## TURKISH AIRLINES

## 1Q'15 Results Summary



## Key Financial Data

| (USD mn) | 1Q'14 | 1Q'15 | Change |
| :---: | :---: | :---: | :---: |
| Revenue | 2,315 | 2,219 | $-4.1 \%$ |
| Passenger Revenue | 2,022 | 1,941 | $-4.0 \%$ |
| Net Operating Profit | -103 | -70 | $32.0 \%$ |
| EBIT | -79 | -20 | $74.7 \%$ |
| Net Income | -102 | 153 | $250 \%$ |
| Net Income Margin | $-4.4 \%$ | $6.9 \%$ | 11.3 pt |
| EBITDAR | 215 | 324 | $50.7 \%$ |
| EBITDAR Margin | $9.3 \%$ | $14.6 \%$ | 5.3 pt |


|  | (USD mn) | FY2014 | 1Q'15 |
| :---: | :---: | :---: | :---: |
| Change |  |  |  |
| Net Debt | 4,199 | 4,141 | $-1.4 \%$ |
| Total Assets | 13,746 | 14,331 | $4.3 \%$ |

## Revenue Development (1Q'14 vs 1Q'15)

(mn USD)


## Scheduled Services Unit Revenue Development



R/Y (USc)


RASK ex-currency (USc)


R/Y ex-currency (USc)


## Regional Yield Development in USD (1Q'14 vs 1Q'15)



- Substantial capacity increase
- New Routes (Boston, Montreal)
- Increased market capacity

- New Routes and capacity increases (Oran, Constantine, Batna, Tlemcen, Cotonou, Asmara, Abuja)
- Depreciation of local currencies
- Ebola and political instabilities
- Increased market capacity

Europe \& CIS


- Direct currency effect (EUR/USD)
- Substantial capacity increase (esp. in Northern Europe)
- Local currency depreciations (Russia, Ukraine, Belarus)
- Lower beyond traffic into Africa and ME due to political instabilities

Domestic


- Severe weather conditions in February
- Softer tourism demand from Russia, Ukraine, Japan implies less transfer, more local traffic
- Increased market capacity

Asia / Far East


- New Routes (Taipei and Manila)
- Lower beyond traffic into and out of Russia, Africa and ME due to political/economical instabilities
- Increased market capacity
- Depreciation of local currencies

Middle East


- New Route (Ahvaz-Iran)
- Political instabilities (Israel, Iraq, Yemen)
- Musul, Sana'a, Aden suspended


## Net Operating Profit Bridge (1Q'14 vs 1Q'15)



## Operational Expense Breakdown

| (mn USD) | 1Q'14 | 1Q'15 | Change | \% of Total Costs |
| :---: | :---: | :---: | :---: | :---: |
| Fuel | 887 | 720 | -18.8\% | \%32 |
| Personnel | 398 | 412 | 3.5\% | \%18 |
| Aircraft Ownership | 301 | 313 | 4.0\% | \%14 |
| Airports \& Air Navigation | 219 | 203 | -7.3\% | \%10 |
| Sales \& Marketing | 193 | 200 | 3.6\% | \%9 |
| Ground Handling | 145 | 144 | -0.7\% | \%6 |
| Passenger Services \& Catering | 126 | 137 | 8.7\% | \%5 |
| Maintenance | 93 | 95 | 2.2\% | \%4 |
| General Administration | 18 | 24 | 33.3\% | \%1 |
| Other Cost of Sales | 38 | 41 | 7.9\% | \%2 |
| TOTAL | 2,418 | 2,289 | -5.33\% |  |
| ASK Growth: \%9.4 |  |  |  |  |

## CASK Breakdown

| (USc) | $1 \mathbf{Q}^{\prime} 14$ | $1 \mathbf{Q}^{\prime} 15$ | Change |
| :---: | :---: | :---: | :---: |
| Fuel | 2.93 | 2.18 | $-25.8 \%$ |
| Personnel | 1.32 | 1.25 | $-5.3 \%$ |
| Aircraft Ownership | 1.00 | 0.95 | $-4.9 \%$ |
| Airports \& Air Navigation | 0.72 | 0.61 | $-15.2 \%$ |
| Sales \& Marketing | 0.64 | 0.60 | $-5.2 \%$ |
| Ground Handling | 0.48 | 0.44 | $-9.2 \%$ |
| Passenger Services \& Catering | 0.42 | 0.41 | $-0.6 \%$ |
| Maintenance | 0.31 | 0.29 | $-6.6 \%$ |
| General Administration | 0.06 | 0.07 | $21.9 \%$ |
| Other Cost of Sales | 0.13 | 0.12 | $-1.3 \%$ |
| TOTAL | 8.00 | 6.92 | $-13.4 \%$ |

## Selected KPI's

| (USD) | 1Q'14 | 1Q'15 | Change |
| :---: | :---: | :---: | :---: |
| Fuel Price (Usd/ton) | 1,065 | 780 | -26.8\% |
| Fuel Consumption (It) per 100 ASK | 3.44 | 3.49 | 1.4\% |
| Aircraft Ownership Cost per BH | 1,133 | 1,110 | -2.0\% |
| Maintenance Cost per BH | 350 | 337 | -3.8\% |
| Handling Cost per Landing | 1,545 | 1,477 | -4.4\% |
| Airports \& Air Navigation Cost per km Flown | 1,207 | 1,057 | -12.5\% |
| Passenger Services \& Catering Cost per Pax | 10.42 | 10.67 | 2.5\% |
| Sales \& Marketing Cost / Passenger Revenue | 9.5\% | 10.3\% | 0.8 pt |

## TURKISH AIRLINES

1Q'15 Results


## Aviation Market \& Economy

## Turkish Market Growth (mn pax)



Source: General Directorate of State Airports Authority (DHMI)
(*):Adjusted for double count on Domestic Pax
( $^{*}$ ):Adjusted for double count on Domestic Pax

## RPK Growth \%



| 2010 | 2011 | 2012 | 2013 |
| :---: | :---: | :---: | :---: | :---: |
| Source: IATA | ——World RPK Growth $\quad$ THY RPK Growth |  |  |

## Annual GDP Growth Forecast (2013-2033)



Annual RPK Growth Forecast (2013-2033)


Source: Boeing Current Market Outlook WIDEN YOUR WORLD $\begin{aligned} & \text { TURKISH }\end{aligned}$

## Turkish Airlines Diagonal Growth



## Destinations: 222* International, 43 Domestic Lines in 109 Countries

| EUROPE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - 42 Country, 102 City, 1,708 Weekly Frequency |  |  |  |  |  |  |  |
| Cermany | 364 | Spain | 76 | Hungary | 28 | Moldova | 7 |
| Frankfurt | 52 | Barcelona | 28 | Budapest | 28 | Chisinau | 7 |
| Berlin | 46 | Madrid | 21 | Bulgaria | 25 | Poland | 5 |
| Munich | 46 | Malaga | 10 | Sofia | 14 | Warsaw | 5 |
| Stuttgart | 45 | Bilbao | 7 | Varna | 11 | Belarus |  |
| Düsseldorf | 38 | Valencia | 7 | Romania | 25 | Minsk | 4 |
| Hamburg | 35 | Santiago de C. | 3 | Bucharest | 21 |  |  |
| Cologne | 28 | Northern Cyprus | 66 | Constanta | 4 |  |  |
| Hanover | 24 | Lefkosa | 66 | Czech Rep. | 21 |  |  |
| Nuremberg | 21 | Switzerland | 63 | Prague | 21 |  |  |
| Bremen | 10 | Zurich | 28 | Bosnia | 18 |  |  |
| Friedrichshafen | 7 | Geneva | 21 | Sarajevo | 18 |  |  |
| Leipzig | 7 | Basel | 14 | Finland | 18 |  |  |
| Münster | 5 | Austria | 50 | Helsinki | 18 |  |  |
| Italy | 152 | Vienna | 40 | Norway | 18 |  |  |
| Milan | 35 | Salzburg | 10 | Oslo | 18 |  |  |
| Rome | 35 | Ukraine | 46 | Albania | 14 |  |  |
| Venice | 25 | Kiev | 16 | Tirana | 14 |  |  |
| Bologna | 17 | Odessa | 11 | Croatia | 14 |  |  |
| Naples | 14 | Simferepol | 7 | Zagreb | 14 |  |  |
| Catania | 9 | Dnepropetrovsk | 5 | Ireland | 14 |  |  |
| Turin | 7 | Kherson | 4 | Dublin | 14 |  |  |
| Genoa | 5 | Lviv | 3 | Kosovo | 14 |  |  |
| Pisa | 5 | Donetsk | 0 | Pristina | 14 | Future Routes |  |
|  |  | Azerbajan | 45 | Macedonia | 14 |  |  |
| France | 94 | Baku | 35 | Skopje | 14 | Austria |  |
| Paris | 42 | Ganja | 7 | Serbia | 14 | Graz |  |
| Lyon | 14 | Nakhichevan | 3 | Belgrade | 14 | Azerbaijan |  |
| Nice | 14 | Netherlands | 45 | Portugal | 14 | Lankeran |  |
| Marseille | 10 | Amsterdam | 38 | Lisbon | 14 | Poland |  |
| Toulouse | 7 | Rotterdam | 7 |  |  | Krakow |  |
| Bordeaux | 7 | Belgium | 42 | Malta | 13 | France |  |
| United Kingdom | 92 | Brussels | 42 | Malta | 13 | Nantes |  |
| London | 59 | Denmark | 42 | Montenegro | 10 | Cermany |  |
| Manchester | 21 | Copenhagen | 28 | Podgorica | 10 | Baden-Baden |  |
| Birmingham | 12 | Aalborg | 7 | Slovenia | 10 | Kassel |  |
| Russia | 90 | Billund | 7 | Ljublijana | 10 | Italy |  |
| Moscow | 42 | Ceorgia | 38 | Scotland | 9 | Bari |  |
| Sochi | 10 | Tbilisi | 28 | Edinburg | 9 | Ukraine |  |
| Kazan | 7 | Batumi | 10 | Estonia | 7 | Kharkiv |  |
| St. Petersburg | 7 | Greece | 35 | Tallinn | 7 | Zaporizhia |  |
| Ufa | 6 | Athens | 21 | Latvia | 7 | Portugal |  |
| Rostov | 4 | Thessaloniki | 14 | Riga | 7 | Porto |  |
| Astrakhan | 4 | Sweden | 35 | Lithuania | 7 | Spain |  |
| Ekaterinburg | 4 | Stockholm | 21 | Vilnius | 7 | La Coruna |  |
| Novosibirsk | 3 | Gothenburg | 14 | Luxemburg | 7 | Russia |  |
| Stravropol | 3 |  |  | Luxembourg | 7 | Makhachkala |  |


| AFRICA |  |  |  |
| :---: | :---: | :---: | :---: |
| - 27 Country, 43 City, 274 Weekly Frequency - |  |  |  |
| Egypt | 42 | Sudan | 7 |
| Cairo | 21 | Khartoum | 7 |
| Alexandria | 7 | Uganda | 7 |
| Hurghada | 7 | Entebbe | 7 |
| Sharmel-Sheikh | 7 | Burkina Faso | 6 |
| Algeria | 35 | Ougadougou | 6 |
| Algiers | 21 | Mauritania | 6 |
| Oran | 7 | Nouakchott | 6 |
| Constantine | 3 | Senegal | 6 |
| Tlemcen | 2 | Dakar | 6 |
| Batna | 2 | Congo | 5 |
| Nigeria | 16 | Kinshasa | 5 |
| Lagos | 7 | Cabon | 5 |
| Abuja | 5 | Libreville | 5 |
| Kano | 4 | Niger | 5 |
| Cameroon | 14 | Niamey | 5 |
| Douala | 7 | Cote D'lvore | 4 |
| Yaounde | 7 | Abidjan | 4 |
| Kenya | 14 | Chad | 4 |
| Mombasa | 7 | N'Djamena | 4 |
| Nairobi | 7 | Benin | 4 |
| South Africa | 14 | Cotonou | 4 |
| Cape Town | 7 | Eritrea | 3 |
| Johannesburg | 7 | Asmara | 3 |
| Tanzania | 14 |  |  |
| Dar Es Selaam | 7 |  |  |
| Kilimenjaro | 7 |  |  |
| Tunisia | 14 |  |  |
| Tunis | 14 |  |  |
| Dibouti | 7 |  |  |
| Djibouti | 7 |  |  |
| Ehiopia | 7 | Future Routes |  |
| Addis Ababa | 7 | Fure Hotes |  |
| Chana | 7 | Angola |  |
| Accra | 7 | Luanda |  |
| Libya | 7 | Egypt |  |
| Misurata | 7 | Aswan |  |
| Benghazi | - | Luxor |  |
| Sebha |  | cuinea |  |
| Tripoli |  | Conarky |  |
| Morocco | 7 | Mali |  |
| Casablanca | 7 | Bamako |  |
| Rwanda | 7 | Mozambique |  |
| Kigali | 7 | Maputo |  |
| Somalia | 7 | South Sudan |  |
| Mogadishu | 7 | Juba |  |


| MIDDLE EAST |  |  |  |
| :---: | :---: | :---: | :---: |
| - 13 Country, 34 City, 414 Weekly Frequency ${ }^{\text {- }}$ |  |  |  |
| Saudi Arabia | 97 | Lebanon | 21 |
| Jeddah | 28 | Beirut | 21 |
| Madinah |  | UAE | 18 |
| Dammam |  | Dubai | 14 |
| Riyadh | 14 | Abu Dhabi | 4 |
| Yanbu | 10 | Jordan | 17 |
| El Qassim | 4 | Amman | 14 |
| Taif | 3 | Akabe | 3 |
| Iran |  | Qatar | 14 |
| Tehran |  | Doha | 14 |
| Mashad | 7 | Yemen | 14 |
| Shiraz |  | Aden | 7 |
| Tabriz |  | Sanaa | 7 |
| Isfahan |  | Bahrain | 10 |
| Kermanshah | 4 | Bahrain | 10 |
| Ahvaz |  | Oman | 7 |
| Israel |  | Muscat | 7 |
| Tel Aviv |  | Syria |  |
| Iraq |  | Aleppo |  |
| Baghdad |  | Damascus | - |
| Erbil | 14 |  |  |
| Basra | 10 |  |  |
| Sulaymaniyah | 8 |  |  |
| Najaf | 5 | Future Routes |  |
| Mosul | 0 |  |  |
| Kuwait | 42 | Saudi A |  |
| Kuwait | 42 | Abh |  |
| AMERICAS |  |  |  |
| - 4 Country, 10 City, 79 Weekly Frequency ${ }^{\text {- }}$ |  |  |  |
| USA | 56 |  |  |
| New York | 21 | Future Routes |  |
| Boston | 7 |  |  |
| Chicago | 7 | USA |  |
| Houston | 7 | Atlanta |  |
| Los Angeles | 7 | San Francisco |  |
| Washington | 7 | Miami |  |
| Canada | 9 | Cuba |  |
| Toronto | 6 | Havana |  |
| Montreal | 3 | Mexico |  |
| Argentina | 7 | Mexico City |  |
| Buenos Aires | 7 | Venezuela |  |
| Brazil | 7 | Caracas |  |
| Sao Paulo | 7 |  |  |

FAR EAST

| - 22 Country, 33 City, 238 Weekly Frequency - |  |  |  |
| :---: | :---: | :---: | :---: |
| China | 34 | Afghanistan | 10 |
| Beijing | 7 | Kabul | 7 |
| Guangzhou | 7 | Mazar-1 Sharif | 3 |
| Shanghai | 7 | Bangladesh | 7 |
| Taiwan | 7 | Dhaka | 7 |
| Hong Kong | 6 | Indonesia | 7 |
| Japan | 21 | Jakarta | 7 |
| Tokyo | 14 | Maldives | 7 |
| Osaka | 7 | Male | 7 |
| Kyrgyzstan | 19 | Malaysia | 7 |
| Bishkek | 15 | Kuala Lumpur | 7 |
| Osh | 4 | Nepal | 7 |
| Kazakhstan | 15 | Kathmandu | 7 |
| Almaty | 10 | Singapore | 7 |
| Astana | 5 | Singapore | 7 |
| India | 14 | Sri Lanka | 7 |
| Mumbai | 7 | Colombo | 7 |
| New Delhi | 7 | Uzbekistan | 7 |
| Pakistan | 14 | Tashkent | 7 |
| Karachi | 7 | Vietnam | 7 |
| Islamabad | 4 | Ho Chi Minh | 7 |
| Lahore | 3 | Philippines | 3 |
| Thailand | 14 | Manila | 3 |
| Bangkok | 14 | Mongolia | 3 |
| Turkmenistan | 14 | Ulaanbaatar | 3 |
| Ashgabad | 14 | Tajkistan | 3 |
| South Korea | 11 | Dushanbe | 3 |
| Seoul | 11 |  |  |


| DOMESTIC |
| :---: |
| • 43 City, 2.159 Weekly Frequency • |
| Routes Opened in 2015 |
| Iran |
| Phvaz |
| Nigerilippines |
| Abuja |

## Geographical Advantage

## Narrow Body Range capability

 to and from IstanbulWith full passenger payload
$\checkmark 190$ out of 222 international destinations
$\checkmark$ More than $40 \%$ of world-wide international traffic
$\checkmark$ Over 60 national capitals
$\checkmark$ All of Europe, Middle East, Central Asia and North and East Africa


## Global Market Share Gains




## Passenger Traffic

Total Passengers (Mn)
$\square$ Domestic $\quad$ International


## Load Factor (L/F \%)



| THY Passenger Traffic <br> 1Q'14 vs 1Q'15 |  |  |
| :---: | :---: | :---: |
| Landing | up by | $3.9 \%$ |
| ASK | up by | $9.4 \%$ |
| RPK | up by | $7.3 \%$ |
| Passenger \# | up by | $6.5 \%$ |
| L/F | down by | -1.5 pt |


|  | ANNUAL CHANGES (\%) |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ |
| ASK | $15 \%$ | $25 \%$ | $18 \%$ | $21 \%$ | $16 \%$ |
| RPK | $19 \%$ | $23 \%$ | $27 \%$ | $23 \%$ | $16 \%$ |
| PAX | $16 \%$ | $12 \%$ | $20 \%$ | $24 \%$ | $13 \%$ |
| L/F (Pt) | 2.8 | -1.1 | 5.1 | 1.4 | -0.1 |

## Passenger Breakdown (1Q'15)

Int'I to Int'I Transfer Passengers ('000)


| 2010 | 2011 | 2012 | 2013 | 2014 | 1Q'14 | 1Q'15 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

## Passenger Breakdown by Transfer Type



Note: Int'I to int'I transfer passengers' share in total international passengers is 48\%

Int'I Passenger Breakdown by Geography


## Passenger Breakdown by Cabin Class



Note: Business class passengers include comfort class passengers. (0.45 \% of total number of passengers)

## Total Revenue and Expenses

## Revenue (mn USD)

■International Pax ■Domestic Pax ©Other


* Other revenue includes cargo, charter and other revenue


## Expenses (mn USD)

$\square$ Fuel $\quad$ Personnel $■$ Other


## Revenue Breakdown (1Q'15)

## Revenue by Business Type



## Revenue by Passenger Class



## Revenue* by Geography



* Includes scheduled passenger and cargo revenue


## Revenue by Point of Sale*



* Includes only scheduled passenger revenue


## Operational Expense Breakdown

| (mn USD) | 1Q'14 | \% in Total | 1Q'15 | \% in Total | YoY Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fuel | 887 | 36.7\% | 720 | 31.5\% | -18.8\% |
| Personnel | 398 | 16.5\% | 412 | 18.0\% | 3.5\% |
| Landing, Navigation \& Air Traffic | 219 | 9.1\% | 203 | 8.9\% | -7.3\% |
| Landing and navigation | 95 | 3.9\% | 91 | 4.0\% | -4.2\% |
| Air Traffic Control | 124 | 5.1\% | 112 | 4.9\% | -9.7\% |
| Sales \& Marketing | 193 | 8.0\% | 200 | 8.7\% | 3.6\% |
| Commissions and Incentives | 78 | 3.2\% | 79 | 3.5\% | 1.3\% |
| Reservation System | 56 | 2.3\% | 59 | 2.6\% | 5.4\% |
| Advertising | 38 | 1.6\% | 37 | 1.6\% | -2.6\% |
| Other | 21 | 0.9\% | 25 | 1.1\% | 19.0\% |
| Depreciation | 174 | 7.2\% | 203 | 8.9\% | 16.7\% |
| Ground Handling | 145 | 6.0\% | 144 | 6.3\% | -0.7\% |
| Aircraft Rent | 127 | 5.3\% | 110 | 4.8\% | -13.4\% |
| Operational Lease | 36 | 1.5\% | 49 | 2.1\% | 36.1\% |
| Wet Lease | 91 | 3.8\% | 61 | 2.7\% | -33.0\% |
| Passenger Services \& Catering | 126 | 5.2\% | 137 | 6.0\% | 8.7\% |
| Maintenance | 93 | 3.8\% | 95 | 4.2\% | 2.2\% |
| General Administration | 18 | 0.7\% | 24 | 1.0\% | 33.3\% |
| Other | 38 | 1.6\% | 41 | 1.8\% | 7.9\% |
| TOTAL | 2,418 | 100\% | 2,289 | 100\% | -5.3\% |
| Operating Cost per ASK (USc) | 8.00 | - | 6.92 | - | -13.4\% |
| Ex-fuel Operating Cost per ASK (Usc) | 5.06 | - | 4.74 | - | -6.3\% |

## Unit Operating Costs

## Cost Per ASK (Usc)



## Operating Efficiency

## Personnel Efficiency



* THY Technic, THY Habom and THY Aydın Çıldır Personnel is included.


Average Daily Flight Utilization (hrs)


| 2010 | 2011 | 2012 | 2013 |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |

$\leadsto$ WB Long-Haul $\simeq$ NB Medium Haul $\rightleftharpoons$ Total
TURKISH AIRLINES

## EBITDAR Margin

AVG (2010-2014): 18.3\%


| (mn USD) | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 4}$ | 1Q'14 | 1Q'15 | YoY <br> Change |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | $\mathbf{5 , 4 4 8}$ | $\mathbf{7 , 0 7 0}$ | $\mathbf{8 , 2 3 4}$ | $\mathbf{9 , 8 2 6}$ | $\mathbf{1 1 , 0 7 0}$ | $\mathbf{2 , 3 1 5}$ | $\mathbf{2 , 2 1 9}$ | $\mathbf{- 4 . 1 \%}$ |
| Net Income | $\mathbf{1 8 5}$ | $\mathbf{1 1}$ | $\mathbf{6 5 7}$ | $\mathbf{3 5 7}$ | $\mathbf{8 4 5}$ | $\mathbf{- 1 0 2}$ | $\mathbf{1 5 3}$ | $\mathbf{2 5 0 . 0 \%}$ |
| Net Income Margin | $3.4 \%$ | $0.2 \%$ | $8.0 \%$ | $3.6 \%$ | $7.6 \%$ | $-4.4 \%$ | $6.9 \%$ | 11.3 pt |
| EBIT | $\mathbf{2 6 2}$ | $\mathbf{2 7 7}$ | $\mathbf{6 9 1}$ | $\mathbf{7 5 5}$ | $\mathbf{7 7 0}$ | $\mathbf{- 7 9}$ | $\mathbf{- 2 0}$ | $\mathbf{7 4 . 7 \%}$ |
| EBIT Margin | $4.8 \%$ | $3.9 \%$ | $8.4 \%$ | $7.7 \%$ | $7.0 \%$ | $-3.4 \%$ | $-0.9 \%$ | 2.5 pt |
| EBITDAR | $\mathbf{1 , 0 2 4}$ | $\mathbf{1 , 1 3 0}$ | $\mathbf{1 , 6 0 3}$ | $\mathbf{1 , 8 4 3}$ | $\mathbf{2 , 0 4 4}$ | $\mathbf{2 1 5}$ | $\mathbf{3 2 4}$ | $\mathbf{5 0 . 7 \%}$ |
| EBITDAR Margin | $18.8 \%$ | $16.0 \%$ | $19.5 \%$ | $18.8 \%$ | $18.5 \%$ | $9.3 \%$ | $14.6 \%$ | 5.3 pt |

## Peer Group vs Turkish Airlines Profitability

## EBITDAR Margin \% Comparison

2014 Annual


1Q'15


* 2013 results
** Lufthansa Passenger Airlines.
Source: Calculated based on public company reports.


## Peer Group vs Turkish Airlines Efficiency

PAX Per Personnel (2014)


## * 2013 results

** Lufthansa Passenger Airlines.
Source: Calculated based on public company reports.

## Current Fleet

| $\begin{gathered} \text { As of } \\ 31.03 .2015 \end{gathered}$ | Type | Total | Owned | Financial Lease | Opr./Wet Lease | Seat Capacity | Average Fleet Age | Year End Fleet* |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
| Wide Body | A330-200 | 16 |  | 5 | 11 | 3.859 | 8,6 | 20 | 20 | 18 | 18 | 16 | 13 | 13 |
|  | A330-300 | 18 |  | 18 |  | 5.202 | 2,6 | 27 | 32 | 32 | 32 | 32 | 32 | 32 |
|  | A340-300 | 4 | 4 |  |  | 1.080 | 17,7 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
|  | B777-3ER | 18 |  | 18 |  | 6.138 | 3,2 | 23 | 29 | 32 | 32 | 32 | 32 | 32 |
|  | Total | 56 | 4 | 41 | 11 | 16.279 | 5,9 | 74 | 85 | 86 | 86 | 84 | 81 | 81 |
| Narrow Body | B737-900ER | 12 |  | 12 |  | 1.848 | 2,5 | 15 | 15 | 15 | 15 | 15 | 15 | 15 |
|  | B737-9 MAX |  |  |  |  |  |  |  |  |  |  | 5 | 10 | 10 |
|  | B737-800 | 68 | 25 | 33 | 10 | 10.940 | 8,9 | 68 | 88 | 87 | 78 | 78 | 78 | 78 |
|  | B737-700 | 3 |  |  | 3 | 372 | 9,2 | 3 | 1 | 1 | 1 | 1 |  |  |
|  | B737-8 MAX |  |  |  |  |  |  |  |  |  | 20 | 30 | 55 | 65 |
|  | A321 NEO |  |  |  |  |  |  |  |  | 4 | 31 | 56 | 88 | 92 |
|  | A319-100 | 14 |  | 6 | 8 | 1.848 | 6,9 | 14 | 14 | 11 | 9 | 8 | 6 | 6 |
|  | A320-200 | 33 |  | 12 | 21 | 5.222 | 8,2 | 30 | 30 | 23 | 19 | 12 | 12 | 12 |
|  | A321-200 | 44 |  | 40 | 4 | 8.034 | 4,8 | 56 | 66 | 68 | 68 | 68 | 66 | 64 |
|  | B737-800 WL | 21 |  |  | 21 | 3.969 | 11,3 | 24 | 22 | 22 | 20 | 20 | 10 | 7 |
|  | B737-700 WL | 5 |  |  | 5 | 745 | 7,9 | 1 |  |  |  |  |  |  |
|  | B737-900 ER WL |  |  |  |  |  |  | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
|  | E190 WL/E195 WL | 3 |  |  | 3 | 330 | 6,5 | 6 | 3 |  |  |  |  |  |
|  | Total | 203 | 25 | 103 | 75 | 33.308 | 7,6 | 220 | 242 | 234 | 264 | 296 | 343 | 352 |
| Cargo | A310-300F | 1 | 1 |  |  | - | 26,7 |  |  |  |  |  |  |  |
|  | A330-200F | 5 |  | 5 |  | - | 3 | 6 | 8 | 9 | 9 | 9 | 9 | 9 |
|  | Wet Lease | 3 |  |  | 3 | - | 13 | 3 |  |  |  |  |  |  |
|  | Total | 9 | 1 | 5 | 3 | - | 10,5 | 9 | 8 | 9 | 9 | 9 | 9 | 9 |
|  | GRAND TOTAL | 268 | 30 | 149 | 89 | 49.587 | 7,3 | 303 | 335 | 329 | 359 | 389 | 433 | 442 |
|  |  |  |  |  |  | Seat Capacity Change: |  | 21\% | 12\% | -1\% | 8\% | 7\% | 9\% | 2\% |

* After entry/exit


## Fleet Development

| $\begin{gathered} \text { As of } \\ 31.03 .2015 \end{gathered}$ | Type | 2011-2021 Aircraft Purchases |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Delivered |  |  |  |  |  | To Be Delivered |  |  |  |  |  |  |  |
|  |  | 2011 | 2012 | 2013 | 2014 | 2015 | TOTAL | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | TOTAL |
| Wide Body | A330-300 | 3 | 3 | 2 | 6 |  | 14 | 7 | 5 |  |  |  |  |  | 12 |
|  | B777-3ER | 7 |  |  | 4 | 2 | 13 | 5 | 6 | 3 |  |  |  |  | 14 |
|  | Total | 10 | 3 | 2 | 10 | 2 | 27 | 12 | 11 | 3 |  |  |  |  | 26 |
| Narrow Body | B737-900ER | 2 | 7 | 1 |  | 2 | 12 | 3 |  |  |  |  |  |  | 3 |
|  | B737-9 MAX |  |  |  |  |  |  |  |  |  |  | 5 | 5 |  | 10 |
|  | B737-800 | 2 | 2 | 6 | 10 |  | 20 |  | 20 |  |  |  |  |  | 20 |
|  | B737-8 MAX* |  |  |  |  |  |  |  |  |  | 20 | 10 | 25 | 10 | 65 |
|  | A321 | 8 | 7 | 9 |  | 1 | 25 | 12 | 10 | 2 |  |  |  |  | 24 |
|  | A321 NEO** |  |  |  |  |  |  |  |  | 4 | 27 | 25 | 32 | 4 | 92 |
|  | A319 | 6 |  |  |  |  | 6 |  |  |  |  |  |  |  | 0 |
|  | Total | 18 | 16 | 16 | 10 | 3 | 63 | 15 | 30 | 6 | 47 | 40 | 62 | 14 | 214 |
| Cargo | A330-200F | 1 | 1 | 2 |  |  | 4 | 1 | 2 | 1 |  |  |  |  | 4 |
|  | Total | 1 | 1 | 2 |  |  | 4 | 1 | 2 | 1 |  |  |  |  | 4 |
|  | GRAND TOTAL | 29 | 20 | 20 | 20 | 5 | 94 | 28 | 43 | 10 | 47 | 40 | 62 | 14 | 244 |

* After exit/delivery
** Including 10 optional aircraft in 2021
***Including 20 optional aircraft in 2020


## Hedging Fuel Price Risk



- Around 21 million barrels of hedged position on ICE BRENT as of March 31, 2015
- Current fuel hedging levels: March-December 2015: \%45

FY16: \%22

## Turkish Airlines Fuel Hedging Rate



- Active Surcharge Policy: 50\% of fuel cost is reflected to ticket prices
- Decreasing layered hedging strategy (24 months)
- Crude oil based swaps and options
- Aim to reach $50 \%$ of following months budgeted consumption


## Hedging Currency Risk

## Revenue by Currency (1Q'15)



## Expenses by Currency (1Q'15)



Hedging Policy - Currency Hedging Rate


- Monthly gradually decreasing layered hedging strategy
- Sell EUR, Buy USD and TRY via forward contracts
- Each contract for 24-month period
- Target hedge levels: $30 \%$ for TRY, 25-35\% for USD
- Flexible hedge strategy with respect to conditions


## Debt Management and Aircraft Financing

As of 31.03.2015
Total Debt : 6.59 bn USD
Weighted Average Interest Rate: 3.2\%

5 Year Maturity Profile (USD mn)


## Lease Type



Interest Rate Type


## Currency Type



## The Best Airline in Europe in the last 4 years

Winner of 4 awards at the 2014 Skytrax World Airline Awards:
, Best Airline Europe
, Best Airline in Southern Europe
, Best Business Class Lounge Dining
, Best Business Class Onboard Catering


Winner of Best Corporate Governance Award in Europe in 2015



## Balance Sheet

| Assets (mn USD) | 2010 | 2011 | 2012 | 2013 | 2014 | 1Q'15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and Equivalents | 581 | 934 | 1,028 | 647 | 722 | 552 |
| Trade Receivables | 374 | 405 | 434 | 538 | 456 | 590 |
| Other Current Assets | 1,304 | 802 | 704 | 940 | 1,653 | 2,019 |
| Total Current Assets | 2,259 | 2,140 | 2,166 | 2,125 | 2,831 | 3,161 |
| Net Fixed Assets | 4,168 | 5,873 | 7,121 | 8,043 | 9,201 | 9,528 |
| of which Aircraft and Engines | 3,822 | 5,319 | 6,392 | 7,030 | 8,167 | 8,474 |
| Other Non-Current Assets | 462 | 672 | 1,236 | 1,734 | 1,714 | 1,642 |
| Total Non-Current Assets | 4,629 | 6,545 | 8,357 | 9,777 | 10,915 | 11,170 |
| Total Assets | 6,888 | 8,685 | 10,523 | 11,902 | 13,746 | 14,331 |
|  |  |  |  |  |  |  |
| Liabilities (mn USD) | 2010 | 2011 | 2012 | 2013 | 2014 | 1Q'15 |
| Lease Obligations | 2,703 | 4,189 | 4,862 | 5,413 | 5,931 | 5,890 |
| Passenger Flight Liabilities | 436 | 677 | 936 | 1,201 | 1,398 | 1,753 |
| Accounts Payable | 476 | 461 | 510 | 680 | 662 | 597 |
| Other Liabilities | 850 | 976 | 1,183 | 1,346 | 1,805 | 1,902 |
| Total Liabilities | 4,464 | 6,303 | 7,491 | 8,640 | 9,796 | 10,142 |
| Total Shareholders Equity | 2,424 | 2,382 | 3,032 | 3,262 | 3,950 | 4,189 |
| of which Issued Capital | 647 | 635 | 673 | 647 | 1,597 | 1,597 |
| of which Retained Earnings | 827 | 723 | 779 | 1,017 | 845 | 153 |
| of which differences from currenct translation | 2 | 423 | 320 | 777 | -47 | -68 |
| of which restatement effect on shareholder's equity | 727 | 595 | 630 | 527 | - | - |
| Total Liabilities \& Shareholders Equity | 6,888 | 8,685 | 10,523 | 11,902 | 13,746 | 14,331 |

## Income Statement

| (mn USD) | 2010 | 2011 | 2012 | 2013 | 2014 | 1Q'14 | 1Q'15 | YoY Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Revenue | 5,448 | 7,070 | 8,234 | 9,826 | 11,070 | 2,315 | 2,219 | -4\% |
| Operating Expenses (-) | 5,149 | 6,855 | 7,616 | 9,249 | 10,467 | 2,418 | 2,289 | -5\% |
| of which Fuel | 1,406 | 2,394 | 2,887 | 3,442 | 3,845 | 887 | 720 | -19\% |
| of which Personnel | 1,141 | 1,339 | 1,376 | 1,581 | 1,694 | 398 | 412 | 4\% |
| of which Depreciation | 297 | 486 | 574 | 650 | 744 | 174 | 204 | 17\% |
| of which Rent | 305 | 252 | 243 | 448 | 543 | 127 | 110 | -13\% |
| Net Operating Profit | 299 | 215 | 618 | 577 | 603 | -103 | -70 | 32\% |
| Income From Other Operations | 92 | 96 | 94 | 115 | 81 | 27 | 60 | 122\% |
| Expense From Other Operations (-) | 79 | 237 | 64 | 41 | 46 | 7 | 8 | 14\% |
| Adjusted Operating Profit / Loss | 312 | 73 | 648 | 651 | 638 | -83 | -18 | 78\% |
| Income From Investment Activities (Net) | - | - | 274 | 76 | 72 | 13 | 13 | 0\% |
| Share of Investments' Profit / Loss | 24 | 6 | 3 | 55 | 75 | -8 | -13 | -63\% |
| Financial Income | 47 | 158 | 48 | 27 | 443 | 24 | 322 | 1,242\% |
| Financial Expense (-) | 99 | 150 | 189 | 307 | 182 | 83 | 57 | -31\% |
| Profit Before Tax | 237 | 87 | 785 | 502 | 1,046 | -137 | 247 | 280\% |
| Tax (-) | 51 | 76 | 128 | 145 | 201 | -35 | 94 | 369\% |
| Net Profit | 185 | 11 | 657 | 357 | 845 | -102 | 153 | 250\% |

## EBITDAR Calculation

| EBITDAR (mn USD) | 2010 | 2011 | 2012 | 2013 | 2014 | 1Q'14 | 1Q'15 | YoY Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales Revenue | 5,448 | 7,070 | 8,234 | 9,826 | 11,070 | 2,315 | 2,219 | -4\% |
| Cost of Sales (-) | 4,303 | 5,868 | 6,554 | 8,003 | 9,068 | 2,087 | 1,949 | -7\% |
| GROSS PROFIT / LOSS | 1,145 | 1,203 | 1,681 | 1,823 | 2,002 | 228 | 270 | 18\% |
| General Administrative Expenses (-) | 212 | 219 | 187 | 228 | 273 | 64 | 73 | 14\% |
| Marketing and Sales Expenses (-) | 634 | 769 | 875 | 1,018 | 1,126 | 267 | 267 | 0\% |
| Other Operating Income | 92 | 96 | 95 | 115 | 81 | 27 | 60 | 122\% |
| Other Operating Expense (-) | 79 | 237 | 61 | 41 | 46 | 7 | 8 | 14\% |
| Adjusted Operating Profit / Loss | 312 | 73 | 652 | 651 | 638 | -83 | -18 | 78\% |
| Adjustments | -50 | 203 | 39 | 104 | 132 | 4 | -2 | -150\% |
| Share of Investments' Profit/Loss Accounted by Using the Equity Method | -24 | 6 | 4 | 55 | 75 | -8 | -13 | 63\% |
| Income From Government Incentives | - | - | 35 | 49 | 57 | 12 | 11 | -8\% |
| EBIT | 262 | 277 | 691 | 755 | 770 | -79 | -20 | 75\% |
| Cost of Sales_Depreciation | 276 | 458 | 549 | 620 | 693 | 163 | 186 | 14\% |
| General Administrative Expenses_Depreciation | 20 | 27 | 18 | 23 | 44 | 9 | 16 | 78\% |
| Marketing and Sales Expenses_Depreciation | 1 | 1 | 6 | 6 | 7 | 2 | 2 | 0\% |
| EBITDA | 558 | 763 | 1,265 | 1,405 | 1,514 | 95 | 184 | 94\% |
| Adjusted Operating Lease Expenses* | 238 | 237 | 175 | 274 | 326 | 70 | 106 | 52\% |
| Adjusted Short term Lease Expenses (Wet-lease)** | 15 | 8 | 37 | 165 | 205 | 50 | 34 | -33\% |
| EBITDAR | 1,024 | 1,130 | 1,603 | 1,843 | 2,044 | 215 | 324 | 51\% |
| EBITDAR MARGIN | 18.8\% | 16.0\% | 19.5\% | 18.8\% | 18.5\% | 9.3\% | 14.6\% | 5.3 pt |

[^0]
## Financial Ratios as of 31 December 2014

Net Debt / EBITDA


Adjusted Net Debt ${ }^{(1)} /$ EBITDAR

(1) Adjusted for the capitalization of operating leases including $55 \%$ of wet lease ( 7 x )
(2) Adjusted by the portion of financial costs within operating leases (35\%)

EBITDA / Net Interest Cost ${ }^{(3)}$


EBITDAR / Adjusted Net Interest Cost ${ }^{(2)(3)}$


## Cargo Transportation

Cargo Tonnage Carried (‘000 Ton)


## Cargo Revenue Evolution (mn USD)



- Turkish Cargo serves 50 destinations with 9 freighters besides 268 destinations with 265 passenger aircraft.
- Turkish Cargo global market share in revenue has increased from 0.6\% in 2009 to 1.6\% in 2014.
- In 2014, while World FTK grew by $4.5 \%$, Turkish Cargo FTK grew by $17.6 \%$ compared to previous year.
- New Cargo Terminal was opened at the end of 2014. The facility has 1.2 million tons of cargo capacity and $43,000 \mathrm{~m}^{2}$ closed warehouse area.


## Recent Awards

- Overall Carrier of the Year, Combination Carrier of the Year Winner - Payload Asia 2014
- Best Asia Pacific Cargo Airline 2013
- International Air Cargo Winner 2013
- India Cargo Airline of the Year 2014
- Best European Cargo Airline - Air Cargo News


## Subsidiaries \& Affiliates

|  | Turkish Airlines Group 1Q'15 | Revenue (mn USD) | Net Profit (mn USD) | \% of Sales to Turkish Airlines | Number of Personnel | Paid in Capital(mn USD) | Partnership Structure |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | THY (Consolidated) | 2,219 | 153 | - | 20.370* | 1,597 | \%49 Öl̉ - \%51 Open to Public |
| 2 | Turkish Opet Aviation Fuels | 414 | -8 | 84\% | 312 | 19 | \%50 THY - \%50 Opet |
| 3 | THY Turkish Technic | 183 | 7 | 77\% | 4,658 | 265 | \% 100 THY |
| 4 | Sun Express (Turkey \& Germany Consolidated) | 166 | -29 | 28\% | 3,125 | 41 | \%50 THY - \%50 Lufthansa |
| 5 | THY Turkish Do\&Co | 87 | 9 | 92\% | 4,686 | 11 | \%50 THY - \%50 Do\&Co |
| 6 | Pratt Whitney THY Turkish Engine Center (TEC) | 58 | 3 | 71\% | 265 | 30 | \%51 PW - \%49 THY |
| 7 | Turkish Ground Services | 57 | 2 | 86\% | 8,430 | 5 | \%50 THY - \%50 Havaş |
| 8 | Turkish HABOM | 18 | -6 | 22\% | 607 | 103 | \% 100 THY |
| 9 | Goodrich Turkish Airlines Technical Service Center | 1 | 0 | 74\% | 28 | 1 | \%60 TSA Rina - \%40 THY Teknik |
| 10 | Aircraft Seat Manufacturing Industry \& Trade, Inc. | 1 | -1 | 100\% | 41 | 0 | \%50 THY \& THY Teknik Assan Hanil \%50 |
| 11 | THY Aydın Çıldır Airport Management, Inc. | 1 | 0 | 100\% | 2 | 19 | \%100 THY |
| 12 | Turkish Cabin Interior Systems Industries, Inc. | 1 | -2 | 97\% | 140 | 17 | $\begin{gathered} \text { \%50 THY \& THY Teknik - \%50 } \\ \text { TAI } \end{gathered}$ |
| 13 | Turkbine Technical Gas Turbines Maintenance \& Repair, Inc. | 1 | 0 | 0\% | 12 | 6 | \%50 THY Teknik - \%50 Zorlu O\&M |
| 14 | Vergi İade Aracılık, Inc. (Tax Refund) | - | - | - | 4 | 0.4 | \%30 THY - \%45 Maslak Oto \%25 VK Holding |

[^1]
## Subsidiaries \& Affiliates

## Turkish Technic

, Owned $100 \%$ by THY.
, Provides maintenance services to more than 100 customers, including international airlines such as Lufthansa, KLM, BA and Alitalia as well as domestic airlines.

## TURKISH HABOM (Maintenance Repair \& Overhaul Center)

, MNG Teknik A.Ş., (acquired by Turkish Airlines in May 2013) and HABOM A.Ş. (established on 21 June 2012 as a wholly-owned subsidiary of Turkish Airlines) merged under the name of THY HABOM A.Ş. in September 2013.
, Besides the facility at Ataturk Airport, a new world-class facility located at Sabiha Gökçen International Airport was launched by the end of June'14 to increase technical maintenance and repair capacity and capability available to both Turkish Airlines and 3rd party customers.
, HABOM's location makes it a convenient MRO option for $39 \%$ of the world's civilian aircraft and has 55 countries lying within a 3.5 hour flying radius. HABOM facilities, when fully operational, will have 7,000 personnel and is expected to produce annual revenue of USD 1.5 billion.
, Turkish Airlines has a total MRO capacity to provide simultaneous maintenance, repair and overhaul services for 30 narrow body aircraft and 10 wide body aircraft in a closed area capacity of $576,000 \mathrm{~m}^{2}$.
, On January 2015, HABOM was awarded LEED (Leadership in Energy and Environmental Design) Gold Certificate by U.S. Green Building Council for its sustainable building design.


## Subsidiaries \& Affiliates

## Turkish Seat Industries (TSI)

, Formed in 2011, stakes of $50 \%$, $45 \%$, and $5 \%$ are respectively held by Assan Hanil Group, Turkish Airlines and Turkish Technic.
, The company was set up to design and manufacture airline seats and to make, modify, market and sell spare parts to Turkish Airlines and other international airline companies. The seats are built using 100\% Turkish products and Turkish production.
, The first aircraft equipped with the new seats is a Turkish Airlines B737800. The seats will initially be used on the B737-800s of Turkish Airlines fleet and then be installed on the Airbus single-aisle fleet of A319s, A320s and A321s.
, The company, which commenced its operations in 2014, has an annual seat production capacity of 10 thousand. By 2024, it is planned to increase seat production capacity to 50 thousand.

## Goodrich THY Technic Service Center

, Provides repair, overhaul and modification services for Nacelle, Thrust Reverser and its components for Turkish Airlines and other customers from Turkish domestic and International markets.
, The $4,000 \mathrm{~m}^{2}$ (indoor) facility is located in Gebze Organized Industrial Zone


## Turkish Engine Center

, Provides engine maintenance, repair and overhaul (MRO) services to customers located in Turkey, surrounding regions and worldwide.
, The environmentally efficient engine overhaul facility has total usage area of 100,000 $\mathrm{m}^{2}$ located at the Sabiha Gokcen International Airport.

## Subsidiaries \& Affiliates



## Turkish OPET

, In terms of investment on jet fuel supply Turkish Airlines established a jet fuel supply company together with local oil retailer OPET on September 2009.
, The business activity of the established company is to supply jet fuel to any type of aircraft.
, Started supplying jet fuel to THY for all domestic airports as of July $1^{\text {st }} 2011$.


## Turkish Do\&Co

, Since 2007, operating nine gourmet kitchens all over Turkey: Istanbul (Atatürk and Sabiha Gökcen), Ankara, Antalya, Izmir, Bodrum, Trabzon, Dalaman and Adana. Over 60 national and international airlines are catered from these locations.
, Turkish Airlines won the "Best Business Class Catering" award at the 2013 Skytrax World Airline Awards and "World's Best Economy Class Onboard Catering" award at the 2010 Skytrax Awardswith Turkish Do\&Co.


## TGS Ground Services

, Owned $50 \%-50 \%$ by THY and Havaş Havaalanları Yer Hizmetleri A.Ş.
, Provides ground services to Turkish Airlines since the beginning of 2010, currently at eight major airports in Turkey: Istanbul (Ataturk and Sabiha Gokcen), Izmir, Ankara, Antalya, Adana, Bodrum, Dalaman.

## Subsidiaries \& Affiliates

|  | SunExpress Turkey | SunExpress Germany | SunExpress Consolidated |
| :---: | :---: | :---: | :---: |
| Date of Establishment | 1989 | 2011 |  |
| Business Model | Charter + Scheduled | Charter + Scheduled | Charter + Scheduled |
| Destinations | 19 in Germany, 17 in Turkey, 11 other | 10 in Germany,6 in Turkey, 4 in Egypt, 1 in Spain/Canary Islands and 5 other | 73 |
| Fleet | 23 B737-800 + <br> 25 operated for THY | 11 B737-800 | 59 |
| Seat Capacity | 8,872 | 2,079 | 10,951 |
| \# of Passengers | 1.0 million | 0.3 million | 1.3 million |
| Load Factor (1Q'15) | 81.3 \% | 86.8 \% | 83.1 \% |
| Revenues (1Q'15) | 123 mn USD | 44.7 mn USD | 165.8 mn USD |
| Net Income (1Q'15) | -20.5 mn USD | -8.5 mn USD | -29.0 mn USD |



$$
50 \%-50 \% \text { subsidiary }
$$ company of Lufthansa and Turkish Airlines.

Market leader in charter flights between Germany and Turkey.

Finalized an order for 50 Boeing next generation narrow body aircraft to be delivered between 2015 and 2021.

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[^0]:    (*): Adjusted for A/C heavy maintenance
    ${ }_{(* *)}$ : Adjusted for A/C Rent and heavy maintenance portion (Aprox. 55\%)

[^1]:    * THY A.O. Personnel

