

TURKISH AIRLINES

1Q'15 Results Summary





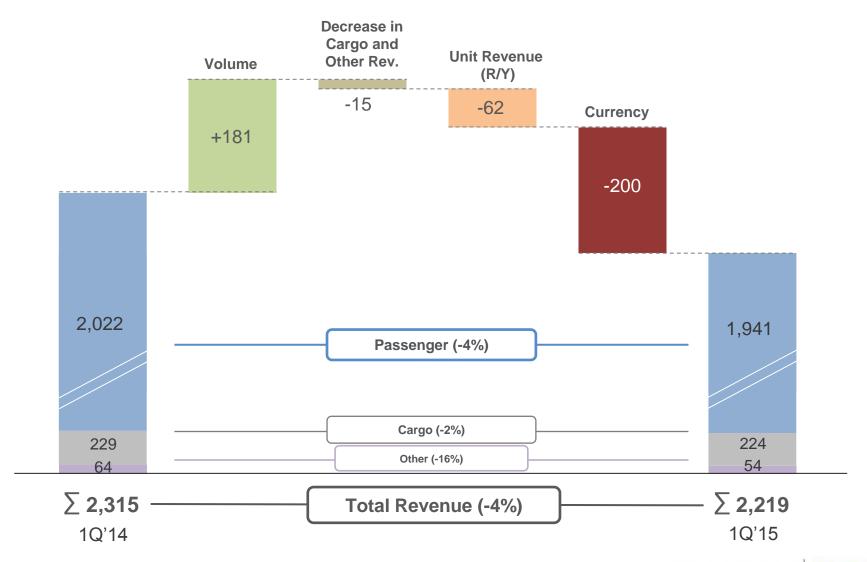
Key Financial Data

(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)

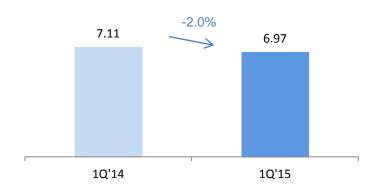


Scheduled Services Unit Revenue Development

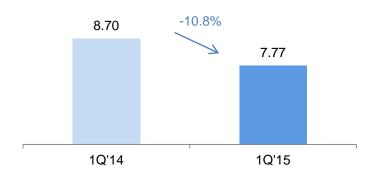




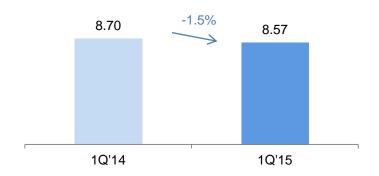
RASK ex-currency (USc)



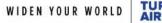
R/Y (USc)



R/Y ex-currency (USc)

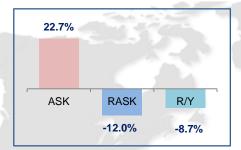


R/Y: Passenger Revenue / RPK (Scheduled)
RASK: Passenger and Cargo Revenue / ASK* (Scheduled)
* ASK value is adjusted for cargo operations.



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

America



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

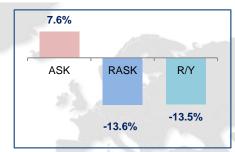
Africa



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

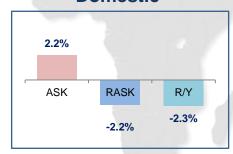
R/Y: Passenger Revenue / RPK (Scheduled)
RASK: Passenger and Cargo Revenue / ASK* (Scheduled)
* ASK value is adjusted for cargo operations.

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



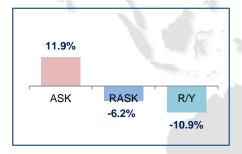
- Severe weather conditions in February
- Softer tourism demand from Russia, Ukraine, Japan implies less transfer, more local traffic
- Increased market capacity

Asia / Far East



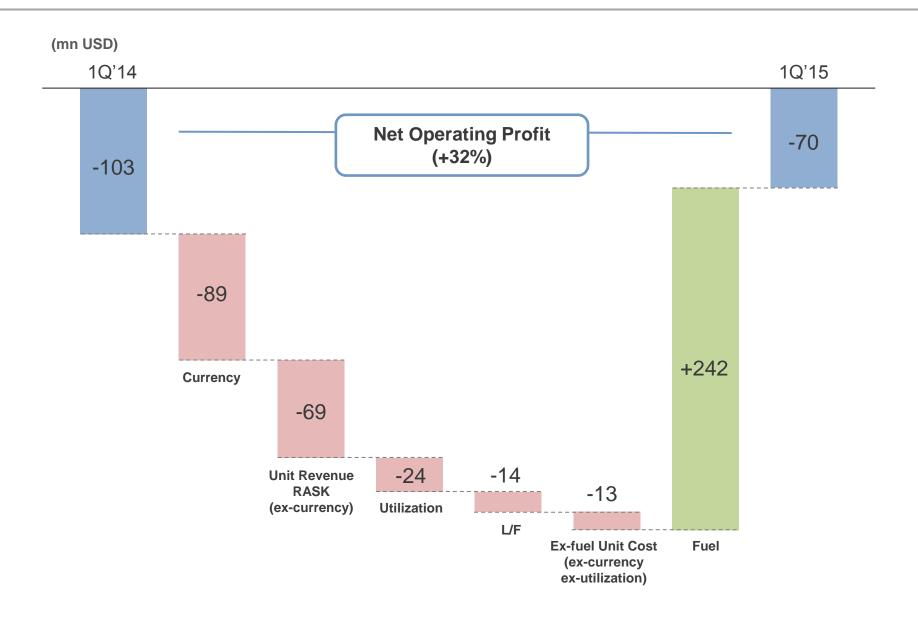
- New Routes (Taipei and Manila)
- Lower beyond traffic into and out of Russia, Africa and ME due to political/economical instabilities
- Increased market capacity
- Depreciation of local currencies

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)	1Q'14	1Q'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

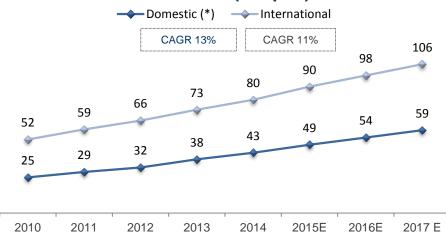
1Q'15 Results





Aviation Market & Economy

Turkish Market Growth (mn pax)

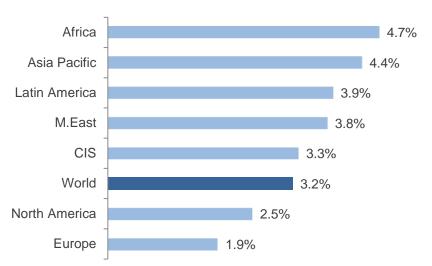


Source: General Directorate of State Airports Authority (DHMI) (*):Adjusted for double count on Domestic Pax

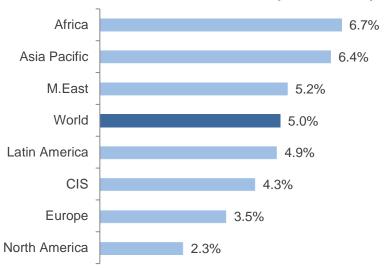
RPK Growth %



Annual GDP Growth Forecast (2013-2033)



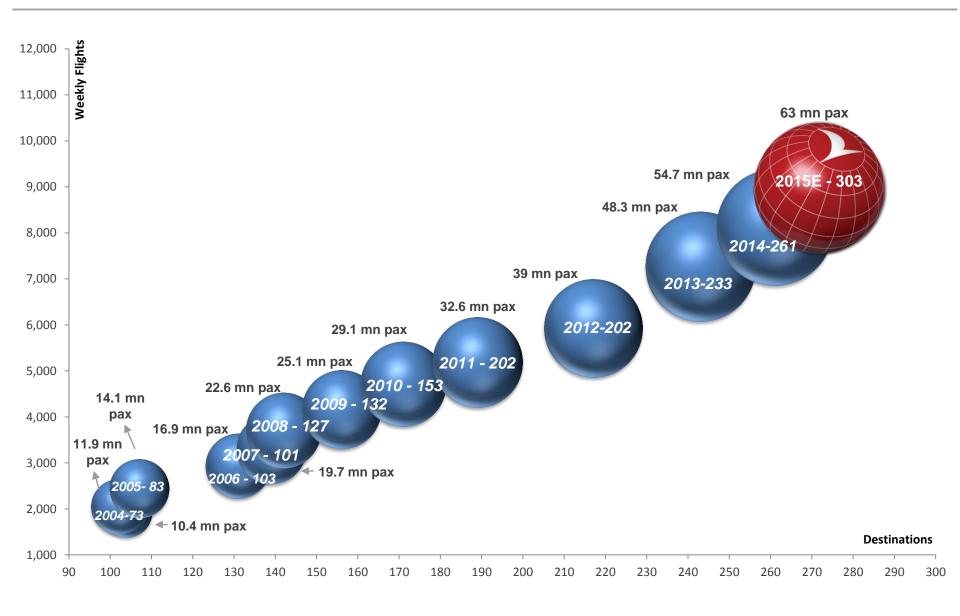
Annual RPK Growth Forecast (2013-2033)



Source: Boeing Current Market Outlook WIDEN YOUR WORLD



Turkish Airlines Diagonal Growth



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

EUROPE						
42 Country, 102 City, 1,708 Weekly Frequency ●						
Germany	364	Spain	76	Hungary	28	Moldova
Frankfurt	52	Barcelona	28	Budapest	28	Chisinau
Berlin	46	Madrid	21	Bulgaria	25	Poland
Munich	46	Malaga	10	Sofia	14	Warsaw
Stuttgart	45	Bilbao	7	Varna	11	Belarus
Düsseldorf	38	Valencia	7	Romania	25	Minsk
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	
		Azerbaijan	45	Macedonia	14	Future Routes
France	94	Baku	35	Skopje	14	Austria
Paris	42	Gania	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	Germany
Manchester	21	Copenhagen	28	Podgorica	10	Baden-Baden
Birmingham	12	Aalborg	7	Slovenia	10	Kassel
Russia	90	Billund	7	Ljublijana	10	Italy
Moscow	42	Georgia	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
	3	Contenibuly	14		7	Makhachkala
Stravropol	3			Luxembourg	- /	Waniaciindid

	AFR	RICA	
• 27 Country, 43	City, 2	74 Weekly Freque	тсу•
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	Gabon	5
Abuja	5	Libreville	5
Kano	4	Niger	5
Cameroon	14	Niamey	5
Douala	7	Cote D'Ivore	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		
Djibouti	7		
Djibouti	7		
Ethiopia	7		
Addis Ababa	7	Future Route	
Ghana	7	Angola	
Accra	7	Luanda	
Libya	7	Egypt	
Misurata	7	Aswan	
Benghazi	-	Luxor	
Sebha	-	Guinea	
Tripoli	-	Conarky	
Morocco	7	Mali	
Casablanca	7	Bamako	
Rwanda	7	Mozambique	
Kigali	7	Maputo	
Somalia	7	South Sudar	
Mogadishu	7	Juba	

13 Country, 34 City, 414 Weekly Frequency				
Saudi Arabia	97	Lebanon	21	
Jeddah	28	Beirut	21	
Madinah	21	UAE	18	
Dammam	17	Dubai	14	
Riyadh	14	Abu Dhabi	4	
Yanbu	10	Jordan	17	
El Qassim	4	Amman	14	
Taif	3	Akabe	3	
Iran	67	Qatar	14	
Tehran	33	Doha	14	
Mashad	7	Yemen	14	
Shiraz	7	Aden	7	
Tabriz	7	Sanaa	7	
Isfahan	5	Bahrain	10	
Kermanshah	4	Bahrain	10	
Ahvaz	4	Oman	7	
Israel	56	Muscat	7	
Tel Aviv	56	Syria	-	
Iraq	51	Aleppo	-	
Baghdad	14	Damascus	-	
Erbil	14			
Basra	10			
Sulaymaniyah	8			
Najaf	5	Future Rou		
Mosul	0	Future Rou		
Kuwait	42	Saudi Arak	oia	
Kuwait	42	Abha		

AMERICAS				
• 4 Country, 10 City, 79 Weekly Frequency •				
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-ı 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	Tajikistan	3		
South Korea	11	Dushanbe	3		
Seoul	11				

• 43 City, 2.159 W	eekly Frequency ●
Routes Ope	ened in 2015
Iran	Philippines
Ahvaz	Manila
Nigeria	Taiwan
Abuja	Taipei

DOMESTIC

^{*} As of 31.03.2015

Geographical Advantage

Narrow Body Range capability to and from Istanbul

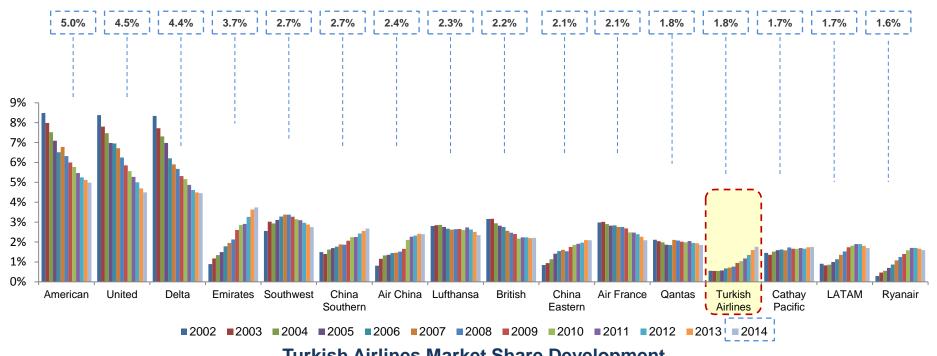
With full passenger payload

- √ 190 out of 222 international destinations
- ✓ More than 40% of world-wide international traffic
- ✓ Over 60 national capitals
- ✓ All of Europe, Middle East, Central Asia and North and East Africa



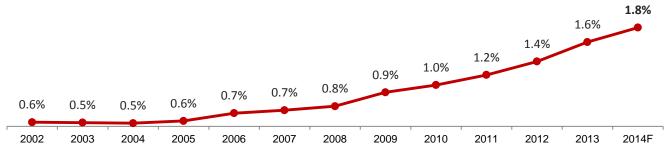
Global Market Share Gains

Global Market Share Trends (in ASK)



Turkish Airlines Market Share Development

→ % of World Scheduled Traffic (ASK)

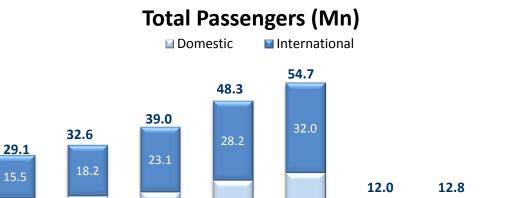


Notes: For US carriers regional flights are excluded. American Airlines includes US Airways, Southwest includes AirTran, China Eastern includes Shangai Airlines and Cathay Pacific includes Dragonair.

Source: 2002 ICAO, 2003-2014 IATA, company reports, sorted by 2014 ASK values



Passenger Traffic



22.7

2014

7.4

5.4

1Q'15

6.9

5.1

1Q'14

THY Passenger Traffic 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				

Load Factor (L/F %)

20.1

2013

15.9

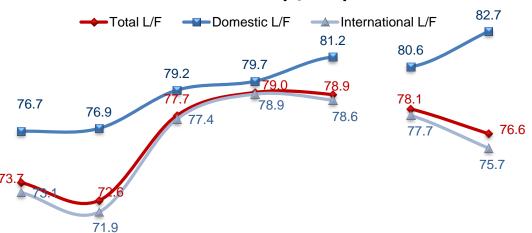
2012

14.5

2011

13.6

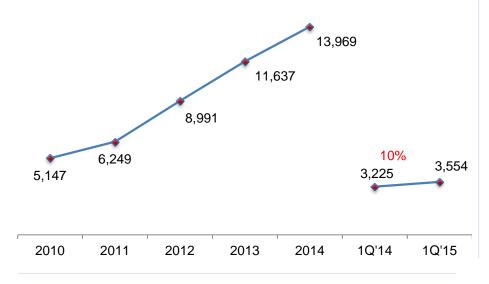
2010



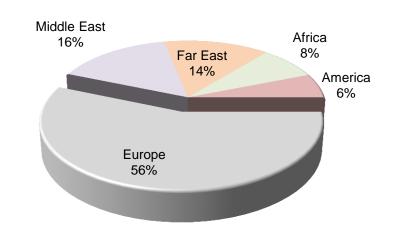
		ANNUAL CHANGES (%)										
	2010	2011	2012	2013	2014							
ASK	15%	25%	18%	21%	16%							
RPK	19%	23%	27%	23%	16%							
PAX	16%	12%	20%	24%	13%							
L/F (Pt)	2.8	-1.1	5.1	1.4	-0.1							

Passenger Breakdown (1Q'15)

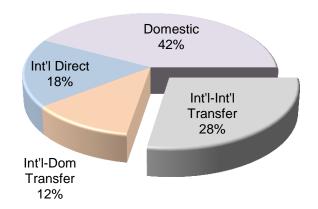
Int'l to Int'l Transfer Passengers ('000)



Int'l Passenger Breakdown by Geography

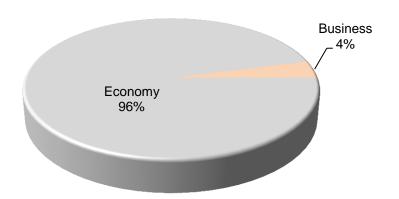


Passenger Breakdown by Transfer Type



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

Passenger Breakdown by Cabin Class



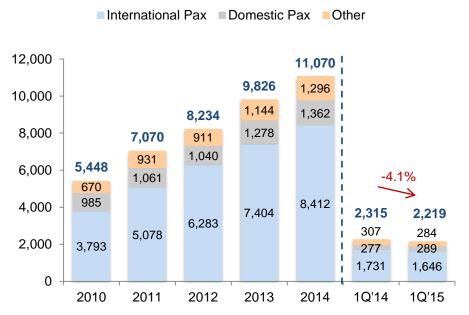
Note: Business class passengers include comfort class passengers. (0.45 % of total number of passengers)





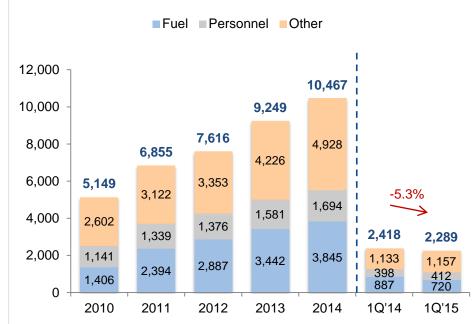
Total Revenue and Expenses

Revenue (mn USD)



^{*} Other revenue includes cargo, charter and other revenue

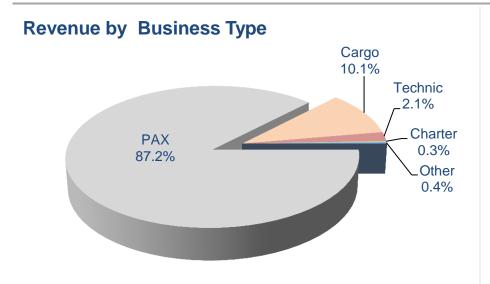
Expenses (mn USD)



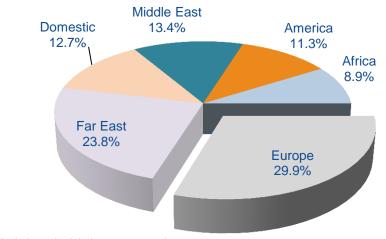




Revenue Breakdown (1Q'15)

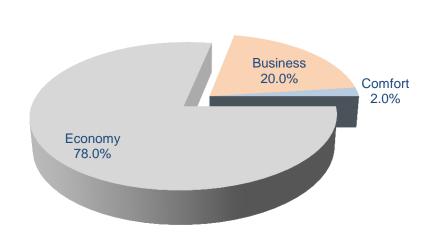


Revenue* by Geography

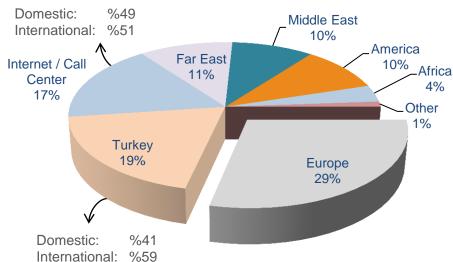


* Includes scheduled passenger and cargo revenue

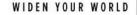
Revenue by Passenger Class



Revenue by Point of Sale*



* Includes only scheduled passenger revenue



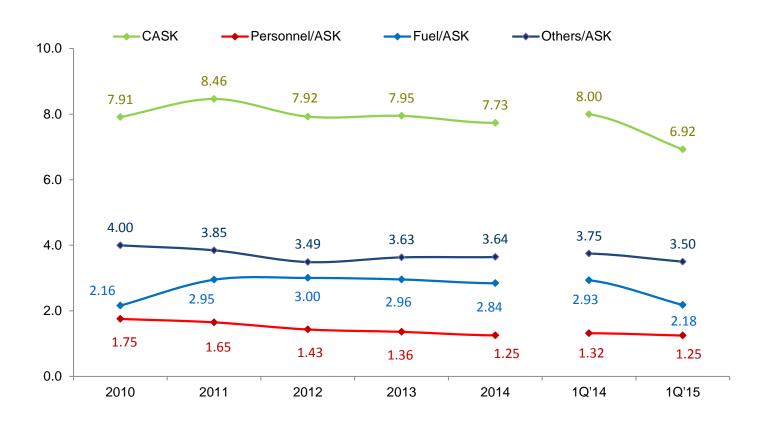


Operational Expense Breakdown

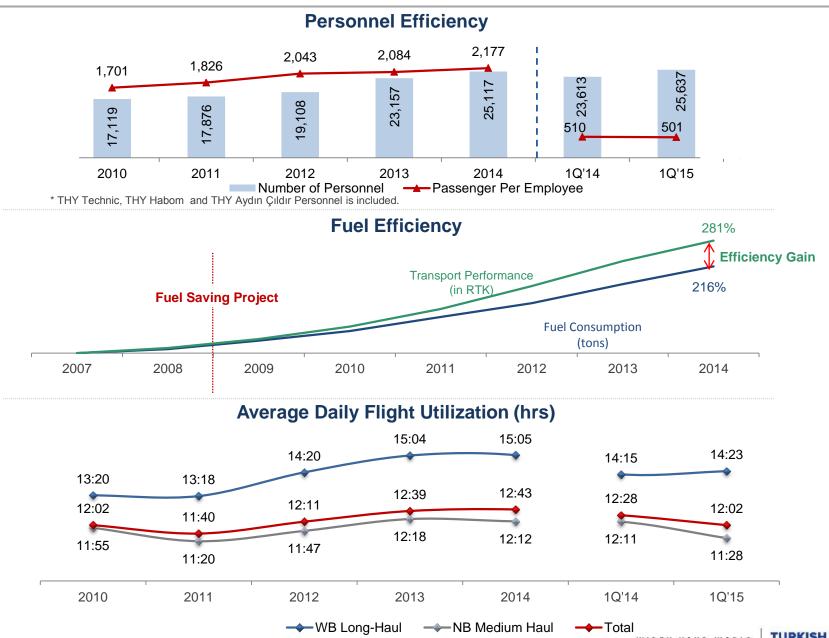
(mn USD)	1Q'14	% in Total	1Q'15	% in Total	YoY Change
Fuel	887	36.7%	720	31.5%	-18.8%
Personnel	398	16.5%	412	18.0%	3.5%
Landing, Navigation & Air Traffic	219	9.1%	203	8.9%	-7.3%
Landing and navigation	95	3.9%	91	4.0%	-4.2%
Air Traffic Control	124	5.1%	112	4.9%	-9.7%
Sales & Marketing	193	8.0%	200	8.7%	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) Ex-fuel Operating Cost per ASK (Usc)	8.00 5.06	-	6.92 4.74	-	-13.4% -6.3%

Unit Operating Costs

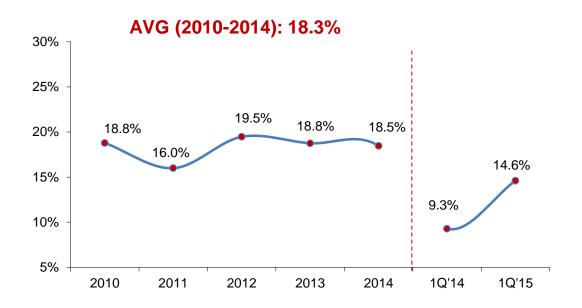
Cost Per ASK (Usc)



Operating Efficiency



EBITDAR Margin



(mn USD)	2010	2011	2012	2013	2014	1Q'14	1Q'15	YoY Change
Revenue	5,448	7,070	8,234	9,826	11,070	2,315	2,219	-4.1%
Net Income	185	11	657	357	845	-102	153	250.0%
Net Income Margin	3.4%	0.2%	8.0%	3.6%	7.6%	-4.4%	6.9%	11.3 pt
EBIT	262	277	691	755	770	-79	-20	74.7%
EBIT Margin	4.8%	3.9%	8.4%	7.7%	7.0%	-3.4%	-0.9%	2.5 pt
EBITDAR	1,024	1,130	1,603	1,843	2,044	215	324	50.7%
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



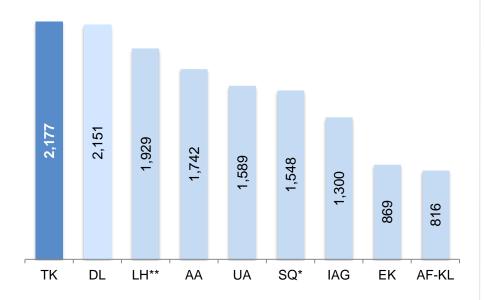
^{* 2013} results

Source: Calculated based on public company reports.

^{**} Lufthansa Passenger Airlines.

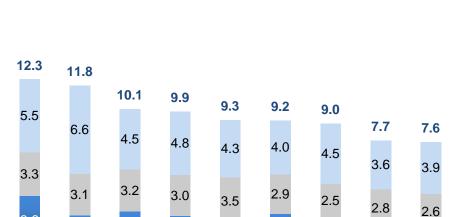
Peer Group vs Turkish Airlines Efficiency

PAX Per Personnel (2014)



Cost Per ASK (Usc) 2014

■ Personnel/ASK ■ Fuel/ASK ■ Others/ASK



SQ*

UA

AA

ΤK

ΕK

Source: Calculated based on public company reports.

DL

AF-KLM

25

LH**

IAG

^{* 2013} results

^{**} Lufthansa Passenger Airlines.

Current Fleet

As of	As of Financial Opr./Wet Seat Average Year End Fleet*			eet*										
31.03.2015	Туре	Total	Owned	Lease	Lease	Capacity	Fleet Age	2015	2016	2017	2018	2019	2020	2021
	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
Wide Body	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
	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
Narrow Body	A319-100	14		6	8	1.848	6,9	14	14	11	9	8	6	6
Narrow Body	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
	A310-300F	1	1			-	26,7							
Cargo	A330-200F	5		5		-	3	6	8	9	9	9	9	9
Cargo	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 Ca Chan		21%	12%	-1%	8%	7%	9%	2%

^{*} After entry/exit

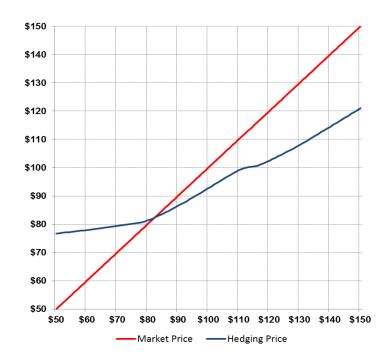
Fleet Development

			2011-2021 Aircraft Purchases												
			Delivered				To Be Delivered								
As of 31.03.2015	Туре	2011	2012	2013	2014	2015	TOTAL	2015	2016	2017	2018	2019	2020	2021	TOTAL
	A330-300	3	3	2	6		14	7	5						12
Wide Body	B777-3ER	7			4	2	13	5	6	3					14
	Total	10	3	2	10	2	27	12	11	3					26
	B737-900ER	2	7	1		2	12	3							3
	B737-9 MAX											5	5		10
	B737-800	2	2	6	10		20		20						20
Norreus Body	B737-8 MAX*										20	10	25	10	65
Narrow Body	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
Corgo	A330-200F	1	1	2			4	1	2	1					4
Cargo	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

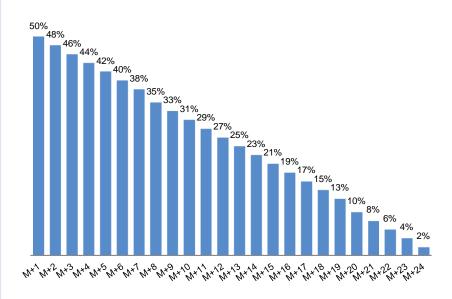
^{**} Including 10 optional aircraft in 2021 ***Including 20 optional aircraft in 2020

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

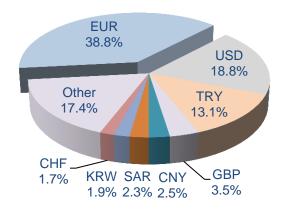
Turkish Airlines Fuel Hedging Rate



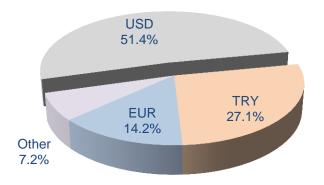
- Active Surcharge Policy: 50% of fuel cost is reflected to ticket prices
- Decreasing layered hedging strategy (24 months)
- Crude oil based swaps and options
- Aim to reach 50% of following months budgeted consumption

Hedging Currency Risk

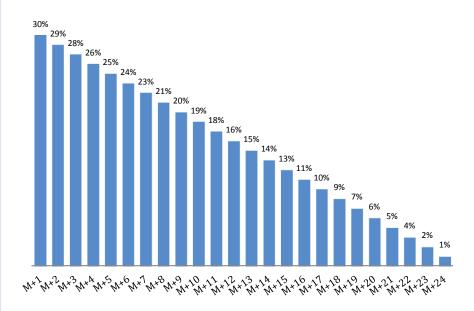
Revenue by Currency (1Q'15)



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

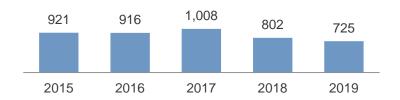
Debt Management and Aircraft Financing

As of 31.03.2015

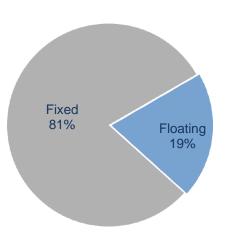
Total Debt: 6.59 bn USD

Weighted Average Interest Rate: 3.2%

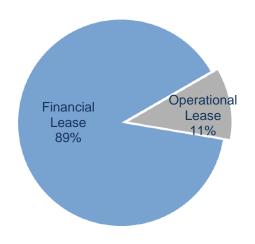
5 Year Maturity Profile (USD mn)



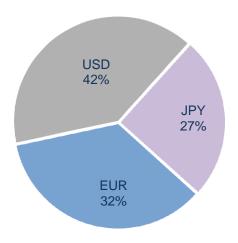
Interest Rate Type



Lease 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



















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

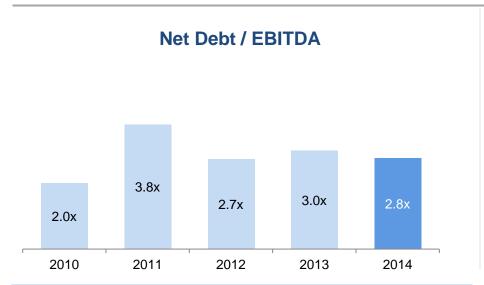
(mn USD)	2010	2011	2012	2013	2014	1Q'14	1Q'15	YoY Change
Operating Revenue	5,448	7,070	8,234	9,826	11,070	2,315	2,219	-4%
Operating Expenses (-)	5,149	6,855	7,616	9,249	10,467	2,418	2,289	-5%
of which Fuel	1,406	2,394	2,887	3,442	3,845	887	720	-19%
of which Personnel	1,141	1,339	1,376	1,581	1,694	398	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

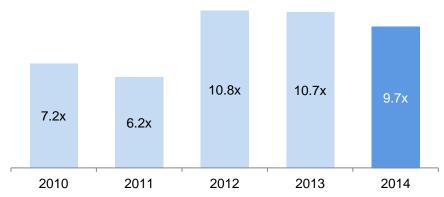
EBITDAR (mn USD)	2010	2011	2012	2013	2014	1Q'14	1Q'15	YoY Change
Sales Revenue	5,448	7,070	8,234	9,826	11,070	2,315	2,219	-4%
Cost of Sales (-)	4,303	5,868	6,554	8,003	9,068	2,087	1,949	-7%
GROSS PROFIT / LOSS	1,145	1,203	1,681	1,823	2,002	228	270	18%
General Administrative Expenses (-)	212	219	187	228	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

^{(*):} Adjusted for A/C heavy maintenance (**): Adjusted for A/C Rent and heavy maintenance portion (Aprox. 55%)

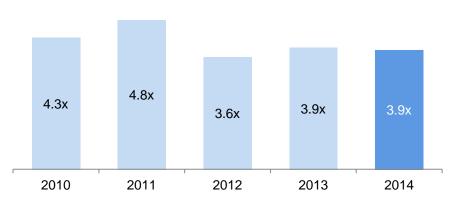
Financial Ratios as of 31 December 2014



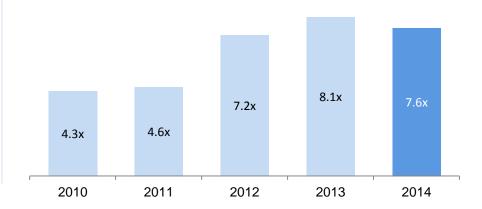
EBITDA / Net Interest Cost⁽³⁾



Adjusted Net Debt(1) / EBITDAR



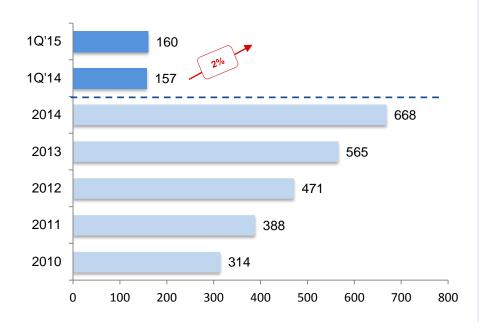
EBITDAR / Adjusted Net Interest Cost⁽²⁾⁽³⁾



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

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 m² 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



	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 ÖİB - %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	%50 THY & THY Teknik - %50 TAI
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

^{*} THY A.O. Personnel

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 m².
- 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.





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 B737-800. 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 m² (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 m² located at the Sabiha Gokcen International Airport.







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 1st 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.





Date of Establishment

Business Model

Destinations

Fleet

Seat Capacity

of Passengers

Load Factor (1Q'15)

Revenues (1Q'15)

Net Income (1Q'15)

SunExpress Turkey

1989

Charter + Scheduled

19 in Germany, 17 in Turkey, 11 other

23 B737-800 + 25 operated for THY

8,872

1.0 million

81.3 %

123 mn USD

-20.5 mn USD

SunExpress Germany

2011

Charter + Scheduled

10 in Germany,6 in Turkey, 4 in Egypt, 1 in Spain/Canary Islands and 5 other

11 B737-800

2,079

0.3 million

86.8 %

44.7 mn USD

-8.5 mn USD

SunExpress Consolidated

Charter + Scheduled

73

59

10,951

1.3 million

83.1 %

165.8 mn USD

-29.0 mn USD

50% - 50% 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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