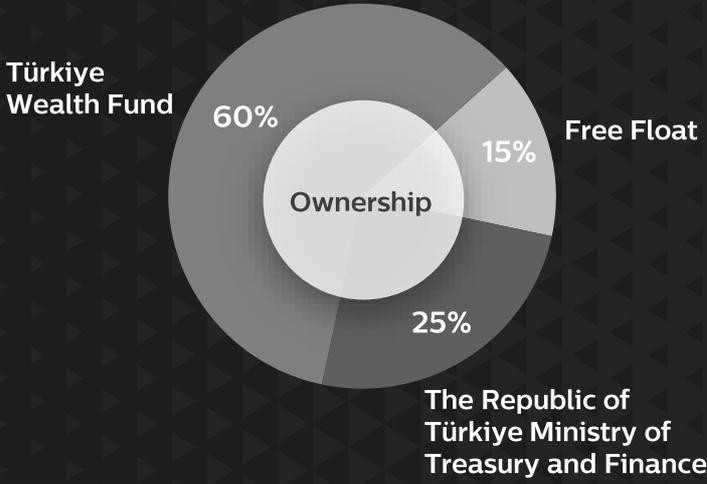




### Ownership



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

### 2023 Guidance

- ▶ Around 52 – 55% consolidated revenue growth\*
- ▶ Around TL 23 – 25 billion consolidated EBITDA
- ▶ Around TL 17 – 19 billion consolidated CAPEX

\*Excluding IFRIC 12

### Revenue Breakdown (2022)



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 85 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.

Covering 81 cities of Türkiye with its 403K km fibre network.

Fibre network covered 31.4 mn households as of Q4'22 compared to 30.2 mn as of Q4'21, reflecting the ongoing focus on fibre rollouts.

LTE population coverage expanded to 99% as of Q4'22.

### Financial and Operational Highlights

Consolidated revenues increased to TL 48.0 bn, up by 40.2% YoY. Excluding the IFRIC 12 accounting impact, revenue growth was 40.1% YoY, ahead of the 2022 guidance of 37%.

Consolidated EBITDA grew by 16.6% YoY to TL 19.1 bn, slightly ahead of the guidance. EBITDA margin was 39.9%. Excluding the IFRIC 12 impact, EBITDA margin declined by 870 bps YoY to 42.2%.

Net income was TL 4.1 bn in 2022, down by 28.2% annually despite an average 36.2% increase in USDTRY and EURTRY rates and higher interest rates in YoY terms. The impact of the changes in FX and interest rates on the bottom-line was partly offset by the deferred tax gain recorded throughout the year.

Total number of Türk Telekom subscribers remained flat QoQ at 52.8 mn. Net subscriber additions were 1.0 mn in 2022, including increases of 0.5 mn in fixed internet and 1.5 mn in mobile.



100% 100% 100% 100% 100%



Türkiye's leading software developer company & system integrator



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



Türkiye's leading and long-established education technologies company



Customer experience company offering end-to-end omnichannel solutions



International arm of the Group opening 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)  
— ARPU (TL)



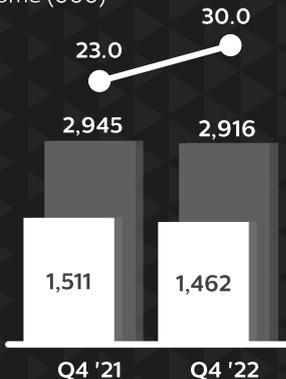
### Mobile

■ Prepaid (mn) ■ Postpaid (mn) — ARPU (TL)



### TV

■ Total TV (incl. Tivibu Go) (000) — TV ARPU (TL)  
■ Tivibu Home (000)



### Fixed Voice

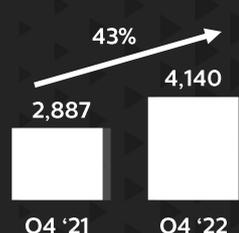
■ Fixed Voice (mn) — Fixed Voice ARPU (TL)  
■ Naked Broadband (mn)



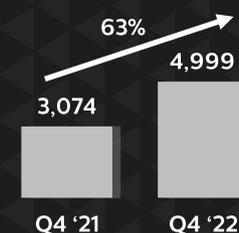
# Corporate Fact Sheet 2022 YE

## Revenue Performance (TL mn)

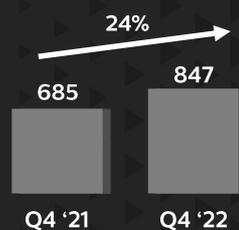
### Fixed Broadband



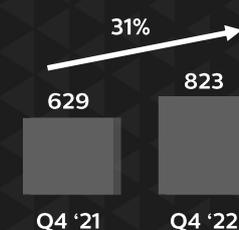
### Mobile



### Fixed Voice



### Corporate Data



## Summary Financials

Consolidated Income Statement (TL mn)	2021	2022	Q4 '21	Q4 '22
Revenues	34,272	48,042	9,864	15,287
EBITDA	16,415	19,148	4,301	5,594
Margin	47.9%	39.9%	43.6%	36.6%
Operating Profit	10,213	11,046	2,623	3,251
Margin	29.8%	23.0%	26.6%	21.3%
Financial Inc. / (Exp.)	(4,592)	(9,210)	(2,176)	(2,276)
Tax Inc. / (Exp.)	141	2,298	636	35
Net Income	5,761	4,135	1,084	1,011
Margin	16.8%	8.6%	11.0%	6.6%

Cash Flow Statement (TL mn)	2021	2022	Q4 '21	Q4 '22
Operating Cash Flow	15,681	17,391	7,222	8,473
Investing Cash Flow	(7,393)	(12,279)	(3,963)	(6,611)
CAPEX	(8,676)	(14,006)	(4,483)	(7,034)
Other Investing Activities	1,283	1,727	520	423
Currency Protected Time Deposit	-	(3,862)	-	254
Financing Cash Flow	(6,313)	(4,142)	(1,138)	(3,500)
Net Change in Cash Position	1,975	(2,893)	2,122	(1,386)

Consolidated Balance Sheet (TL mn)	31.12.2021	30.09.2022	31.12.2022
Total Assets	58,338	76,341	80,732
Cash and Cash Equivalents	7,697	5,824	5,125
Tangible Assets	18,989	26,765	29,964
Intangible Assets	14,332	15,712	17,774
Right of Use Assets	1,579	1,818	1,801
Other Assets	15,741	26,222	26,069
Total Equity and Liabilities	58,338	76,341	80,732
Share Capital	3,260	3,260	3,260
Reserves, Retained Earnings and Other Equity Items	10,990	16,192	16,710
Interest Bearing Liabilities	29,803	42,443	41,920
Other Liabilities	14,284	14,446	18,841