

FINANCIAL DATA

› January – December 2008

OPERATIONAL DATA

› January - December 2008



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Speakers



*Dr. Temel KOTİL,
CEO, Turkish Airlines*

- › Started his Turkish Airlines career in March 2003 as Executive Vice President (Technical) and was appointed as CEO in April 2005
- › Ph.D. in Mechanical Engineering University of Michigan, USA
- › M.Sc. in Mechanical Engineering University of Michigan, USA
- › M.Sc. in Aerospace Engineering University of Michigan, USA
- › B.Sc. in Aerospace Engineering, Istanbul Technical University, Istanbul
- › Board Members of IATA, Turkish Airlines Inc, Turkish Airlines Technical Inc. and Sun Express Inc.

Speakers



Coşkun KILIÇ
CFO, Turkish Airlines

- › CFO as of March 2006
- › M.Sc. in Finance, Urbana Champaign Illinois University, USA
- › M.A. Economics, Ankara University
- › Certified Public Accountant
- › Board Member of Sun Express

Industry vs. Economy



GNP Growth vs. RPK Growth



Source: IMF

GNP Growth



Source: Realization and official targets by Central Bank of Turkey, General Directorate of Budget and Fiscal Control, State Institute of Statistics

Falling Inflation



Source: Central Bank of Turkey; inflation and exchange rate realizations, inflation target for 2008 is revised as 9.3%

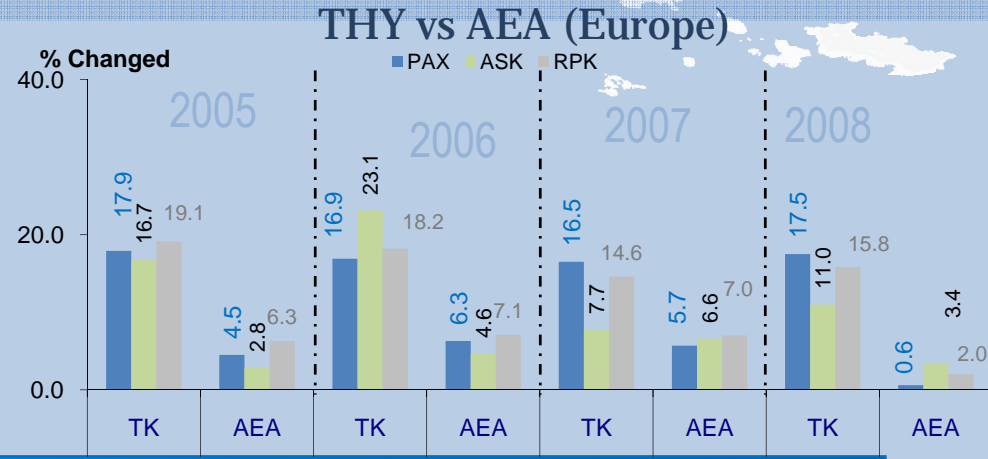
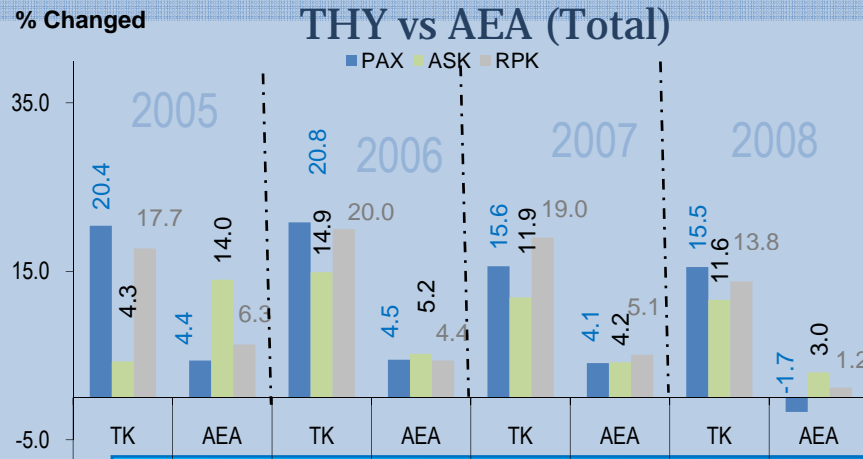
- › While World RPK decreased after 2004, THY was able to sustain and increase RPK for the same years.
- › Middle East, Far East and Africa routes are expected to grow higher than average during the years 2008-2010.

Reforms and growth on track



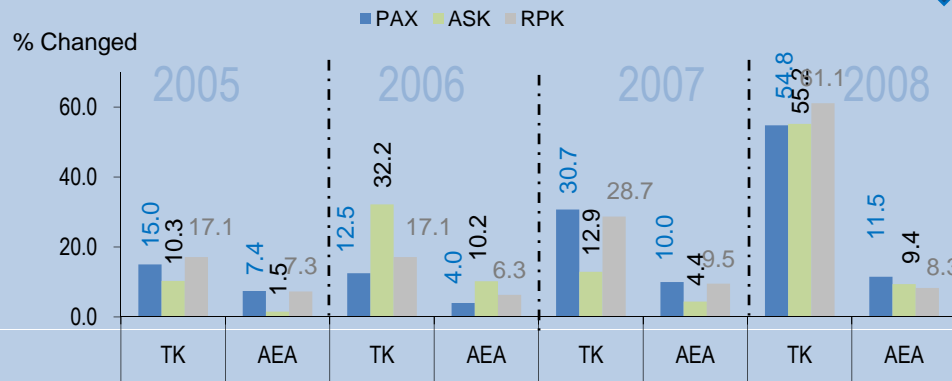
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THY vs AEA

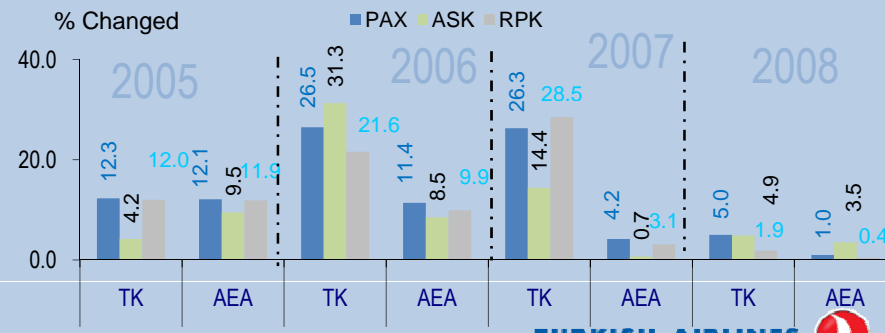


Middle East, Far East and Africa routes are expected to grow higher than average during the years 2008-2010, where THY has been successful in growing faster than AEA....

THY vs AEA (Middle East)



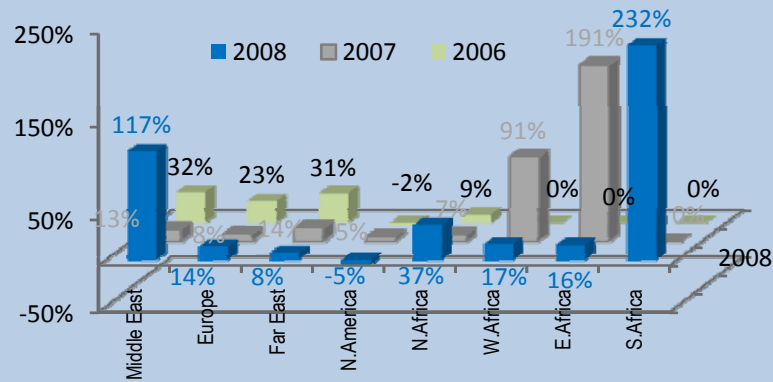
THY vs AEA (Far East)



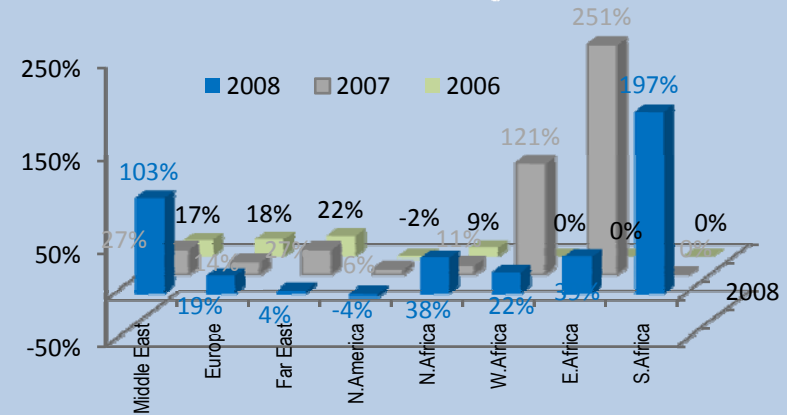
Regional Growth



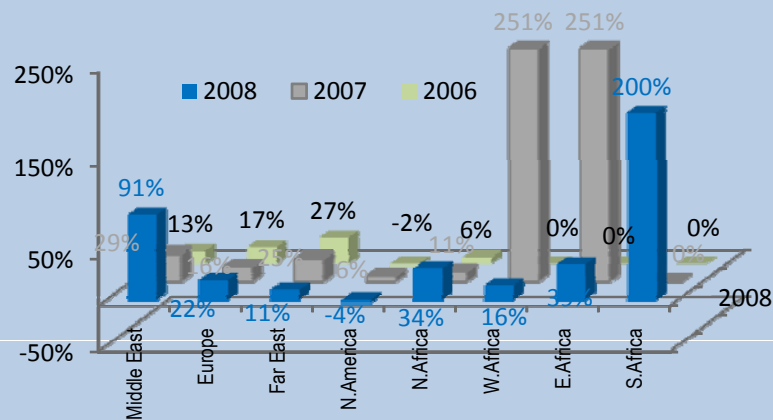
ASK Growth



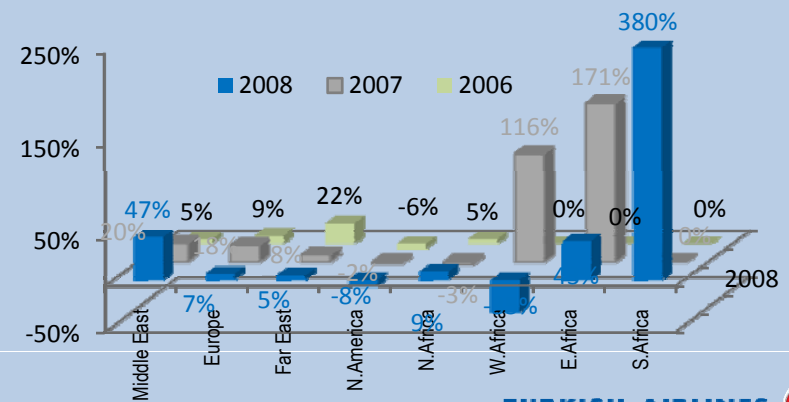
RPK Growth



PAX Growth



CARGO Growth



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Company Overview



> Destinations

115 International Lines

AMERICAS (3)
CHICAGO
NEW YORK
SAO PAULO

NORTH AFRICA (7)
ALGERS
CARIO
CASABLANCA
KHARTOUM
TRIPOLI
TUNUS
BENGAZI

MID- AFRICA (4)
ADISABABA
LAGOS
NAIROBI
DAKAR

SOUTH AFRICA (2)
JOHENSBURG
CAPETOWN

EUROPE (64)			
AMSTERDAM	DÜSSELDORF	MADRID	SARAJEVO
ATHENS	FRANKFURT	MILAN	SIMFEROPOL
BAKU	GENEVA	MINSK	SKOPJE
BARCELONA	HAMBURG	MOSCOW	SOFIA
BASEL	HANNOVER	MUNICH	STOCKHOLM
BELGRAD	HELSINKI	NICE	STRASBOURG
BERLIN	KAZAN	NURNBERG	ST PETERSBURG
BIRMINGHAM	KIEV	ODESSA	STUTT GART
BRUSSELS	LEFKOSE	OSLO	TBILISI
BUCHAREST	LISBON	PARIS	TIRANA
BUDAPEST	LONDON	PRAG	VIENNA
CHISINAOU	LJUBLIANA	RIGA	ZAGREB
COLOGNE	LYON	ROME	WARSAW
COPENHAGEN	LVOV	ROSTOV	ZURICH
DUBLIN	MANCHESTER	PRISTINA	VENICE
DONETSK	DNEPREPETROVSK	UFA	YEKATERINBURG

FAR EAST (17)	
ALMATY	KARACHI
ASKHABAT	MUMBAI
ASTANA	NEW DELHI
BANGKOK	SHANGAI
BEIJING	SEOUL
BISKEK	SINGAPORE
DUSANBE	TASHKENT
HONG KONG	TOKYO
	OSAKA

MIDDLE EAST (18)	
AMMAN	KUWAIT
ABU DHABI	MUSCAT
BAHREYN	RIYAD
BEIRUT	SANAA
DAMASCUS	TEHRAN
DUBAI	TEBRIZ
DOHA	TEL AVIV
JEDDAH	MEDINAH
BAGDAT	ALEPPO



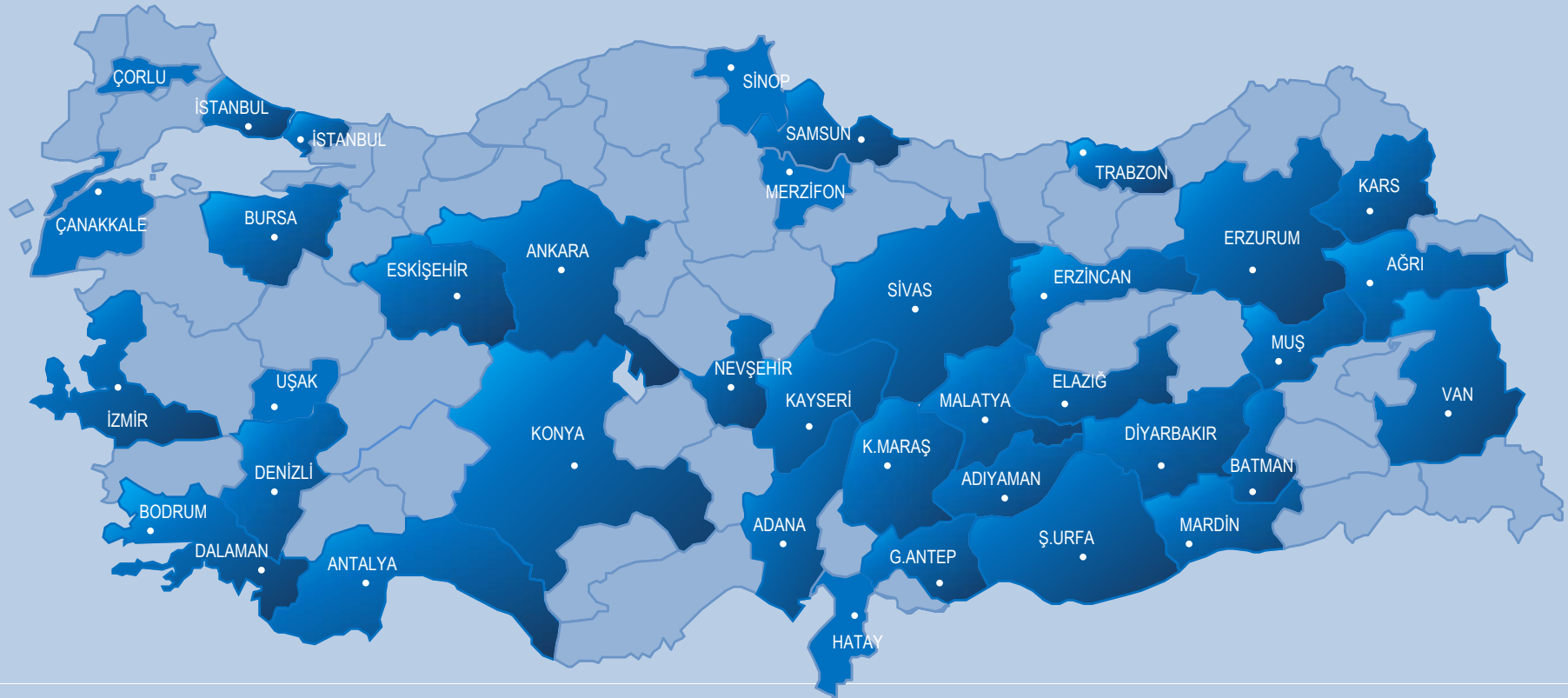
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Company Overview



> Destinations

37 Domestic Lines



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HABOM Project

- › The Joint Venture Company, established by THY Technic AS and Grup Company of Technologies Corporation, Pratt & Whitney has been registered as `THY Technic Aircraft Engine Maintenance Center Limited Corporation` to commercial registrar as of October 10th,2008.
- › JV agreement on engine maintenance was signed on January 7th 2008, with Pratt & Whitney.
- › Revenue stream from engine maintenance is expected to start by the first half of 2009.
- › MoU was signed on November 8, 2007 with Goodrich Aerostructures (Rohr Inc.) on Nacelle and Thrust Reverser maintenance.
- › Under HABOM, the plan is to increase the airframe maintenance capacity to approximately 400 aircraft per annum.
- › Expect over 500 mn\$ revenue by 2016 from HABOM Project.

THY will be developing its technical service and maintenance business through the HABOM Project

Company Overview



› Services

Flight Training

- › THY has 4 full flight simulators RJ-100, B737-400, B737-800 and A320 for cockpit crew training.
- › THY has;
 - › A340 "Business class", B737 "Economy Class" Cabin Service Trainer(CST)
 - › B737/A310/A340 Cabin Emergency Evacuation Trainer(CEET)
- › For cabin crew training;
 - › THY provided training to 42 other airlines cabin and cockpit training in 2008, excluding movie companies. Out of 42, 23 domestic and 19 international.
 - › Besides third party training, THY has provided in-house training for its 6,796 cabin crew and 5,950 cockpit crew until October 31st, 2008.

Airline Sector in Turkey



> Passenger Traffic

THY Passenger Traffic Domestic

	2005	2006	2007	2008	07 vs 08
Landings	65,448	78,910	86,428	92,187	6.7%
ASK (million)	5,431	7,123	8,087	8,440	4.6%
RPK (million)	3,992	5,213	5,893	6,377	8.2%
Passenger # ('000)	7,197	8,906	9,892	10,993	11.1%
L/F %	73.5	73.2	73.0	75.6	2.6 pt

THY Passenger Traffic Int'l

	2005	2006	2007	2008	07 vs 08
Landings	61,689	73,626	83,920	97,762	16.5%
ASK (million)	22,741	29,811	33,552	37,878	12.9%
RPK (million)	16,355	20,170	24,357	27,790	14.1%
Passenger # ('000)	6,937	8,040	9,711	11,543	18.9%
L/F %	71.9	67.7	73.2	73.8	0.6 pt

THY Passenger Traffic Total

	2005	2006	2007	2008	07 vs 08
Landings	127,137	152,536	170,348	189,949	11.5%
ASK (million)	28,172	36,934	41,625	46,318	11.3%
RPK (million)	20,347	25,383	30,250	34,167	12.9%
Passenger # ('000)	14,134	16,946	19,603	22,536	15.0%
L/F %	71.5	68.7	72.7	73.9	1.2 pt

Total Passenger Traffic 2007 vs 2008

Landing	: up by 12%
ASK	: up by 11%
RPK	: up by 13%
Passenger	: up by 15%
L/F	: 1.2 points

Significant Growth in
Operational Data

TURKISH AIRLINES 

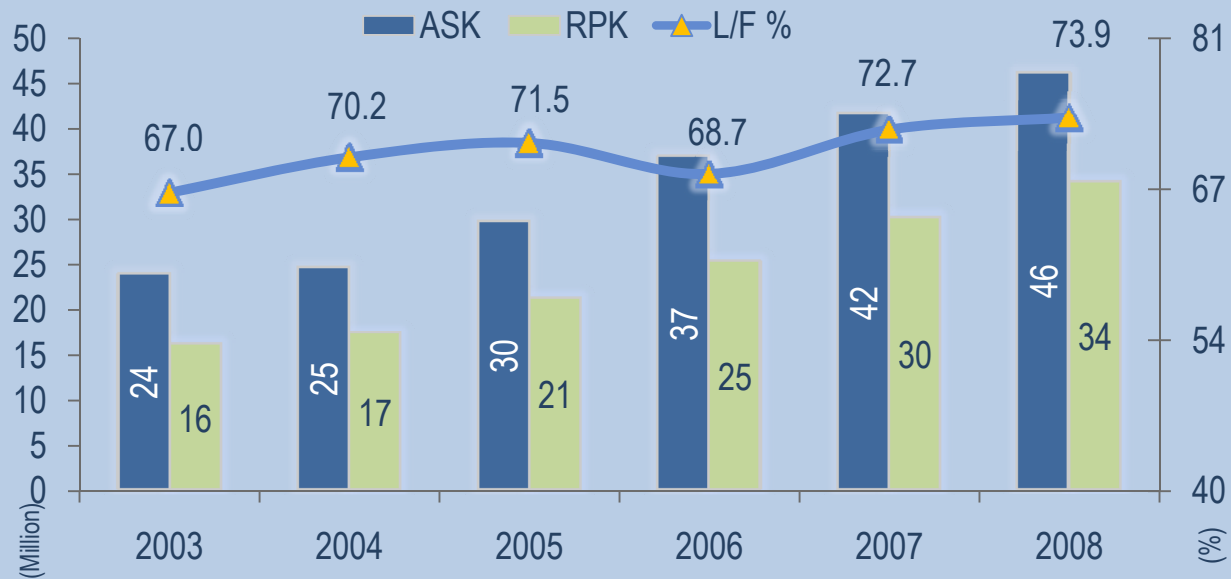
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Company Overview



› Passenger Traffic

Capacity-Traffic Development Load Factor %



- › In 2008, capacity on domestic routes increased by 4.6%, traffic increased by 8.2%, load factor increased by 2.6 pt to 75.6. Anadolu Jet's L/F was 81.6%.
- › On international routes; capacity increased by 13%, traffic increased by 14%, while load factor increased by 2.6 pt to 73.8%.
- › Total capacity increased by 11% while traffic increased by 13%. Load factor was 73.9% (+1.2pt).



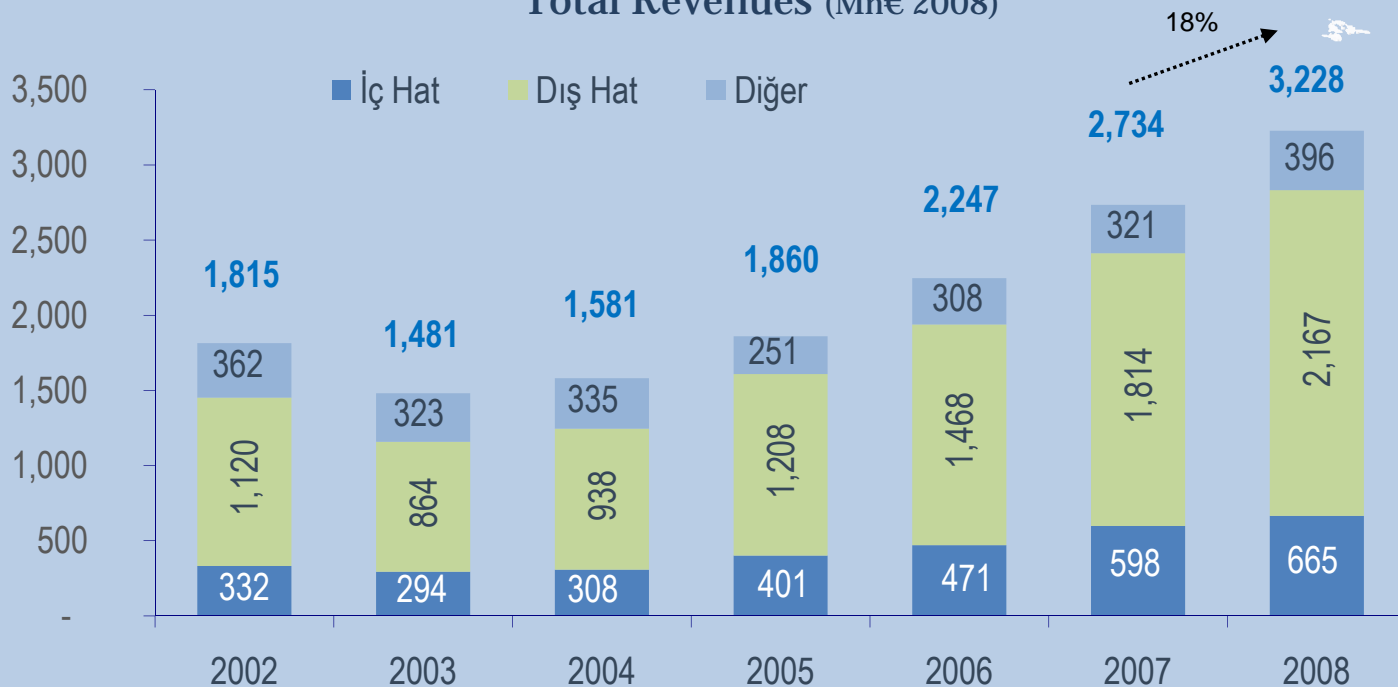
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Financial Highlights



> Revenues

Total Revenues (Mn€ 2008)



Source: Financial statements released under Turkish CMB standards, converted to € Euro using average exchange rates

Revenue has positive correlation with growth in GDP in Turkey



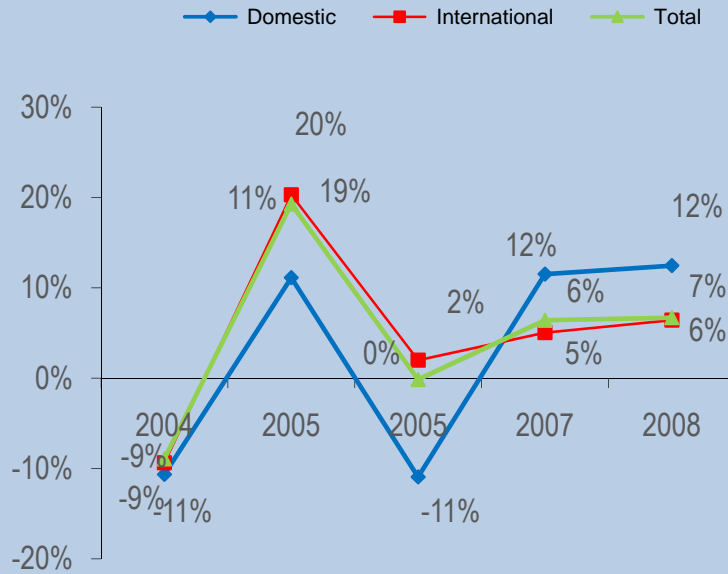
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Financial Highlights

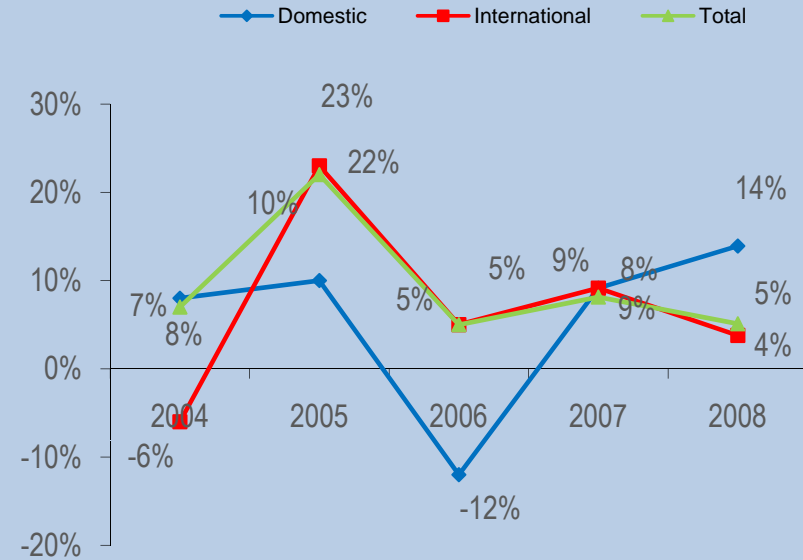


> Revenues

Change In R/Y (€)



Change In RASK (€)



Source: Financial statements released under Turkish CMB standards, converted to € Euro using average exchange rates

Revenue has positive correlation with growth in GDP in Turkey



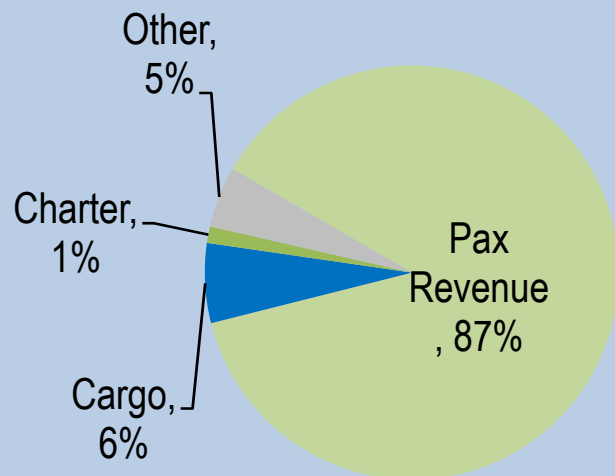
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Financial Highlights



> Revenues

Revenues Split (2008)



Source: Financial statements released under Turkish CMB standards, converted to € Euro using average exchange rates

Passenger Revenues Split by Geography

Category	Region	Percentage
Domestic	Europe	40,77%
	N.Africa	2,80%
Int'l	Far East	15,81%
	M.Africa	0,37%
	M.East	12,42%
	S.Africa	0,83%
	America	3,66%
	E.Africa	0,46%

Breakdown of Passenger Revenue Constant Over the Years



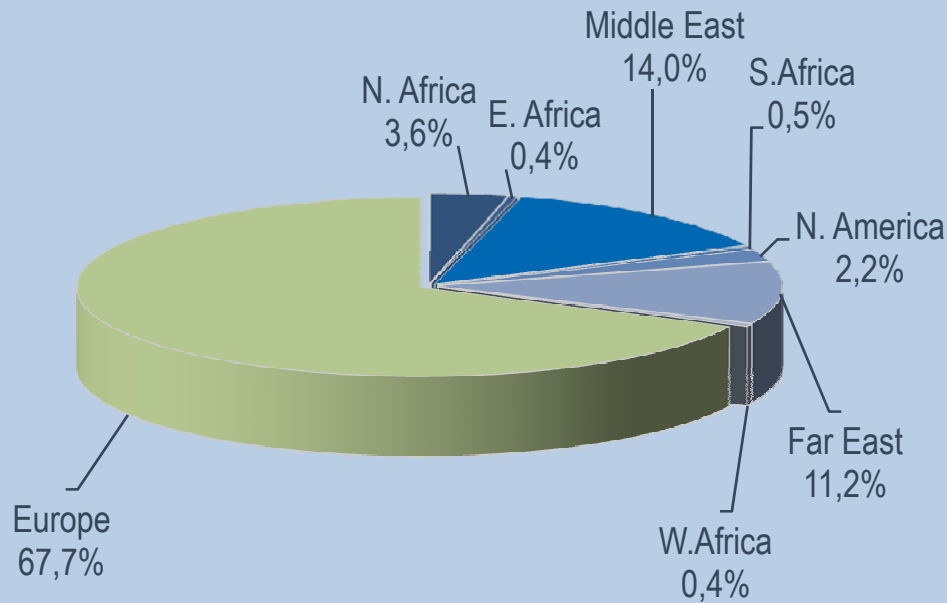
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Company Overview



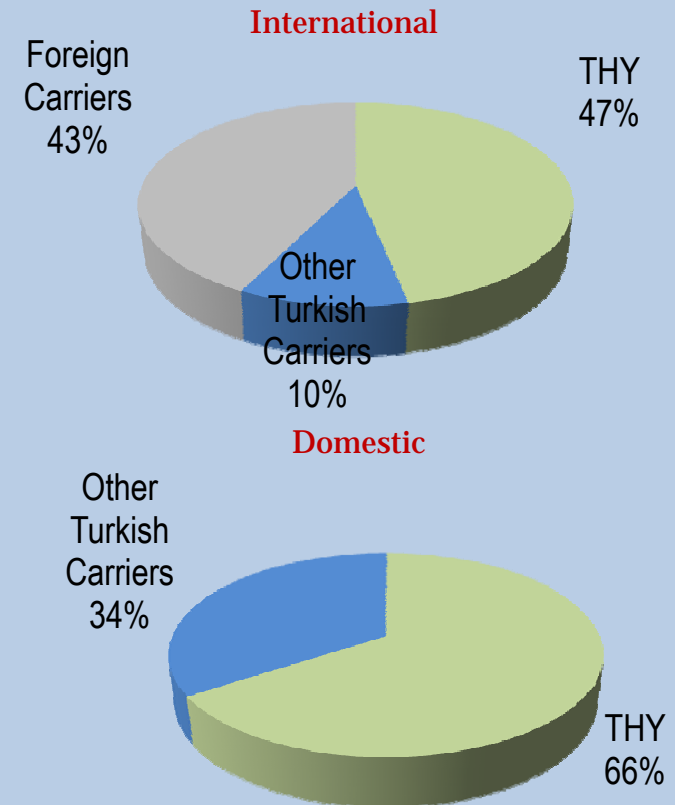
› Passenger Breakdown

Int'l. Traffic Breakdown by Geography (2008)



Stable market share in International traffic

Market Shares (2008)



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Company Overview



› Passenger Breakdown

Passenger Breakdown
(2002 – 2008)



Balanced breakdown between domestic and international traffic

- › THY carried 22,5 million passengers in 2008, with an increase of 15% compared to 2007.
- › Domestic and International passenger breakdown consistent over the years.
- › Haj and charter passengers each accounted for 2% of the passenger traffic.



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Company Overview



› Fleet Development

Fleet as of 31 December 2008

Type	Total	Owned	Financial Lease	Operational Lease
B737-800	52	-	39	13
B737-700	1	-	-	1
B737-400	9	-	-	9
A320-200	22	-	12	10
A321-200	17	-	12	5
A319-100	4	-	-	4
A330-200	5	-	5	-
A340	9	7	-	2
A310	3	3	-	-
A310 Cargo	3	2	-	1
B777 Wet Lease	2	-	-	-
Total	127	12	68	45

- › At the end of 2008, total seat capacity reached to 22,238 (84% increase since 2004), with an average age of 6,04 years.
- › During 2009, annual lease payments expected to be approximately around \$522 million, including 2 /A321 and 2/A330 aircraft to be delivered in 2009.
- › According to the Fleet Plan for 2009-2023, decision was made to purchase 25 firm, 10 optional total of 35 Wide Body Long-Haul aircraft with double aisle and 50 firm, 20 optional total of 70 Narrow Body Medium-Haul aircraft.

Additions		Fleet Exits		Seat Capacity After Additions&Exits	
Type	2009	Type	2009	Type	2009
B777-ER	3	A321- 200	1	Seat Capacity	23.425
B737-700	3	B737-400	4		
A321-200	2	Total	5		
A330-200	2				
Total	10				

Seat capacity increased by 26% in 2008, fleet age dropped to 6 years

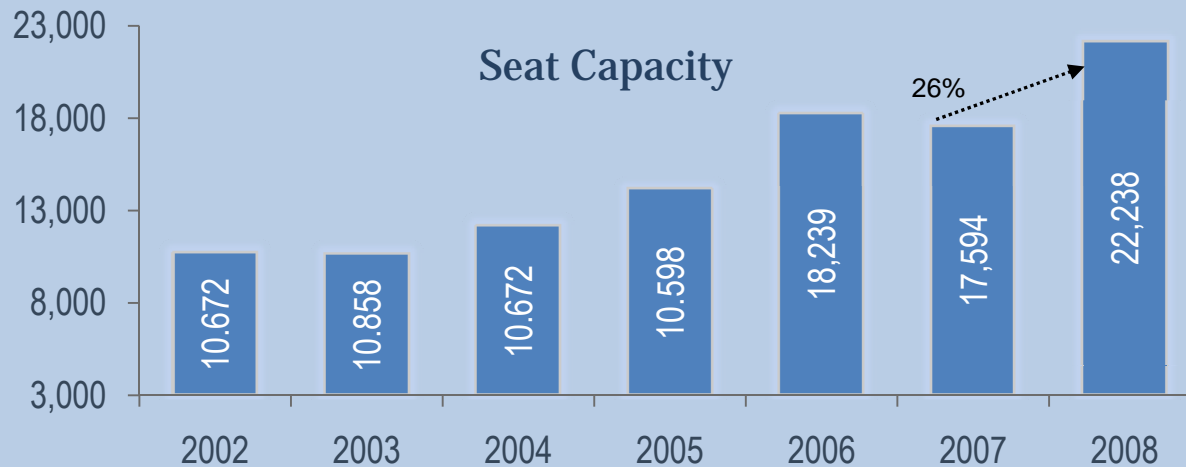


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Company Overview

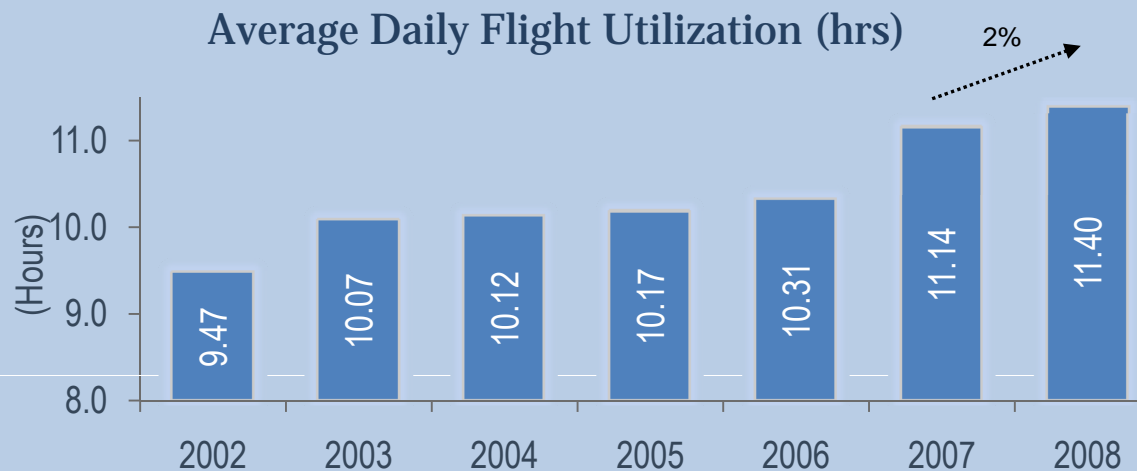


› Fleet Development



- › Since 2004, seat capacity has increased by 144% in 2008.
- › Aircraft utilization has been rising due to better fleet composition and a more dynamic scheduling process.

Strong capacity growth and better flight utilization

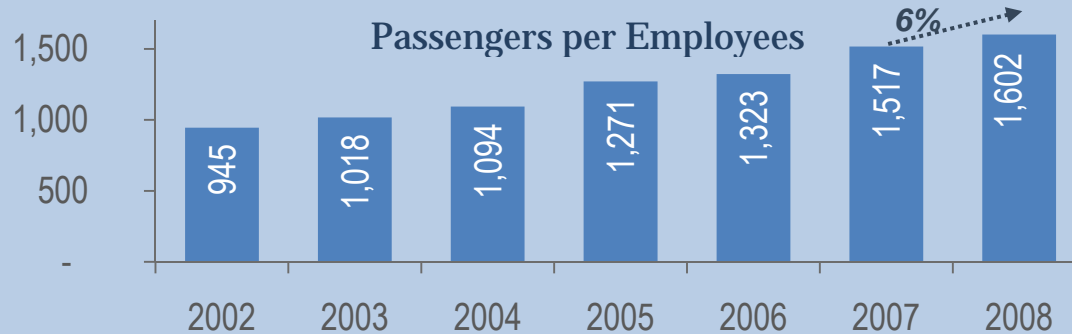
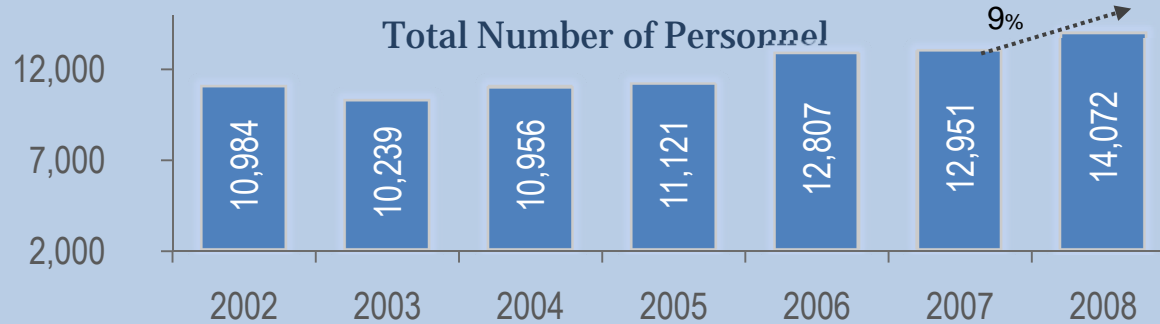


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Company Overview



› Operating Efficiency



- › 2,552 THY Technic AS personnel is included in the total.
- › THY enjoys high personnel efficiency compared to its competitors.
- › Personnel cost of THY per ASK was only €1.34 cents for 2008.
- › 114 employees per aircraft and 1.602 passengers per employee.

Personnel efficiency is the key driven while increasing fleet size



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Financial Highlights

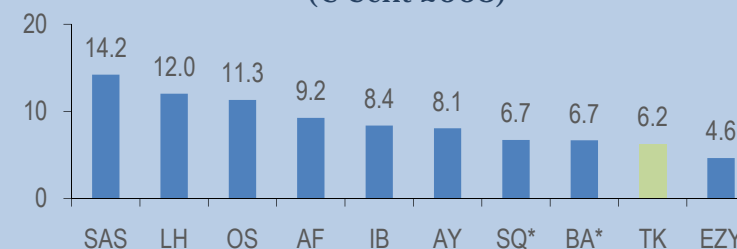


› Operating Expenses

Operating Expenses (€ Euro Mn)

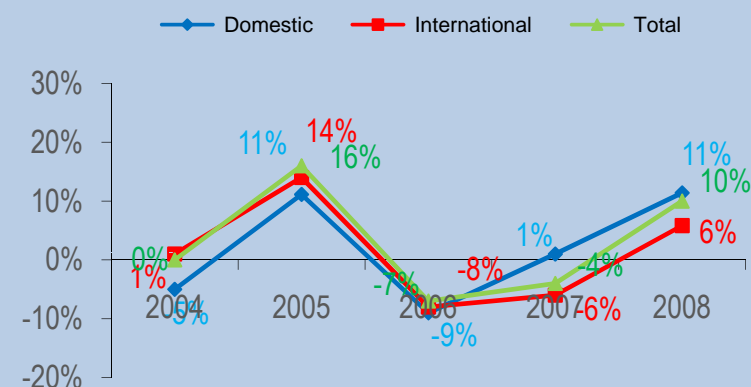
(€ Mn)	2007	% in Total	2008	% in Total	08/07 %
Personnel	572	23%	622	21%	9%
Fuel	661	27%	976	34%	48%
Rents	188	8%	182	6%	-3%
Maintenance	114	5%	130	4%	14%
Insurance	19	1%	13	0%	-34%
Depreciation	205	8%	208	7%	1%
Landing	187	8%	210	7%	13%
Ground handling	98	4%	146	5%	48%
Passenger Catering	119	5%	137	5%	15%
Sales and Marketing	215	9%	220	8%	2%
General Administration	19	1%	20	1%	5%
Others	51	2%	32	1%	-38%
TOTAL	2,449		2,894		18%
Op.Cost per ASK (€)	5.89		6.25		6%

Operating Costs per ASK (€ Cent 2008)



* 9M Results Ending December 2008

Change in CASK € (2008)



Total Expenses increased by 18% while Fuel Expense increased by 48%



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Historical Highlights



› Operating Expenses

Operating Expenses (%)

Operating Expenses (%)	2002	2003	2004	2005	2006	2007	2008
Rents	3,0	3,1	4,3	4,7	5,8	7,7	8,3
Maintenance Expenses (*)	4,8	4,5	5,5	4,7	6,0	4,7	5,9
Insurance	1,2	1,2	2,5	1,7	1,1	0,8	0,6
Depreciation	11,7	12,7	11,3	10,2	8,4	8,4	9,4
Landing and navigation expenses	9,1	9,6	9,1	8,1	8,2	7,6	9,6
Ground handling expenses	7,5	7,1	4,3	3,9	3,4	4,0	6,6
Passenger service and catering expenses	6,2	6,5	4,9	4,9	4,4	4,9	6,2
Sales and Marketing	14,0	12,9	11,7	10,8	10,0	8,8	10,0
General Administration	3,7	3,7	0,8	0,7	0,7	0,8	0,9
Others	4,1	0,0	2,8	2,4	2,6	2,1	1,4

(*) If not consolidated, portion in Total Expenses is 12% for 2006 and 10% for 2007; 9% for 1H and 9M 2008

Operating expenses increased in 2008 mainly due to Fuel Expenses



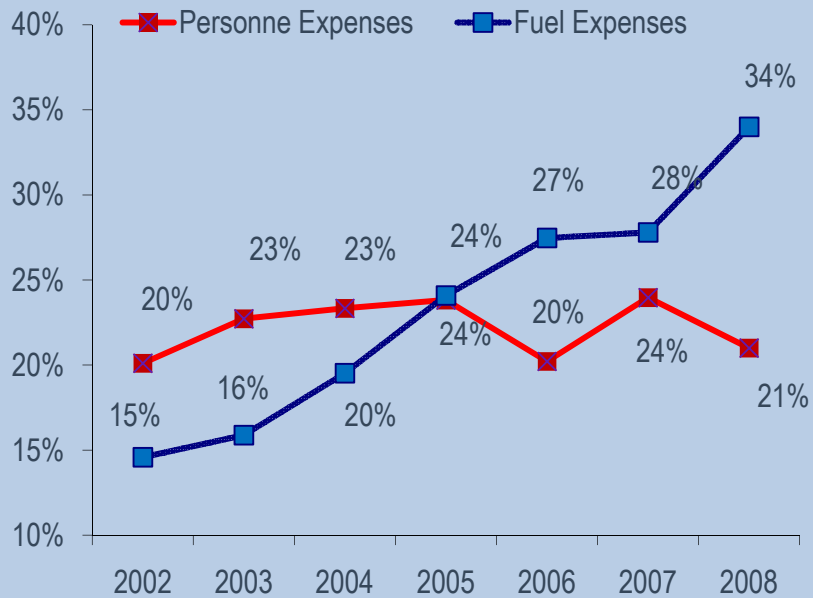
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Historical Highlights

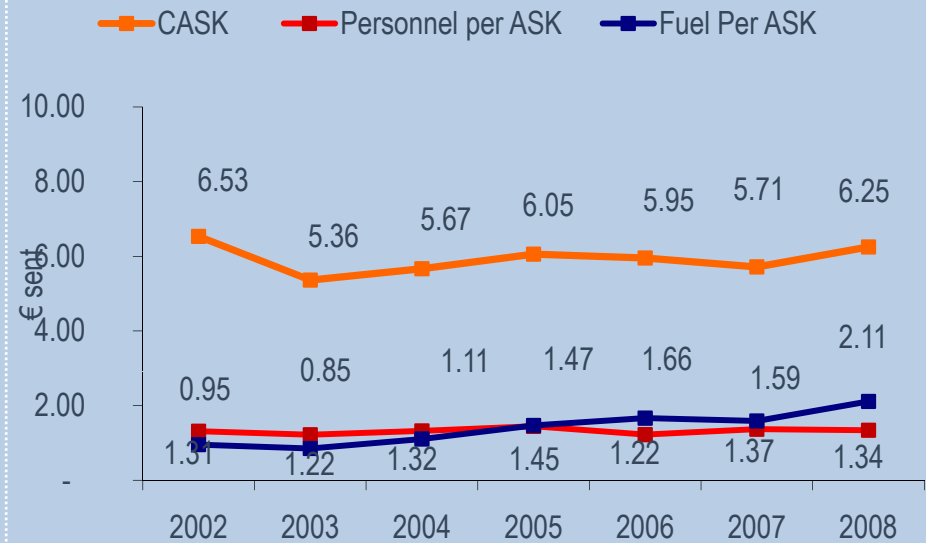


› Operating Expenses

% in Total Operating Expenses (2002 – 2008)



€ Cost Per ASK (2002-2008)



Operating expenses increased in 2008 mainly due to Fuel Expenses



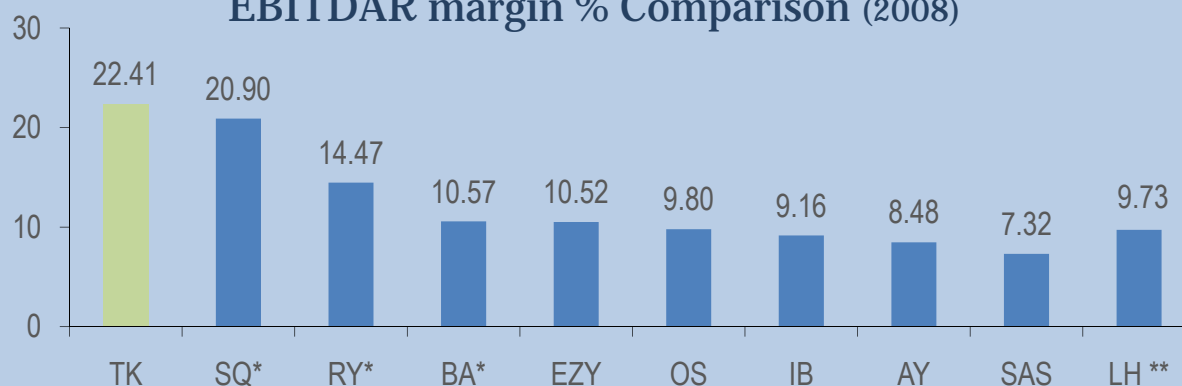
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Financial Highlights



› EBITDAR

EBITDAR margin % Comparison (2008)



* 9M Result Ending December 2008. ** EBITDA margin

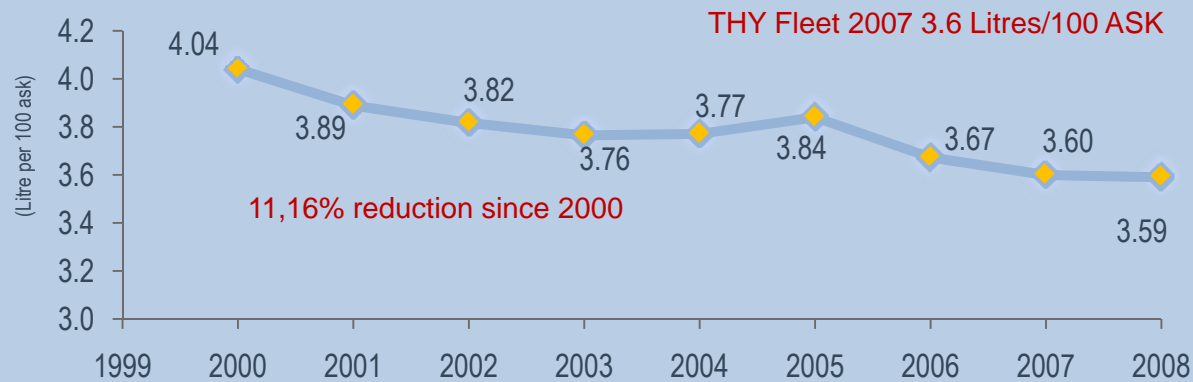
- › Cost cutting policies had a positive impact on operating expenses.
- › 2009 Year-end targeted EBITDAR Margin is 16%.

(€ Euro Mn)	2004	2005	2006	2007	2008	08/'07 %
Revenue	1.581	1.86	2.247	2.734	3.228	18%
EBIT	81	56	48	285	334	17%
EBIT Margin (%)	5,1	3,0	2,1	10,42	10,34	-0.07 pt
EBITDA	251	235	235	490	541	10%
EBITDA Margin (%)	15,9	12,6	10,5	17,92	16,77	-1.15 pt
EBITDAR	315	320	366	678	723	3%
EBITDAR Margin (%)	19,9	17,2	16,3	24,81	22,41	-2.40 pt
Net Income	61	56	101	149	598	264%

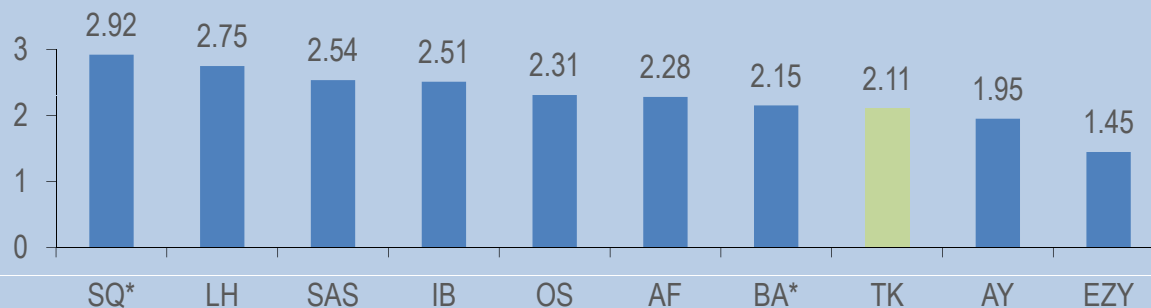
Increasing fuel price had a negative impact on operating profit

> Fuel

Average Specific Fuel Consumption



Per ASK Fuel Cost (€ Cent) 2008



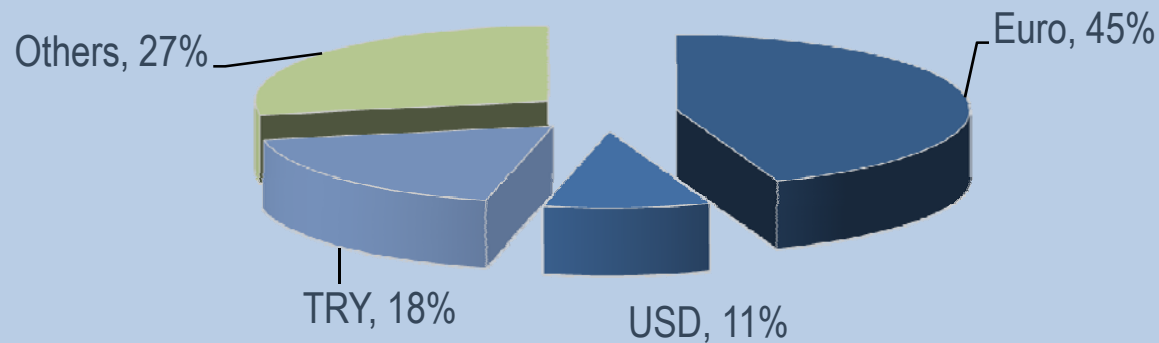
- › Daily average crude oil prices increased by 78% in 2008 compared to 2007.
- › Although THY does not hedge, its fuel expense per ASK is lower on the average compared to its peer group.
- › Due to fleet expansion, the fleet average age will be lower which in return will increase THY's fuel efficiency.

Fleet expansion will reduce fuel cost as well as fleet age

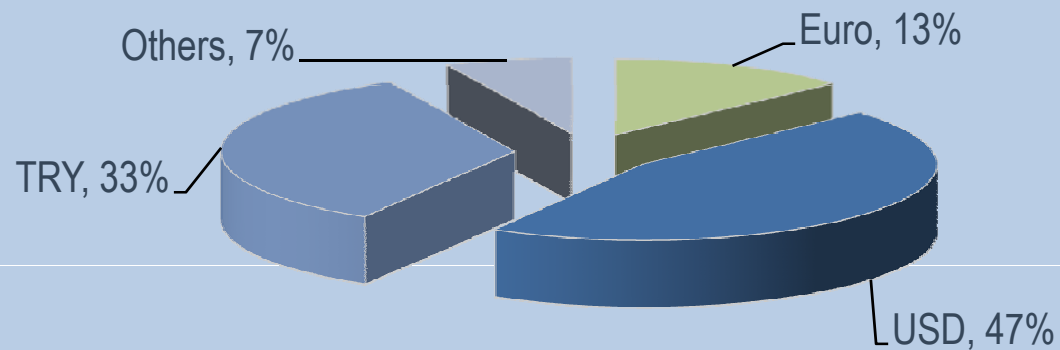
Source: Company annual reports & websites. (*) 9M Results Ending December 2008

> Currency Breakdown

Income by Currency (2008)



Expenses by Currency (2008)



- > THY's income is diversified among the major currencies.
- > Due to its currency basket THY is very flexible on fx position.
- > Although USD income is lower than USD expenses THY is able to cover its USD expenses from Euro income due to strong Euro against USD.

Diversified revenue & expense base and agility in pricing currency

Company Overview



› Highlights

- › Blessed by its prime location
 - › Turkey only 3hrs flight from 50 different countries
 - › Increased focus on transit flights since 2002
 - › Increased focus on Business Class passengers since 2006
 - › Market leader in Turkey with a strong brand recognition
 - › Member of Star Alliance

- › Substantial cost advantage over rivals
 - › Labor costs only 1.34€ per ASK (Austrian : 2.02€, Lufthansa :2.91€, Iberia: 2.0€)
 - › Profitable with room for further cost reductions

THANK YOU

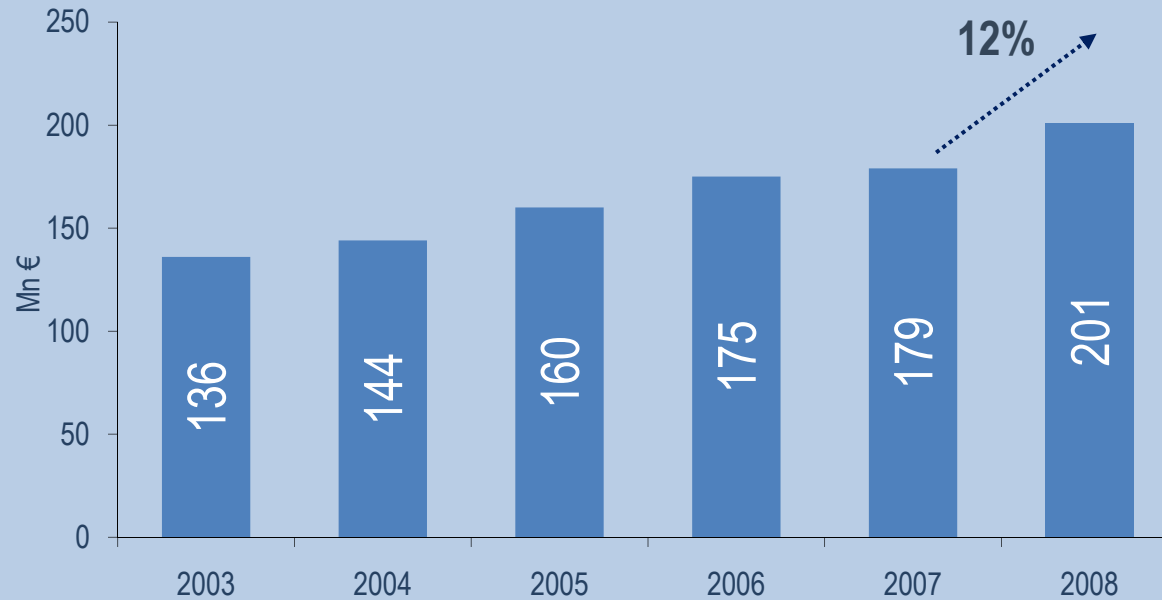
Turkish Airlines Inc.
Investor Relations Department

Mr.Coşkun KILIÇ / CFO
Ms.Suna ÇELEBİ / IR Manager

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› Cargo Transportation

Cargo Revenue (€ Mn)

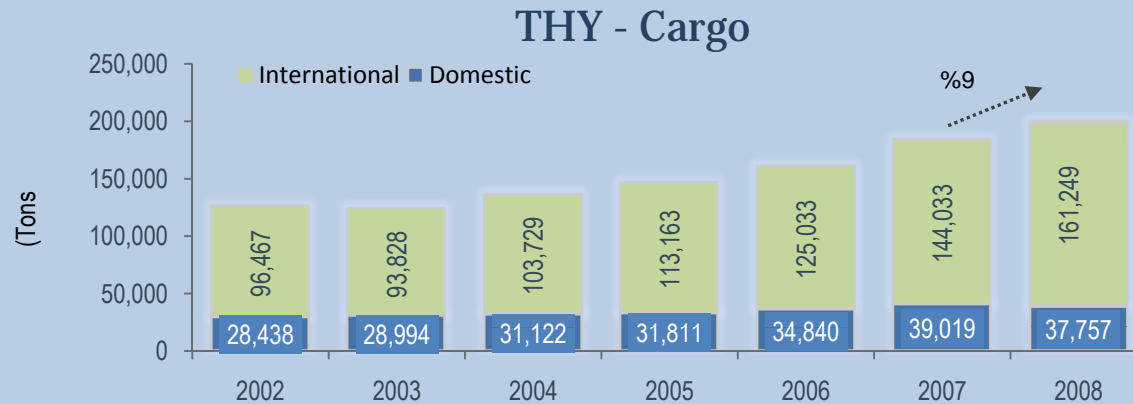


- › Domestic and International breakdown is consistent over the years.
- › Cargo revenue has increased by 12% in 2008 compared to 2007.

Plans to Enlarge Freighter Fleet Aiming Higher Cargo Revenues

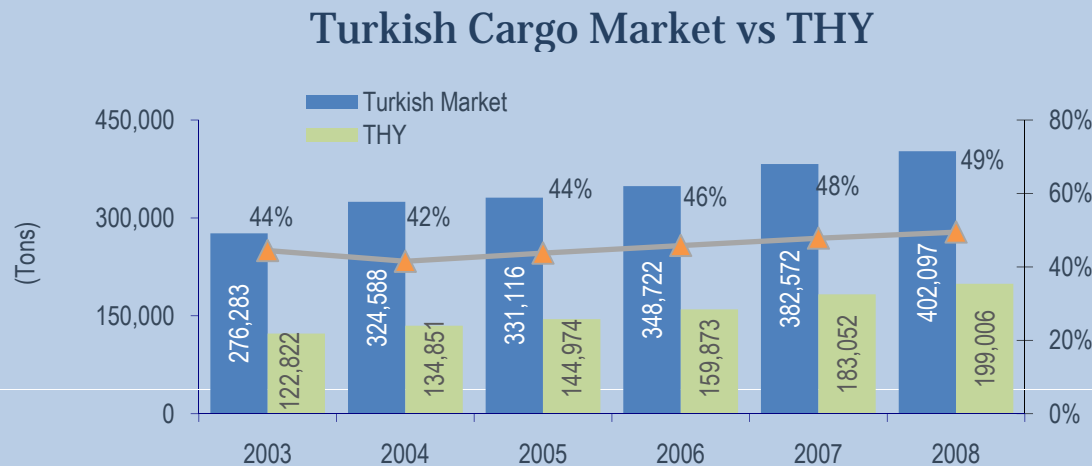
Source: Company

› Cargo Transportation



Source: Company

- › Domestic and International breakdown is consistent over the years.
- › As of January - September 2008 THY has carried total of 148.731 Tons cargo, indicating 10.8% increase compared to same period of 2007.



Source: Company

Plans to Enlarge Freighter Fleet Aiming Higher Cargo Revenues

> Assets & Liabilities

Assets (in € Mn)	2003	2004	2005	2006	2007	2008	08/07
Cash and Equivalents	378	200	304	197	281	236	-16%
Net Trade Receivables	68	87	121	135	179	163	-9%
Other Current Assets	57	84	95	241	410	806	97%
Total Current Assets	502	371	520	573	870	1205	39%
Due from Related Parties (Long Term)	30	0	0	8	13	11	-15%
Net Fixed Assets	1130	995	1657	1671	1891	2359	25%
Other Long Term Assets	26	248	224	143	104	101	-2%
Total Long Term Assets	1.186	1.243	1.882	1.822	2.008	2471	122%
Total Assets	1.689	1.614	2.402	2.395	2.878	3.677	127%
Liabilities (in € Mn)	2003	2004	2005	2006	2007	2008	08/07
Short Term Lease Obligations	140	111	229	118	134	196	46%
Accounts Payable	104	108	161	172	213	203	-5%
Passenger Flight Liabilities	64	101	0	151	222	206	-7%
Other Current Liabilities	112	78	365	136	125	149	19%
Total Current Liabilities	420	399	755	577	694	754	9%
Long Term Lease Obligations	688	524	540	780	933	1307	40%
Retirement Pay Provision	45	55	72	63	77	67	-13%
Other Long Term Liabilities	31	29	249	106	94	154	64%
Total Long Term Liabilities	764	608	861	949	1104	1528	38%
Capital	963	1048	110	95	102	82	-20%
Share Premium	0	0	1180	1010	1018	781	-23%
Reserves	71	77	5	4	36	0	-100%
Accumulated Loss /Income	-530	-518	-509	-240	-75	532	809%
Total Shareholders Equity	505	608	786	869	1081	1395	29%
Total Liabilities & Shareholders Equity	1.689	1.614	2.402	2.395	2.878	3.677	127%

> Income Statement

Income Statement

(in Euro mn)

	2003	2004	2005	2006	2007	2008	08/07 %
Operating Revenues	1.481	1.581	1.860	2.247	2.734	3.228	18%
Operating Expenses	-1.289	-1.501	-1.804	-2.199	-2.449	-2.894	18%
Operating Profit	193	81	56	48	285	334	17%
Income From Other Operations	53	34	255	153	127	30	-76%
Loss From Other Operations	-6	-9	-166	-34	-6	-54	800%
Income Before Financial Income/(Expense)	240	105	145	159	407	310	-24%
Income/Loss due From Asset Valuation					9	2	-78%
Financial Income/(Loss)	154	21	-36	-62	174	753	333%
Monetary Gain/(Loss)	-223	-64	-	-	-380	-376	-1%
Income Before Taxation	170	62	109	105	209	688	229%
Taxation	-43	-2	-26	-6	-59	-90	53%
Net Income	127	61	83	99	149	598	300%

In converting the TRY reported results to EURO, the period average EURO exchange rates were used

Subsidiaries

› THY Technic A.S.(Consolidated)

- › Owned 100% by THY
- › Established on May 23rd, 2006 with the capital-in-kind valued at 271,325,800 New Turkish Lira (appx \$169 mn) which is mainly aircraft components and aircraft spare parts. Current capital is approximately around 198 mn\$.
- › In the year 2008 posted revenues and net income of 324€mn and 19€mn respectively.
- › Provides maintenance services to more than 10 international airlines including Lufthansa, KLM, BA and Alitalia as well as domestic airlines.
- › Main goal is to become one of the biggest MRO Center in the region.

› THY Do & Co Catering A.S. (Equity Pick-up)

- › Owned 50% - %50 by THY and Do & Co Restaurants & Catering A.G.
- › In the year 2008 posted revenues and net income of 100€mn and 6€mn respectively.

› TGS Ground Handling Inc. (Equity Pick-up)

- › Registered on August 28th, 2008 to Commerce Registry.

› Sun Express A.S. (Equity Pick-up)

- › Owned 50% - 50% by THY and Lufthansa, respectively.
- › Operating mainly charter flights between Germany and Antalya (Turkey) airports. Scheduled operation have started from İzmir on November 3, 2005 . Also Domestic Operations has started from İzmir as of March 26, 2006.
- › Flies to/from 21 airports in Germany, 17 in Turkey and 70 in other countries with total of 1,070 personnel.
- › Fleet consisted of 17 aircraft (one of them wet-leased AC); 14 B737 (one of them wet-leased AC with total seat capacity of 189) & 3 B757 aircraft with total seat capacity of 3,333 as of December 2008. Carried 4.228.181 passengers in the year 2008, by achieving load factor of 77.57%.
- › As December 31, 2008 posted revenues and net income of 403.444€ ths and 1.276 €ths respectively.

HABOM Project will be launched by THY Technic A.Ş.

› Safety & Quality

› Safety:

As it is very well known and appreciated “Safety” is the key concept to be adopted for existence. THY is determined to operate with the highest operational standards. Accepting and implementing the standards dictated by the aviation authorities and manufacturers as the baseline, THY strives to attain safer operation conditions in respect to continuous development process and appreciates it as a must. Within the frame of this efforts, adoption of Safety Management System approach, implementation of Flight Data Monitoring (FDM) system, trainings provided in risk assessed flight subjects and publications to flourish a widespread safety culture can be mentioned. The Flight Safety Department that has direct access to the Accountable Manager is in charge of the management and oversight of the system’s safety. In addition to its audits, it also implements the Flight Data Monitoring System, makes informal Line Observations and investigates the occurrences and reports (mandatory/voluntary) to promote safety.

In this context, it must be emphasized that THY is qualified as an IOSA Operator after the IATA Operational Safety Audit as of April 07, 2006. The expiry date of renewed IOSA operatorship is October 2009. In addition to the IOSA audit, due to its vast operation network, THY is in active contact with numerous Civil Aviation Authorities and subject to their audits. These audits, as well as providing the opportunity to the auditors to evaluate the current situation, input the required feedback for THY’s safer operation from thereupon.

› Quality:

Turkish Airlines adopted TS-EN ISO 9001:2000 Quality Management System (QMS) in 2006. Quality Assurance Directorate which is also connected directly to Accountable Manager is in charge of the implementation and oversight of the quality system. The departments within this directorate are; Flight Operations, Ground Operations, Technic, Cabin, Flight Training, Quality Management and Improvement. Each department implements scheduled and unscheduled operational audits annually to acquire the condition information. The QMS is in a development stage progressing into Integrated Management System. TS-EN ISO 14001:2004 – Environmental Management System and OHSAS 18001- Occupational Health and Safety System are planned to be integrated by mid of 2009.

In addition to above, having all requirements fulfilled and systems in place with regards to Turkish Civil Aviation Law, Turkish Airlines has the AOC (Air Operator Certificate) approved by Turkish Civil Aviation Administration (CAA).