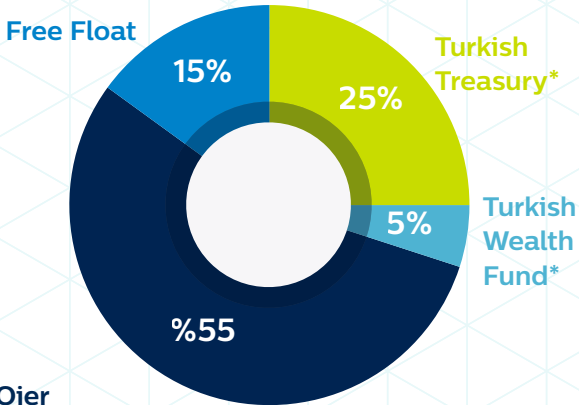


## Ownership



Ojer  
Telekomünikasyon A.Ş.

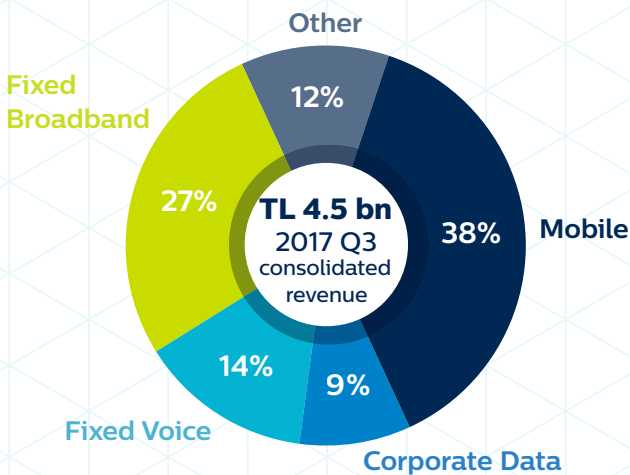
\*According to Official Gazette published on 5 February 2017, Council of Minister decided to transfer 6.68% (5% B Group & 1.68% D Group shares) of the shares of the Company belonging to the Turkish Treasury to the Turkish Wealth Fund.

## 2017 Guidance

- ▶ 10% - 11% Revenue growth\*
- ▶ TL 6.3 bn & TL 6.4 bn EBITDA levels
- ▶ Around TL 3.3 bn CAPEX

\* Excluding construction adjustment

## Revenue Breakdown (2017 Q3)



## TTKOM Bloomberg: TTKOM TI Reuters: TTKOM IS

Türk Telekom Group is Turkey's world-class, integrated telecommunication and technology services provider offering its customers the complete range of mobile, broadband, data, TV and fixed voice services as well as innovative convergence technologies under the unified "Türk Telekom" brand. Turkey is one of the largest telecom markets in EMEA region with over 79 mn growing population and increasing number of households.

## Overview of Türk Telekom

Privatized in 2005 and IPO'ed in 2008; underwent a successful transformation resulting in increased efficiency and enlarged service scope

Strong management team with a broad international and sector experience

Türk Telekom Group unified its mobile, broadband, TV and fixed voice brands under single "Türk Telekom" brand

Robust revenue and strong cash flow capacity enabling investment in promising segments and continuous growth

## Financial and Operational Highlights

Turkey's first integrated operator recorded TL 4.5 bn revenue and TL 1.7 bn EBITDA and total subscribers increased to 40.5 mn in Q3 '17

Turkey's growing mobile operator with 19.2 mn subscribers as of Q3 '17

Turkey's leading fixed-voice and data provider with 13.4 mn total access lines, 9.4 mn broadband subscribers of which 2.5 mn is fiber subscribers as of Q3 '17

# Türk Telekom



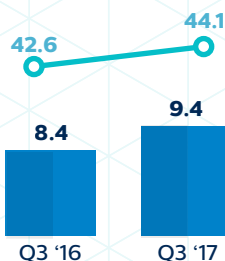
While Türk Telekom unified mobile, fixed voice, fixed broadband and TV brands under single "Türk Telekom" brand, TTNET A.S., and Avea İletişim Hizmetleri A.S. legal entities remain intact

# Türk Telekom Group

## Operational Performance

### Fixed Broadband

■ Subscribers (mn) ○ ARPU (TL)

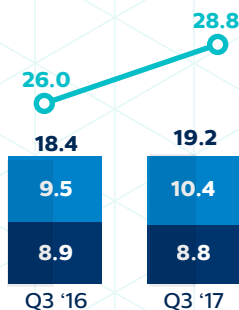


- ▶ 289K net additions in Q3 '17
- ▶ Fiber subscribers increased to 2.5 mn as of Q3 '17
- ▶ Türk Telekom's length of total fiber network in Turkey is 246K kilometers with 15.4 mn homepass coverage\* as of Q3 '17

\*15.4 mn homepass consists of 4.3 mn FTTH/B and 11.1 mn FTTC

### Mobile

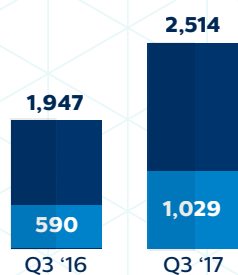
■ Prepaid (mn) ■ Postpaid (mn) ○ Blended ARPU (TL)



- ▶ 414K net additions in Q3 '17
- ▶ Smartphone penetration increased to 78%

### TV

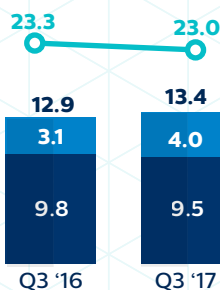
■ Total TV (inc. Tivibu Home) (000) ■ Tivibu Home (000)



- ▶ 135K Home TV net additions in Q3 '17
- ▶ Total TV subscribers exceeded 2.5 mn

### Fixed Voice

○ Fixed Voice ARPU (TL)  
■ Fixed Voice (mn) ■ Naked Broadband (mn)

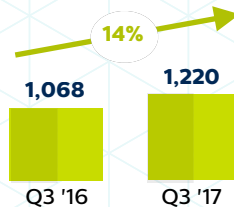


Türk Telekom Investor Relations

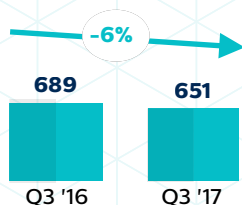
# Corporate Fact Sheet 2017 Q3

## Financial Performance

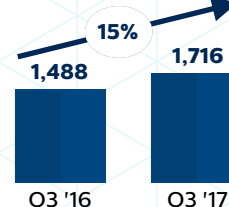
### Fixed Broadband (TL mn)



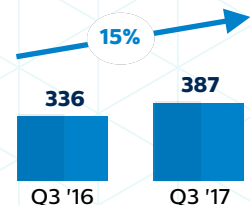
### Fixed Voice (TL mn)



### Mobile (TL mn)



### Corporate Data (TL mn)



## Summary Financials

### Consolidated Income Statement (TL mn)

	2016	Q3 '16	Q2 '17	Q3 '17
Revenues	16,109	4,118	4,501	4,532
EBITDA	5,470	1,452	1,712	1,687
Margin	34.0%	35.3%	38.0%	37.2%
Operating Profit	2,621	733	939	973
Margin	16.3%	17.8%	20.9%	21.5%
Financial Income/(Expense)	(3,018)	(595)	249	(519)
Tax Expense	(328)	(129)	(298)	(161)
Net Income	(724)	9	890	293
Margin	n.m.	0.2%	19.8%	6.5%

### Consolidated Cash Flow Statement (TL mn)

	2016	Q3 '16	Q2 '17	Q3 '17
Operating Cash Flow	4,933	1,314	1,500	952
Investing Cash Flow	(4,612)	(729)	(1,417)	(570)
CAPEX	(4,667)	(730)	(1,450)	(618)
Other Investing Activities	55	1	32	48
Financing Cash Flow	(219)	(642)	(581)	183
Net Change in Cash Position	102	(57)	(498)	564

### Consolidated Balance Sheet (TL mn)

	30.09.2016	30.06.2017	30.09.2017
Total Assets	26,590	25,733	26,519
Intangible Assets	8,038	8,252	8,148
Tangible Assets	8,761	8,358	8,362
Other Assets	6,641	7,000	7,247
Cash and Equivalents	3,150	2,123	2,761
Total Equity and Liabilities	26,590	25,733	26,519
Share Capital	3,260	3,260	3,260
Reserves, Retained Earnings and Other Equity Items	1,433	1,084	1,389
Interest Bearing Liabilities	13,615	14,754	15,398
Provisions for Employee Termination Benefits	614	651	673
Other Liabilities	7,669	5,983	5,798

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▶ www.ttinvestorrelations.com.tr