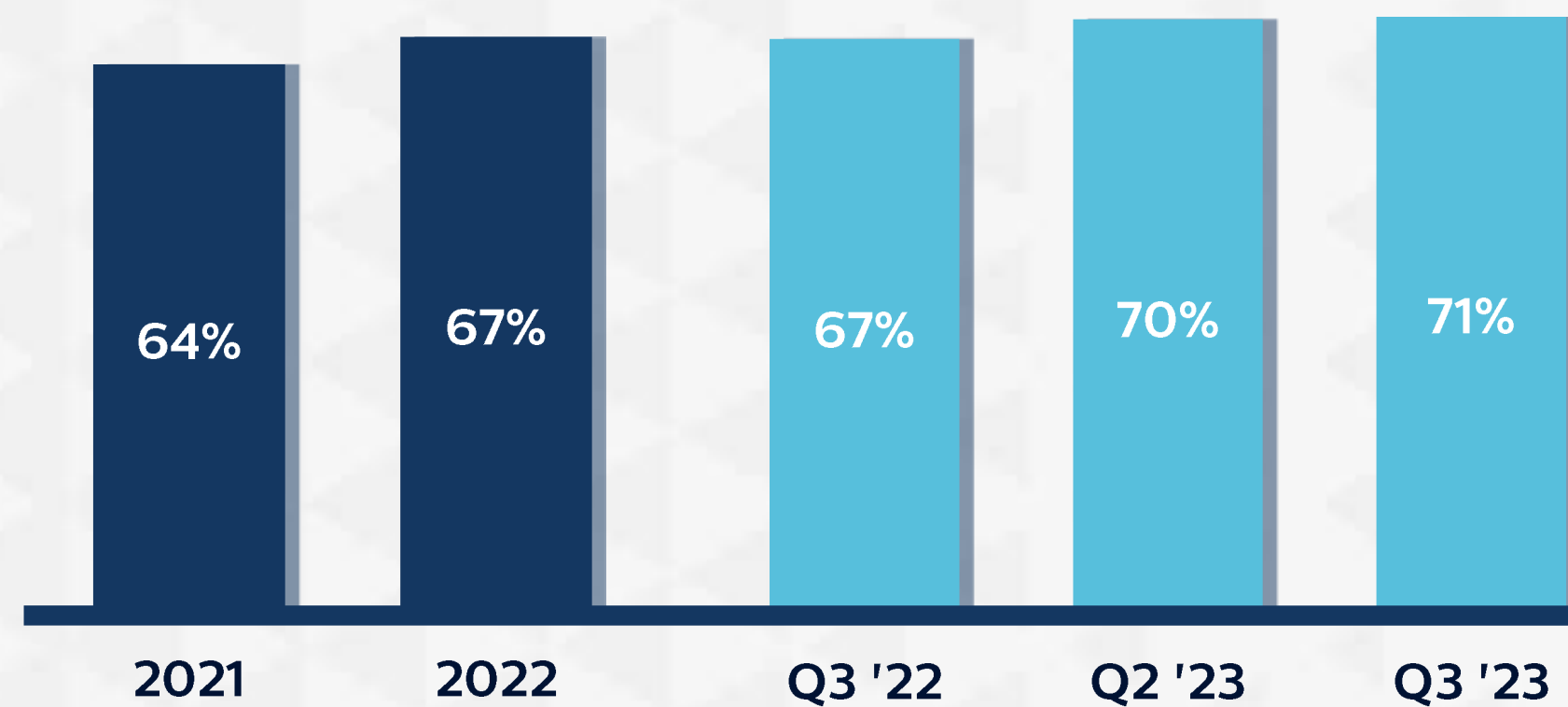


Mobile subscriber numbers are from the Q3 '23 ICTA report.

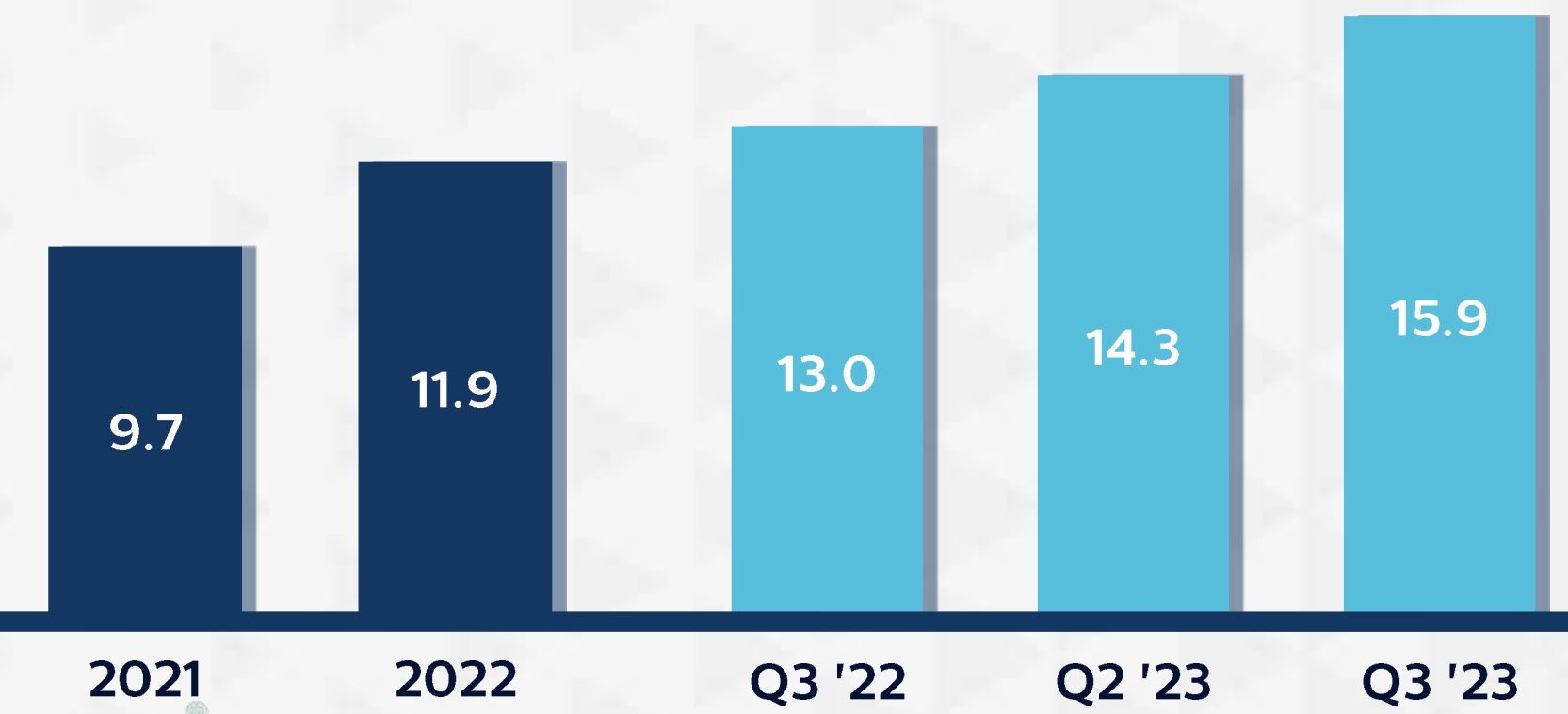
Mobile Data

20

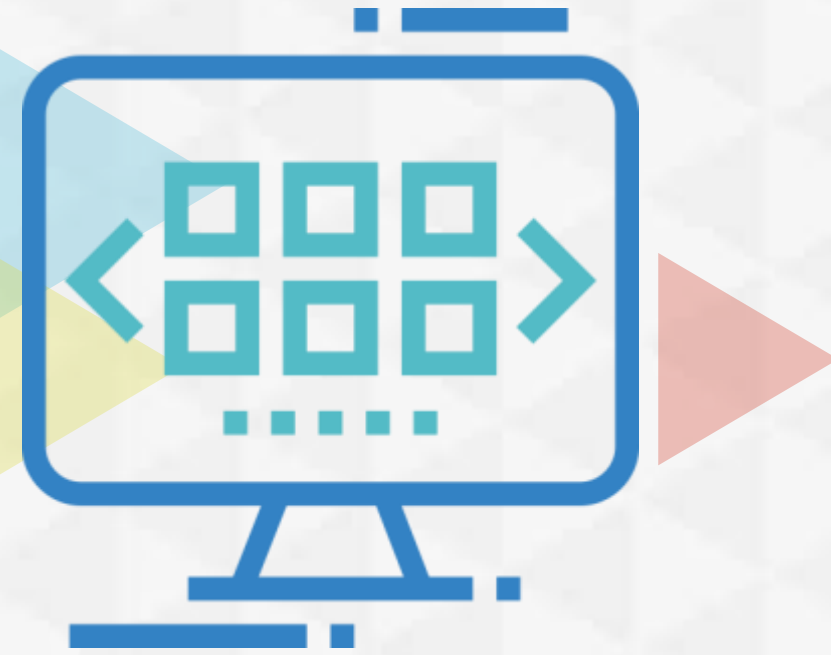
Data Revenue
(Mobile service revenue share)



Avg. Monthly Mobile Data Usage
(GB per LTE user)



TV Performance



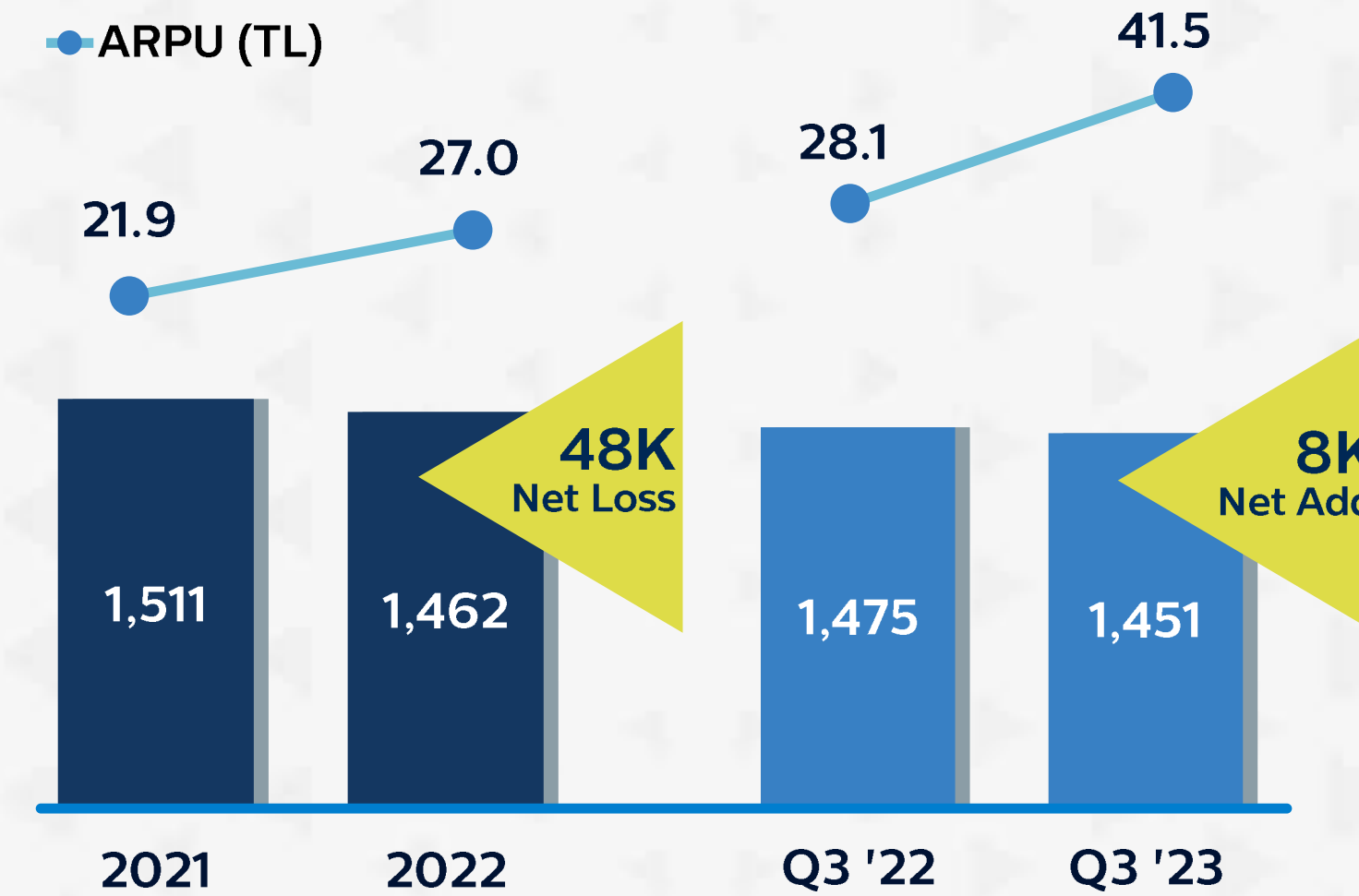
TV Revenue

(TL mn)

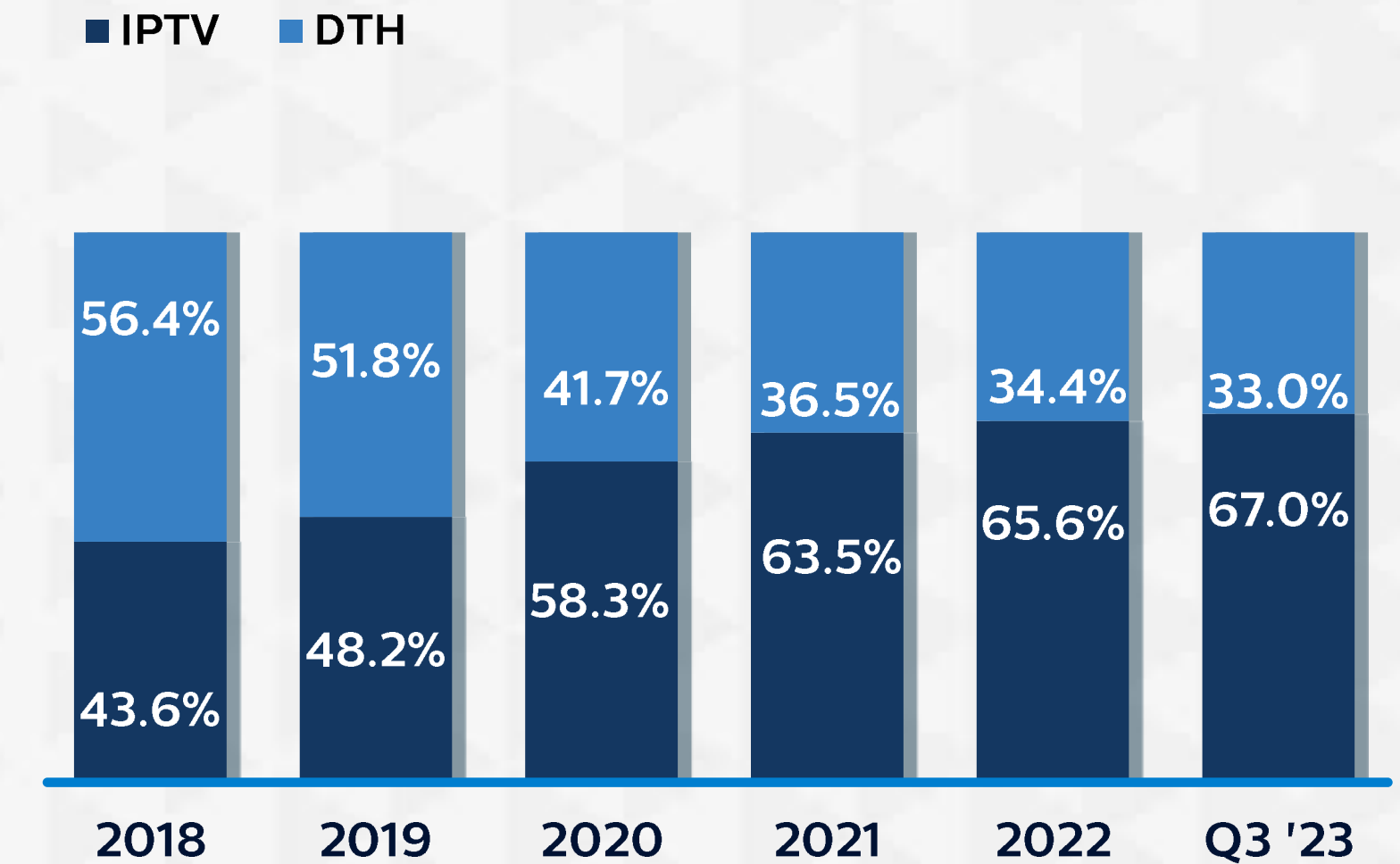


Tivibu Home Subscribers

('000)



IPTV and DTH Subscriber Shares in Tivibu Home Base (%)



Platform

IPTV

DTH

Web TV

Smart TV

Mobile TV

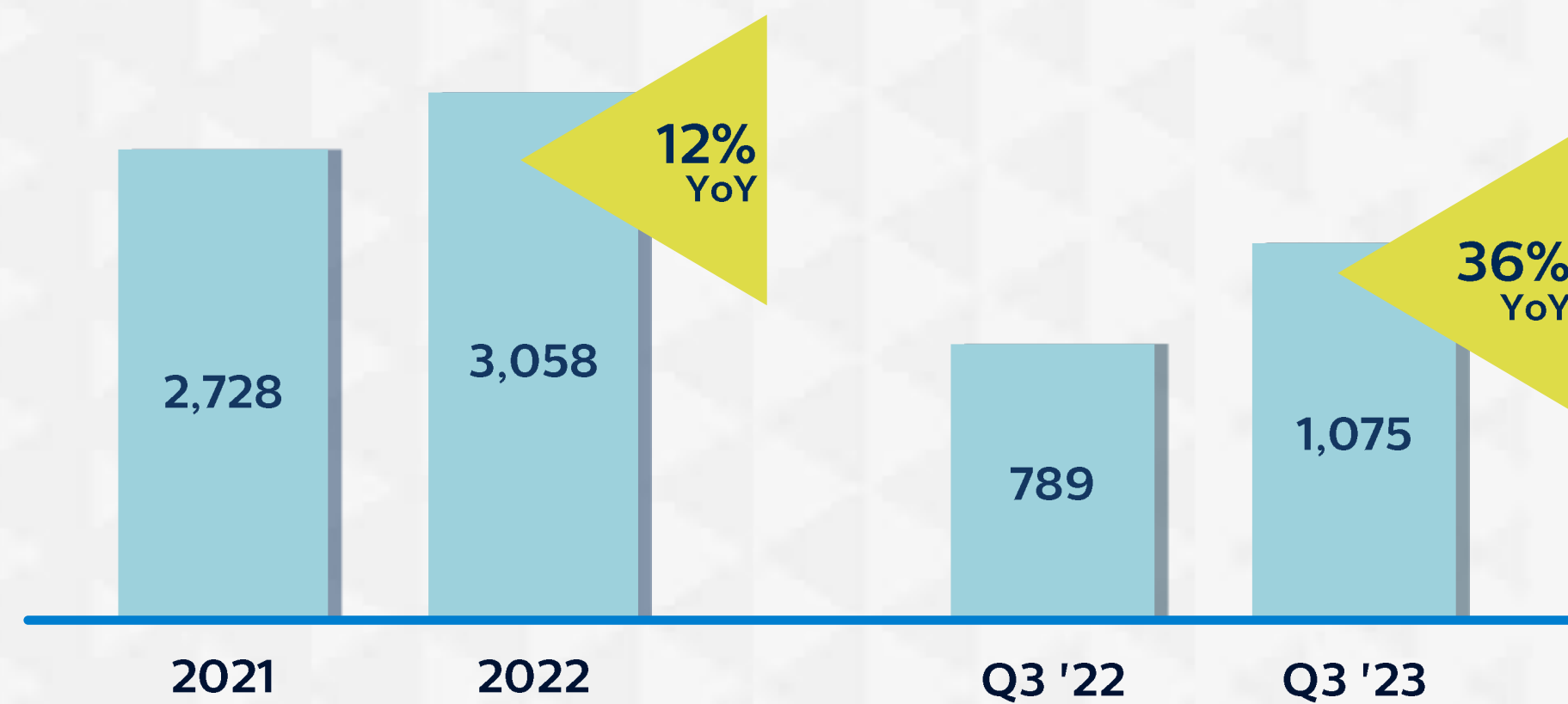
Content

- ▶ NBA
- ▶ Basketball Champions League
- ▶ Euroleague
- ▶ Bundesliga & Bundesliga 2
- ▶ La Liga
- ▶ Spanish King's & Super Cup
- ▶ Serie A
- ▶ FA Cup
- ▶ Formula 1 & MotoGP
- ▶ ATP Masters
- ▶ Blast Premiere & Blast Major
- ▶ TFF E-Super League
- ▶ Tivilife & Habitat TV
- ▶ Kids, Movie, TV Series, Documentary, Life and Sports Channels
- ▶ +12,000 on demand assets

Fixed Voice Performance

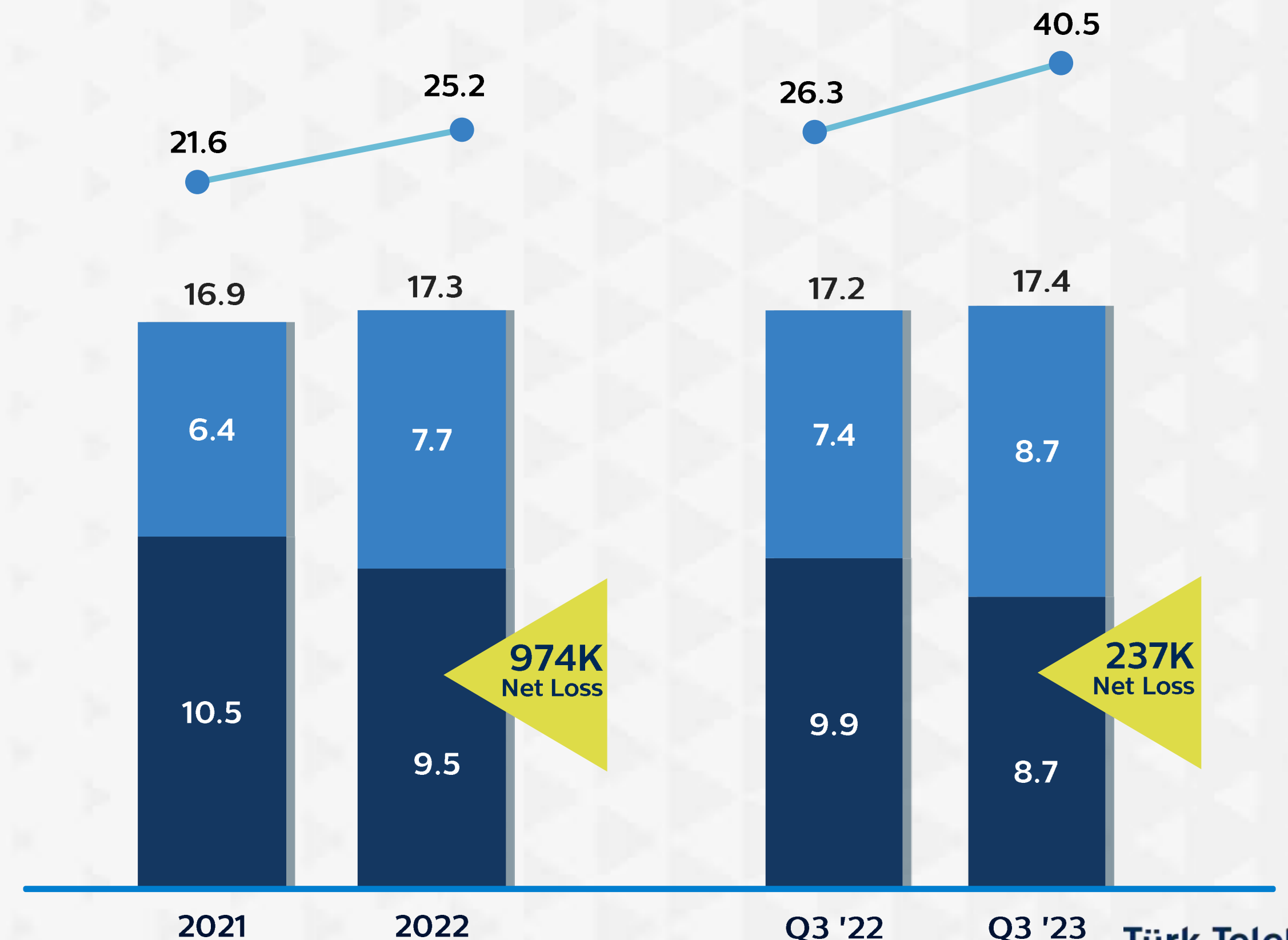


Fixed Voice Revenue (TL mn)



Access Lines and ARPU

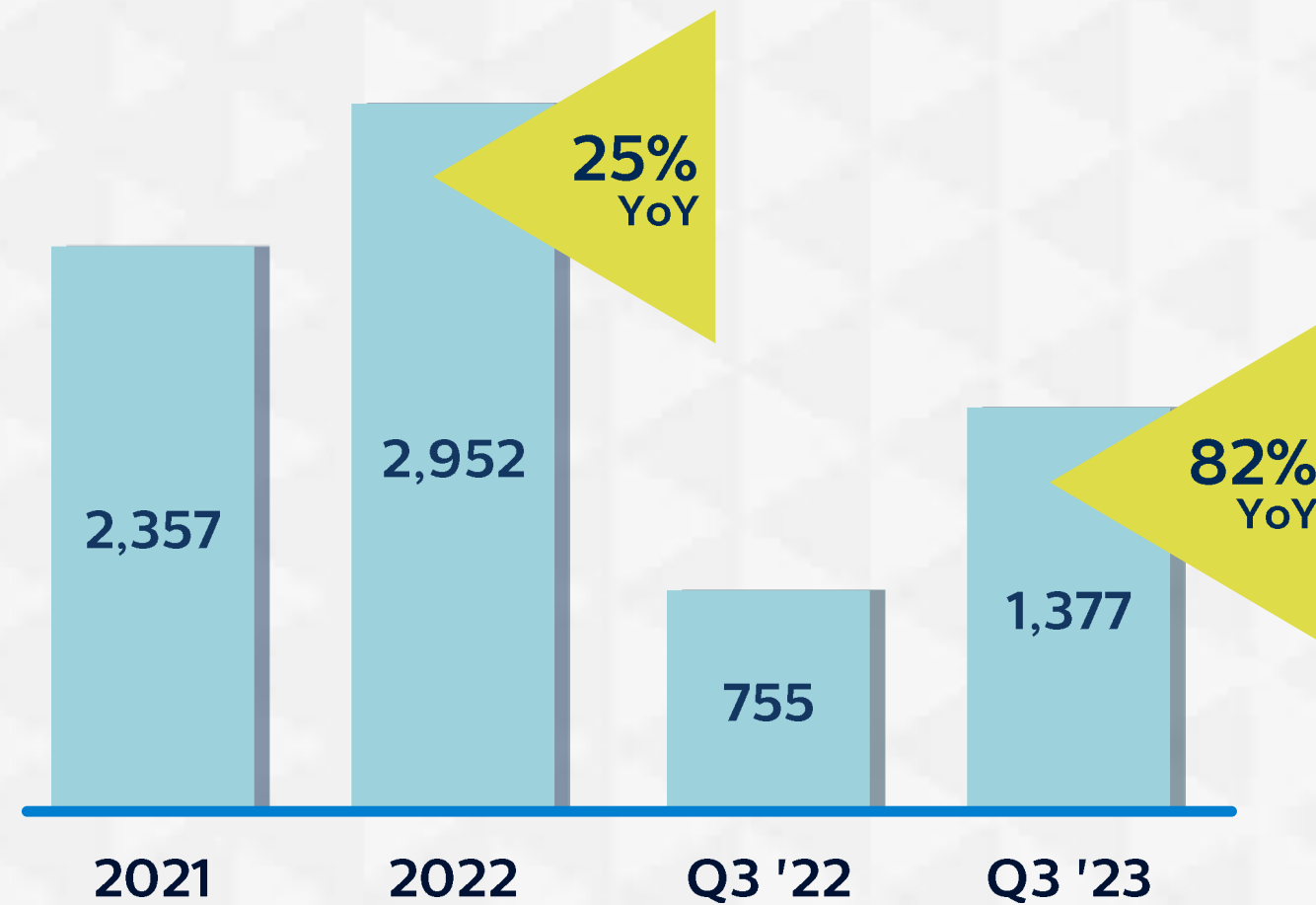
■ Fixed Voice Subscribers (mn) ■ Naked Broadband Subscribers (mn) ● Fixed Voice ARPU (TL)



Corporate Data



Corporate Data Revenue (TL mn)



Conventional Corporate Data Services



Customer-oriented, integrated communication solutions

TTVPN, Metro Ethernet Internet & Wi-Fi, Leased Line

Cyber Security Services



360 degree protection against current and near future attack trends with the widest and most competent product portfolio from Türk Telekom, Türkiye's cyber security services market leader

Shared Security Services

DDoS, DDoS7+, Firewall, Active Defense (IPS), Advanced Threat Prevention (APT), Web Firewall (WAF), Shared 5651, Email Security

Cyber Security Centre

24/7 Event Monitoring, SIEM Consulting, Shared SIEM, Shared EDR+, SOAR, Cyber Atlas Threat Intelligence, Red Team, TSE-A Penetration Test, ISMS-DDO and Data Privacy Consulting

Dedicated Security Solutions

Data Centre and Cloud Services



High speed secure services with back up infrastructure at internationally certified data centres and next generation cloud technologies

Conventional Data Centre Services

Server hosting and access services through data centres in İstanbul Esenyurt (8.7K m2 white area), Ankara Ümitköy (2.5K m2 white area) and İstanbul Gayrettepe (1.5K m2 white area)

Next Generation Cloud Technologies

Self-service cloud platform, virtual data centre and storage solutions, backup, business continuity and disaster recovery solutions, container platform (PaaS), CDN and SaaS solutions

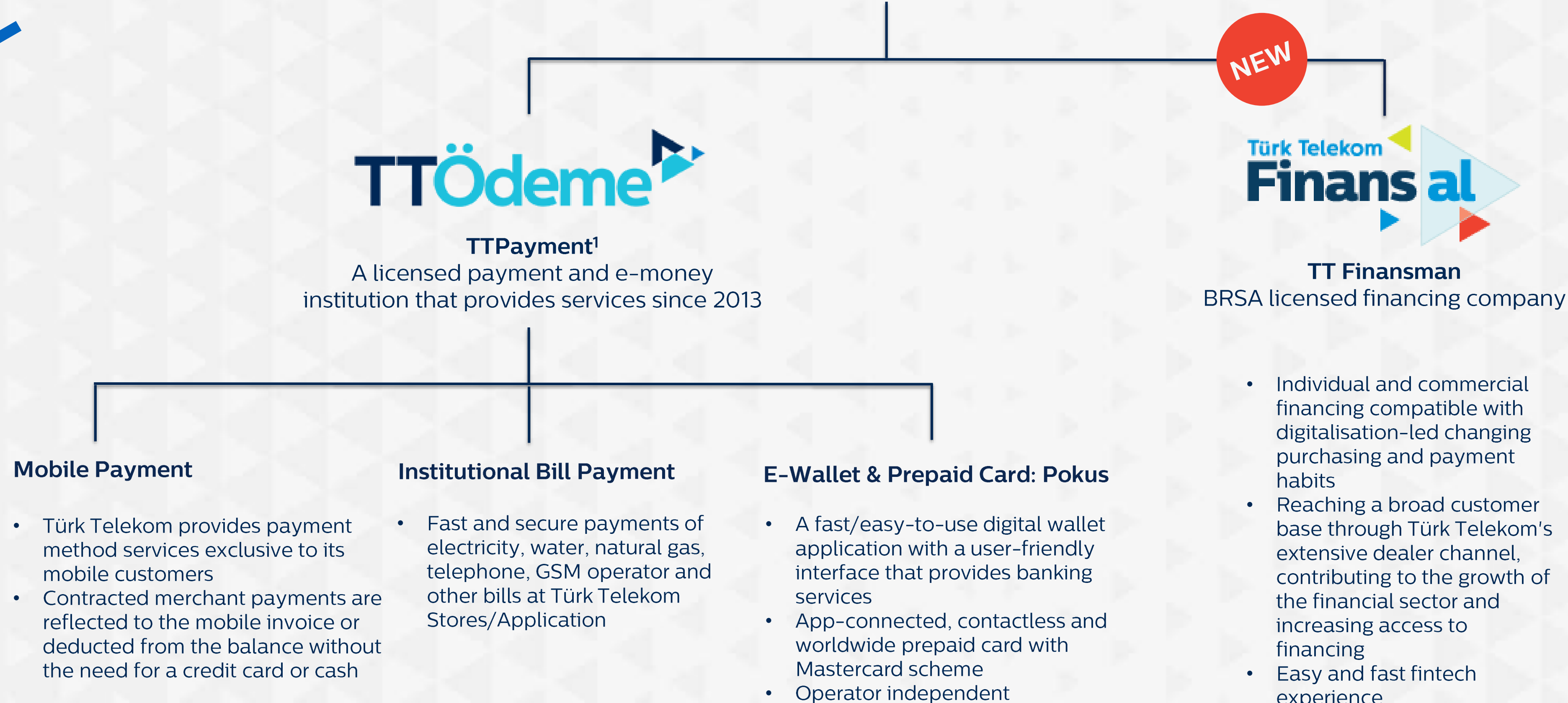
Professional Services



The most suitable new generation technologies, hardware, servicing and consulting services for the existing technology infrastructures, business processes and digital transformation needs of businesses, institutions and cities

Türk Telekom Group Financial Technologies

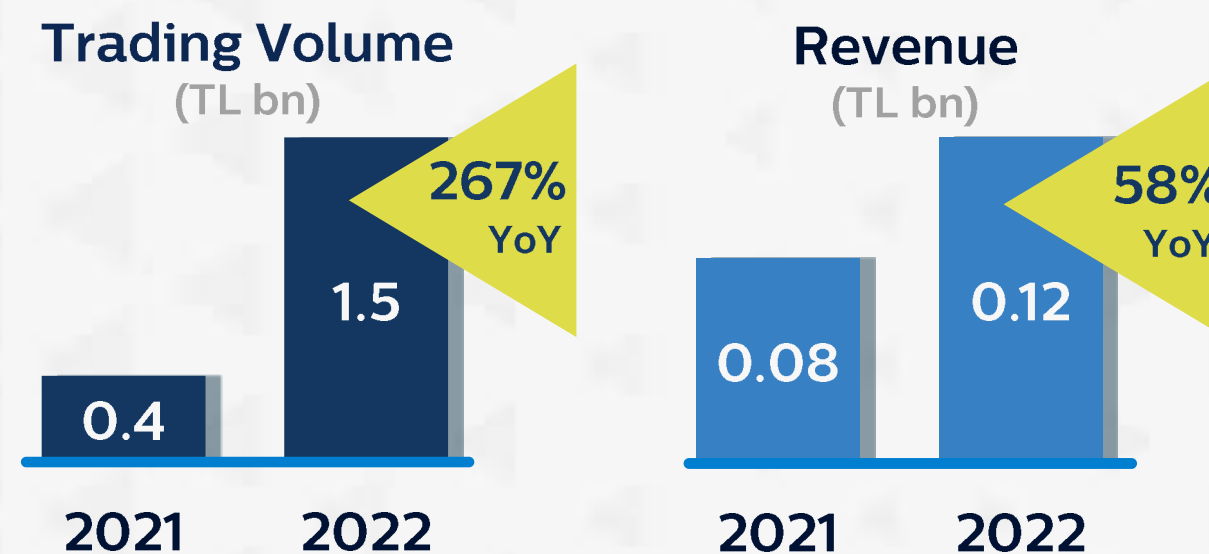
24



TTPayment in numbers,

- Number of unique users up 12%,
- Transaction volume up 267%,
- Revenue up 58% in 2022.

TTPayment revenues are set to expand with Pokus



2013
TTPayment was established in April 2013 as a 100% subsidiary of TT Mobil and TTNET

2016
TTPayment became a member of ÖDED*

2017
TTPayment acquired payment services license from BRSA

2019
TTPayment got e-money institution license from BRSA

2020
TTPayment started collection services for all corporate invoices from dealers

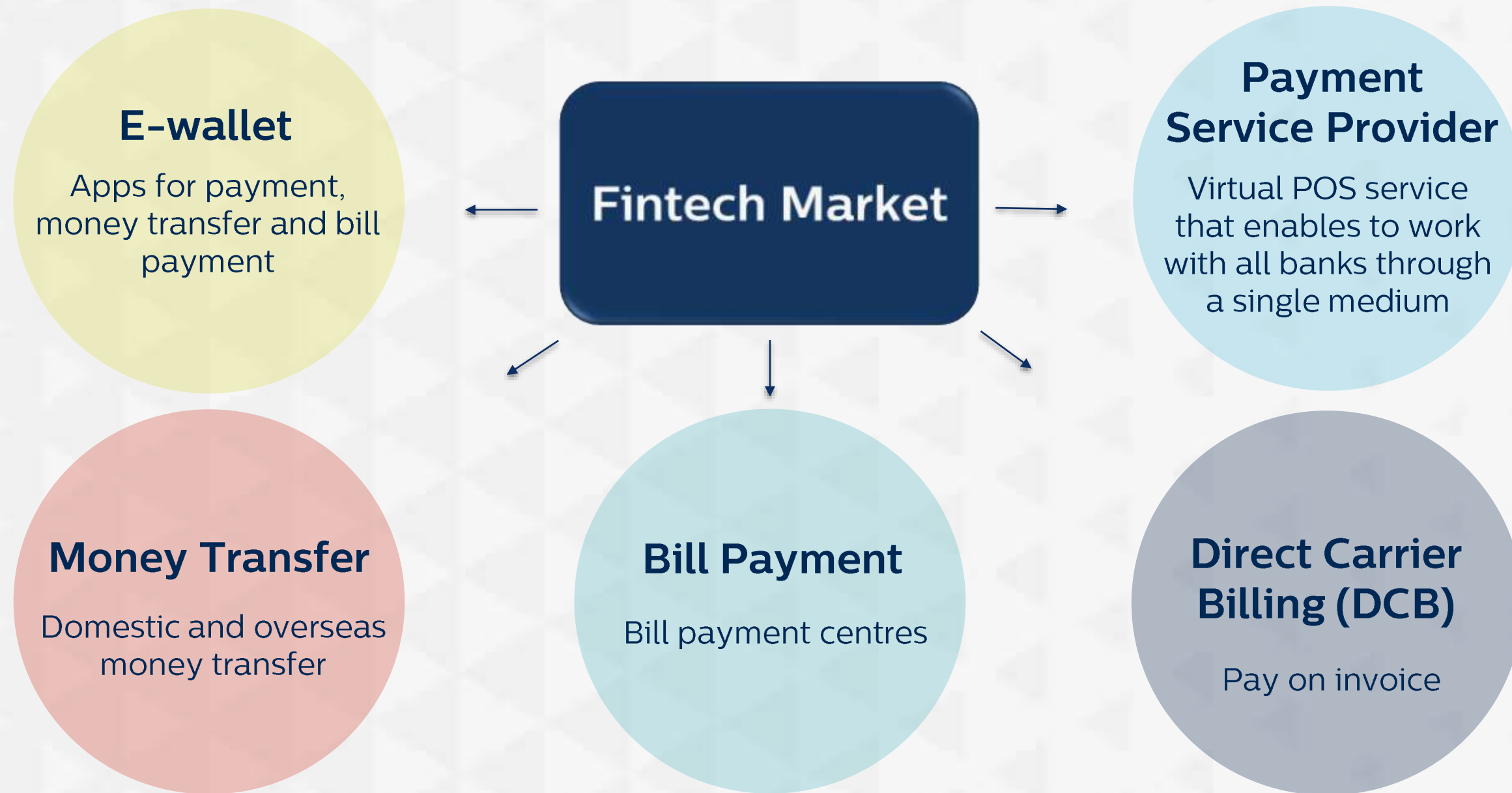
2021
Launched prepaid card and mobile wallet products

2022
TT Finansman obtained operational authorisation from BRSA in December

* Payment and Electronic Money Association

(1) Türk Telekom Ödeme ve Elektronik Para Hizmetleri A.Ş. (TTÖHAŞ), TTÖdeme in short, stands for TTPayment in English

Turkish Fintech Market

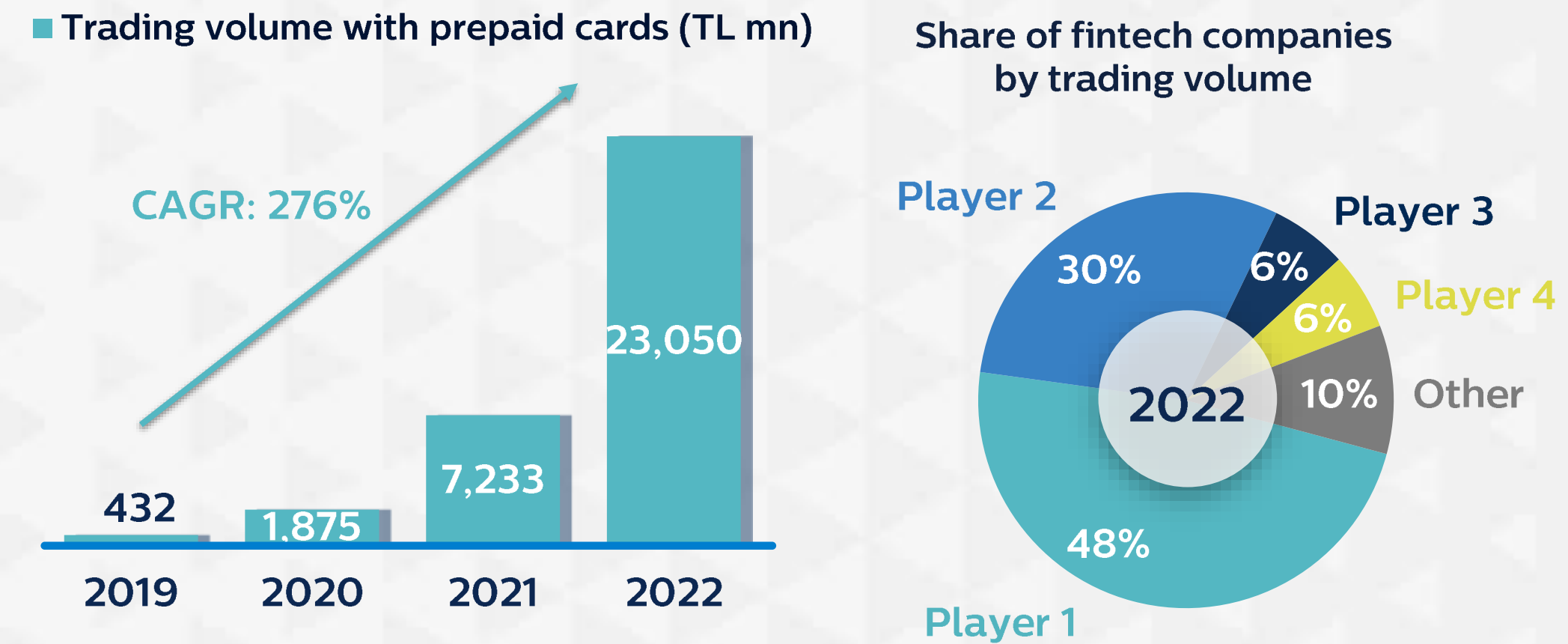


Prepaid Card Market – 2022

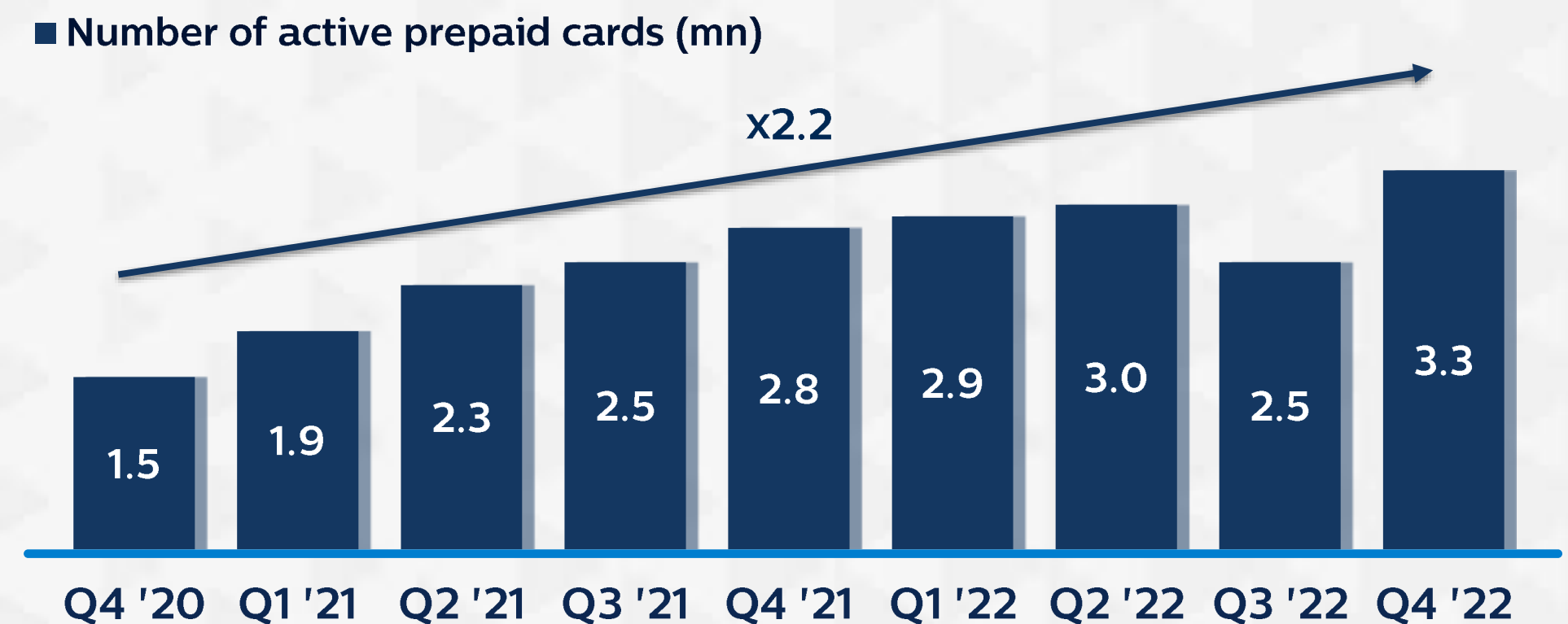
- ▶ Europe's largest card market.
- ▶ Of the total cards, 169 mn was debit cards, 99 mn was credit cards and 72 mn was prepaid cards.
- ▶ The prepaid cards market grew 25% YoY in total number of cards.
- ▶ The share of Fintechs in prepaid cards is 49%.
- ▶ 64% of volume (in # of transactions) and 84% of total spending (in TL) are generated by fintechs' prepaid cards.

Turkish prepaid card market data is from BKM.

Turkish Fintech Companies' Trading Volume

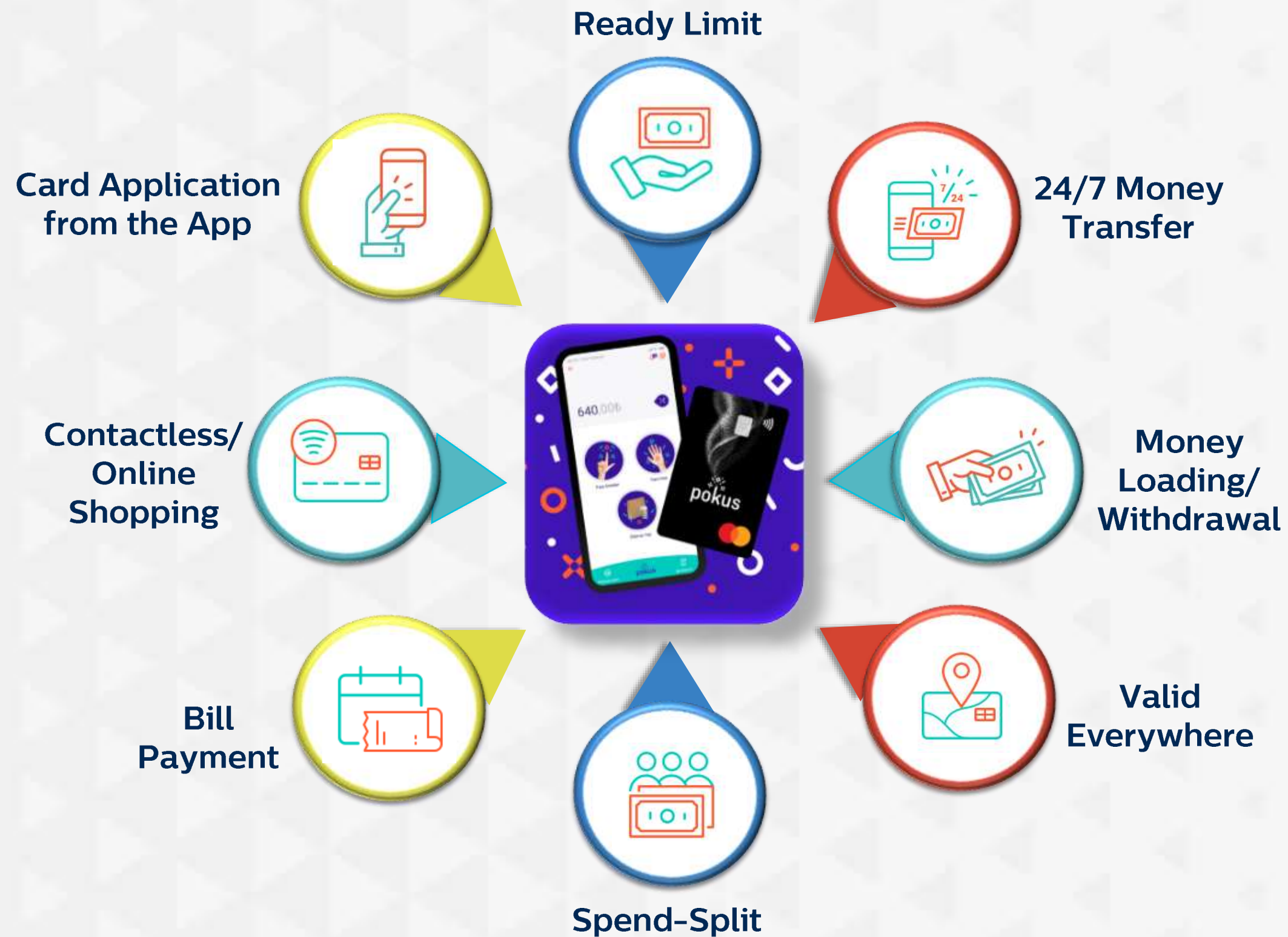


Top 5 Players (by number of prepaid cards)



Pokus: E-Payment Solution

26



- ▶ **E-wallet application** of TTPayment + prepaid card
- ▶ Load-spend; no overdraft, **no subscription fee**
- ▶ Valid all over the world with **Mastercard** assurance
- ▶ **Easy, fast financial services** without cumbersome procedures
- ▶ App-linked, **contactless card**
- ▶ **Operator independent**
- ▶ **Money loading/withdrawal, 24/7 domestic and overseas money transfer, bill payments, spend-split transactions, P2P sending/requesting money, ready limit**

Roadmap

Strategy

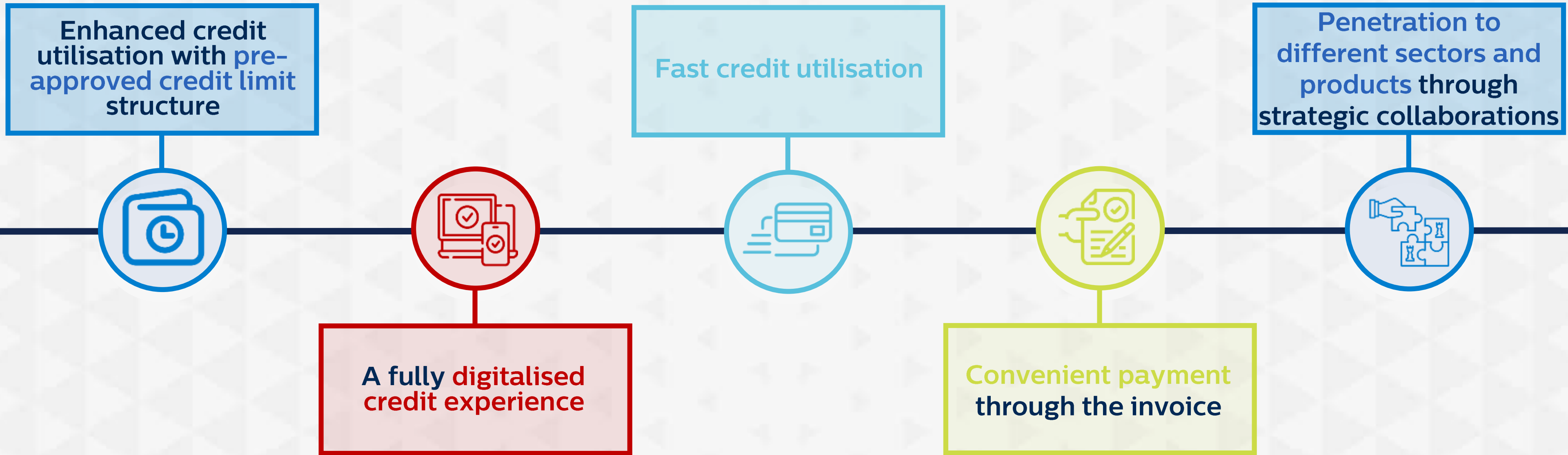
- ▶ Simple/digital customer experience
- ▶ Access to financial services through one application

Synergy

- ▶ Türk Telekom technology and ecosystem
- ▶ Vast subscriber base and efficient sales channels
- ▶ Campaigns, cross-selling, retention

TT Finansman: Financing Company

27



Roadmap

Strategy

- ▶ Providing individual and commercial financing aligned with changing purchasing and payment habits driven by digitalisation
- ▶ Providing financial support for customers' need for technology products through a fast and friendly fintech experience
- ▶ Differentiation with rapid growth focusing on customer experience, innovation and continuous improvement

Synergy

- ▶ Reach a wide customer base through Türk Telekom's extensive network of authorised dealers
- ▶ Offering a wide range of multi-product services including TT Finansman credit and TTPayment channels to existing Türk Telekom subscriber base



Investing in Future



The Readiest Operator to 5G

29



Smart Cities

14 smart cities with Türk Telekom



Media & Entertainment

Türkiye's first 5G live match via 360 degrees VR technology
World record with >2.92 Gbps speed



Vehicle-to-Everything (V2X)

E-sim
E-Call



Industry 4.0

Smart factory solutions to minimise errors in industrial applications and maximise production & efficiency
Digitalisation
B2B Solutions



E-Health

LIGHT
Mobile EKG
Smart Organ Carrying Units



Cloud Network

SDN (Software-Defined Networking)
NFV (Network Function Virtualisation)
Network Slicing

New Technologies

Türk Telekom actively participates in...



Collaborations in next-G tech

vRAN

Software-Based and
Sliceable Virtualised Radio
Access Network

Product partnership and
revenue sharing with
Juniper



5G Time Synchronisation

Cooperation with Net Insight:
Product partnership,
revenue sharing and
discounted supply advantage



- Working with Argela for SDN & NFV based cybersecurity solutions
- Türkiye's largest cyber security service centre: provides 24/7 monitoring, consultancy and incident response services
- Türkiye's highest capacity DDoS protection infrastructure
- Best in class cloud computing solutions



- Leading largest smart city projects in Türkiye with next generation projects



- 52% of LTE base stations connected with fibre
- Work to manage the 5G network with AI technology
- Preparations at pilot 5G test networks
- First Industry 4.0 5G test in Türkiye
- Türk Telekom, Arçelik and Nokia collaboration to establish Türkiye's first private future-proof 5G wireless network
- Mobile network IT provisioning processes on the 5G path optimised using the Ericsson Dynamic Activation (EDA) platform

Digital Channels

Continuous expansion of digital services for **best-in-class customer experience**

Wide range of services on the Online Transactions Application: invoice payments, TL uploads, recontracting, upselling and application for new subscriptions

One login: accessing all Türk Telekom products; mobile, broadband, fixed voice, TV with single login

20 mn

Unique users
in Q3 '23¹

76 mn

Downloads as
of Q3 '23

85%

The share of
collections
through digital
channels²

106%

YoY increase
TL uploads &
invoice payments
via online
channels



(1) Online Transaction Application 3-Month active user

(2) Share in the consumer segment, as of Q2 '23

Digital Service Portfolio

32

**Türk Telekom has
30+ mobile
applications,
and 200+ value
added services.**



Türkiye's new generation TV platform: Tivibu GO – Launch: 2010

Türk Telekom's all-in-one, multi-screen support TV platform which provides national and exclusive linear channels, thousands of movies, documentaries, series and catchup programs



Türkiye's enriched digital music platform: Muud – Launch: 2008

Türkiye's most preferred digital music platform to listen and download millions of songs and watch videos



Türkiye's leader digital gaming platform: Playstore – Launch: 2011

Türkiye's first and leader digital gaming, e-pin, console games and pysical gaming accessory sales platform platform



Türk Telekom's employee development platform: Türk Telekom Academy – Launch: 2018

Education platform for Türk Telekom employees has been relaunched and now available to all Türk Telekom internet subscribers



Türkiye's interactive education platforms: Vitamin & Raunt – Launch: 2008

Türkiye's biggest online education platforms: Vitamin for pre-school to high grades students, Raunt for university preparation



Award-winning application for people with visual disabilities:

EyeSense – Launch: 2018

People with visual disabilities can take pictures with the voice warning system using both selfie and the front and rear cameras of the phone.



Türkiye's first smart and hyperlocal digital keyboard:

Tambu – Launch: 2017

Türkiye's first local and customised smart digital keyboard



Türkiye's popular online reading platform: e-dergi – Launch: 2017

Türkiye's online magazine and newspaper reading platform with advantageous campaigns for Türk Telekom mobile users



Türkiye's most comprehensive security platform: Türk Telekom Security – Launch: 2009

Türkiye's most comprehensive and secure anti-virus and family protection service



Türkiye's widest WiFi broadband network: Türk Telekom WiFi – Launch: 2006

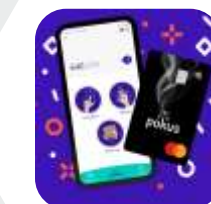
Türkiye's widest WiFi hotspot coverage and services for Turkish Airlines flights



Türkiye's advantageous integrated cloud platform:

Dijital Depo – Launch: 2018

Türk Telekom's operator free new cloud storage application Digital Depo enables users to safely store photos, videos, music and all files with user-friendly design



New E-payment solution:

Pokus – Launch: 2021

Türk Telekom's simple / digital platform that provides access to financial services through one application

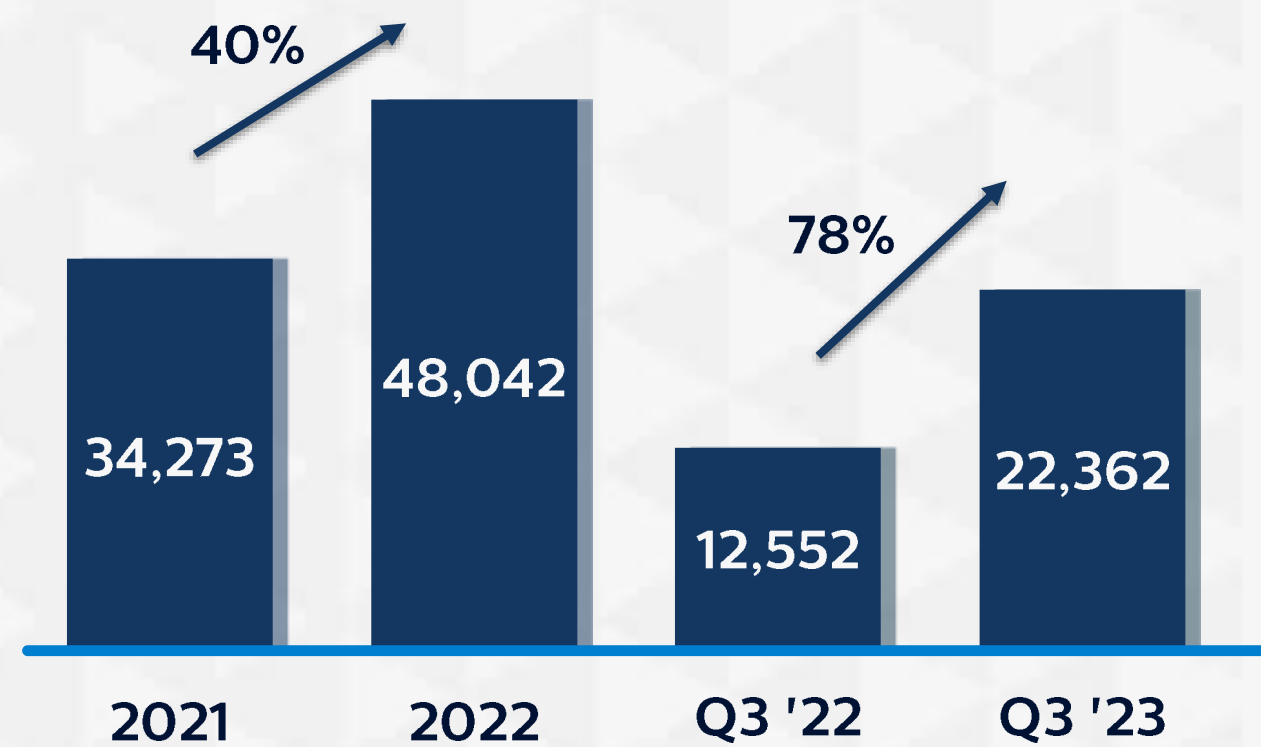
Financials



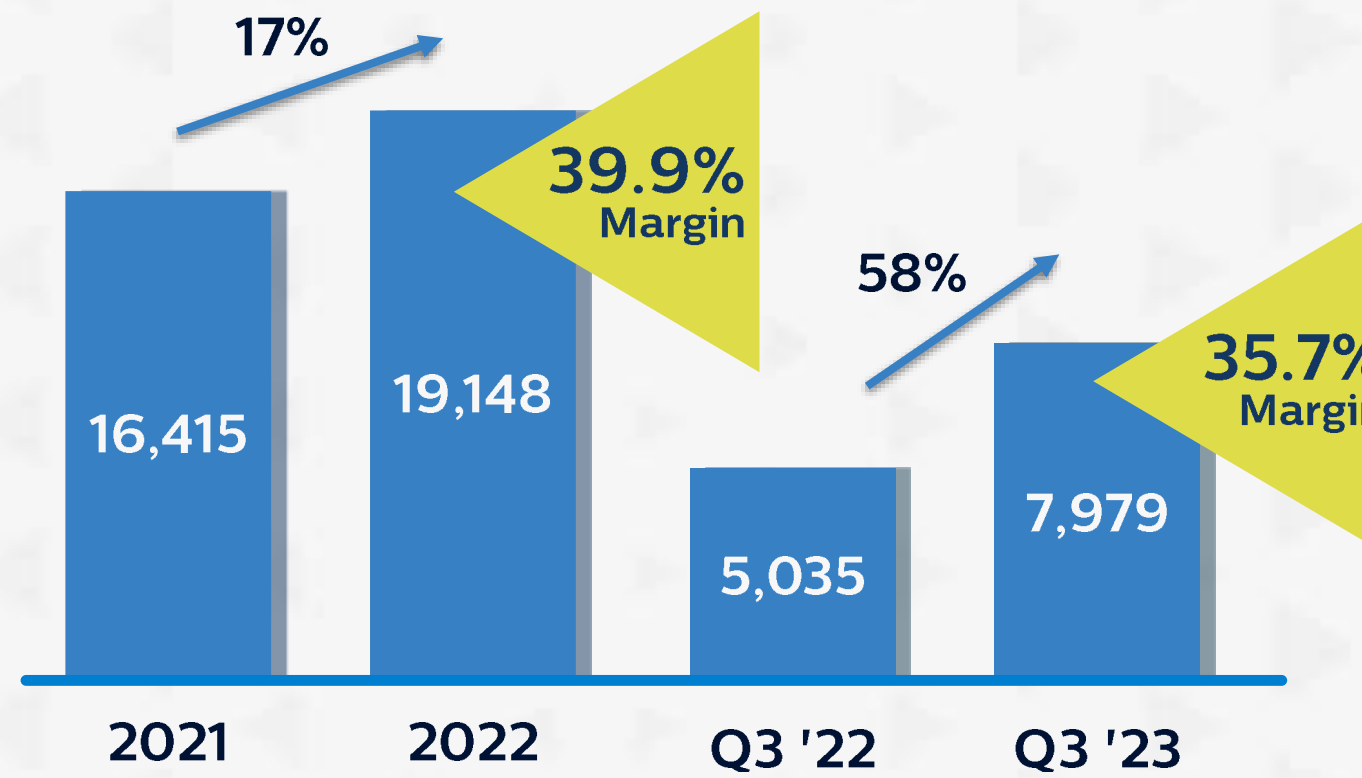
Financial Performance

34

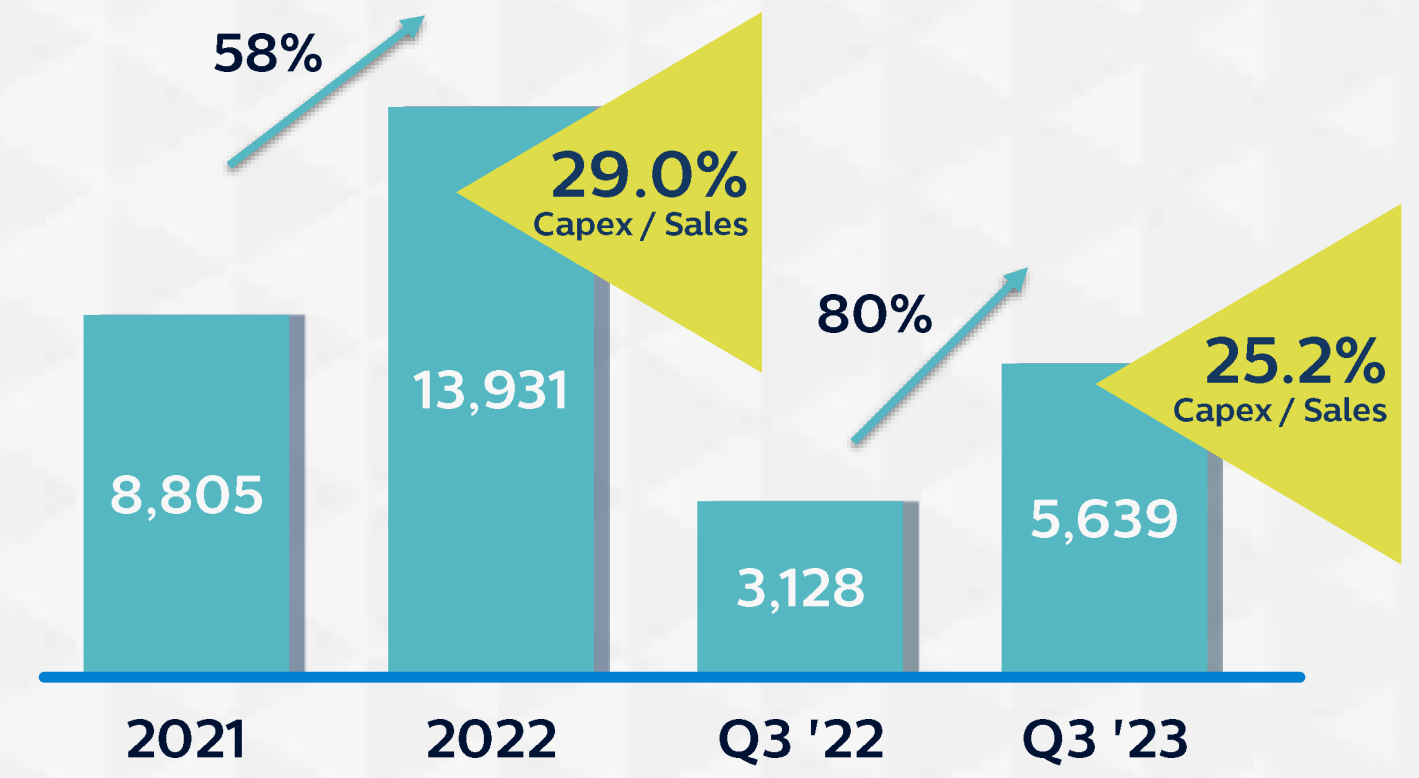
Revenue
(TL mn)



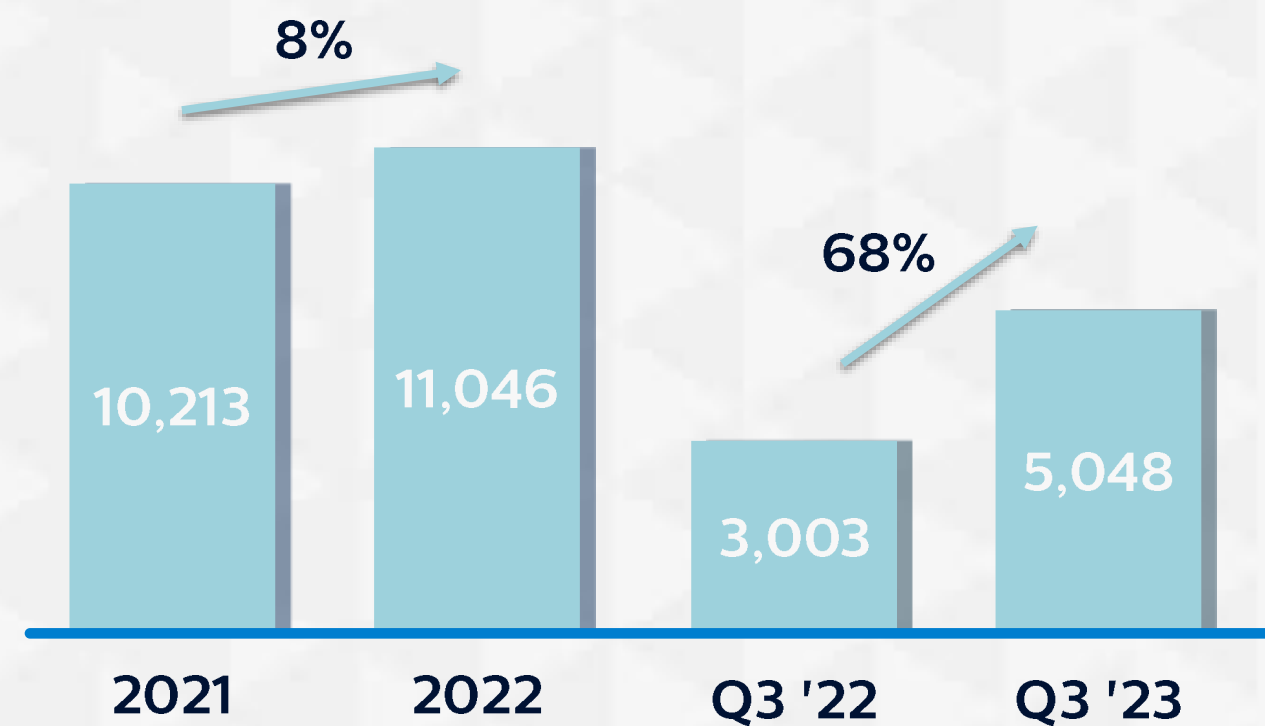
EBITDA
(TL mn)



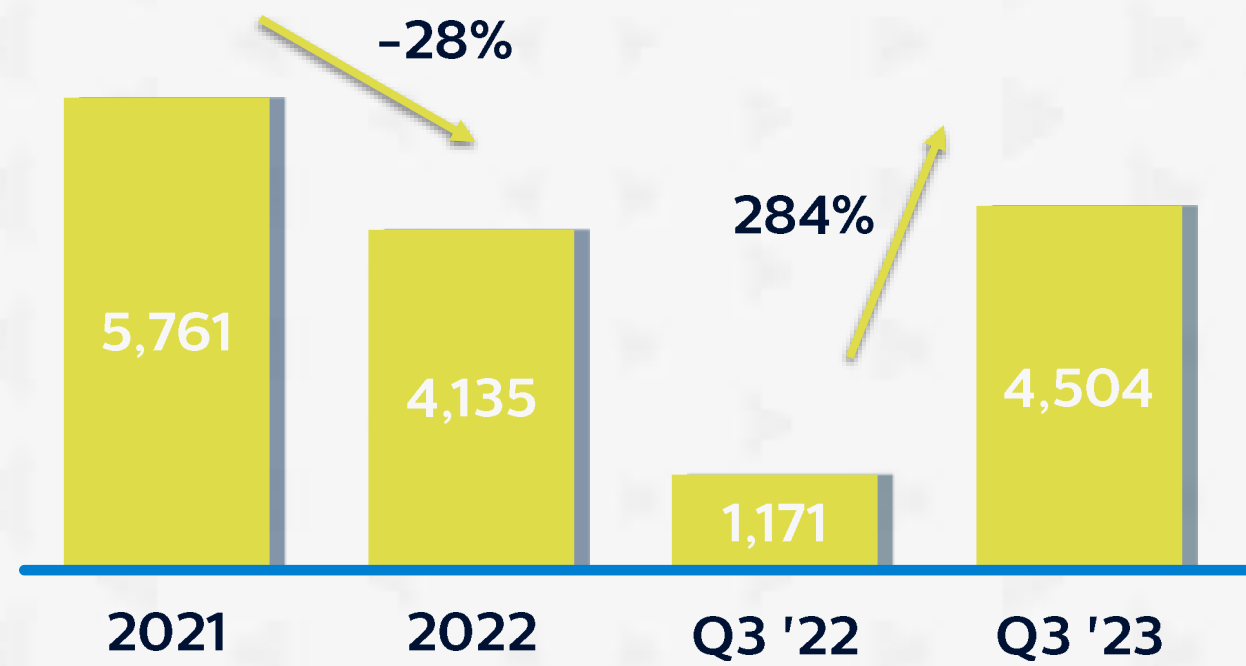
CAPEX
(TL mn)



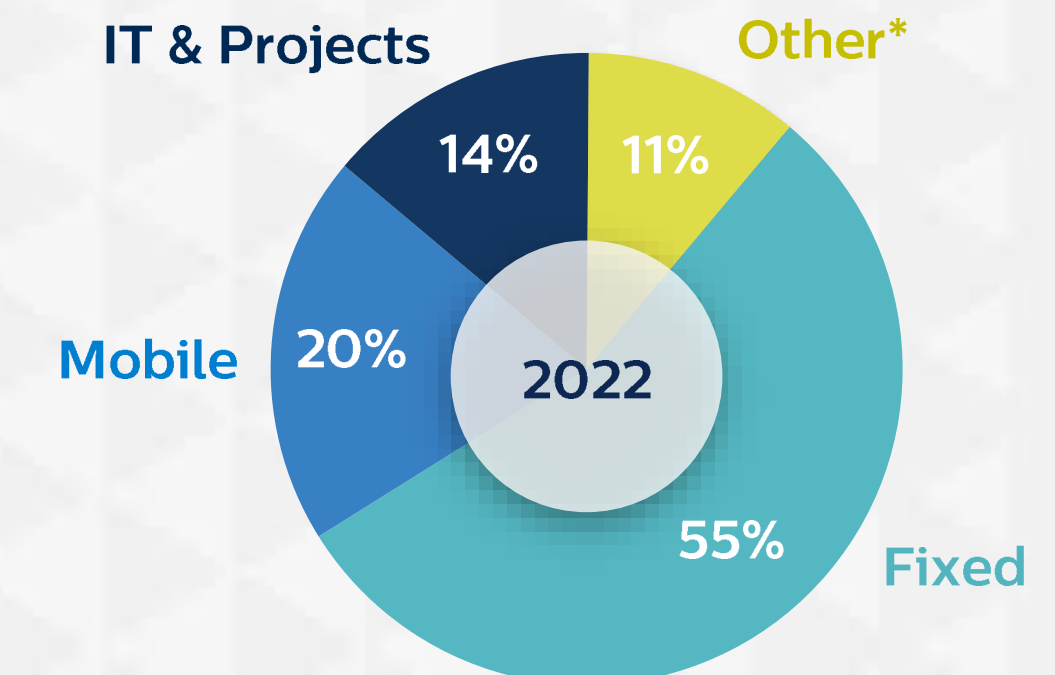
Operating Profit
(TL mn)



Net Income
(TL mn)



Capex Breakdown
(2022, %)

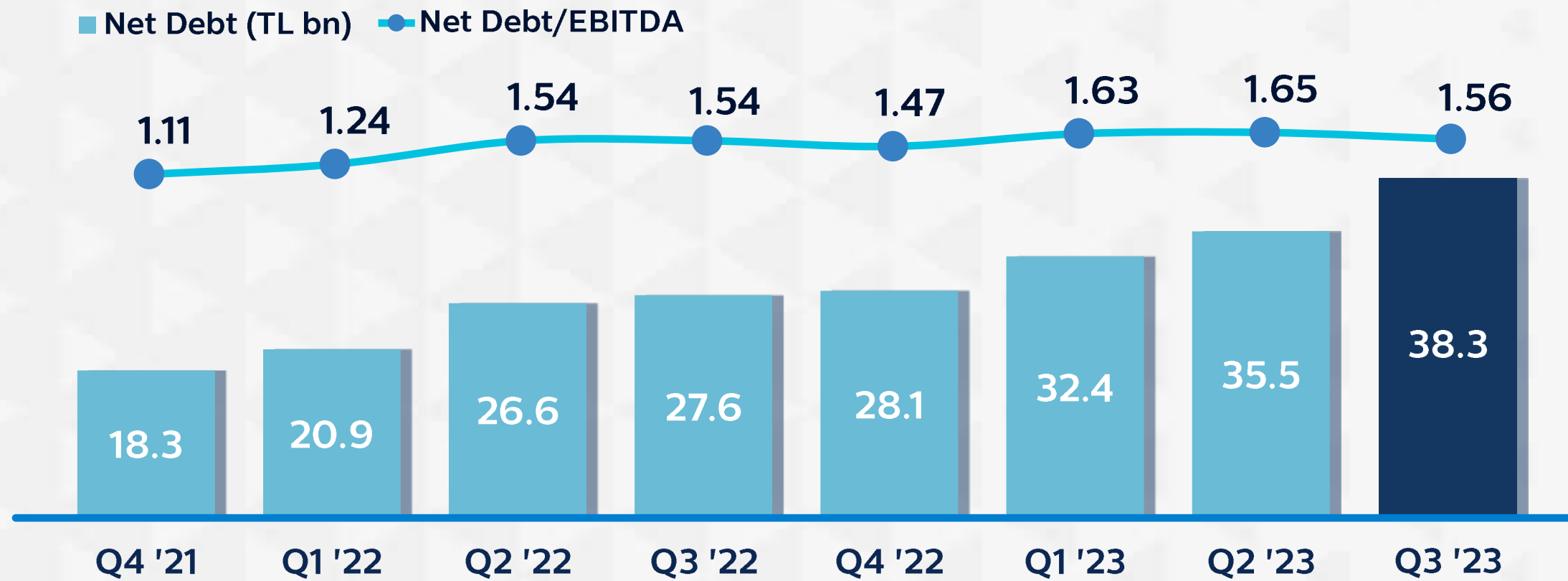


* Other Capex includes capex for subsidiaries (excl TTI), new revenue streams, IFRS 15 capitalisation, etc.

Debt Profile

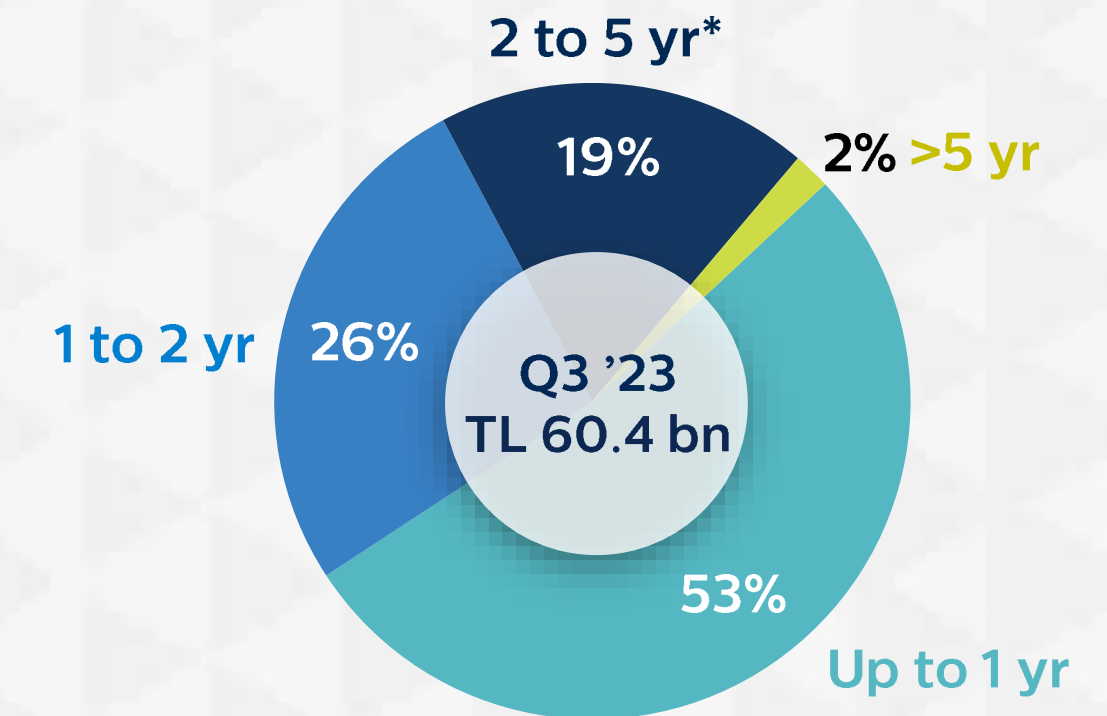
35

Net Debt



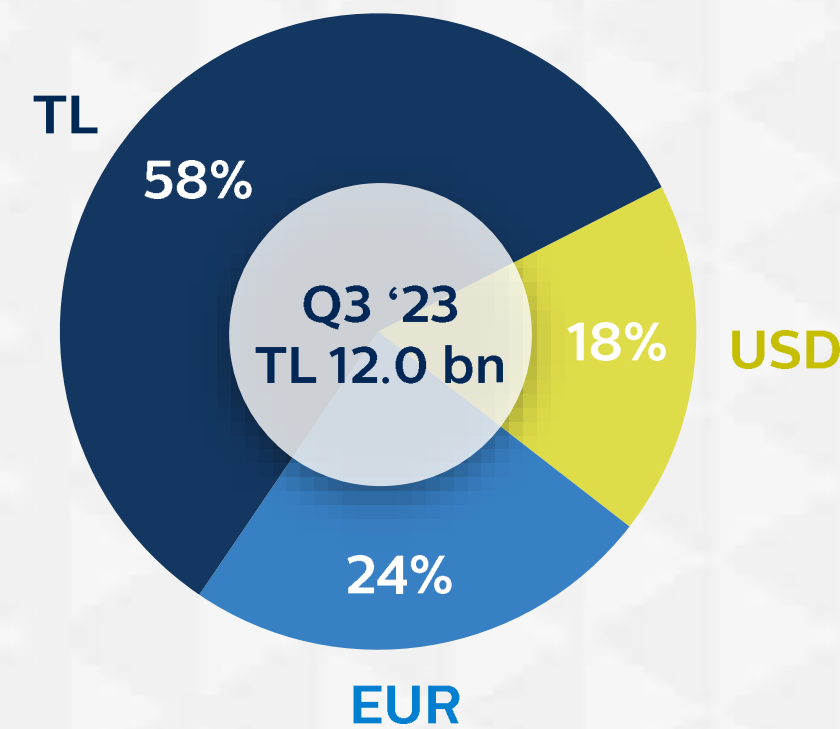
Note: Net Debt calculation includes market valuation (MTM) of Foreign Currency TL money swap transactions.
 Net Debt/EBITDA calculation does not include extraordinary provisions in EBITDA calculation
 Net Debt/EBITDA calculation includes fair value of Currency Protected Time Deposit included in Financial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

Maturity Profile



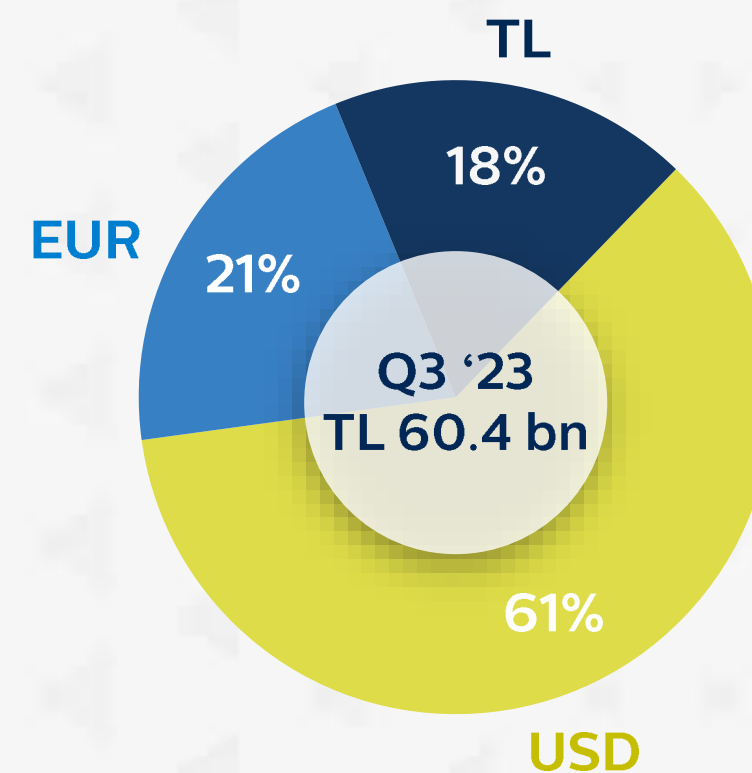
All loans are senior unsecured.
 * including 2024 & 2025 maturity bonds (USD 500 mn each)

Cash – Currency Breakdown*

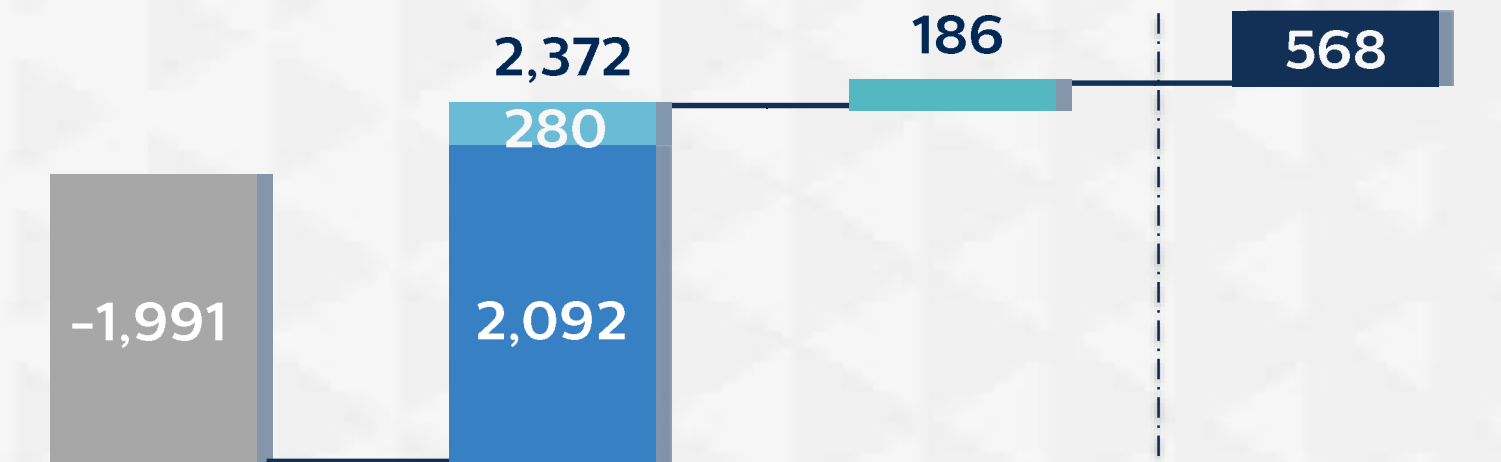


* TL 7.9 bn worth currency protected time deposit is not included in cash.

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.

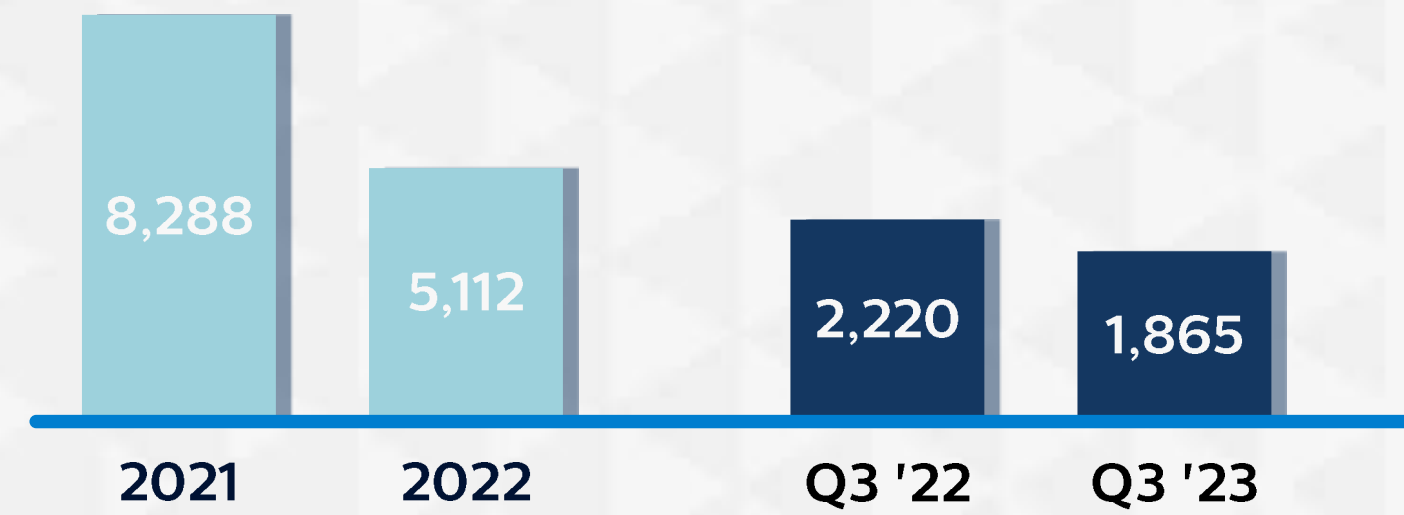
** Currency protected time deposit included in hedged amount is worth USD 280 mn.

*** 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

36

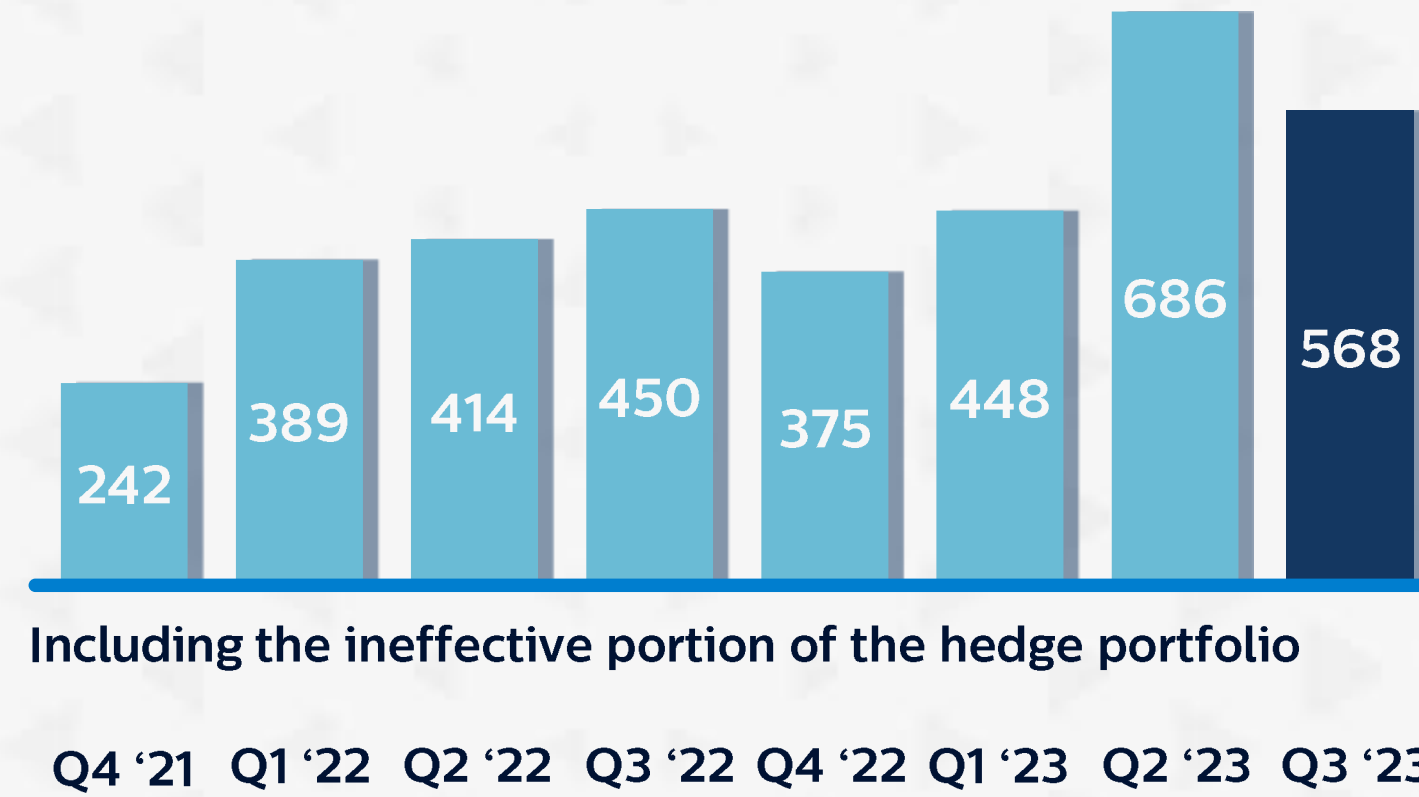
Cash Flow* (TL mn)



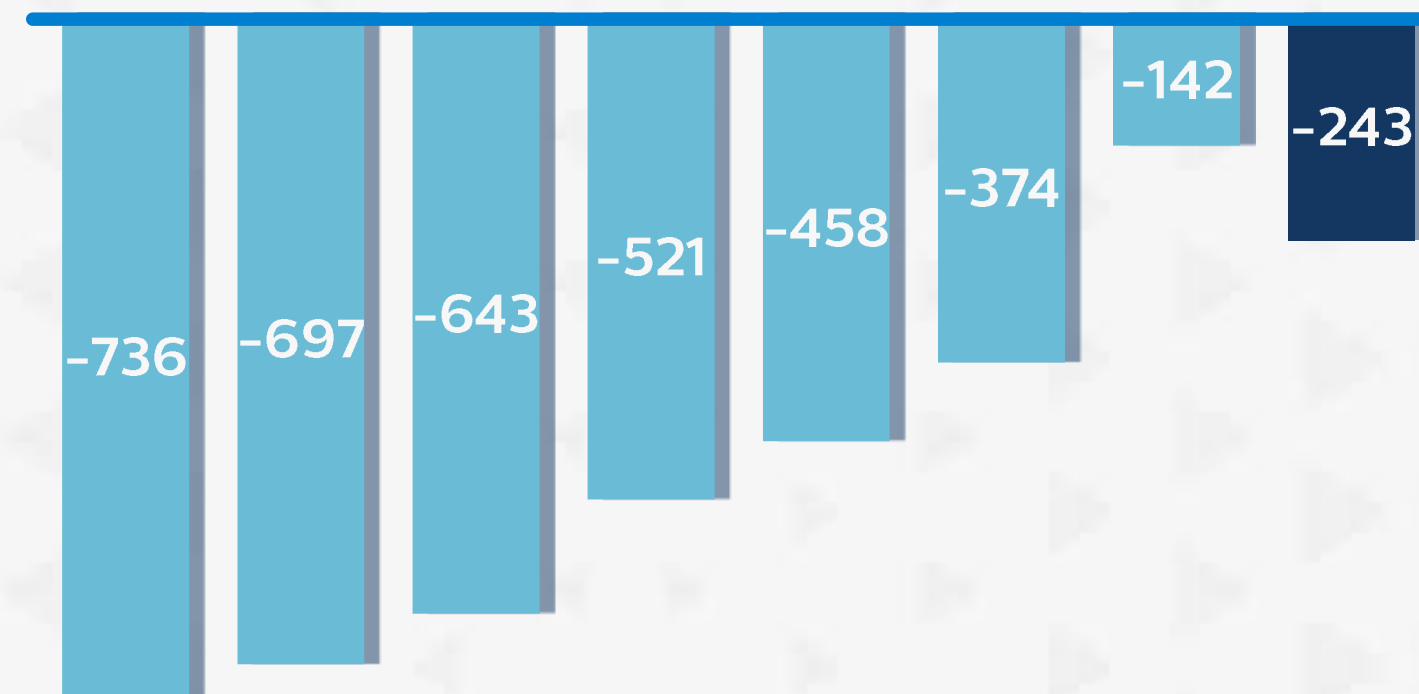
The Effect of CPTD** on Cash Flow (TL mn)



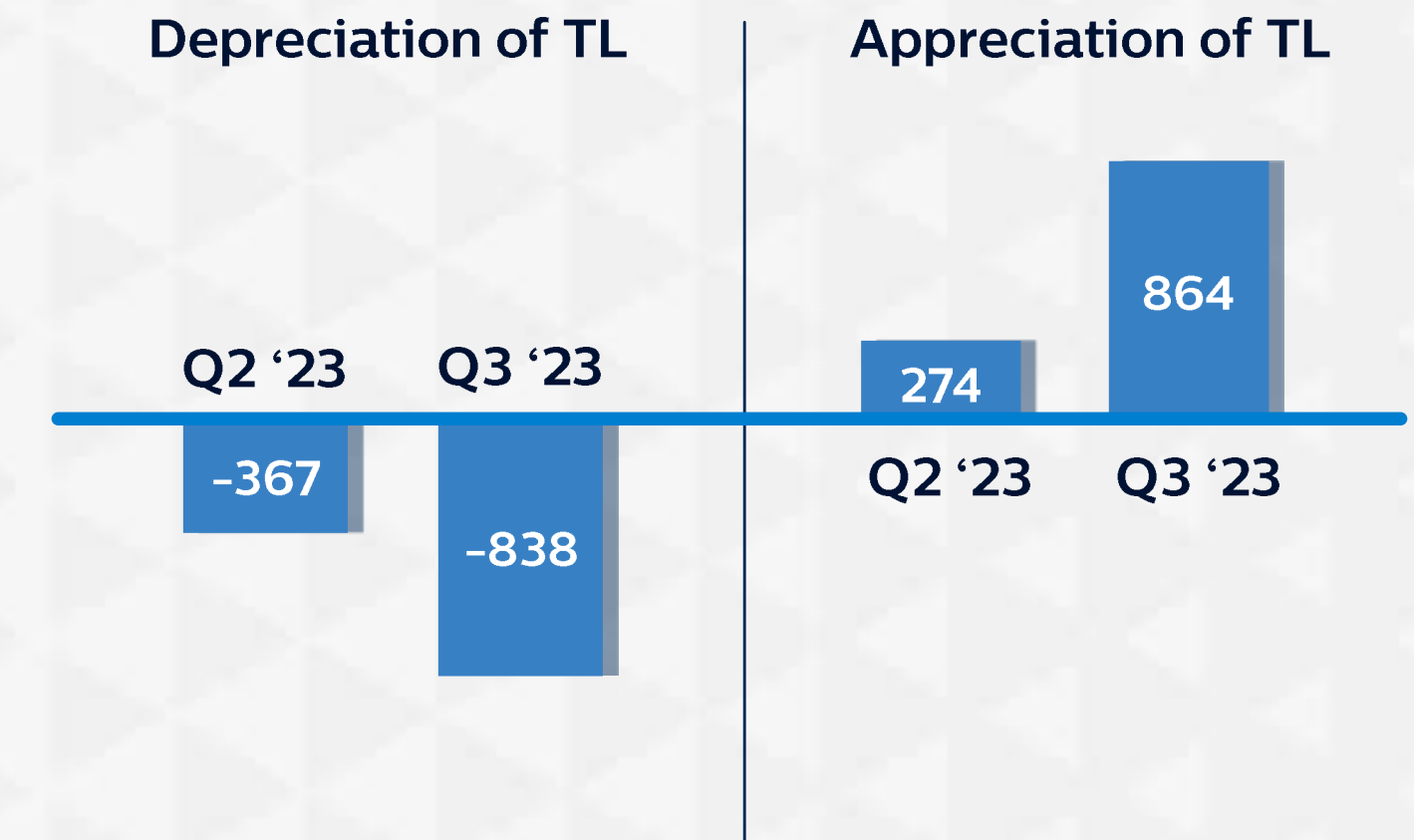
Net FX Exposure* (USD mn equivalent)



Excluding the ineffective portion of the hedge portfolio



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



* 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.

Corporate Credit Ratings

37

	Fitch	S&P Global
Long Term Rating	B+	B
Outlook	Positive	Positive
National Long Term Rating	AAA (tur)	
Last Update	18 March 2024	13 December 2023

Rating Drivers

- ▶ Limited churn and good revenue growth in a difficult economic environment
- ▶ Prudent management of the financial policy with an effective hedging strategy, which allows for maintaining ample leverage headroom
- ▶ Strong market position as the country's incumbent integrated telecoms operator
- ▶ Intense competition and continued high cost inflation which put pressure on price increases to preserve EBITDA margins
- ▶ Uncertainty relating to the expiry of the fixed-line concession agreement with the government in 2026
- ▶ High exposure to Turkish economy
- ▶ Foreign-Currency IDRs are affected by Türkiye country ceiling

Guidance

	2022 Actuals	2023 Previous Guidance ¹	2023 Revised Guidance ¹
Revenue (exc. IFRIC 12) ²	40.1% growth	52-55% growth	67-70% growth
EBITDA	TL 19.1 bn	TL 23-25 bn	TL 25-27 bn
CAPEX	TL 13.9 bn	TL 17-19 bn	TL 19-21 bn

(1) 2023 guidance expectations represent approximate values.

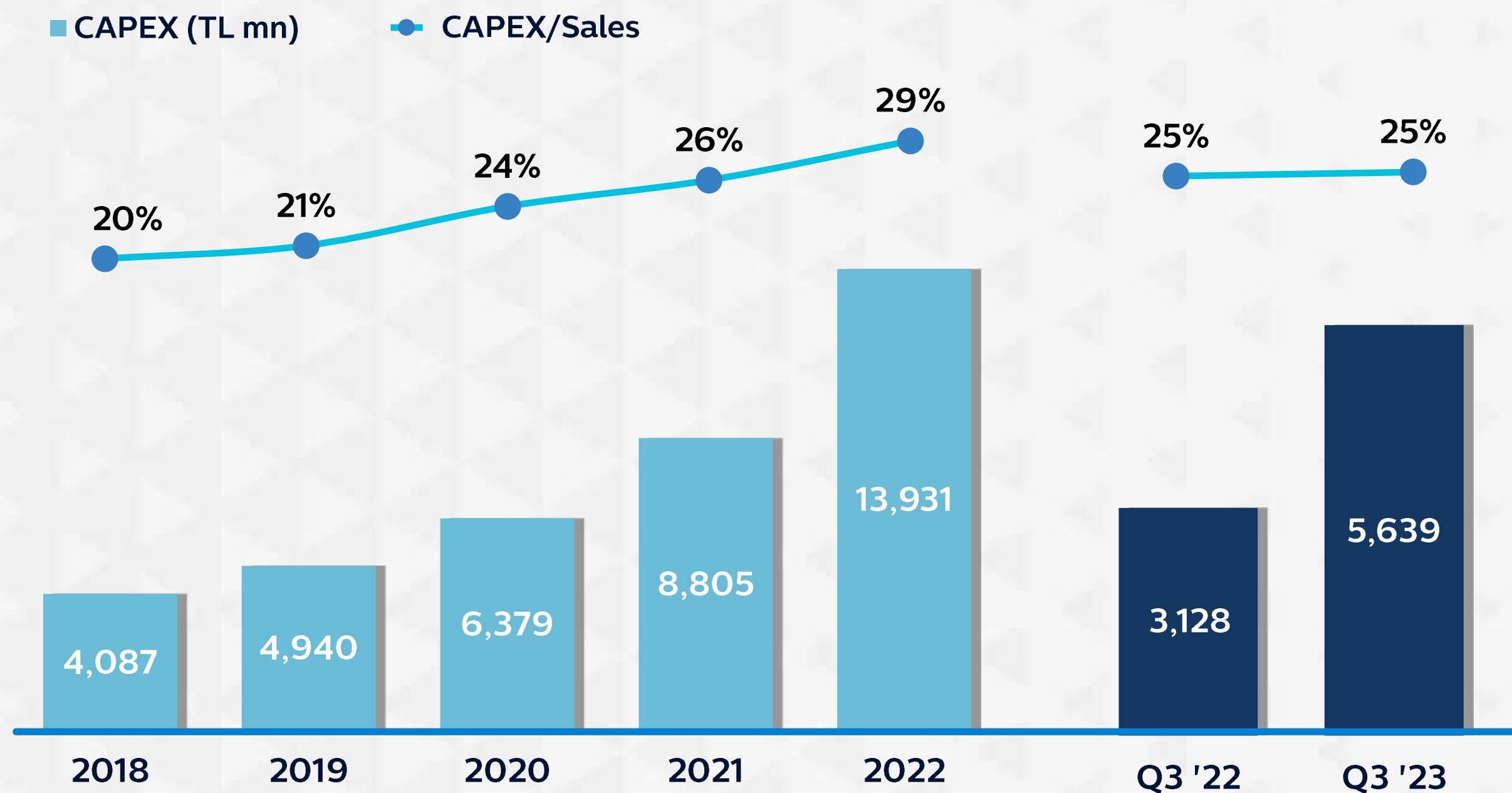
(2) IFRIC 12 adjustment is a non-operational revenue line booked in conjunction with upgrades to our fixed line infrastructure such as the upgrade from copper to fibre based network.

CAPEX

39

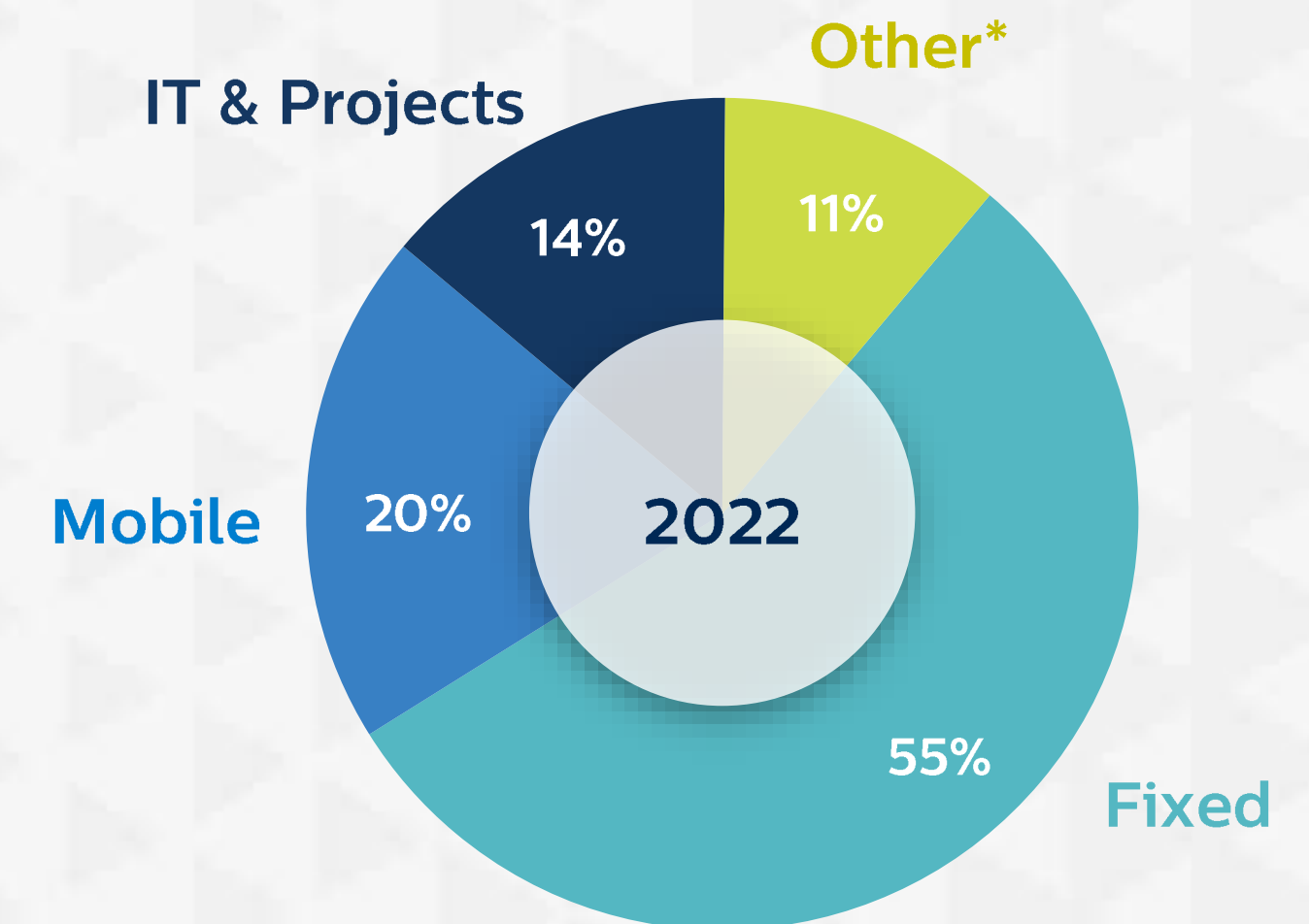
Major Capex areas are fibre network roll-out in fixed line, network investments in mobile and IT transformation projects

Capex & Capex / Sales



Note: Capex figures exclude license fees

2022 Capex Breakdown (%)



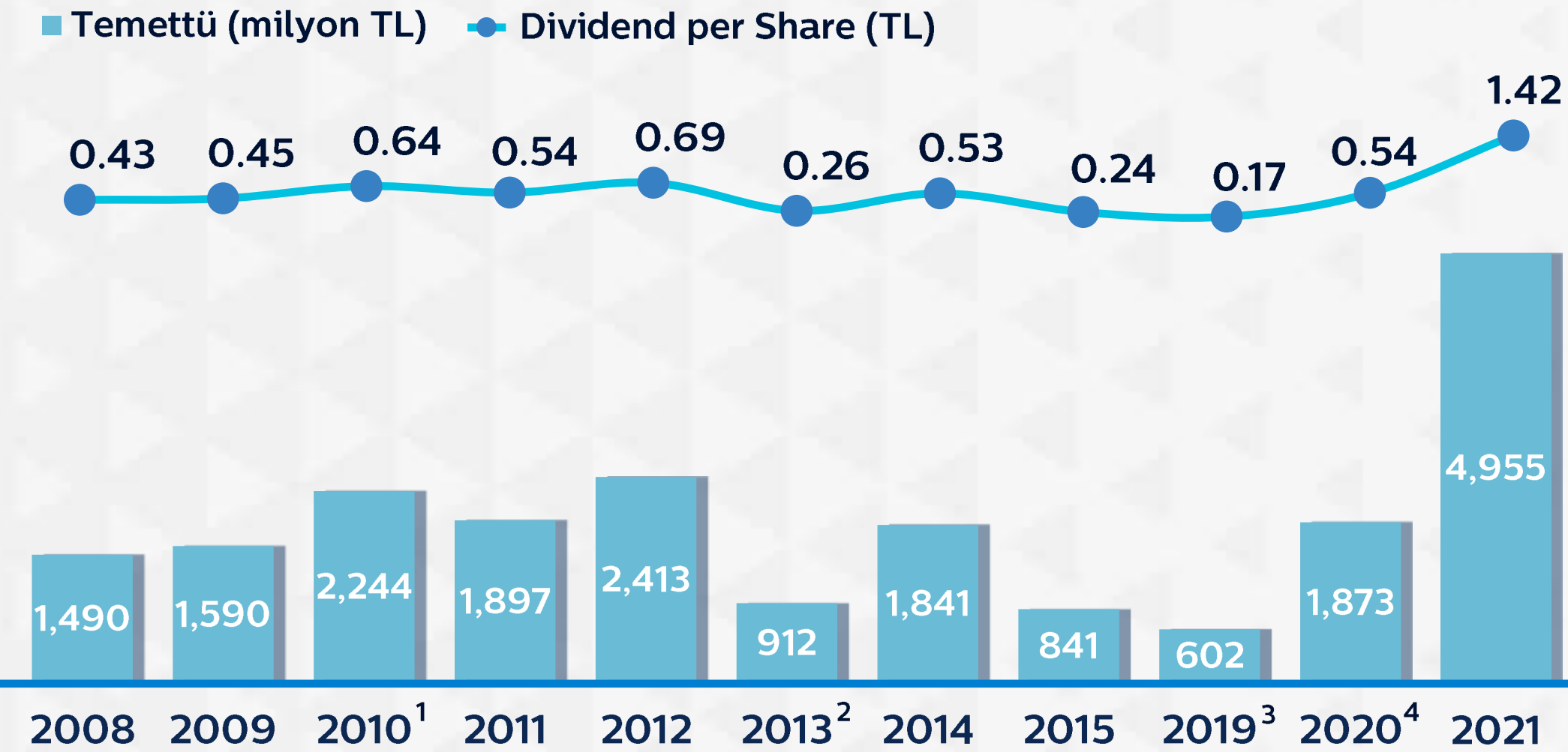
* Other Capex includes capex for subsidiaries (excl TTI), new revenue streams, IFRS 15 capitalisation, etc.

Shareholder Remuneration

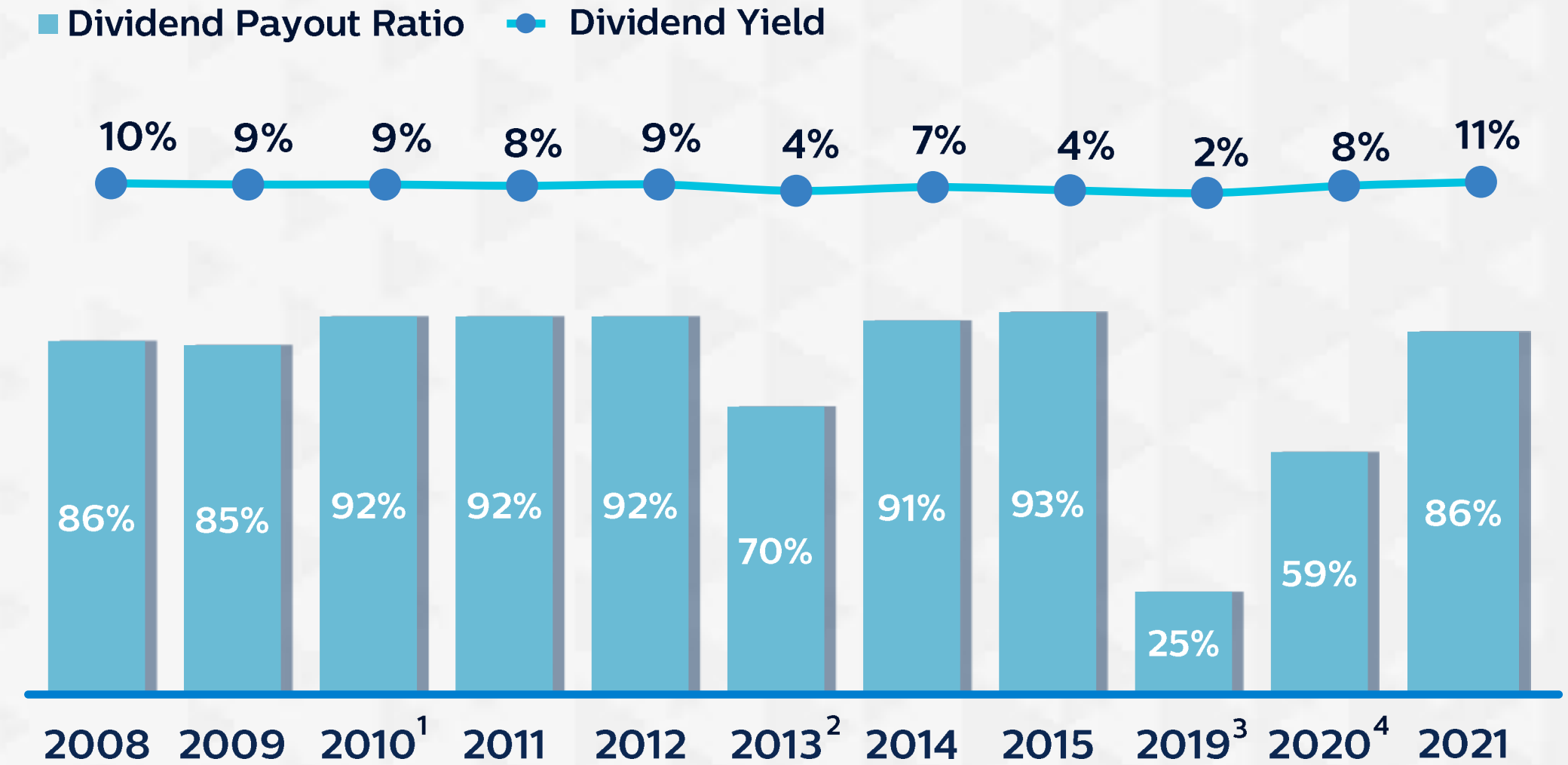
40

- ▶ Dividend policy is to distribute the maximum amount of distributable profit subject to relevant articles of the Company's Articles of Association
- ▶ In the 2022 Ordinary General Meeting, it was resolved that no dividends would be distributed from Türk Telekom's 2022 net income, and the net income would be set aside as an extraordinary reserve fund.

Dividend Distribution



Dividend Yield & Payout Ratio



(1) The cap in the first legal reserve was reached in 2010.

(2) 2013 dividend payout ratio was revised to 70% with the BoD decision. This is a decision taken in order to implement the plan to integrate Türk Telekom Group companies and to prepare for potential transactions related to the integration.

(3) 2019 dividend payout ratio was decided as 25% according to the temporary CMB regulation which capped dividend payout from 2019 earnings to 25%.

(4) 2020 dividend distribution was made in three installments. Dividend yield was calculated based on the distribution dates.

Note: Based on General Assembly decision, no dividends distributed for the activity years 2016 & 2017 & 2018 & 2022.



Sustainability

Sustainability Strategy and Priorities

42

▶ Customer-oriented

Customer-oriented approach in operations: continuous focus on enriching the customer experience.

▶ Contribution to Society

Offering information technologies, that drive sustainable economic growth and social development.

▶ Confidence Focus – Responsible Business

Undertaking activities in a reliable, honest, legal and ethical manner.

▶ Climate Change and Environment

Aware of the risks posed by global climate change. Eager to deliver on environmental responsibilities. Increasing focus on solar power plants (SPP).

▶ Human-oriented

Applying the principle of 'Makes You Feel Valuable' to all human resources policies, systems and processes by putting employees at the centre.

Sustainability Organisations & Indexes that We Are Included



Our SDG Aligned Targets

- ▶ Reducing scope 1-2 carbon emissions by **35%*** and work to align our targets with the Science Based Targets Initiative (SBTi) by setting medium and long-term targets
- ▶ Supporting our employees' development
- ▶ Serving the sustainable society and providing equal opportunity
- ▶ Encouraging women's participation in workforce

* It is aimed to reduce the amount of carbon emissions (Scope 1-2) in 2023 by 35% compared to 2020.

Our Contribution to the United Nations Sustainable Development Goals



Sustainability Studies

43



Environmental Sustainability

- Sustainability reporting
- **Products and services with low carbon emissions** reduce greenhouse gas emissions
- The first Turkish telecommunications company that participated in CDP (since 2011)
- ISO 14001 Environmental Management System
- E-invoice
- Digital document



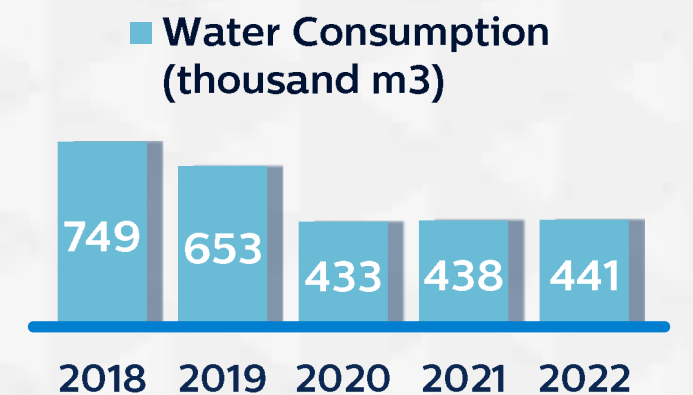
Energy Efficiency

- Efficient use of resources with **Next Generation City** platform
- **Use of environmentally friendly air conditioners** to reduce greenhouse gas emissions at base stations
- Total power of renewable energy systems increased to **4 MW**
- **I-REC (Renewable Energy Certificate)** for our data centres*
- **Smart Energy Management Platform**
- The Group has been allocated **405,8 MWe of installation capacity** corresponding to nearly 65% of Türk Telekom's current total electricity consumption; an important milestone **for the Group's SPP investment plans**



Water & Energy Management

- **Building Centralisation Project** to reduce water consumption
- **Decreased electricity consumption over the years** in line with the targets
- **ISO50001 Energy Management System Certificate** for our data centers*



Waste Management

- Reducing rapid consumption of natural resources with **waste management**
- Leaving a livable environment for future generations with the **Zero Waste** project



Sustainability Values



Occupational Health and Safety

- ▶ Occupational Health and Safety Committees
- ▶ **ISO 14001** Environmental Management System Certificate
- ▶ **ISO 45001** Occupational Health and Safety Management System Certificate
- ▶ Occupational Health and Safety legislation training for over **20 thousand** employees
- ▶ Integrated Management System Policy
- ▶ **ISO 9001** Quality Management System



Our Employees

- ▶ **19%** female, **81%** male Türk Telekom employee distribution; **59%** female, **41%** male Türk Telekom subsidiaries employee distribution
- ▶ Freedom of association and right to collective bargaining
- ▶ Average hours of training per employee: **35.2**
Education satisfaction: **4.6** out of 5
- ▶ Inventor Idea Development System; supporting the participation of women in workforce



Information Security

- ▶ Information Security Policy
- ▶ Awareness and training on Personal Data Protection Law
- ▶ Employee training on data security and privacy
- ▶ Information Security Certifications: ISO 27001 & PCI-DSS Certificates



Our Suppliers

- ▶ Procurement Policy
- ▶ Supplier Performance Evaluation Process
- ▶ Safe working conditions
- ▶ Compliance with Human Rights Policy



Effective Sustainability Management

- ▶ **Sustainability Policy** incorporating sustainability vision and focus areas
- ▶ **The Sustainability Committee**, which consists of 10 members including the CEO (President) and senior executives, reports to the BoD

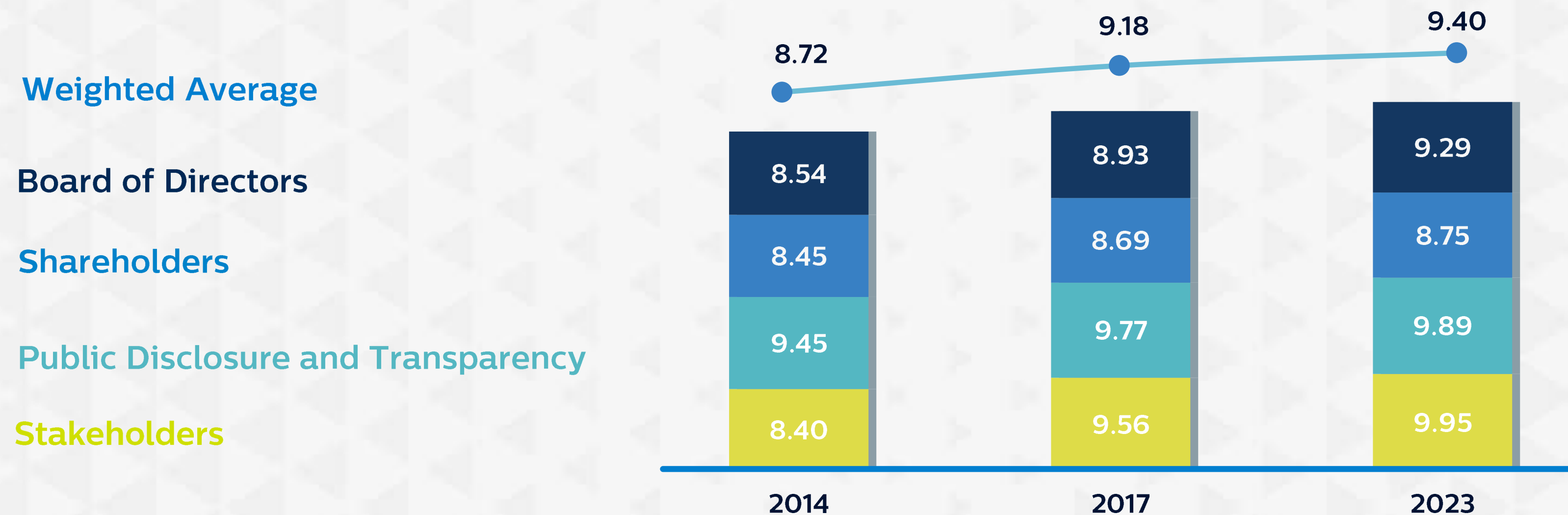
Corporate Governance Highlights

45


- ▶ 9 Board Members, 3 of which are independent
- ▶ Board of Directors Women Membership; aiming to reach target in the next 5 years
- ▶ Among companies with the highest score in the category of "Stakeholders" and "Public Disclosure & Transparency"
- ▶ Separate Chairman and CEO
- ▶ Sustainability Committee reporting to the Board of Directors
- ▶ Audit Committee composed entirely of Independent Board Members
- ▶ Only telecom company in the BIST Corporate Governance Index since 2009



Corporate Governance Rating



Group Companies



Group Companies

47



5G and beyond next-generation telecommunication technologies R&D company and solution provider

- Netsia BB Suite: Next generation broadband access technology for fixed networks
- vRAN (RIC): SDN-Based Radio Access Network technology for LTE and 5G with numerous international patents
- NCA Suite: Network Performance Monitoring and Customer Experience Management (NPM/CEM) solutions used by telecom operators in Türkiye and in the world
- ULAK: Türkiye's first and only 4.5G (LTE-A) base station development project
- DEFINE: Türkiye's first domestic DPI device development project under the roof of OTAK Technology
- Productisation and Commercialisation in R&D activities
- Member of BBF, member of ONF and ONAP with its subsidiary Netsia
- Collaboration with global producers for R&D and solution provision



Türkiye's leading software developer company & system integrator

- System Integration Solutions
- Fintech Products and Solutions
- IoT Platform and Solutions
- Artificial Intelligence and Big Data Solutions
- RPA (Robotic Process Automation) and RaaS (RPA as a Service)
- Network Management and Monitoring Solutions
- E-business Solutions
- Healthcare Solutions
- Smart City and Smart Store Solutions
- SAP, Business Intelligence, CRM, Project Management Services
- Managed Services and Consultancy Services



International arm of the Group opening up to the World in wholesale data, voice, SMS and mobile roaming services

- 48.5 thousand kilometres fibre network covering Central and Eastern Europe, Türkiye and the Middle East
- More than 135 points of presence (PoP) in 24 countries
- Billions of minutes of transit voice traffic annually, more than 700 mobile roaming agreements and over 400 LTE mobile roaming agreements with more than 200 business partners
- Unique value-added solutions
- AMEERS and AMEER2: Routes connecting Western Europe to the Middle East
- SEA-ME-WE-5: Submarine cable system connecting Europe to Africa, the Middle East and Asia
- KAFOS: Submarine cable system extending from Black Sea to Europe
- MEDTÜRK: Submarine cable system connecting Middle East, Türkiye and Europe



Customer experience company offering end-to-end omnichannel solutions

- With its competent human resources, 15 years of experience and strong infrastructure, end to end customer experience service 24/7 to customers in different sectors from telecommunications to media, from healthcare to finance, from logistics to e-commerce
- Communication centre solutions
- Digital services and technology solutions
- Customer experience and quality solutions
- Outsource management

Group Companies

48



Türkiye's leading and long-established education technologies provider

- E-education products for secondary and high school level
- Leading education products: Raunt, SEBIT VCloud and Vitamin Books
- Content and platform provider in e-education transformation projects in Türkiye and Northern Cyprus



Corporate venture capital company

- Focus on investments which contribute to the growth of early-stage startups and scalable target ventures in the areas of artificial intelligence, digital solutions, healthcare, and education
- Healthcare: Virasoft, DoctorTurkey and Kidolog
- Education: MentalUP
- Energy: Eltemtek
- Social Media: APPYAP
- Digital Marketing: Earnado
- Artificial Intelligence: Syntonym B2Metric, Optiyol, QuantWiFi, MythAI, Arcanor, Cameralyze



Payment services and electronic money company

- Value-adding products and services for both customers and the industry with innovative and reliable payment solutions
- CBRT license for payment and electronic Money services
- Strong position in mobile payments with its everexpanding network of merchant members
- Innovative fintech solutions with Pokus
- Growth in other payment services and products (Corporate Bill Payment, Bill Analytics, Virtual POS, Android POS etc.)



Türk Telekom's BRSA licensed financing company

- Individual and commercial financing compatible with digitalisation-led changing purchasing and payment habits
- Reaching a broad customer base through Türk Telekom's extensive dealer channel, contributing to the growth of the financial sector and increasing access to financing
- Easy and fast fintech experience in addition to financing support for customers' technological needs
- Rapid growth differentiated with focus on customer experience and continuous improvement

Appendix



Income Statement

50

(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

51

(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
<i>Bank Borrowings and Bonds</i>	<i>40,401</i>	<i>60,354</i>
<i>Lease Liabilities</i>	<i>1,520</i>	<i>1,942</i>
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

Cash Flow Statement

52

(TL mn)	Q3 '22	Q2 '23	Q3 '23	QoQ Change	YoY Change
Operating Cash Flow	4,525	5,440	5,848	7.5%	29.2%
Investing Cash Flow	(2,305)	(3,159)	(3,983)	26.1%	72.8%
CAPEX	(3,089)	(3,606)	(5,573)	54.5%	80.4%
Other Investing Activities	784	447	1,589	255.6%	102.7%
Currency Protected Time Deposit	(728)	(118)	(376)	219.7%	(48.3)%
Financing Cash Flow ¹	(452)	(393)	532	n.m.	n.m.
Net Change in Cash Position ²	1,040	1,770	2,020	14.1%	94.3%

(1) Includes currency translation differences

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

Revenue Breakdown

53

(TL mn)	Q3 '22	Q2 '23	Q3 '23	QoQ Change	YoY Change
Fixed Voice	789	936	1,075	14.9%	36.3%
Broadband	3,724	4,777	6,060	26.8%	62.7%
Mobile	4,528	6,729	8,568	27.3%	89.2%
TV	131	168	191	13.5%	46.0%
Corporate Data	755	1,177	1,377	17.0%	82.4%
International Revenues	859	1,068	1,434	34.2%	66.9%
Other ¹	992	1,835	2,358	28.5%	137.7%
Eliminations	(28)	(30)	(37)	21.7%	32.3%
Revenue w/o IFRIC	11,749	16,660	21,025	26.2%	78.9%
IFRIC-12	803	1,287	1,337	3.9%	66.5%
Total Revenue	12,552	17,947	22,362	24.6%	78.2%

(1) Includes ICT companies, device sales, domestic interconnection and other revenues

Opex Breakdown

54

(TL mn)	Q3 '22	Q2 '23	Q3 '23	QoQ Change	YoY Change
Direct Costs	2,714	3,869	4,983	28.8%	83.6%
Interconnection	928	1,041	1,305	25.4%	40.7%
Tax	1,075	1,620	1,992	22.9%	85.2%
Provisions for Doubtful Receivables	48	59	118	99.5%	147.6%
Cost of Equipment and Technology Sales	412	768	1,073	39.8%	160.4%
Other Direct Costs	251	380	495	30.2%	97.2%
Commercial Costs	443	641	810	26.4%	82.7%
Other Costs	3,650	6,263	7,404	18.2%	102.9%
Network & Technology	1,434	2,100	2,309	10.0%	61.1%
Personnel	2,207	3,762	5,011	33.2%	127.1%
Other	9	402	85	(79.0)%	805.3%
Sub Total	6,807	10,772	13,197	22.5%	93.9%
IFRIC-12	710	1,139	1,186	4.1%	66.9%
Total OPEX	7,517	11,911	14,383	20.8%	91.3%

Operational Highlights

55

	Q3 '22	Q2 '23	Q3 '23	QoQ Change	YoY Change
Total Access Line (mn)	17.2	17.3	17.4	0.7%	0.8%
Fixed Voice Subscribers ¹ (mn)	9.9	9.0	8.7	(2.6)%	(11.6)%
Naked Broadband Subscribers (mn)	7.4	8.3	8.7	4.3%	17.5%
Fixed Voice ARPU (TL)	26.3	34.4	40.5	17.8%	54.1%
Broadband Total Subscribers (mn)	14.8	15.0	15.1	1.1%	2.4%
Fibre Subscribers (mn)	11.2	12.2	12.6	2.9%	12.9%
FTTH/B Subscribers (mn)	3.3	3.8	4.1	6.0%	23.8%
FTTC Subscribers (mn)	7.9	8.4	8.5	1.5%	8.3%
Broadband ARPU (TL)	84.8	106.9	134.1	25.4%	58.1%
Total Tivibu Subscribers² (mn)	2.9	2.9	2.9	1.1%	2.1%
Tivibu Home Subscribers ³ (mn)	1.5	1.4	1.5	0.5%	(1.6)%
Tivibu ARPU (TL)	28.1	36.2	41.5	14.4%	47.7%
Mobile Total Subscribers (mn)	25.3	25.6	26.1	2.1%	3.4%
Mobile Postpaid Subscribers (mn)	16.6	17.5	17.9	2.7%	8.3%
Mobile Prepaid Subscribers (mn)	8.7	8.1	8.2	0.8%	(6.0)%
Mobile Blended ARPU (TL)	59.1	86.3	105.2	21.9%	78.0%
Mobile Postpaid ARPU (TL)	65.4	94.3	111.3	18.0%	70.2%
Mobile Prepaid ARPU (TL)	42.9	65.3	82.7	26.6%	92.6%

(1) Includes PSTN and WLR Subscribers

(2) Includes IPTV, DTH, and Tivibu GO subscribers

(3) Includes IPTV and DTH subscribers

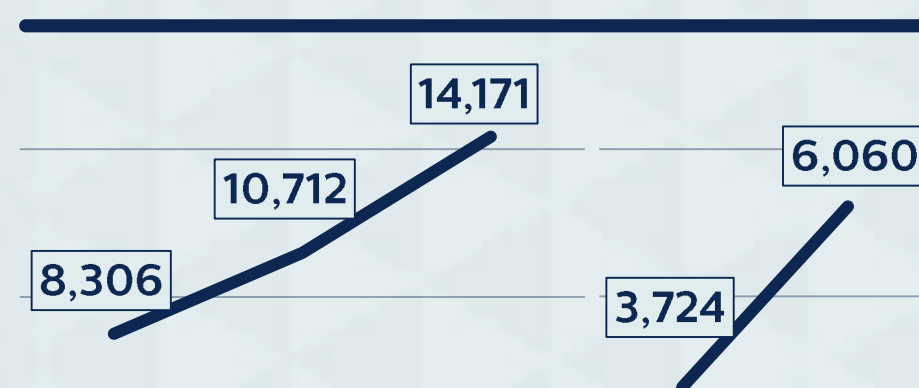
Business Lines Performance

56

Revenue (TL mn)

Growth

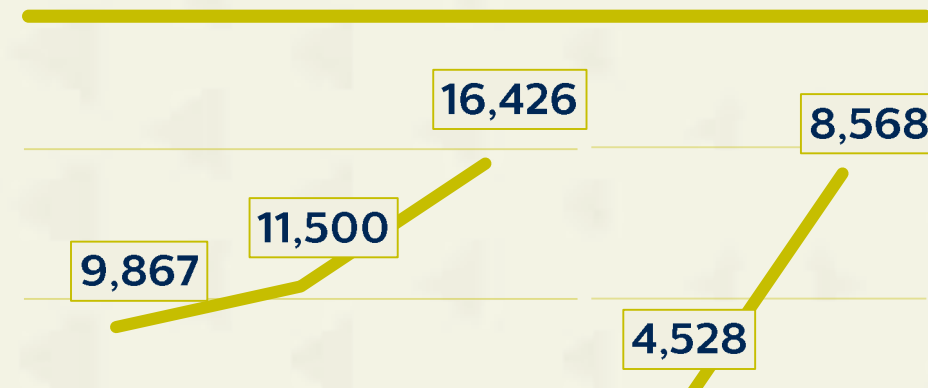
Fixed Broadband



CAGR: 30.6%

62.7%

Mobile



CAGR: 29.0%

89.2%

Fixed Voice



CAGR: 6.1%

36.3%

TV (Tivibu Home)



CAGR: 15.1%

46.0%

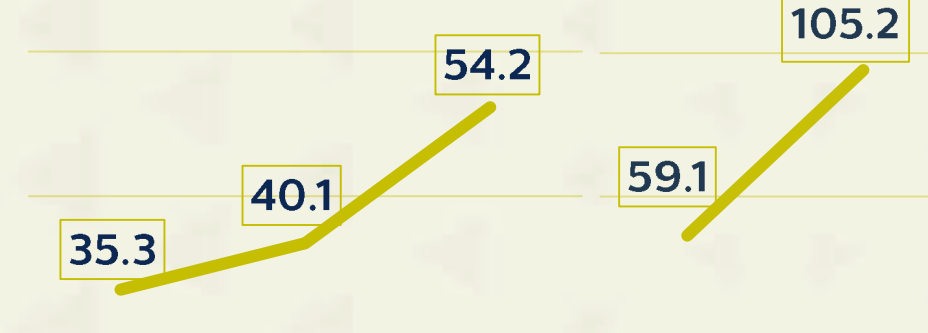
ARPU (TL)

Growth



CAGR: 19.7%

58.1%



CAGR: 24.0%

78.0%



CAGR: 7.1%

54.1%

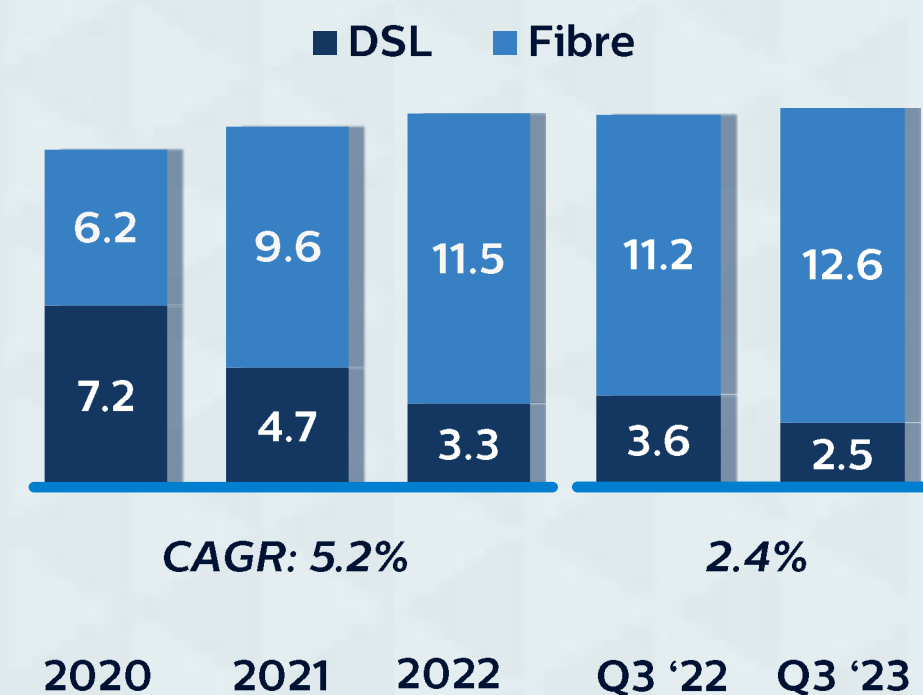


CAGR: 18.2%

47.7%

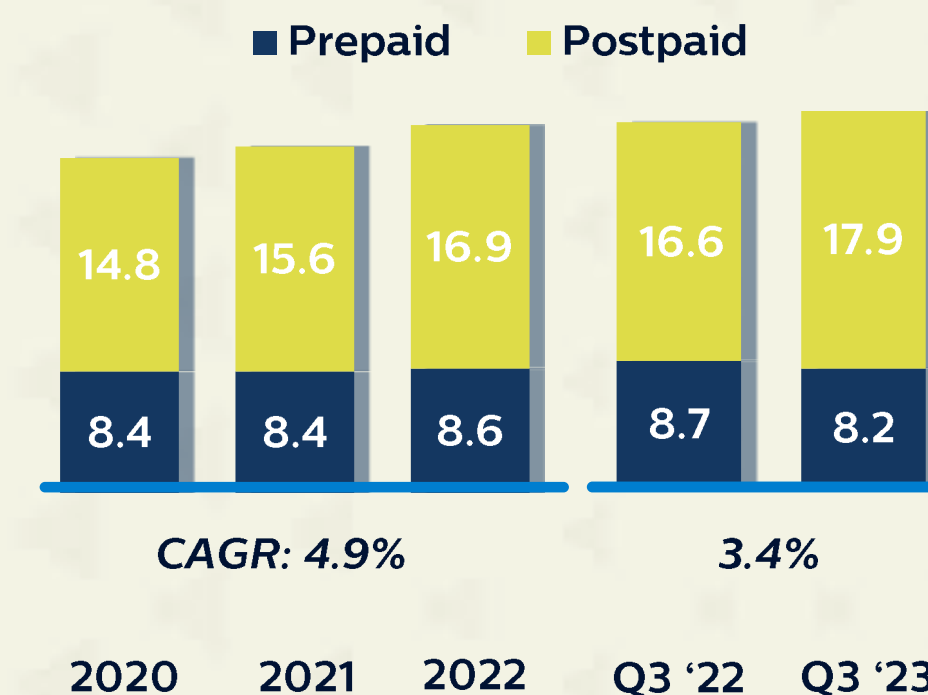
Subscriber (mn)

Growth



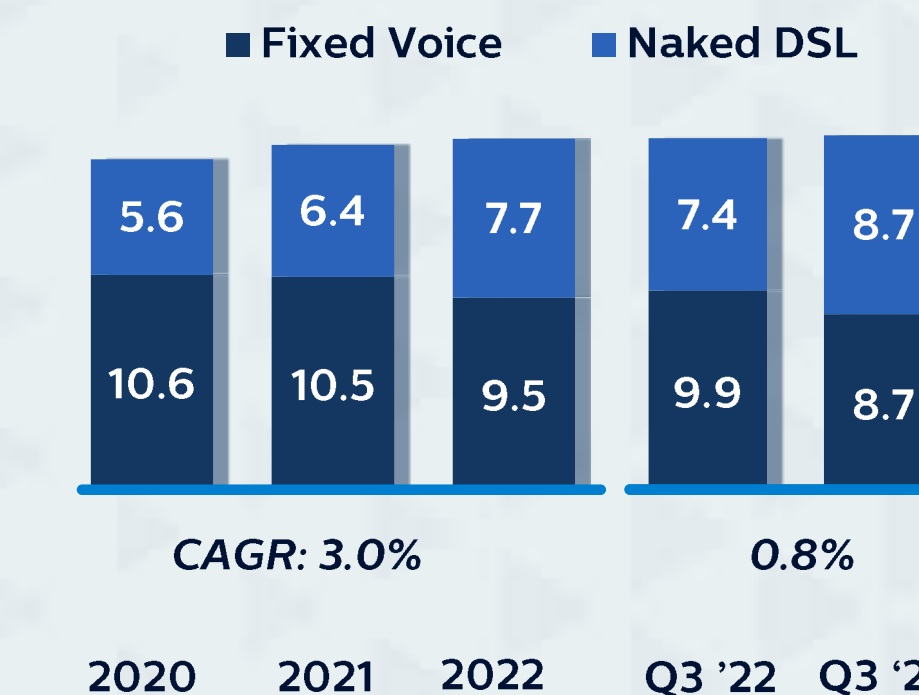
CAGR: 5.2%

2.4%



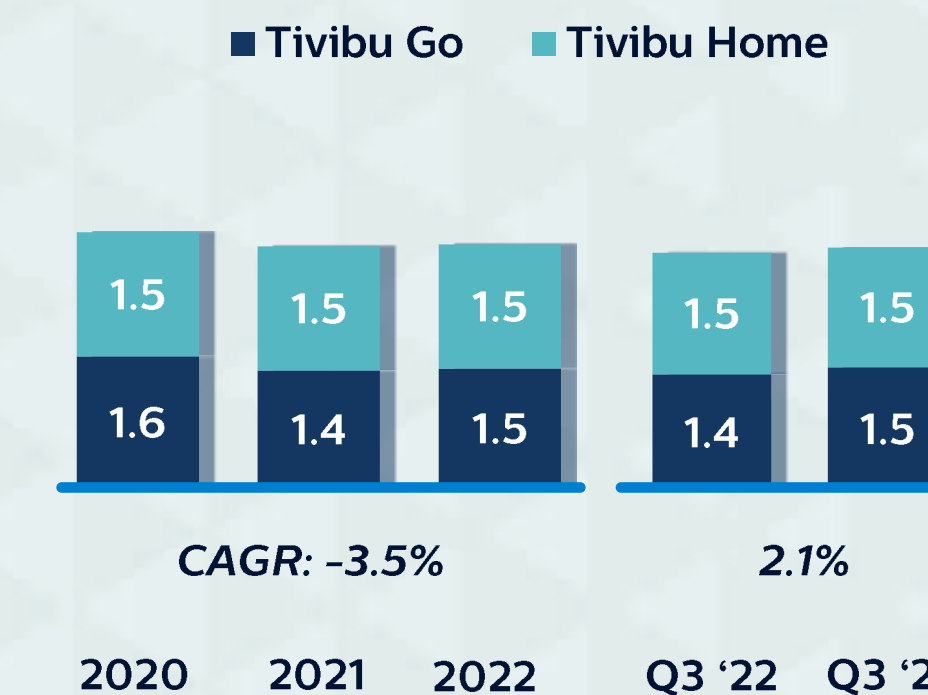
CAGR: 4.9%

3.4%



CAGR: 3.0%

0.8%



CAGR: -3.5%

2.1%

Shareholder Structure

57

Ownership and Corporate Structure



60% of shares
owned by Türkiye Wealth Fund.

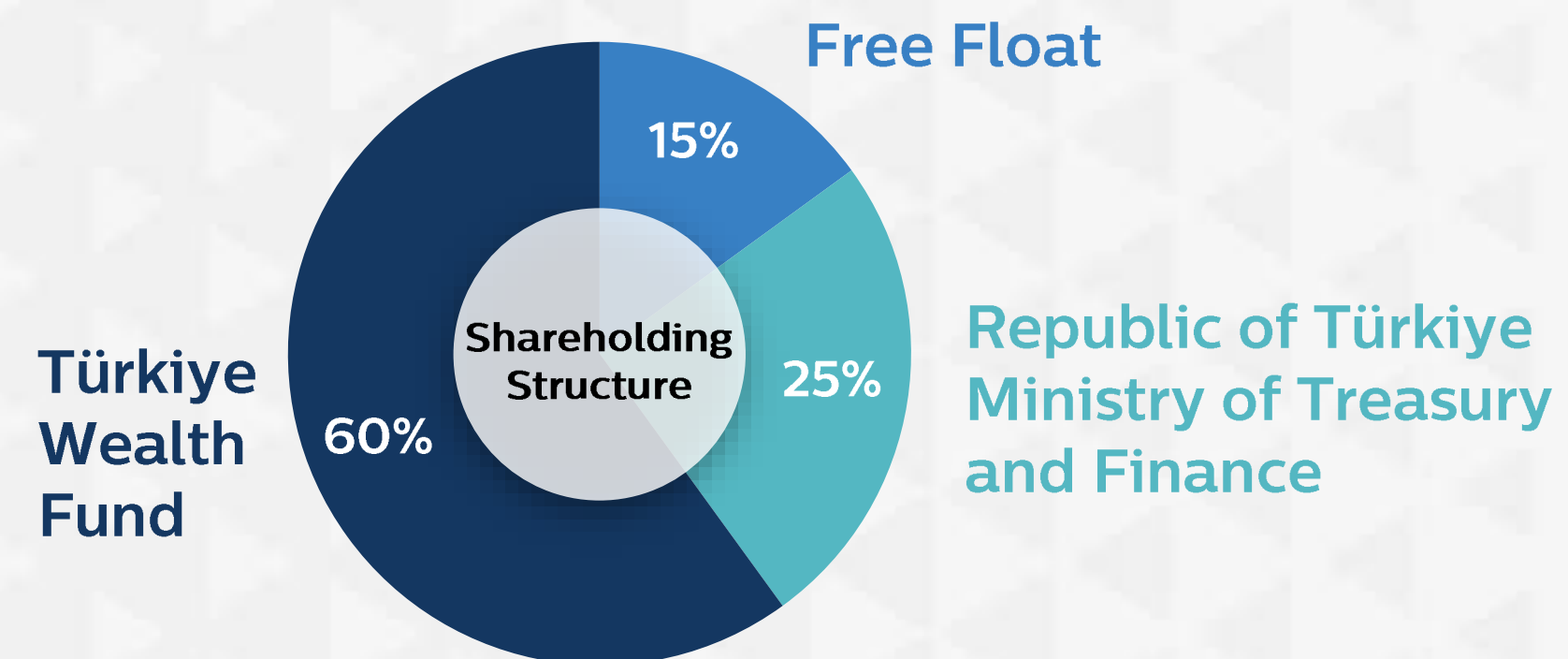


25% of shares
owned by Republic of Türkiye Ministry of Treasury and Finance.



15% of shares
publicly traded on Borsa İstanbul since 2008.
(of which 1.68% also owned by Türkiye Wealth Fund)

Shareholding Structure



Regulatory Actions

58

April

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

November

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

2008

April

- About 52% reduction in MTRs
- 17% cut in double tandem FTR
- 38% decrease in GSM to GSM retail price cap
- TL per minute pricing introduced

December

- Naked Broadband services started

2010

January

- WLR was introduced

November

- Deregulation on FTRs on international calls and liberalisation on their pricing

2012

July

- Calls over fixed line infrastructure was deregulated. Accordingly, Türk Telekom is no longer designated as having SMP (significant market power) in fixed voice market

2014

April

- LTE Service launch

August

- Mobile on-net price floor regulation for TCELL was lifted

October

- The deadline to shift Port Transmission Model

2016

January

- Fair usage quota was lifted

2019

February

- TT Mobil is once again obligated to adhere to the 'Mobile Price Cap Tariff'

2022

2009

January

- About 50%-55% reduction in MTRs on SMS

March

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

April

- On-net price floor for TCELL

May

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

July

- 3G service launch

September

- Fixed number portability introduced
- Local call liberalisation

2011

April

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

September

- Deregulation on MTRs on international calls and liberalisation on their pricing

October

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

2013

March

- Mobile on-net price floor for TCELL formulated by Mobile Termination Rate 1.7x

April

- 75% reduction in MTRs on SMS

July

- 20% reduction in MTRs

September

- Duct Sharing officially started

2015

August

- LTE tender was held

2018

January

- SCT rates for mobile voice, fixed voice, mobile data, and fixed data was unified at 7.5%

2021

January

- SCT rates for mobile voice, fixed voice, mobile data, and fixed data was unified at 10%

June

- Within 3 years from January 2022, mobile interconnection fees were decided to be gradually equalised at 2.10 kurus for all operators

2023

July

- The general VAT rate increased from 18% to 20%, while the reduced VAT rate of 8% increased to 10%



History

59

1995

Separation from Post Office

Türk Telekom separated from the Post Office

2004

Aycell Merger with Aria

Aycell merged with İŞ-TİM's Aria and officially named "Avea İletişim Hizmetleri A.Ş."

2006

Avea Share Transaction

Acquisition of İŞ-TİM's 40.55% stake in Avea, raising total stake in Avea to 81.12%

2010

Invitel Acquisition

Acquired Pantel (rebranded as Türk Telekom International), the leading wholesale capacity and data services provider in Central and Eastern Europe to complement its international carrier business and infrastructure

2014

Bond Issuance

Türk Telekom issued USD 1 bn bond in two tranches of USD 500 mn each, with maturities of 5 and 10 years

2016

Brand Unification

Türk Telekom unified mobile, fixed voice, fixed broadband and TV brands under single "Türk Telekom" brand, while keeping Türk Telekomünikasyon A.Ş., TTNET A.Ş., and Avea İletişim Hizmetleri A.Ş. legal entities intact

2019

Bond Issuance

Türk Telekom successfully completed its USD 500 mn bond offering with 6 year maturity

2022

Shareholder Change

Share Purchase Agreement between LYY and TWF has been completed. LYY sold its 55% stake in TTKOM to TWF.

Establishment of a Consumer Finance Company

Consumer Finance company TT Finansman A.Ş. was established.

2001

Aycell Established

Türk Telekom's GSM operator, Aycell established (Aycell later named as AVEA after merging with Aria in 2004)

2005

Privatisation

Privatised through a 55% stake sale to Oger Telecom

2008

Public Offering

IPO with a listing on the Istanbul Stock Exchange and the sale of 15% stake owned by the Treasury to the public

3G

3G tender

2013

Integration Project Initiated

Integration project towards a customer oriented organisation

2015

Avea Share Transaction

Avea share transfer completed; Türk Telekom has become the sole owner of Avea İletişim Hizmetleri A.Ş.

LTE

LTE tender

2018

Establishment of CVC

The Corporate Venture Capital Company was established under "TT Ventures Proje Geliştirme A.Ş."

Shareholder Change

55% shares of Türk Telekom transferred to LYY Telekomünikasyon A.Ş. (LYY) from OTAS

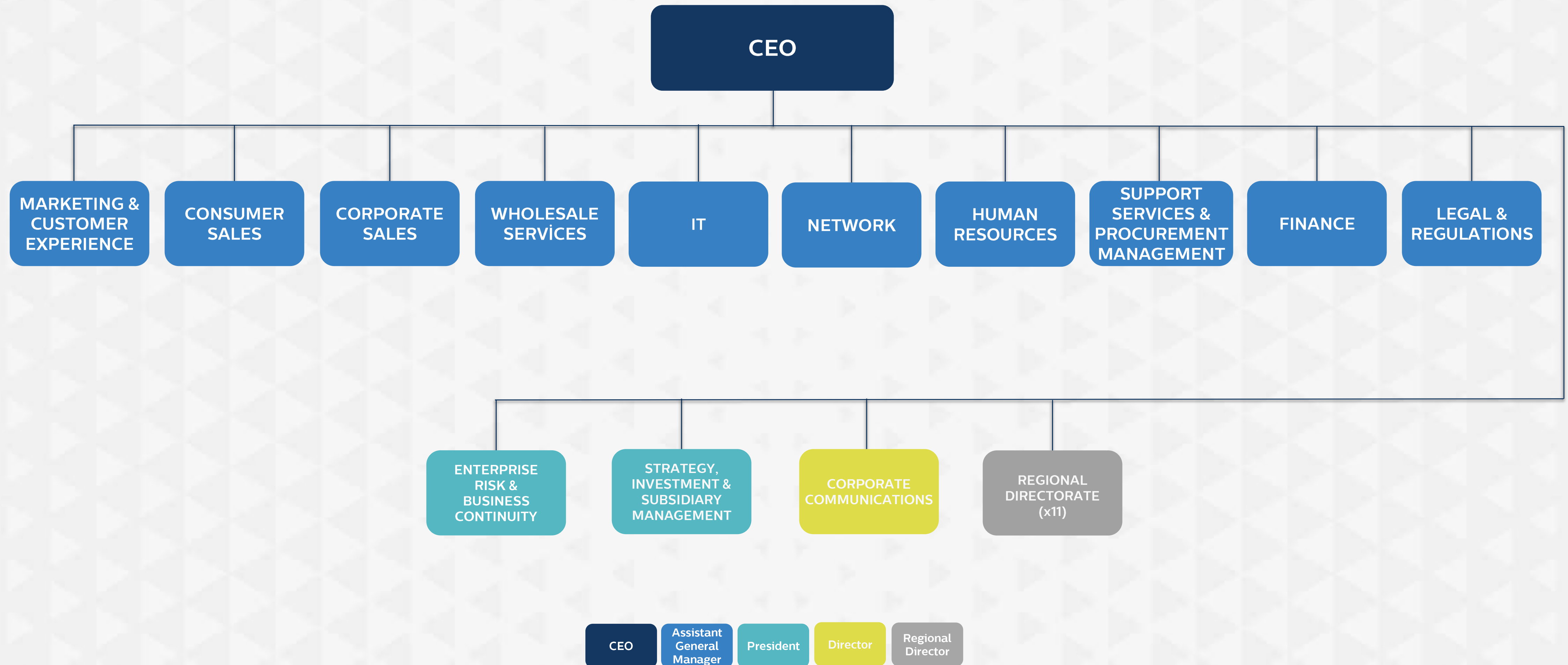
2020

Bond Issuance

Türk Telekom issued the first domestic bond of TL 150 mn with a maturity of 402 days

Organisational Structure

60



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