

2024 Q4 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, amortisation 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)

Financial & Operational Overview

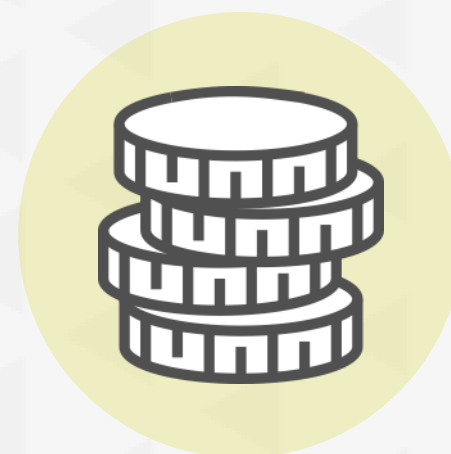
2024 Highlights



Total Subscribers

53.2 mn

▲0.4% YoY



Revenue

TL 161.7 bn

▲12% YoY

TL 152.0 bn (Exc. IFRIC 12)

▲12% YoY



EBITDA

TL 63.1 bn

▲30% YoY



EBITDA Margin

39.1%

▲560bps YoY



Net Income

TL 8.5 bn

▼64% YoY



Free Cash Flow*

TL 17.8 bn

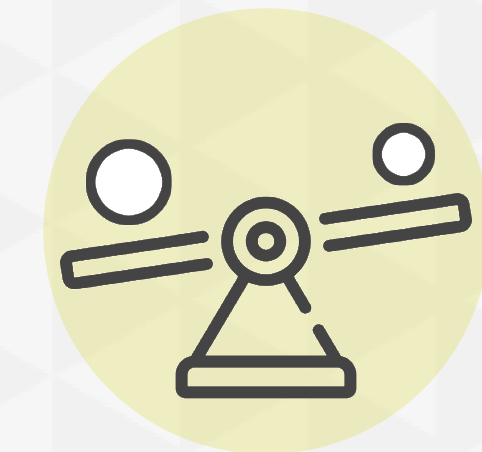
▲75% YoY



CAPEX

TL 41.5 bn

▲12% YoY



Net Leverage

0.81x

▼2023 1.17x

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

Financial & Operational Overview

2024 Q4 Highlights



Revenue

TL 45.6 bn
▲ 20% YoY
TL 41.3 bn (Exc. IFRIC 12)
▲ 17% YoY



EBITDA

TL 18.0 bn
▲ 45% YoY



EBITDA Margin

39.4%
▲ 680bps YoY



Net Income

TL 4.3 bn
▼ 81% YoY



Free Cash Flow*

TL 6.6 bn
▲ 0.5% YoY



CAPEX

TL 17.2 bn
▲ 30% YoY

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

Net Subscriber Additions



Fixed Broadband

81K
Q4 '24

169K
1.5% monthly churn rate
2024



Mobile

357K
Q4 '24

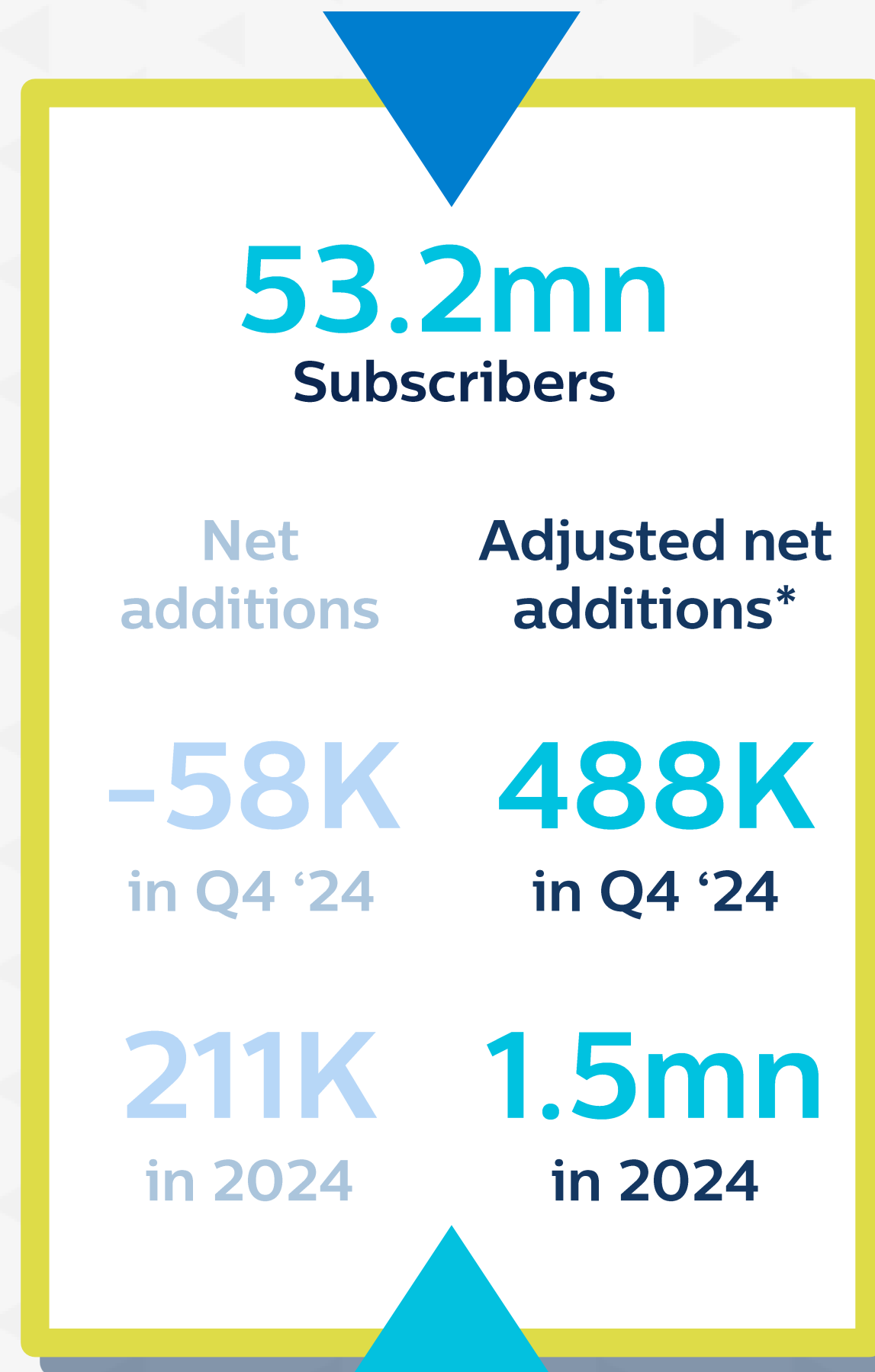
1.1mn
2.1% monthly churn rate
2024



Fixed Voice

-192K
Q4 '24

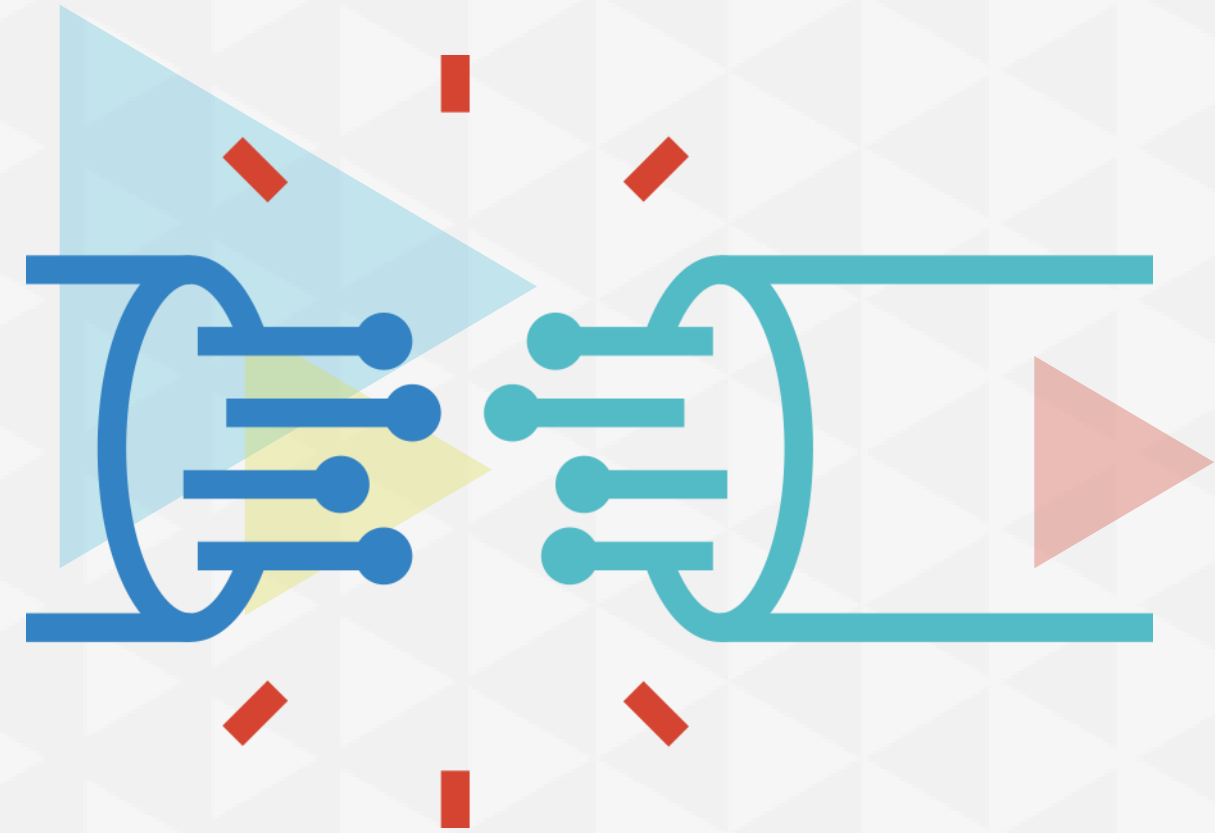
-904K
2024



* Excludes fixed voice and cancellation of 354K inactive Tivibu Go subscriptions

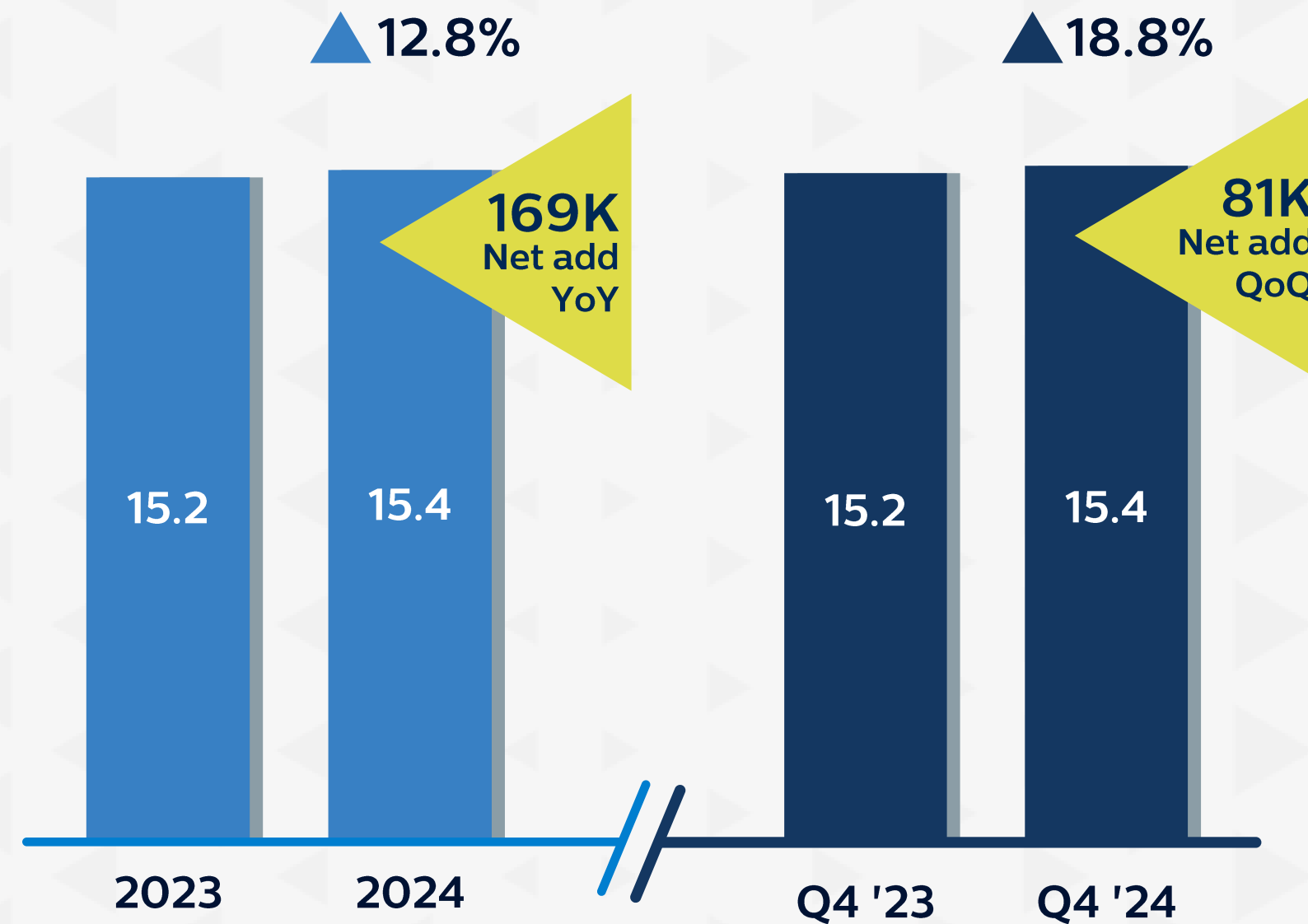


Fixed Broadband Performance



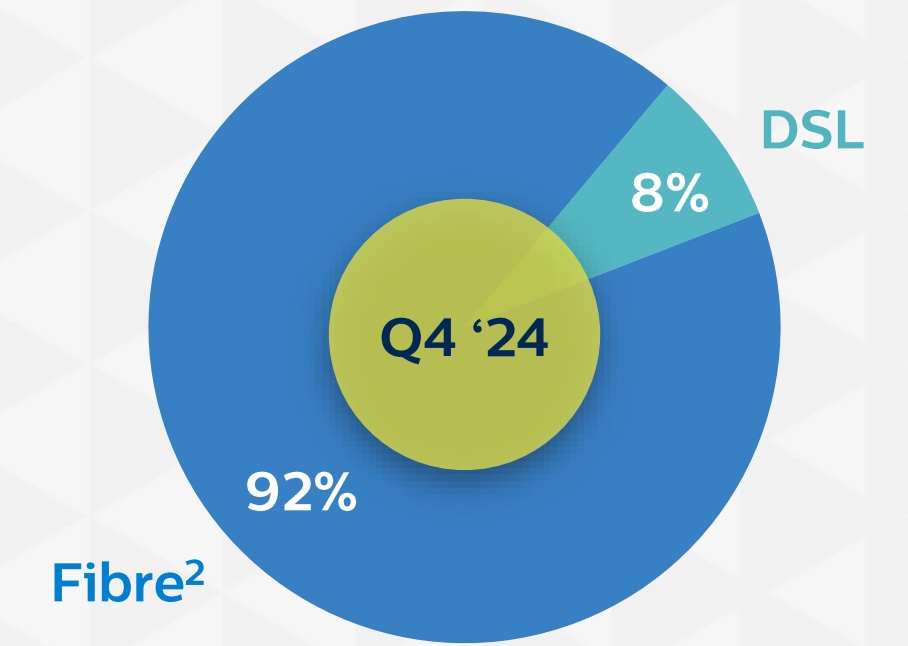
Subscribers & ARPU Growth

- FBB Subscribers (mn)
- ▲ ARPU Growth (%)



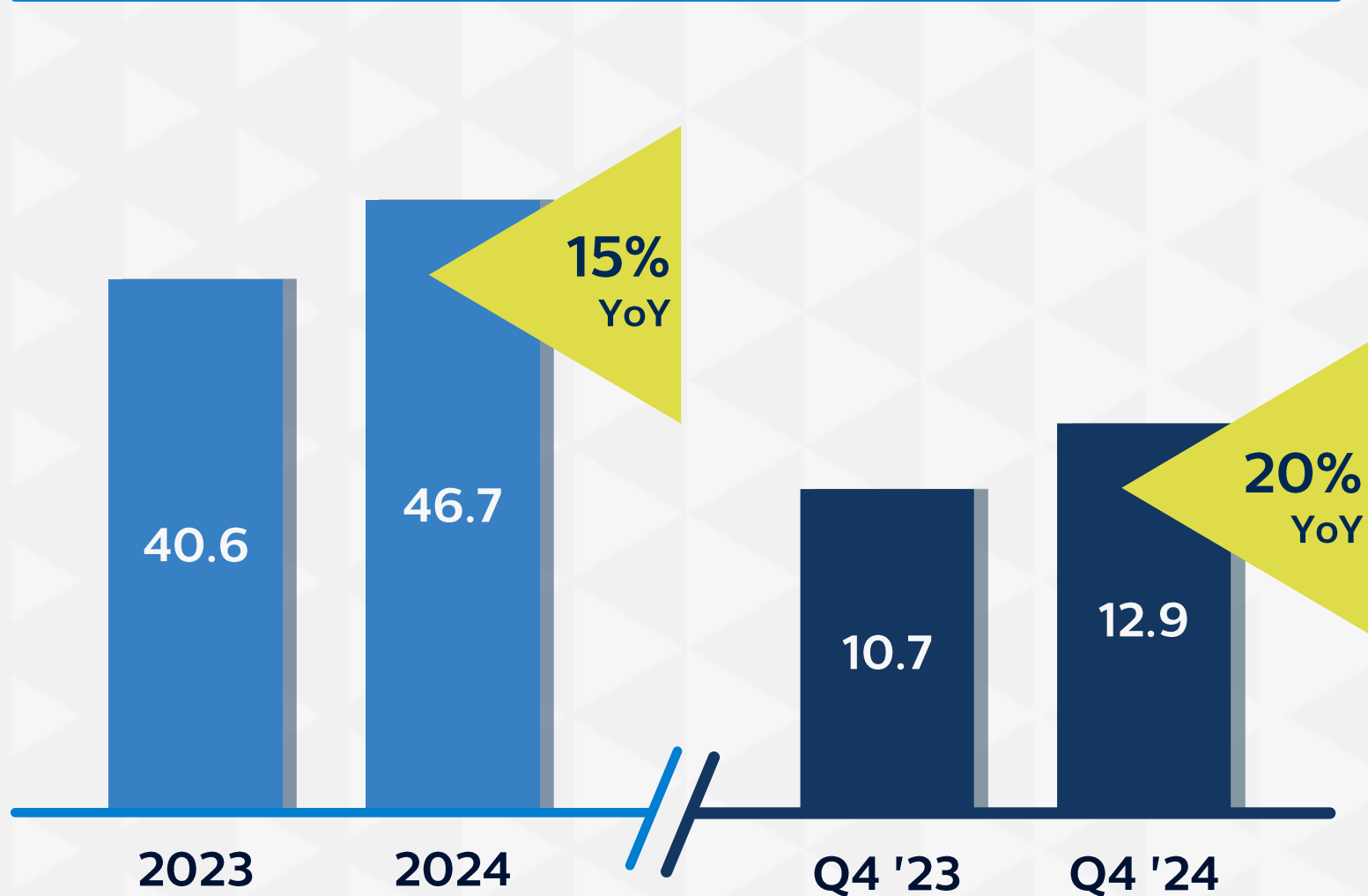
Subscriber Breakdown¹

(% of Subscribers)



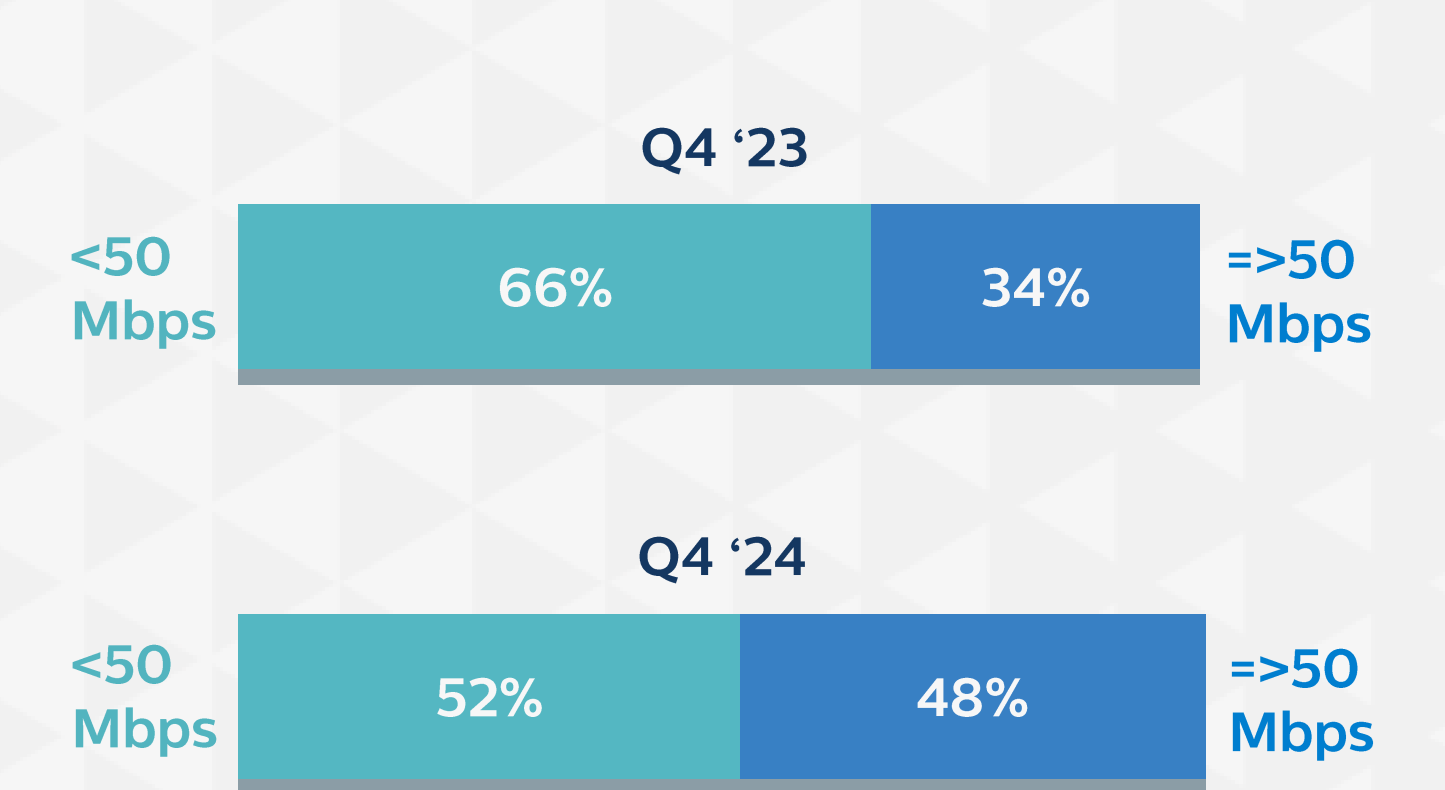
Fixed Broadband Revenue

(TL bn)



Subscriber Package Breakdown¹

(% of Subscribers)



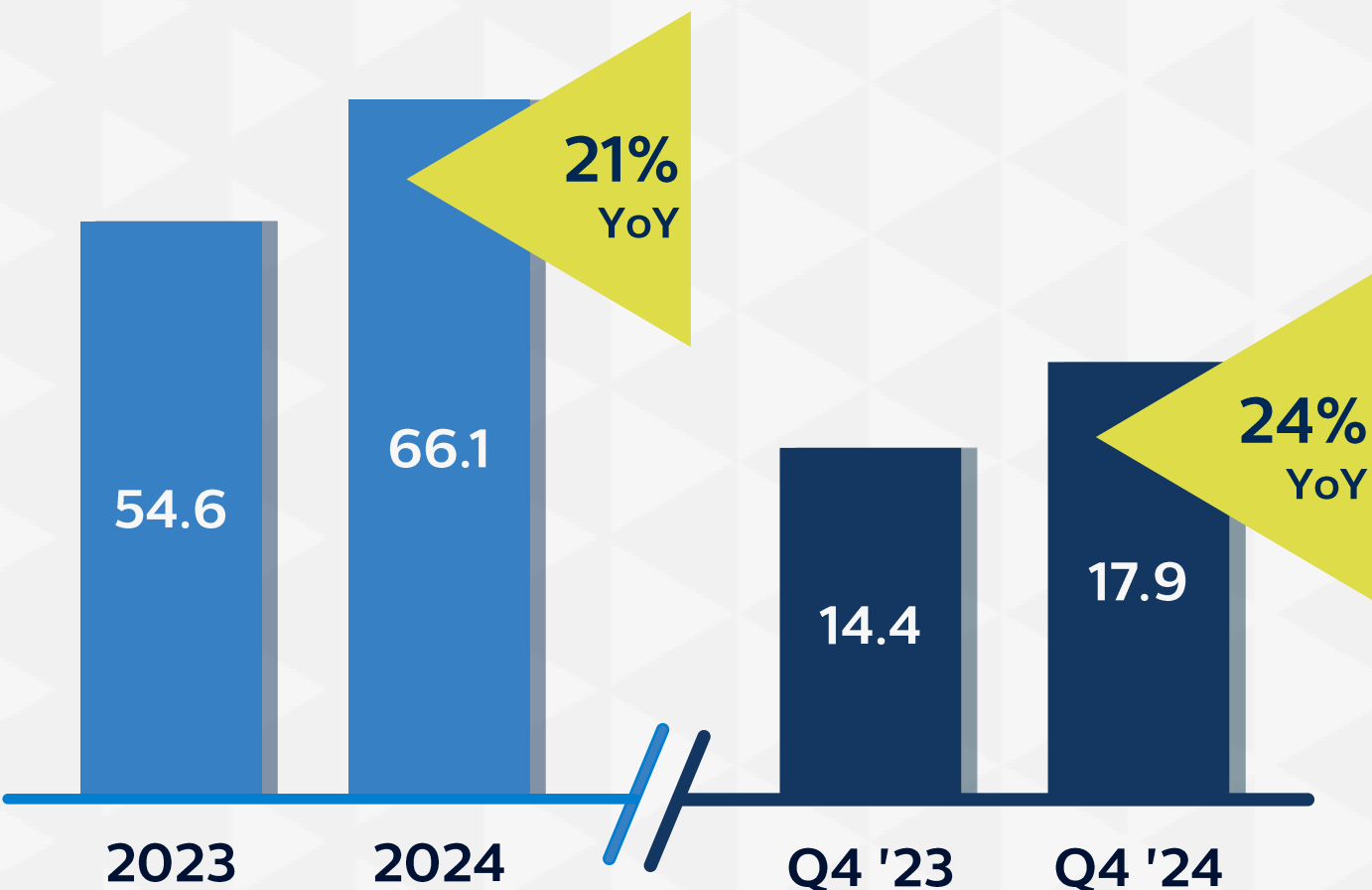
(1) Retail only
(2) Fibre subscribers include FTTH/B & FTTC subscribers

All figures presented at their values as of Q4'24

Mobile Performance: The Winner of 2024

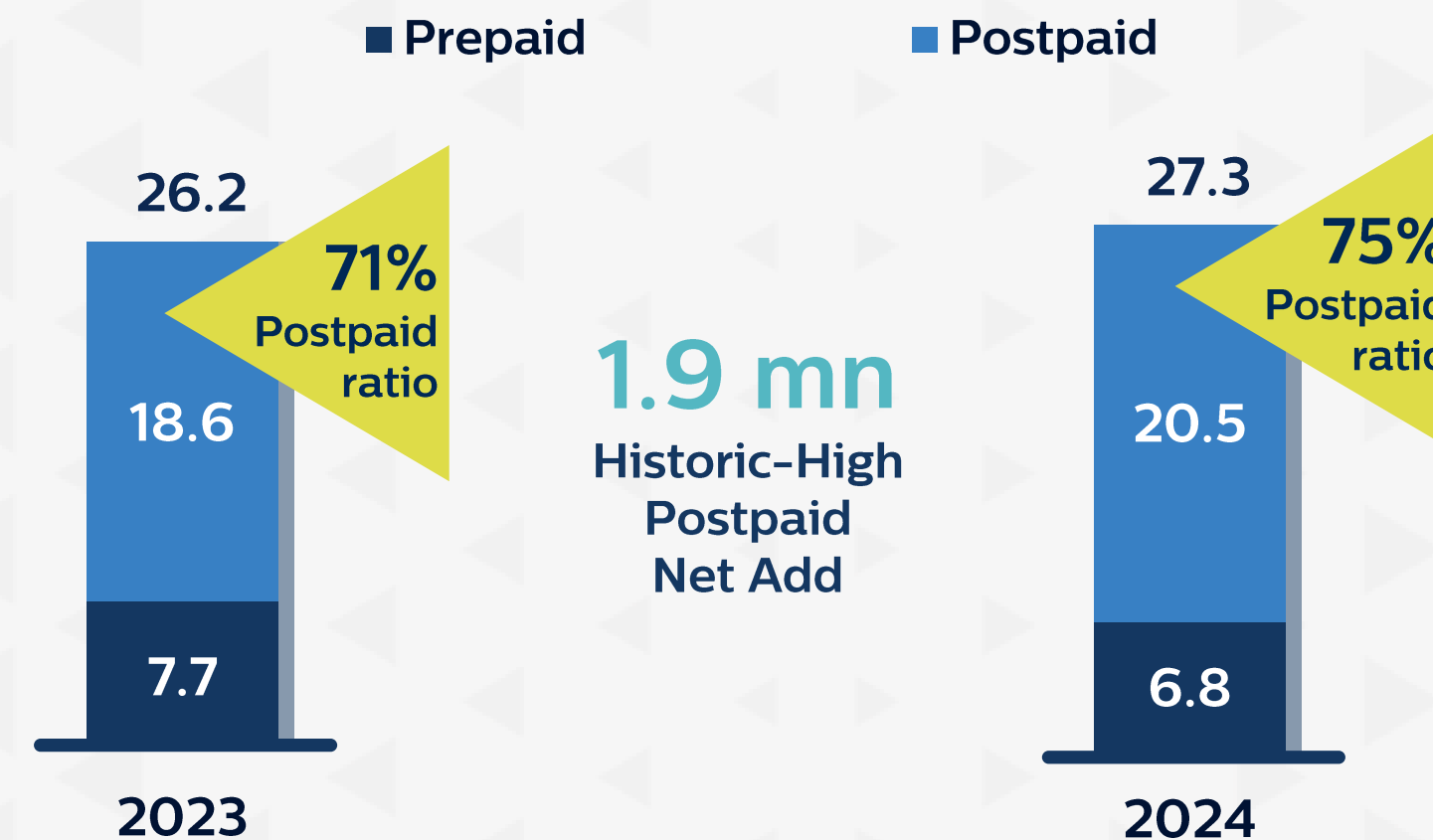


Revenue (TL bn)



All figures presented at their values as of Q4'24

Subscribers (mn)

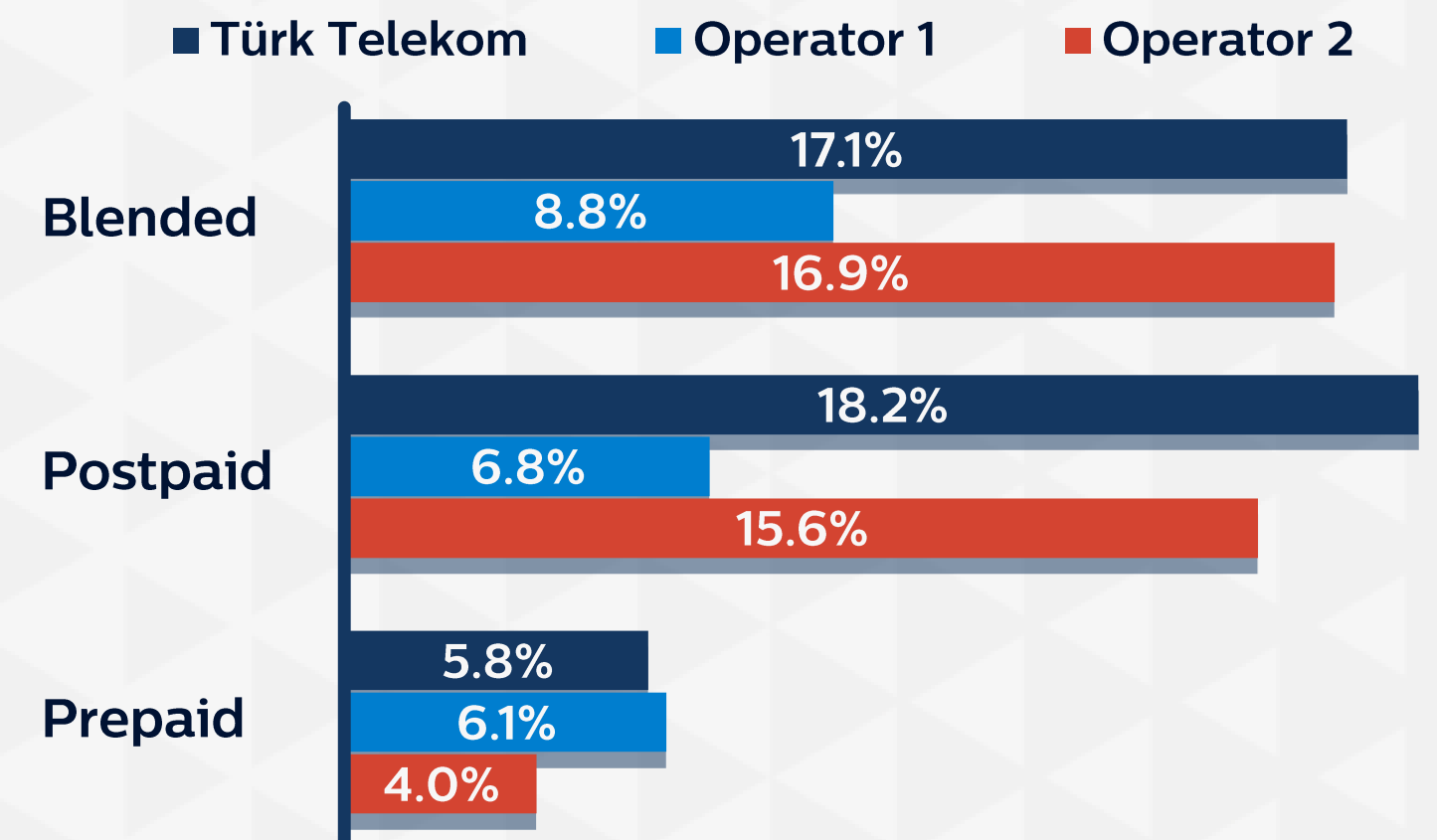


2024 Net Adds (mn)

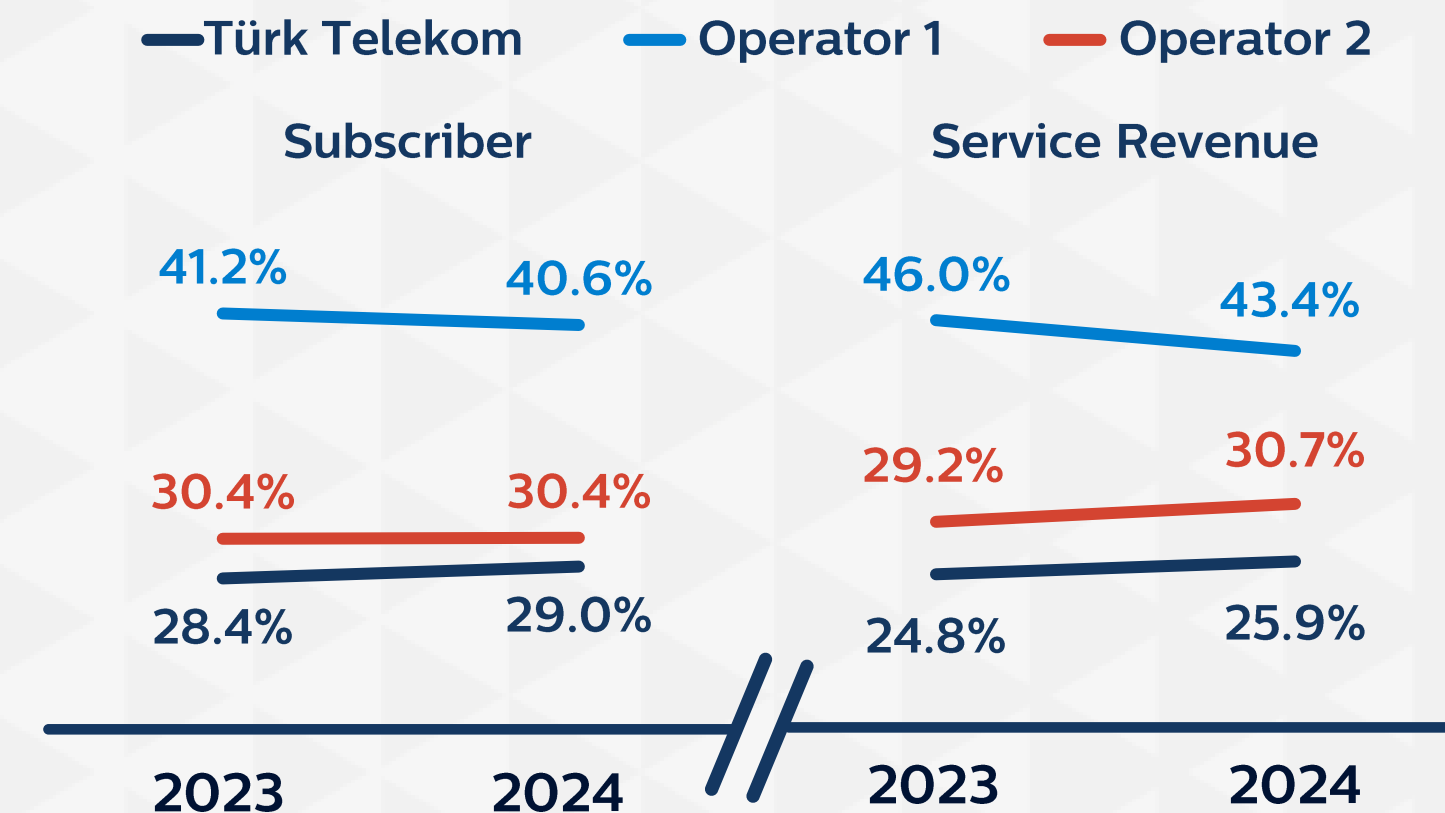


Net add figures are based on operator disclosures, ICTA
* Excluding Q4'24 M2M net adds

2024 ARPU Growth (YoY)



Market Share



ARPU growth figures are based on operators' quarterly disclosures
2023 market share figures are based on Q4'23 ICTA report
2024 market share figures are based on Türk Telekom estimates

2024 Performance

	2024 Revised Guidance	2024 Actuals	Actual vs Guidance
Revenue Growth (exc. IFRIC 12) ¹	11-13%	12.4%	In-line
EBITDA Margin	38%	39.1%	Better
Adjusted CAPEX Intensity	27-28%	25.7%	Better

We had formed our 2024 guidance under the assumption of a 42% CPI by the end of 2024 vs realised 44.4%.

(1) 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.

2025 Guidance

	2024 Actuals	2025 Guidance ¹
Revenue Growth (exc. IFRIC 12) ²	12.4%	8-9%
EBITDA Margin	37.7% ³ <i>(adjusted for one-offs)</i>	38-40%
Adjusted CAPEX Intensity	25.7%	28-29% ⁴

We assumed mid-to-high twenties inflation rate by the end of 2025.

(1) 2025 guidance represents 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.

(3) 39.1% reported 2024 EBITDA margin, which included the insurance income and donation expense related to February 2023 earthquakes, would have been 37.7% if the one-off net positive impact of those items were excluded.

(4) Capex guidance excludes potential spending for the solar investments, 5G tender, concession renewal and license fees.

Türk Telekom Made it to CDP's Global "A List"

Türk Telekom has been recognised at the Leadership "A" level in corporate sustainability by CDP.



Presented full carbon inventory, including Scope 1, Scope 2 and Scope 3 (all categories) at Türk Telekom Group level



Set emission reduction targets and made our commitment to the SBTi



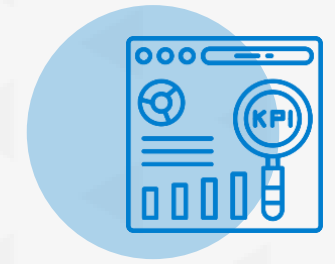
Aiming for a 45% reduction in Türk Telekom's total Scope 1 & 2 emissions by 2030 relative to the 2020 baseline and achieving Net Zero by 2050



Submitted the commitment letter to the SBTi for near-term targets



Expanded analysis of risks and opportunities and incorporated a more comprehensive assessment of their financial implications



Sustainability KPIs are addressed at all employee levels



Integrated sustainability management into the Group's corporate structure

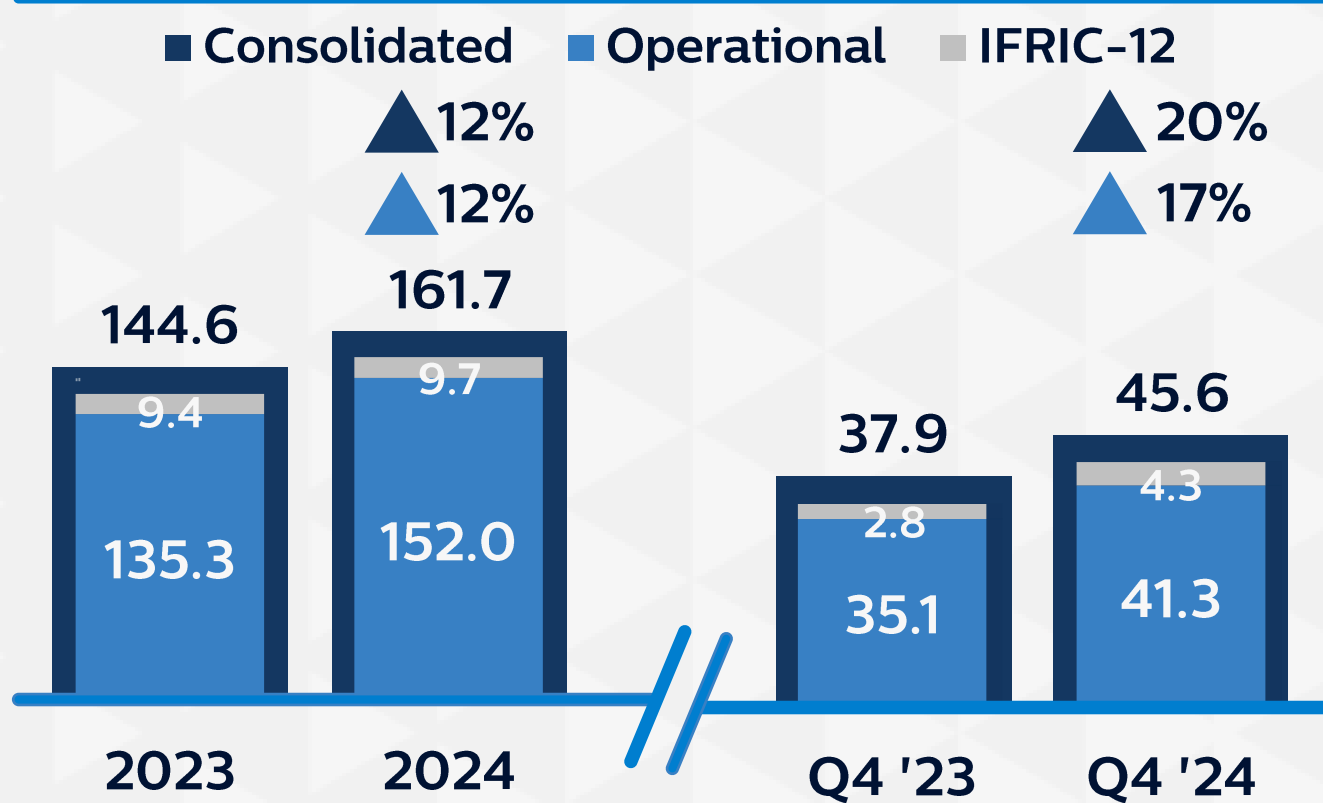
Financials



Financial Performance

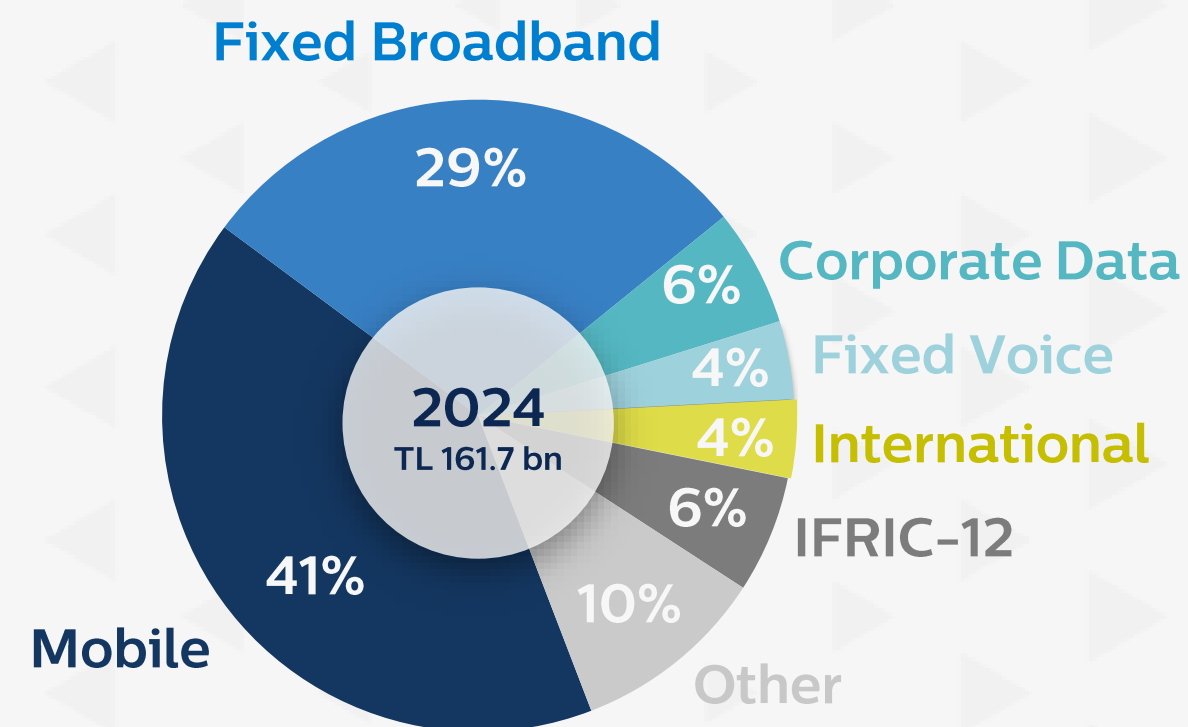
Revenue

(TL bn)



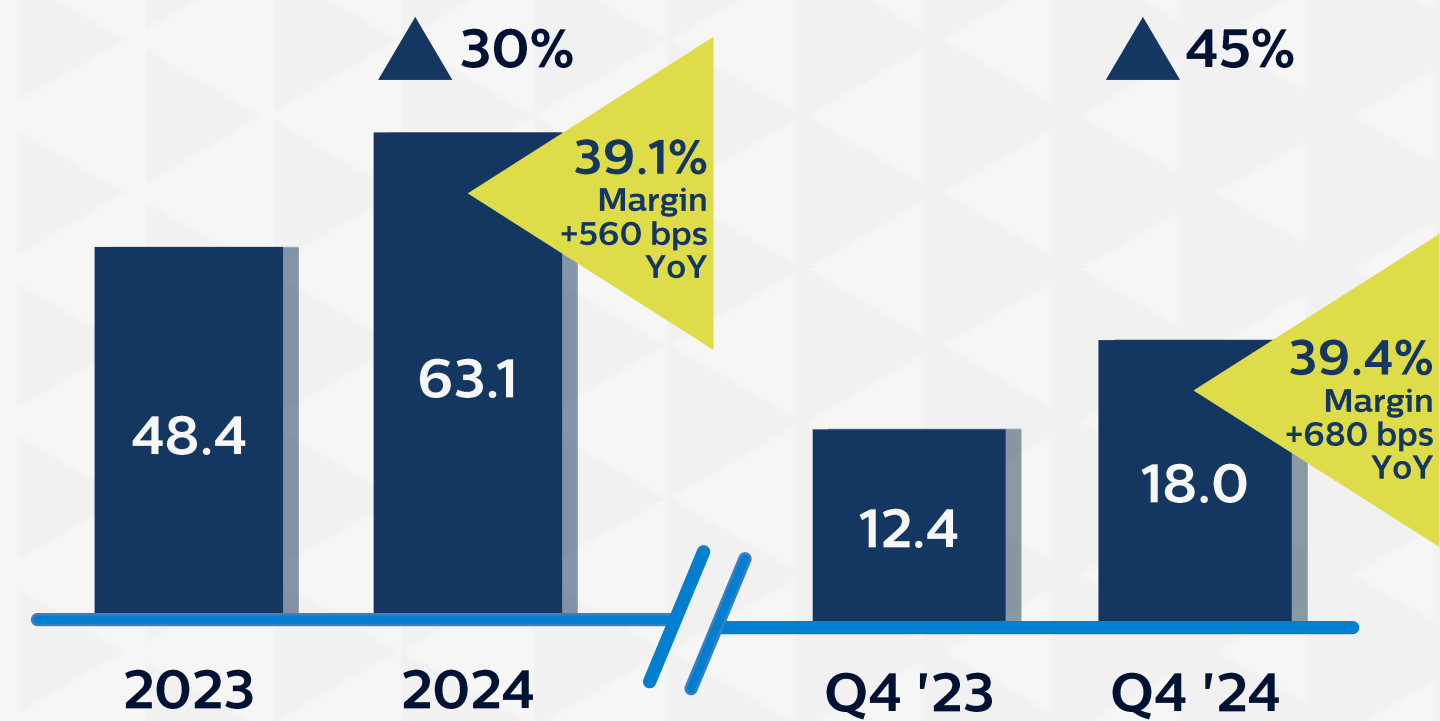
Revenue Breakdown

(%)



EBITDA

(TL bn)



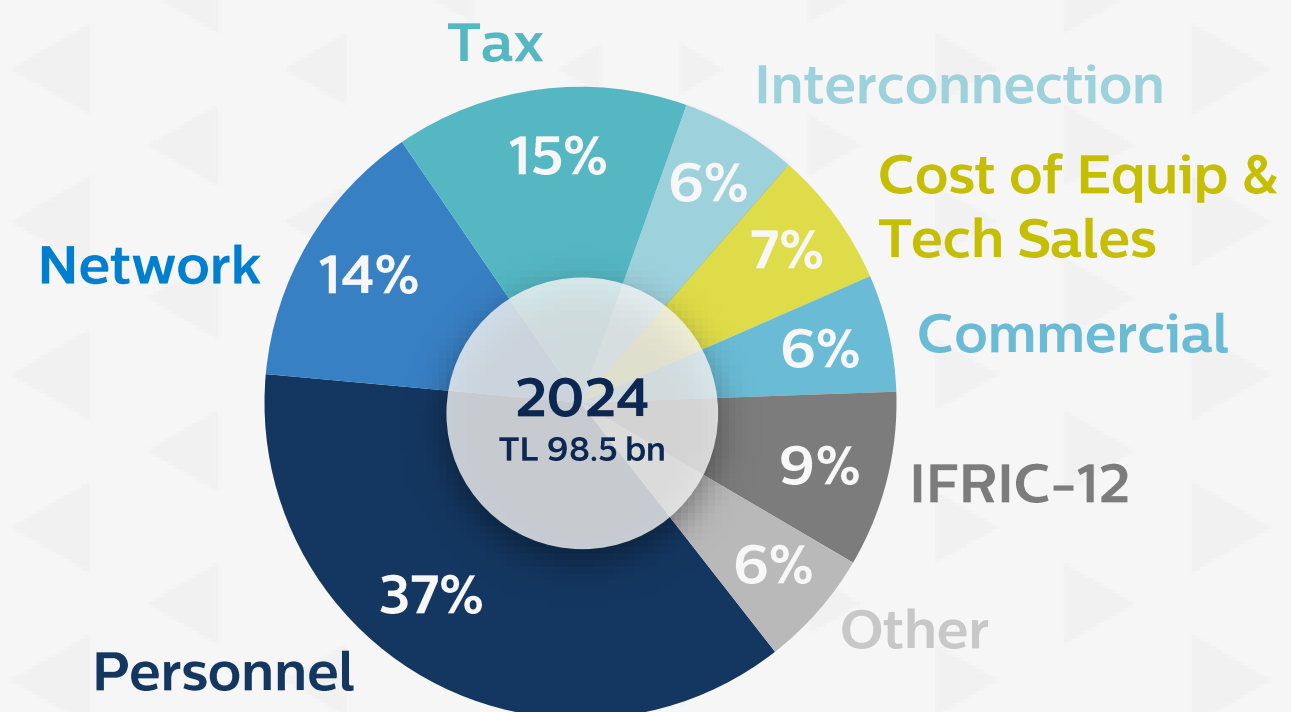
Operating Profit

(TL bn)



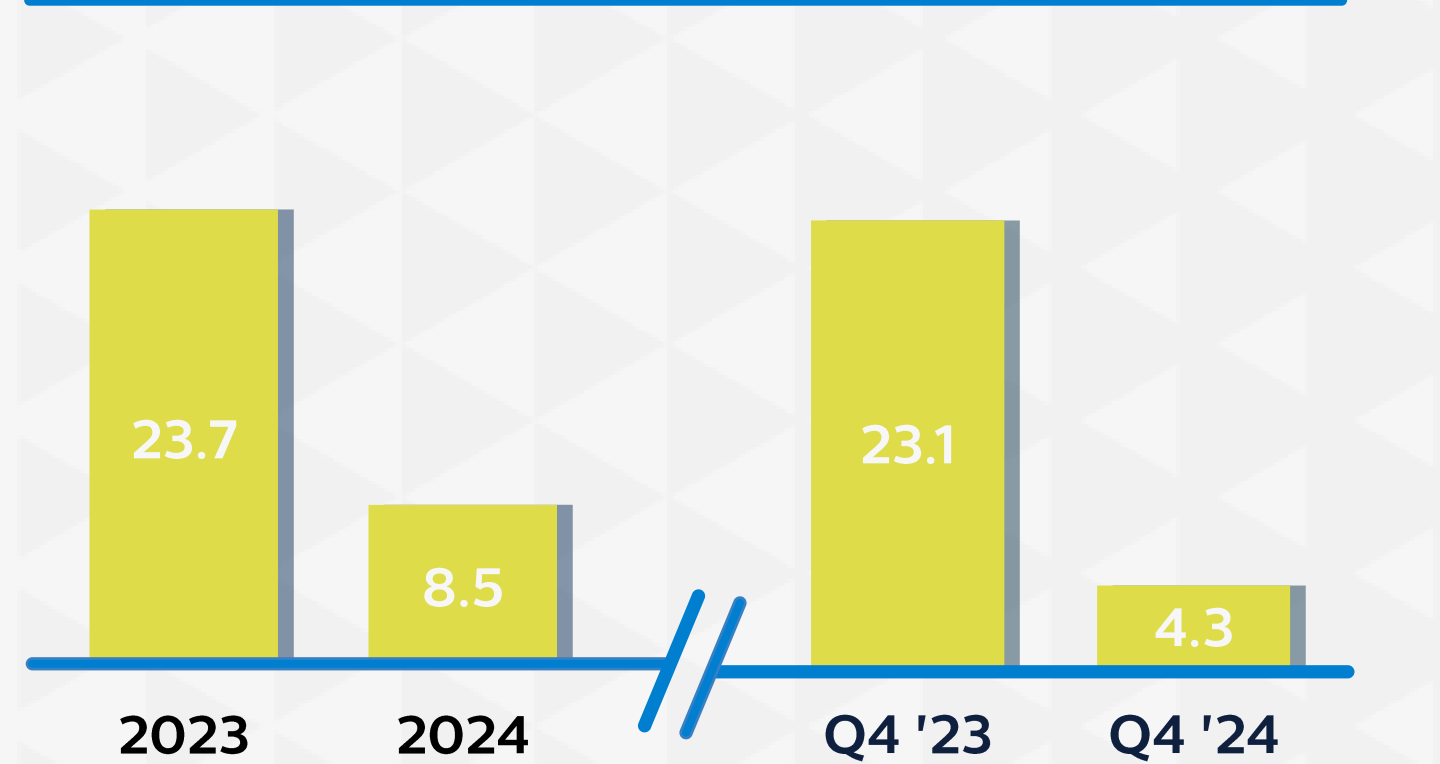
Opex Breakdown

(%)



Net Income

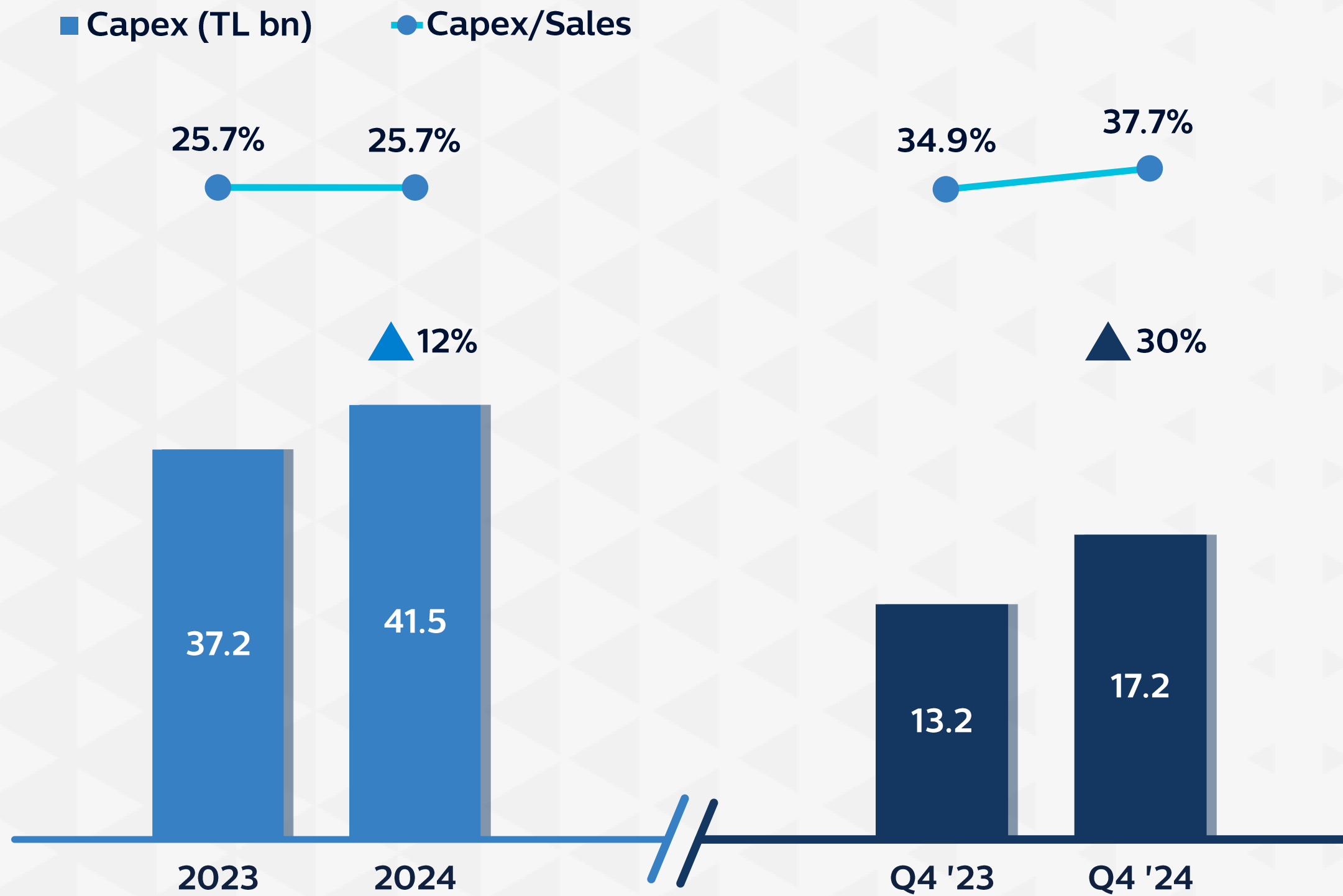
(TL bn)



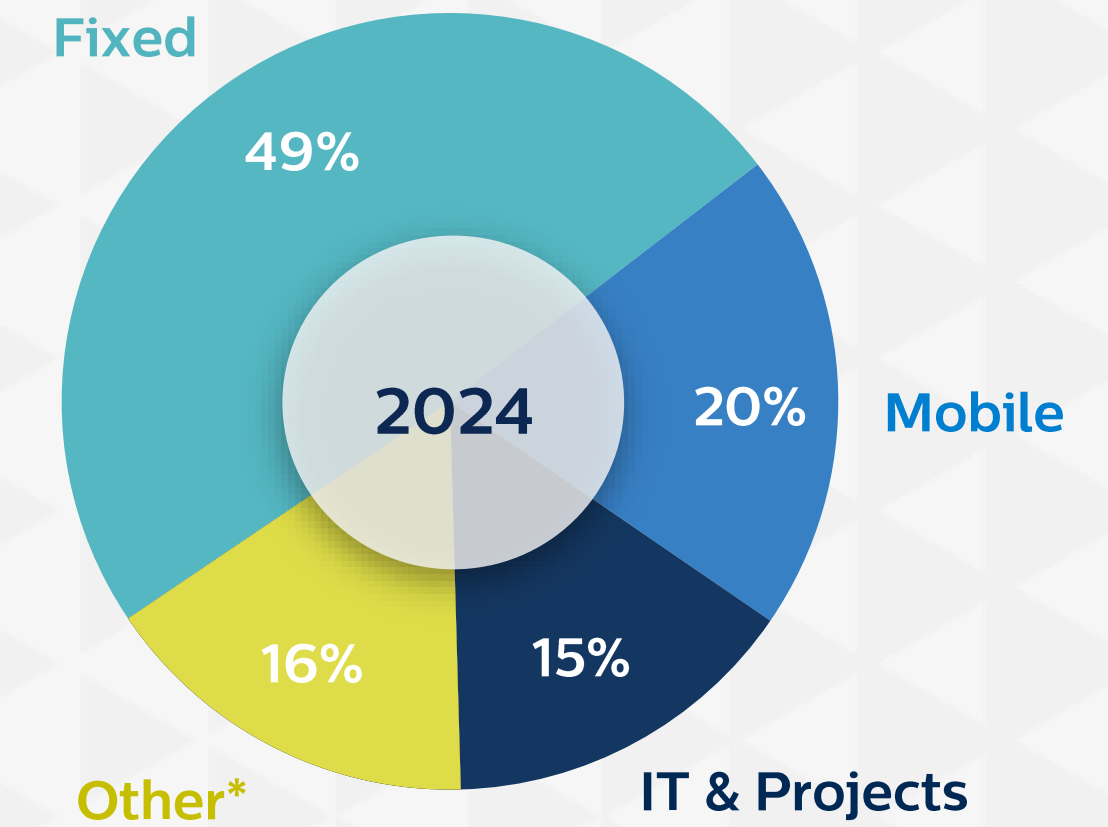
All figures presented at their values as of Q4'24

CAPEX

Capex & Capex / Sales



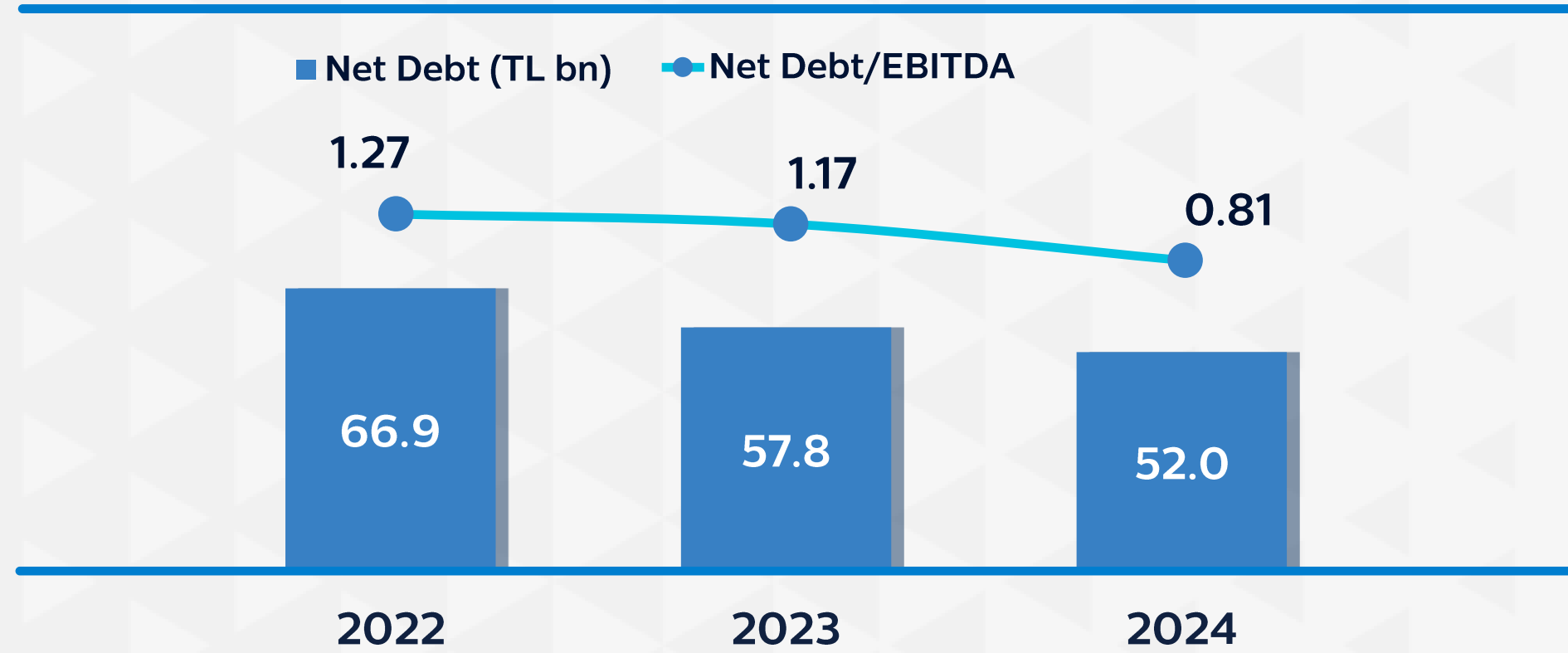
Capex Breakdown



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

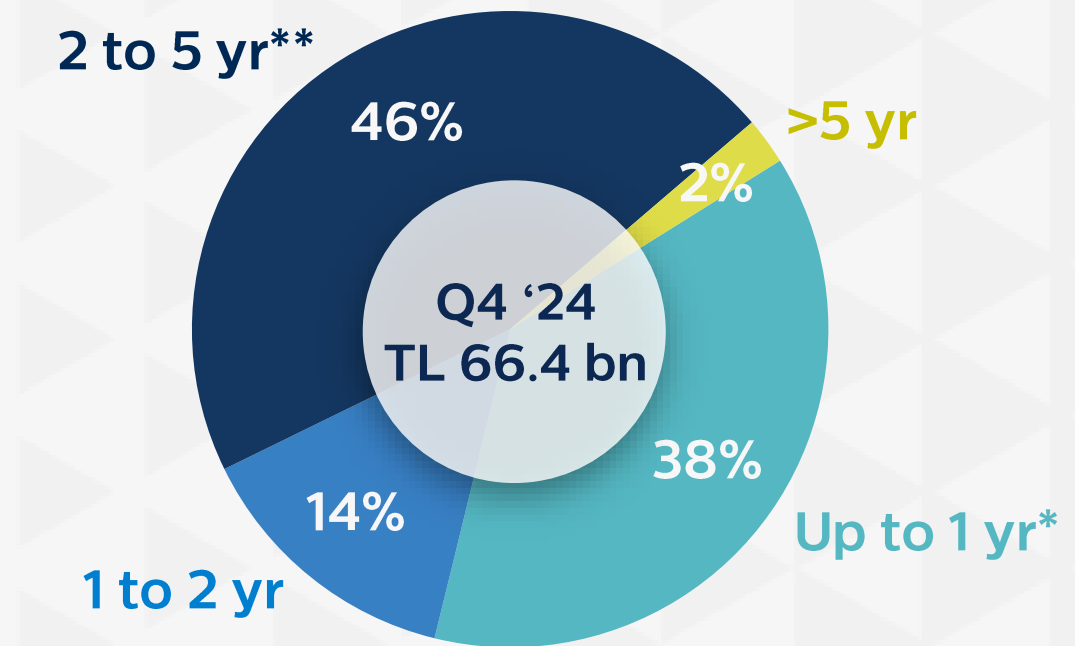
Debt Profile

Net Debt



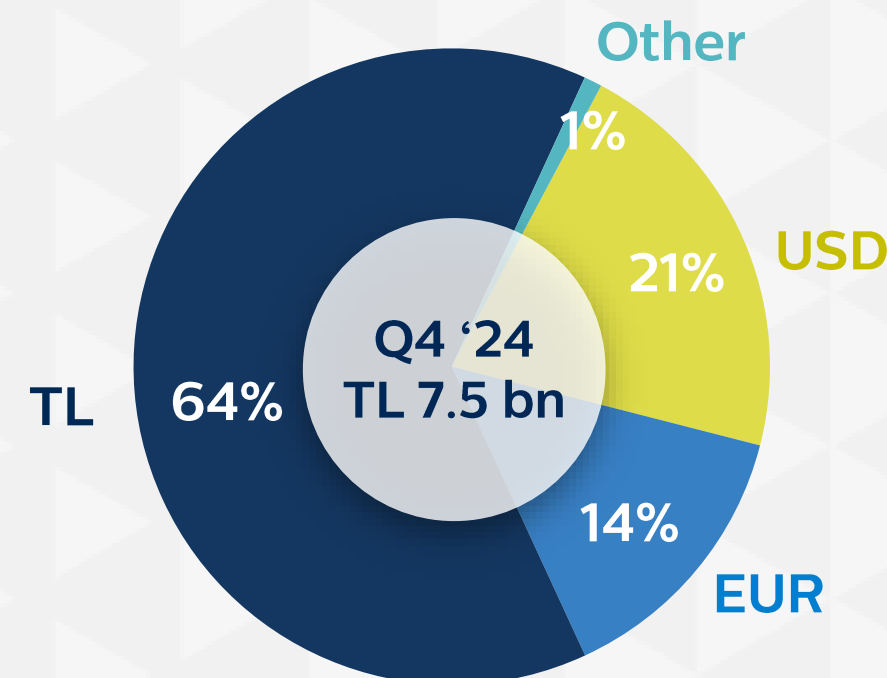
Note: Net Debt calculation includes market valuation (MTM) of Foreign Currency TL money swap transactions. Net Debt/EBITDA calculation does not include extraordinary provisions in EBITDA calculation. Net Debt/EBITDA calculation includes fair value of Currency Protected Time Deposit included in Financial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

Maturity Profile



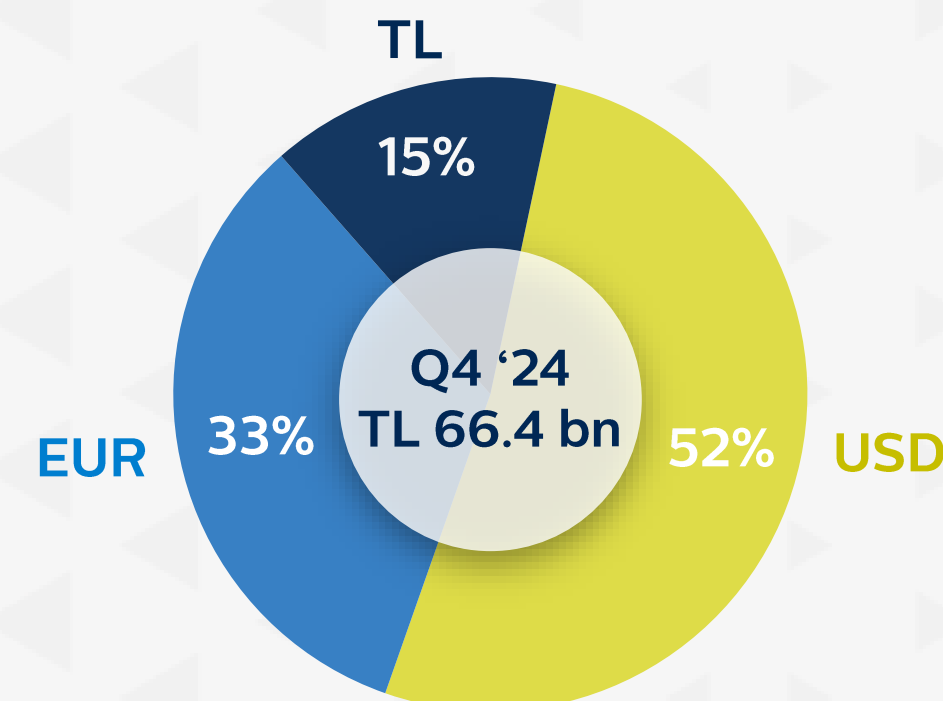
All loans are senior unsecured.
 * including 2025 maturity bond (USD 200 mn)
 ** including 2029 maturity bond (USD 500 mn)

Cash – Currency Breakdown*

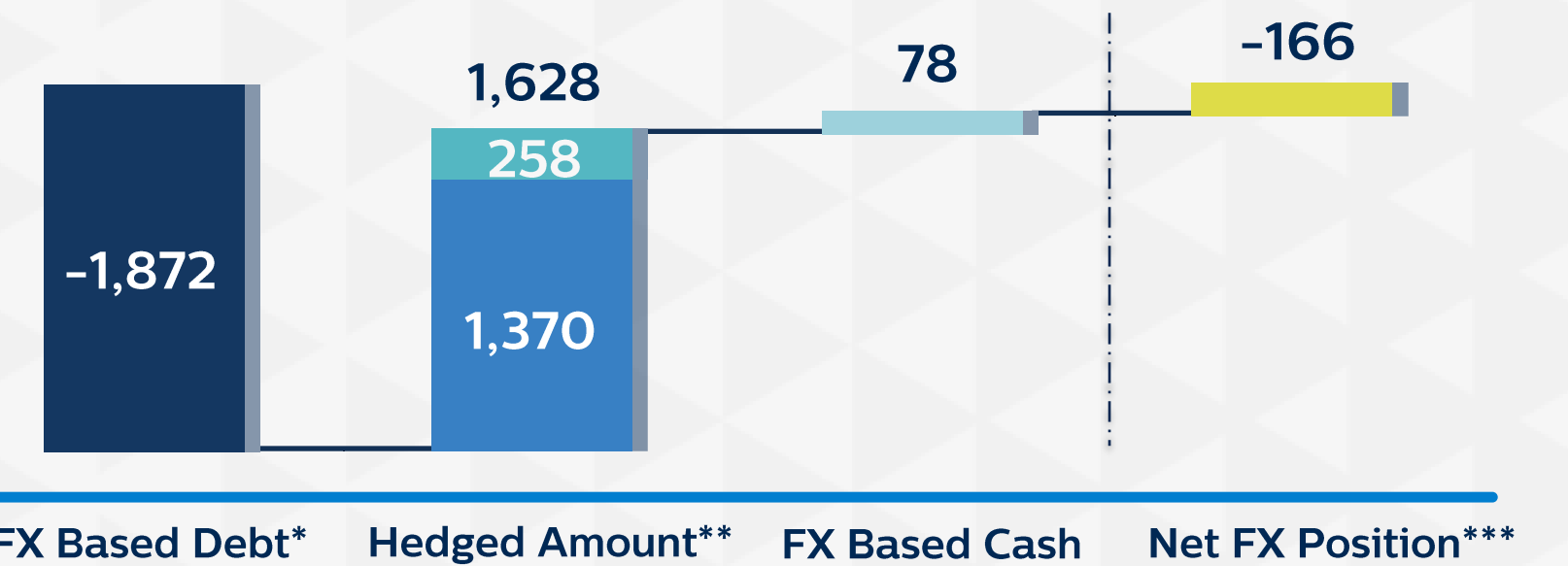


* TL 10.5 bn worth currency protected time deposit is not included in cash.

Gross Debt – Currency Breakdown



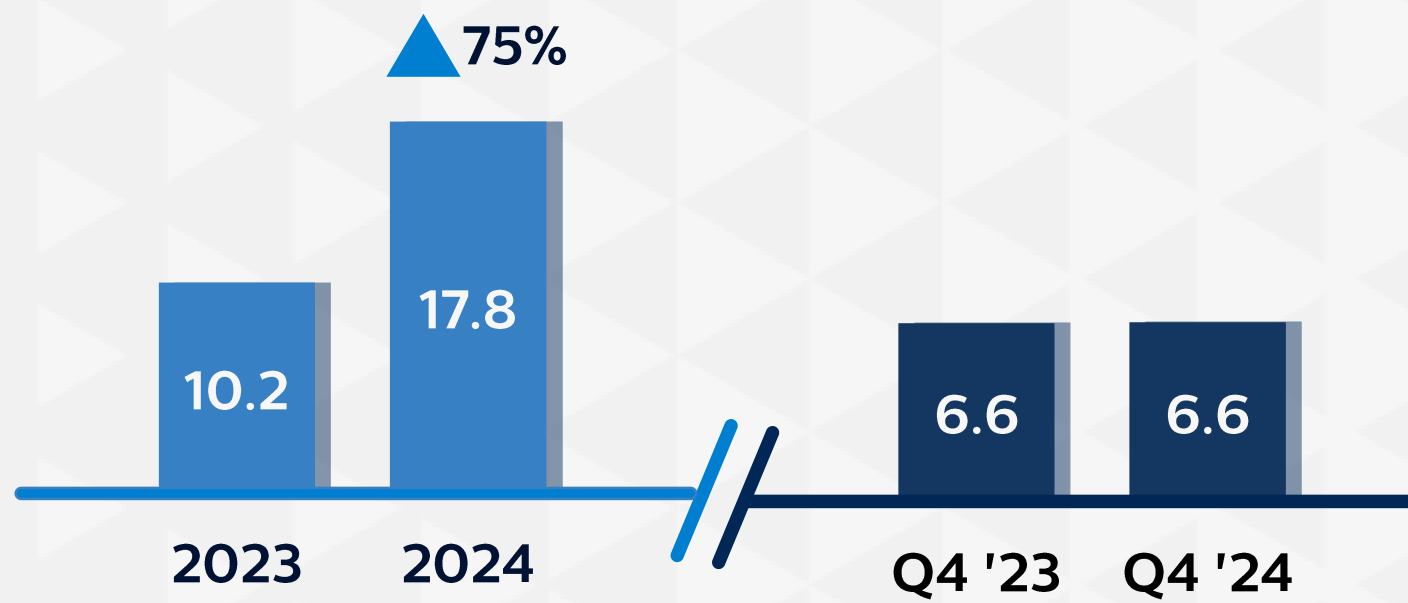
Hedge – Composition of FX Position (USD mn)



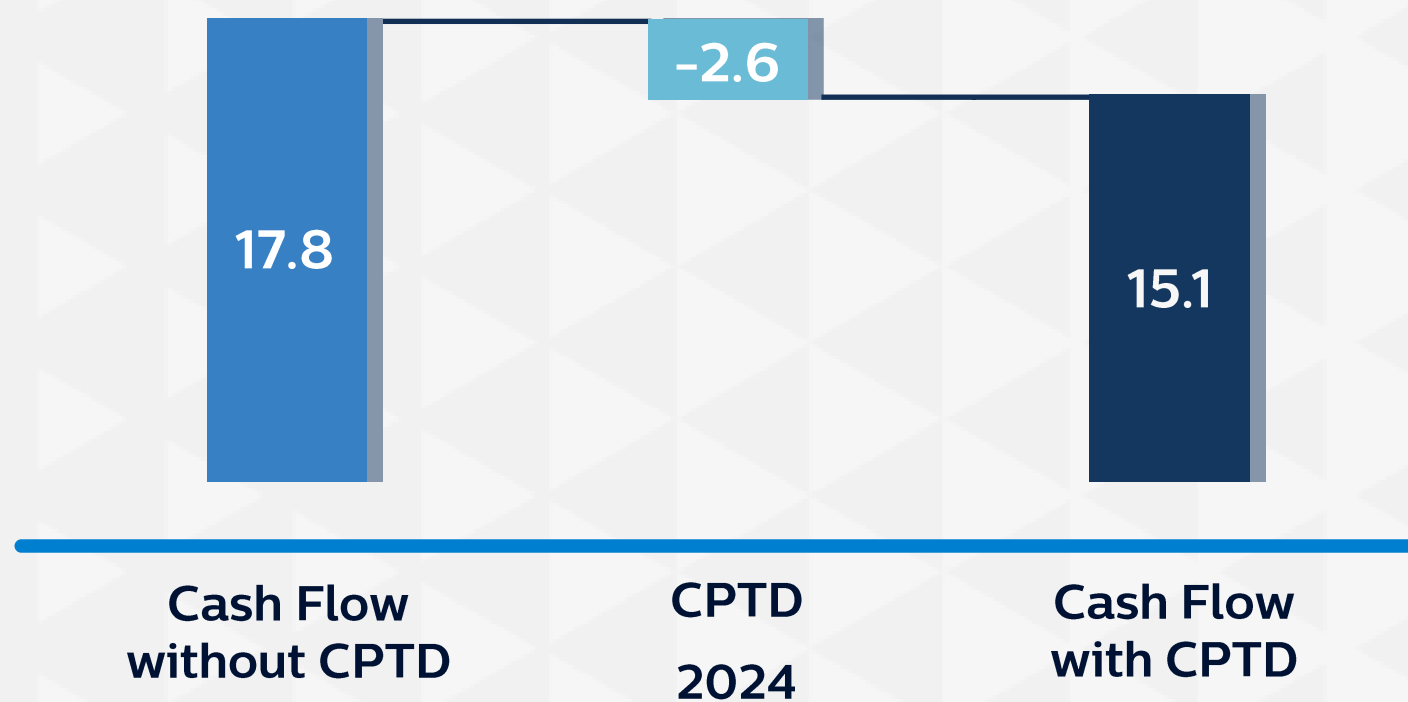
* FX Debt calculation includes FX financial debt (including FX lease obligations) and FX net trade payables. Hedged amount includes hedging of FX financial debt, currency protected time deposit, hedging of FX net trade payables and net investment hedge.
 ** Currency protected time deposit included in hedged amount is worth USD 258 mn.
 *** Excluding the ineffective portion of the hedge portfolio, mainly the existing PCCS contracts, net FX exposure would be USD 304 mn short position.

Prudent Balance Sheet Management

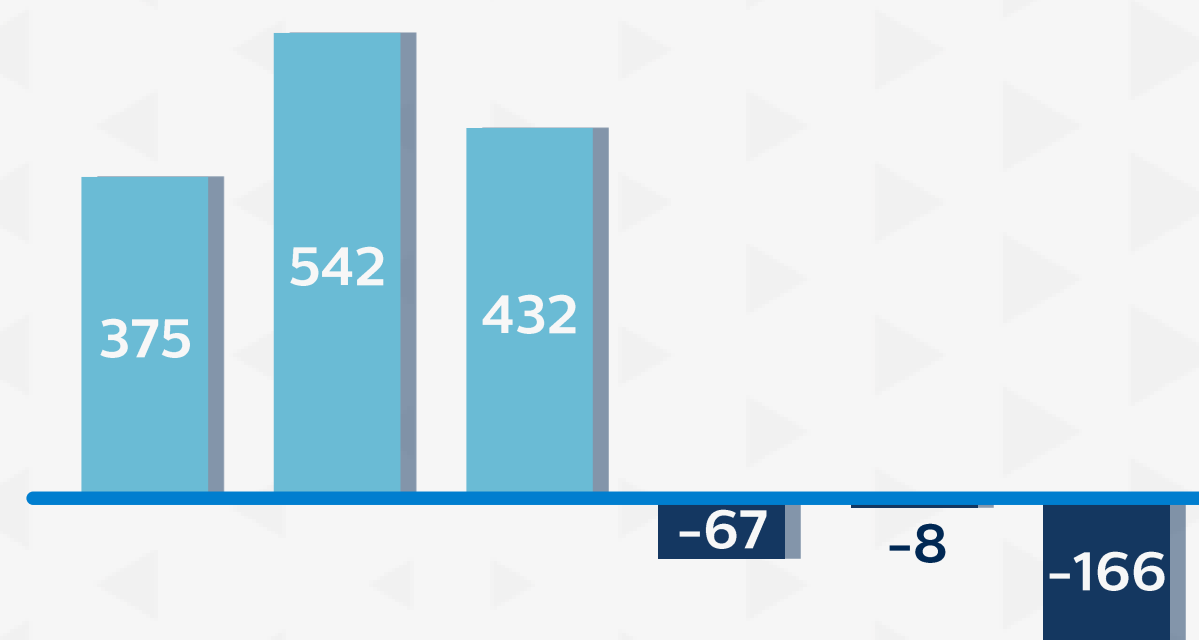
Cash Flow* (TL bn)



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



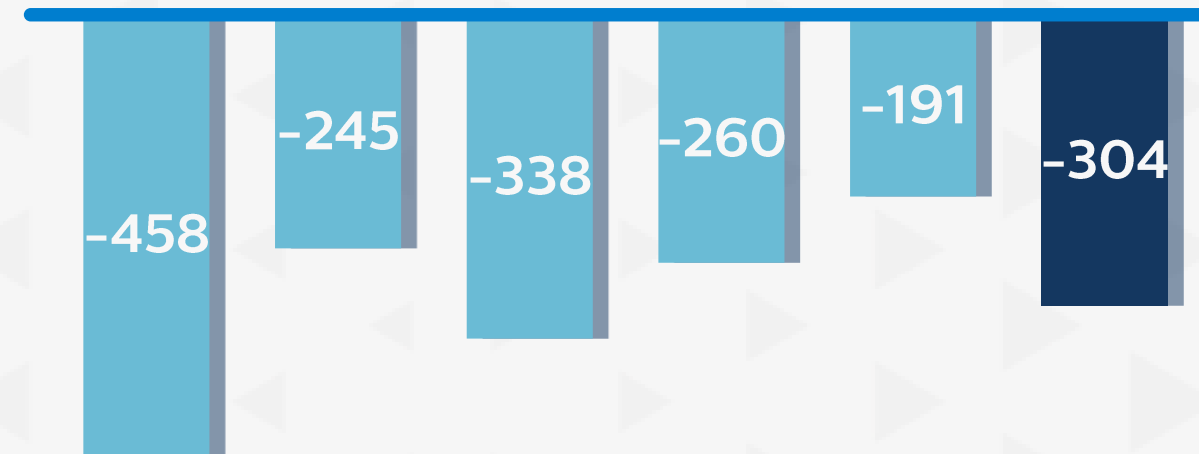
Net FX Exposure* (USD mn equivalent)



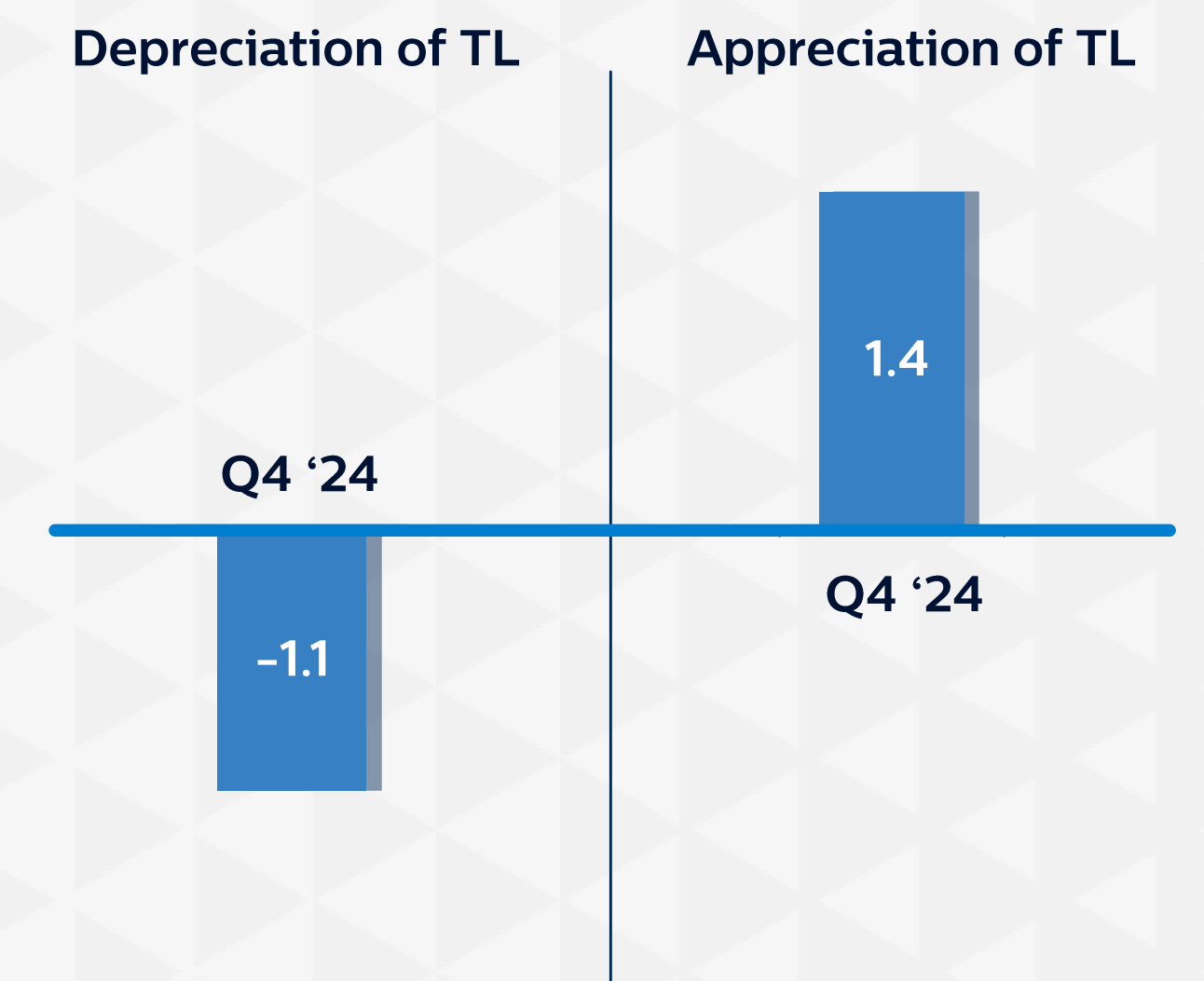
Including the ineffective portion of the hedge portfolio

2022 2023 Q1 '24 Q2 '24 Q3 '24 Q4 '24

Excluding the ineffective portion of the hedge portfolio



Profit Before Tax Sensitivity (TL bn, 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.



Appendix



Income Statement

(TL mn)	2023	2024	YoY Change	Q4 '23	Q4 '24	YoY Change
Revenues	144,645	161,651	11.8%	37,901	45,577	20.3%
EBITDA	48,400	63,148	30.5%	12,373	17,973	45.3%
Margin	33.5%	39.1%		32.6%	39.4%	
Operating Profit	(2,838)	26,744	n.m.	(911)	16,385	n.m.
Margin	(2.0)%	16.5%		(2.4)%	36.0%	
Financial Inc. / (Exp.)	(26,238)	(25,488)	(2.9)%	(6,851)	(4,799)	(30.0)%
FX & Hedging Gain / (Loss)	(17,680)	(15,307)	(13.4)%	(4,948)	(2,295)	(53.6)%
Interest Inc./ (Exp.)	(6,382)	(7,458)	16.9%	(1,182)	(1,887)	59.7%
Other Financial Inc./ (Exp.)	(2,175)	(2,723)	25.2%	(722)	(617)	(14.5)%
Monetary Gain/Loss, net	34,028	23,399	(31.2)%	6,341	3,621	(42.9)%
Tax Inc./ (Exp.)	18,757	(16,199)	n.m.	24,537	(10,918)	n.m.
Net Income	23,709	8,456	(64.3)%	23,116	4,289	(81.4)%
Margin	16.4%	5.2%		61.0%	9.4%	

Balance Sheet

(TL mn)	31.12.2023	31.12.2024
Total Assets	281,136	270,257
Cash and Cash Equivalents	19,623	7,532
Tangible Assets ¹	109,858	113,761
Intangible Assets	79,913	84,193
Right of Use Assets	8,061	8,851
Other Assets ²	63,681	55,921
Total Equities and Liabilities	281,136	270,257
Share Capital	76,869	76,869
Reserves, Retained Earnings and Other Equity Items	65,041	69,223
Interest Bearing Liabilities ³	95,116	70,528
<i>Bank Borrowings and Bonds</i>	92,399	66,368
<i>Lease Liabilities</i>	2,717	4,159
Other Liabilities ⁴	44,109	53,638

(1) Tangible assets include property, building or plant and equipment and investment property

(2) Major items within other assets are trade receivables, due from related parties, inventories, deferred tax asset, tax assets and other current assets.

(3) Includes short-term and long-term borrowings and lease obligations

(4) Major items within other liabilities are deferred tax liability, trade payables, provisions, income tax payable, due to related parties, other current liabilities and provisions for employee termination benefits

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Değerli Hissettirir

