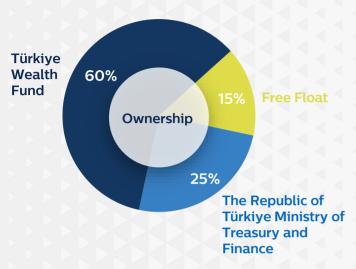


## **Ownership**



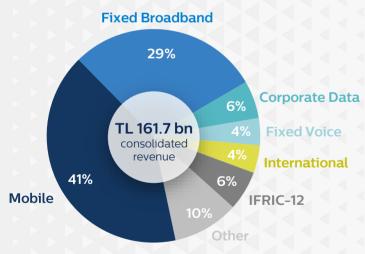
Note: Türkiye Wealth Fund has 1.68% share in free float.

### 2025 Guidance

- Revenue growth (exc. IFRIC 12) to be 8-9%
- ► EBITDA margin to be 38-40%
- CAPEX intensity to be 28-29%

Note 1: We assumed mid-to-high twenties CPI by the end of 2025. Note 2: Capex guidance excludes potential spending for the solar investments, 5G tender, concession renewal and license fees.

# Revenue Breakdown (2024)



# **Corporate Fact Sheet 2024 YE**

The Corporate Fact Sheet is based on audited 2024 year-end financials reported in accordance with TAS29.

### **TTKOM Bloomberg: TTKOM TI Reuters: TTKOM IS**

Türk Telekom Group is Türkiye's world-class, integrated telecommunication and technology service provider offering its customers the complete range of mobile, broadband, data, TV and fixed voice services as well as innovative convergence technologies under the unified "Türk Telekom" brand. Türkiye is one of the largest telecom markets in EMEA region with 86 mn growing population and increasing number of households.

### **Overview of Türk Telekom**

Türk Telekom was privatised in 2005 and IPO'ed in 2008; underwent a successful transformation resulting in increased efficiency and enlarged service scope.

Unification of mobile, broadband, TV and fixed voice brands under single Türk Telekom brand with a customer oriented and integrated structure.

Strong portfolio of subsidiaries, all well positioned to create value both via supporting core businesses and via third party sales.

Fibre cable network length increased to 475K km as of Q4'24 from 459K km as of Q3'24 and 437K km as of Q4'23.

Fibre network covered 33.1 million households by the end of Q4'24 compared to 32.7 million as of Q3'24 and 32.2 million as of Q4'23.

LTE population coverage was 99.7% as of Q4'24.

## **Financial and Operational Highlights**

Consolidated revenues grew to TL 161.7 billion from TL 144.6 billion a year ago with 11.8% increase. Excluding the IFRIC 12 accounting impact, FY'24 revenue was TL 152 billion, up 12.4% YoY. 12.4% operating revenue (ex-IFRIC 12) growth compared favourably to our expectation as we had formed our 11-13% growth guidance range under the assumption of a 42% CPI by the end of 2024 vs realised 44.4%.

Opex to sales ratio dropped to 60.9% for the full year compared to 66.5% amid continued disinflation, leading a robust 560 bps YoY improvement in EBITDA margin to 39.1%. EBITDA rose to TL 63.1 billion with a 30.5% steep increase from last year. As such, FY'24 EBITDA margin beat our 38% guidance by 110 bps thanks mainly to strong operational performance. Excluding the IFRIC 12 accounting impact, EBITDA margin was 40.8% for the full year.

Operating profit reached TL 26.7 billion recovering from TL 2.8 billion operating loss in 2023 thanks to the significant improvement in operational performance and change in depreciation and amortisation of the concession related fixed assets.

Net profit for the period came in at TL 8.5 billion after recording TL 16.2 billion of tax expense throughout the year mainly as a result of inflation accounting and changes in corporate tax legislation. This has resulted in 65.7% effective tax rate for the period.

Total subscriber base increased to 53.2 million from 52.9 a year ago. FBB and mobile added 169K and 1,117K subscribers in 2024, while fixed voice and TV lost 904K and 171K subscribers\*, respectively.

\*After assessing the total TV subscriber base, we have cancelled 354K of inactive Tivibu Go subscriptions in Q4'24.



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100%

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



Türkiye's leading and long-established education technologies provider



Customer experience company offering end to end multichannel solutions



International arm of the group that opens up to the world in wholesale data, voice, SMS and mobile roaming services

While Türk Telekom unified mobile, fixed voice, fixed broadband and TV brands under single "Türk Telekom" brand, TTNET A.S., and TT Mobil İletişim Hizmetleri A.S. legal entities remain intact.

# **Türk Telekom Group**

# Operational Performance

## Fixed Broadband

■ DSL Subscribers (mn) ■ Fibre Subscribers (mn)



### Mobile

■ Prepaid (mn) ■ Postpaid (mn)



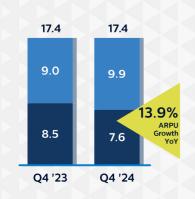
### TV

■Total TV (incl. Tivibu Go) (K) ■Tivibu Home (K)



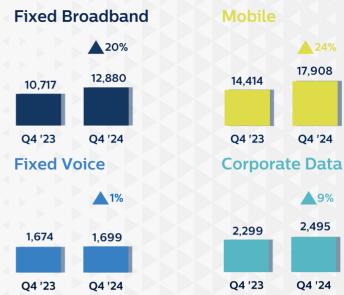
### **Fixed Voice**

■ Fixed Voice (mn) ■ Naked Broadband (mn)



# **Corporate Fact Sheet 2024 YE**

# Revenue Performance (TLmn)



# **Summary Financials**

Consolidated Income Statement (TL mn)	2023	2024	Q4 '23	Q4 '24
Revenues	144,645	161,651	37,901	45,577
EBITDA	48,400	63,148	12,373	17,973
Margin	33.5%	39.1%	32.6%	39.4%
Operating Profit	(2,838)	26,744	(911)	16,385
Margin	(2.0)%	16.5%	(2.4)%	36.0%
Financial Income / (Expense)	(26,238)	(25,488)	(6,851)	(4,799)
Monetary Gain / (Loss)	34,028	23,399	6,341	3,621
Tax Income / (Expense)	18,757	(16,199)	24,537	(10,918)
Net Income	23,709	8,456	23,116	4,289
Margin	16.4%	5.2%	61.0%	9.4%

Cash Flow Statement (TL mn)	2023	2024	Q4 '23	Q4 '24
Operating Cash Flow	42,121	54,415	19,351	22,878
Investing Cash Flow	(31,954)	(36,641)	(12,780)	(16,275)
CAPEX	(37,111)	(40,277)	(13,641)	(16,694)
Other Investing Activities	5,157	3,636	861	419
Currency Protected Time Deposit	(4,177)	(2,625)	979	(164)
Financing Cash Flow	10,446	(19,974)	(3,583)	(6,150)
Monetary Gain / (Loss) on Cash and Cash Equivalents	(9,418)	(4,211)	(3,370)	(853)
Net Change in Cash Position	7,017	(9,037)	597	(563)

Consolidated Balance Sheet (TL mn)	31.12.2023		31.12.2024	
Total Assets	281,136	K	270,257	
Cash and Cash Equivalents	19,623		7,532	
Tangible Assets	109,858		113,761	
Intangible Assets	79,913		84,193	
Right of Use Assets	8,061		8,851	
Other Assets	63,681		55,921	
Total Equity 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	95,116		70,528	
Other Liabilities	44,109		53,638	