

'The best airline in Europe which flies to the most countries in the world'

TURKISH AIRLINES



Bloomberg Ticker: THYAO.TI

Ownership: 50.88% Free float
49.12% Republic of Turkey

Overview

Turkish Airlines, the flag carrier airline of the Republic of Turkey, is the only 4 Star airline in all categories in Europe and ranks the "Best Airline in Europe¹" for the fourth consecutive year.

The Company has grown steadily with double-digit growth rates and has transformed into one of the largest global network carriers in the world. Moreover, the carrier managed this growth while maintaining strong profitability, having one of the highest EBITDAR margins in the industry.

With the world's 4th largest flight network, Turkish Airlines flies to 203 international destinations in 105 countries. This country coverage is greater than any other airline in the world.

Route Network*	
Countries Served	105
# of Airports Served	249
Destination Cities	246
Weekly Departures	7,832

*As of 31 March 2014

Istanbul: A Natural Hub

Istanbul, as a transfer point on global routes, reduces flight time and introduces the flexibility to use a variety of aircraft of diverse capacity. Using Istanbul Ataturk Airport as a hub enables Turkish Airlines to utilize a narrow body fleet, thus providing a considerable cost advantage and contributing to competitive superiority. Istanbul Ataturk Airport was the 5th busiest airport in Europe in 2013.

Fleet

As of March 2014, the number of aircraft in the Turkish Airlines fleet is 241 including 9 cargo aircraft, with an average fleet age of 6.9 years.

Turkish Airlines' current expansion process is being governed by its '2008-2023 Fleet Projection Program'. In 2013, the Company ordered 117 aircraft from Airbus and 95 aircraft from Boeing which will all be delivered until 2021. With these additions, Turkish Airlines fleet will reach a total of 432 aircraft.

	Aircraft	Count
Wide Body	A330-200	8
	A330-300	14
	A340-300	6
	B777-300ER	12
	Wet Lease	3
	Total	43
Narrow Body	A319-100	14
	A320-200	33
	A321-200	42
	B737-900ER	10
	B737-800	77
	B737-700	13
	Total	189
Cargo	A310-300F	2
	A330-200F	5
	Wet Lease	2
	Total	9
	Grand Total	241

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Senior Management

Position	Name
CEO	Temel Kotil, Phd.
Chief Financial Officer	Coşkun Kılıç
Chief Marketing Officer	Ahmet Olmuşur
Chief Flight Operations Officer	Asaf Ahmed Bora
Chief Investment Officer	Ahmet Bolat, Phd.
Chief Commercial Officer	Mehmet Akif Konar
Chief HR Officer	Ömer Faruk Öztürk

Employees

Position	Headcount
Pilot	3,550
Cabin	6,966
Technicians	818
Other	7,848
Total	23,613*

As of 31 March 2014, THY Teknik and THY Habom are included.

Company Facts for Financial Year 2013

Financial* (Consolidated)	2013	YoY Growth
Revenue	9,826	19.3%
<i>Passenger</i>	8,682	18.6%
<i>Cargo</i>	858	19.3%
<i>Other</i>	286	48.8%
EBIT	762	10.9%
EBITDA	1,411	12.0%
EBITDAR	1,849	15.7%
Net Profit	357	-45.7%
RASK (USc)	8.00	-2.9%
CASK (USc)	7.94	1.7%

* USD in millions, except CASK and RASK figures

Operational	2013	YoY Growth
Passengers(mn)	48,3	23,6%
<i>Domestic</i>	20,1	26,1%
<i>International</i>	28,2	21,9%
ASK (million kms)	116,4	21,1%
RPK (million kms)	92,0	23,2%
Load Factor	79,0	1,4 pt
Fleet	233	15,3%
Utilization	12:40	4,0%

Global Alliances and Code Share Partners

Turkish Airlines is a member of Star Alliance - the world's largest airline group. Star Alliance network offers more than 18,504 daily flights to 1,316 airports in 192 countries. Furthermore, Turkish Airlines has code share agreements with 33 airlines around the world as of March 2014.

Awards

In 2007, Turkish Airlines was ranked as a four star airline by Skytrax. While keeping its 4-star airline title again in 2008, Turkish Airlines was also named "The Best Airline in Southern Europe".

In 2010, Turkish Airlines continued to be the:

- "Best Airline in Southern Europe"; and
- "Best Catering in Economy Class" with the inflight service provided by Turkish Do&Co

In 2011, 2012, 2013 and 2014 four years in a row, Turkish Airlines was chosen as the winner of the two categories by Skytrax:

- "Best Airline in Europe"
- "Best Airline in Southern Europe"

In 2013, Turkish Airlines was chosen as the winner of two other categories:

- "Best Business Class Catering in the World"
- "International Award for the Fastest Growing Cargo Airline"

In 2014, Turkish Airlines was also chosen as the winner of three other categories:

- "Best Business Class Catering in the World"
- "Best Business Class Lounge Dining"
- "Best European Cargo Airline"



Frequent Flyer Programs [Miles&Smile](#)

Turkish Airlines' Frequent Flyer Program, Miles&Smiles, allows program members to earn miles by flying on Turkish Airlines, AnadoluJet and other Star Alliance member airlines, by staying at the program partner hotels, and from the Miles&Smiles credit card expenditures.

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Sponsorships

Clubs	
	Borussia Dortmund
	Olympique de Marseille

Players	
	Lionel Messi
	Kobe Bryant

Recently, Turkish Airlines decided to continue its unique partnership and title-sponsorship agreement with Euroleague Basketball for seven more seasons through 2020. A centerpiece of this relationship was added in 2012 as Turkish Airlines became Founding Partner of Euroleague Basketball's corporate social responsibility programme, One Team. Also Turkish Airlines has many sponsorships with celebrities/establishments such as Turkish Football Federation National Team, Turkish Basketball Federation National Team, Istanbul Shopping Fest and Turkish Airlines Ladies Open.

Subsidiaries and Affiliates

Name	Participation*
Turkish Technic	100%
THY HABOM	100%
Aydın Çıldır Airport Man.	100%
Sun Express	50%
Turkish Opet	50%
Turkish Ground Services	50%
Turkish Do&Co	50%
Turkish Engine Center	49%
Goodrich Turkish Technic	40%
Turkish Cabin Interior	51%
TSI Aviation Seats	50%
Turbine Technic	50%

* Direct & Indirect