# Türk Telekom Group

# Corporate Fact Sheet 2015 Q1

TTKOM Bloomberg: TTKOM TI Reuters: TTKOM IS

### **OWNERSHIP**

# Free Float Turkish Treasury 30% Oger Telecom

Türk Telekom group is Turkey's world-class, integrated telecommunication and technology services provider offering its customers the complete range of fixed voice, mobile, data, and internet services as well as innovative convergence technologies. Turkey is one of the largest telecom markets in EMEA region with over 77 mn growing

### 2015 GUIDANCE

- 5% 7% Revenue growth\*
- Between TL 5.1 billion & TL 5.2 billion EBITDA
- Around TL 2.3 billion\*\* CAPEX
- \* Excluding IFRIC 12 revenues
- \*\* Excluding potential spectrum license fees

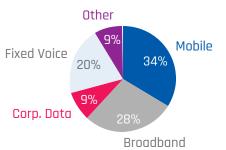
TL mn	01 '15	Growth	
	ŲI IJ	(YoY)	
Revenue	3,434	7.5%	
EBITDA	1,329	10.8%	
Net Income	27	-93.1%	
CAPEX	313	12.3%	

## OVERVIEW OF TURK TELEKOM GROUP

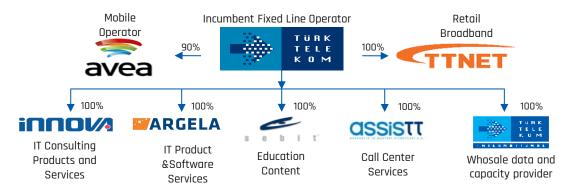
population and increasing number of households.

- Turkey's leading communication and technology group; TL 13.6 bn revenue and TL 5.0 bn EBITDA in 2014. Revenue and EBITDA for Q1 2015 were TL 3.4 bn and TL 1.3 bn, respectively.
- Privatized in 2005 and IPO'ed in 2008; a successful transformation resulting in increased efficiency, significant OPEX savings and enlarged service scope
- Strong management team with a broad range of international and sector experience building a pioneering perspective
- Extensive service and distribution networks of Türk Telekom, AVEA and TTNET providing significant opportunities
- Robust revenue and strong cash flow capacity enabling investment in promising segments and continuous growth
- One of the largest and most efficient fixed-line operators in the region
- Turkey's leading fixed-voice and data provider with 13 mn access lines and 7.6 mn broadband subscribers
- AVEA Turkey's youngest and growing mobile operator with
   16.6 mn mobile subscribers
- Solid dividend policy of maximum payout as defined in the Articles of Association

# REVENUE BREAKDOWN (Q1 '15)



### **GROUP STRUCTURE**



# Türk Telekom Group

# Corporate Fact Sheet 2015 Q1

### CONSOLIDATED PERFORMANCE

# Adjusted revenues\* up 6.6% and EBITDA grew 11% YoY

- EBITDA margin increased to 39% (Mobile up by 7 pp YoY reaching 18% while fixed maintained at 47%)
- Net income negatively affected by TL depreciation

\*Reported revenues excluding IFRIC-12 revenues

## FIXED LINE PERFORMANCE

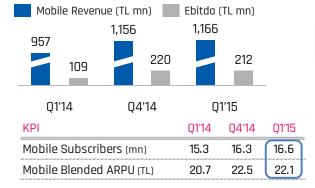
- YoY broadband revenue growth of 6.1% backed by ARPU and subscriber increase
- 13% of total fixed line revenues was generated from corporate data business
- Improving revenue decline in the fixed voice business



Q4'14	Q1′15		
	Q1'14	Q4'14	Q1'15
es (mn)	13.5	13.2	13.0
J (TL)	20.9	21.3	20.9
nections (mn)	7.4	7.6	7.6
. ,	40.8	41.3	41.8
֡	Q4'14 es (mn) U (TL) nections (mn) U (TL)	es (mn) 13.5 U(TL) 20.9 nections (mn) 7.4 U(TL) 40.8	Q1'14         Q4'14           es (mn)         13.5         13.2           U (TL)         20.9         21.3           nections (mn)         7.4         7.6           U (TL)         40.8         41.3

# MOBILE PERFORMANCE

- Revenues grew 22% YoY recording record quarterly revenue
- EBITDA increased 95% YoY, recording the highest first quarter EBITDA ever, while the margin demonstrates consistent improvement with strong subscriber gain



# **SUMMARY FINANCIALS**

Consolidated Income Statement (TL, mn)	2014	Q1'14	Q4'14	Q1'15
Revenues	13,602	3,195	3,595	3,434
EBITDA	5,047	1,200	1,232	1,329
Margin	37%	38%	34%	39%
Operating Profit	3,045	<b>723</b>	669	805
Margin	22%	23%	19%	23%
Financial Income / (Expense)	-469	-246	-17	-737
FX&Hedging Gain/(Loss)	-302	-187	-1	-714
Interest Inc./(Exp.)	-79	-38	-5	7
Other Financial Inc./(Exp.)	-87	-20	-10	-31
Tax Expence	-607	-107	-156	-63
Net Income	2,007	384	504	27
Margin	15%	12%	14%	1%
EPS (TL)	0.57	0.11	0.14	0.01
DPS	0.53			
Dividend	1,841			

Q1'14	Q4'14	Q1'15
18.750	19.878	20.673
4.468	4.789	4.720
8.207	8.194	8.058
4.599	4.356	4.888
1.476	2.538	3.008
18.750	19.878	20.673
3.260	3.260	3.260
2.408	3.043	1.136
8.658	8.878	9.967
606	556	572
	18.750 4.468 8.207 4.599 1.476 18.750 3.260 2.408 8.658	18.750     19.878       4.468     4.789       8.207     8.194       4.599     4.356       1.476     2.538       18.750     19.878       3.260     3.260       2.408     3.043       8.658     8.878

Consolidated Cash Flow Statement (TL, mn)	2014	Q1'14	Q4'14	Q1'15
Cash Flow from Operating Activites	4.436	562	1.640	500
Cash Flow from Investing Activities	-1.857	-117	-1.022	-251
CAPEX	-2.169	-256	-1.100	-265
Other Investing Activities	312	139	78	14
<b>Cash Flow from Financing Activities</b>	-1.005	51	-158	181
Net Change in Cash Position	1.573	496	460	431