

TURKISH AIRLINES

FY2016 Results Summary



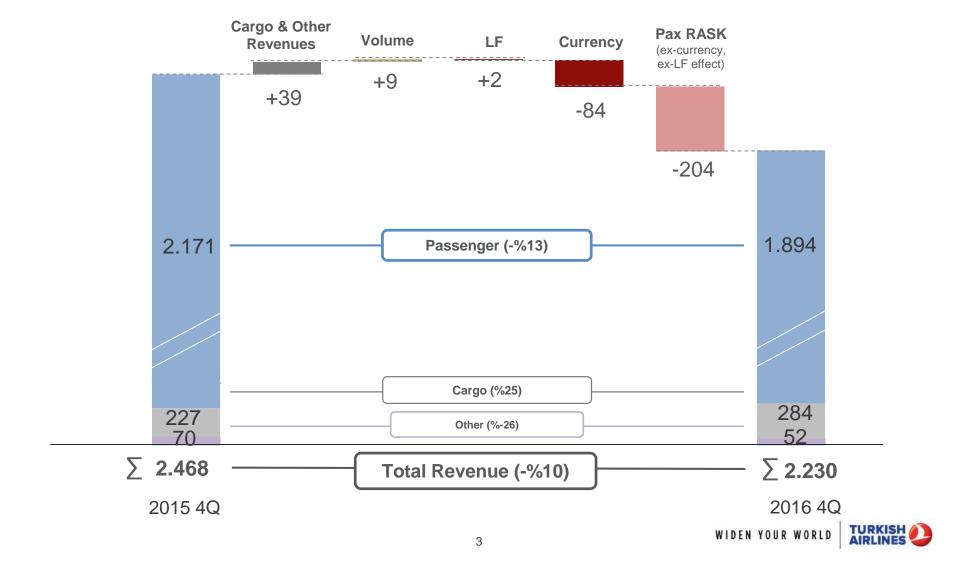


Key Financial Data

4Q'15	4Q'16	Change	(USD mn)	2015	2016	Change
2,468	2,230	-9.6%	Revenue	10,522	9,792	-6.9%
2,171	1,894	-12.8%	Passenger Revenue	9,368	8,590	-8.3%
227	284	25.1%	Cargo Revenue	935	996	6.5%
-50	-90	-	Net Operating Profit / Loss	682	-350	-
1	-137	-	Profit From Main Operations	895	-291	-
192	386	101.0%	Net Income	1,069	-77	-
7.8%	17.3%	9.5 pt	Net Income Margin	10.2%	-0.8%	-10.9 pt
472	316	-33.0%	EBITDAR	2,580	1,628	-36.9%
19.1%	14.2%	-4.9 pt	EBITDAR Margin	24.5%	16.6%	-7.9 pt

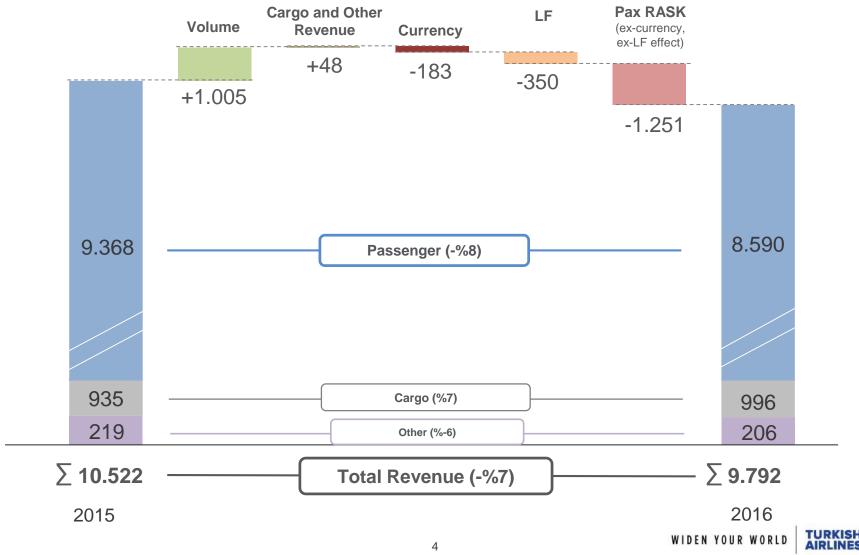
Revenue Development (4Q'15 vs 4Q'16)

(mn USD)



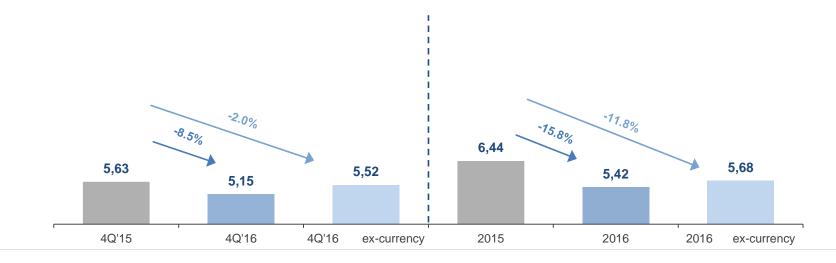
Revenue Development (2015 vs 2016)

(mn USD)

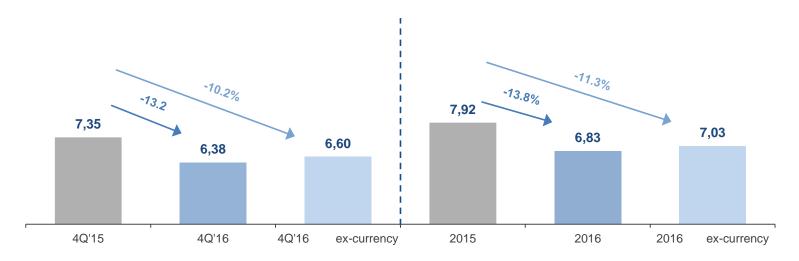


Unit Revenue Development

RASK (USc)

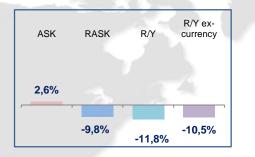


R/Y (Usc)

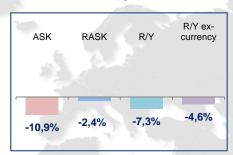


Regional Yield Development in USD (4Q'15 vs 4Q'16)

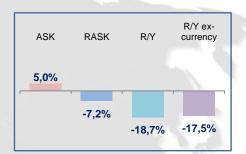
America



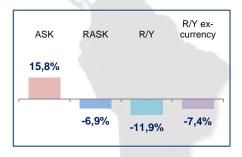
Europe



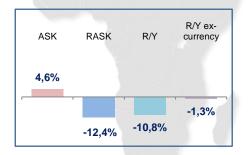
Asia / Far East



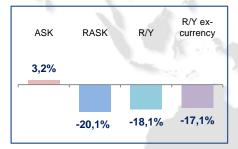
Africa



Domestic

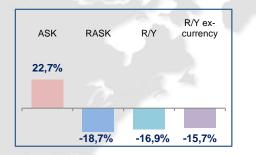


Middle East

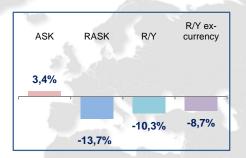


Regional Yield Development in USD (2015 vs 2016)

America



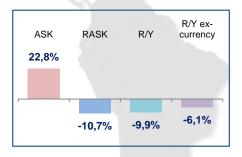
Europe



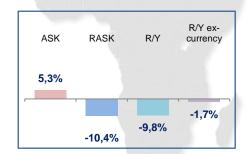
Asia / Far East



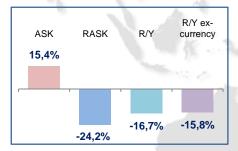
Africa



Domestic

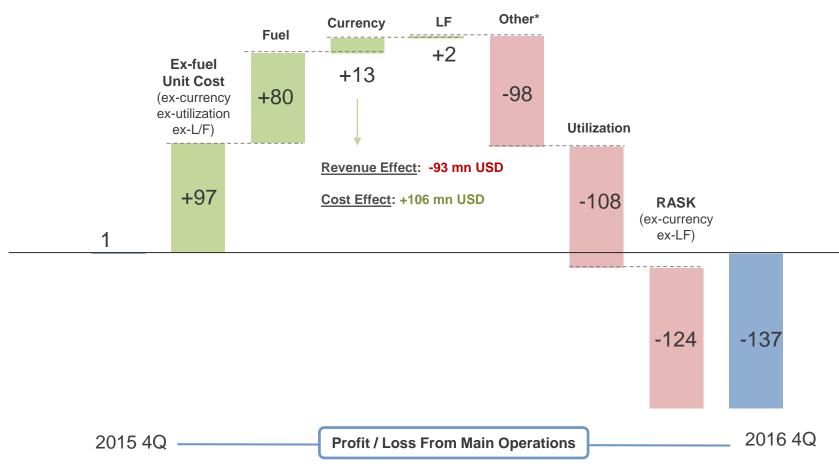


Middle East



Profit From Main Operations Bridge (4Q'15 vs 4Q'16)

(mn USD)

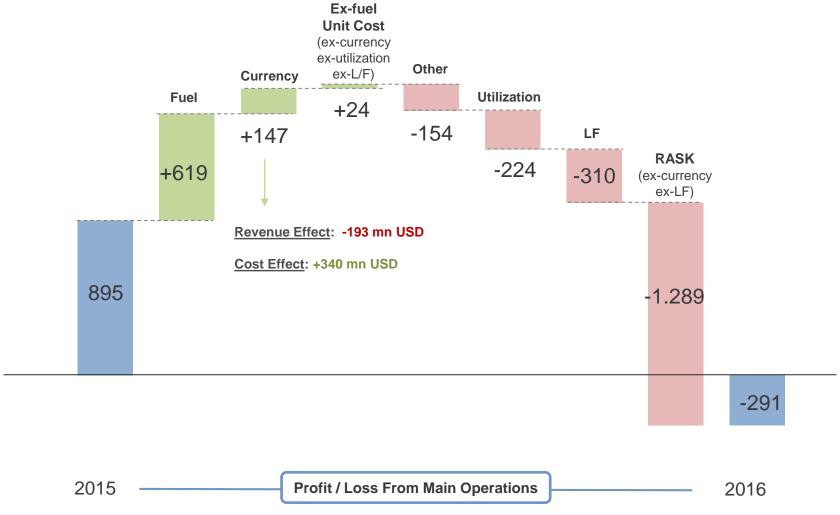


Includes other operating income, other operating expense and FX gains/losses from operational activities (details disclosed in footnote #28 of the income statement.)



Profit From Main Operations Bridge (2015 vs 2016)

(mn USD)



Includes other operating income, other operating expense and FX gains/losses from operational activities (details disclosed in footnote #28 of the income statement.)



Operational Expense Breakdown

4Q'15	4Q'16	Change	(mn USD)	2015	2016	Change
708	637	-10.0%	Fuel	2,997	2,673	-10.8%
415	414	-0.2%	Personnel ¹	1,640	1,865	13.7%
387	411	6.2%	Aircraft Ownership	1,420	1,644	15.8%
229	212	-7.4%	Airports & Air Navigation	916	952	3.9%
234	149	-36.3%	Sales & Marketing	883	884	0.1%
154	142	-7.8%	Ground Handling	619	645	4.2%
144	130	-9.7%	Passenger Services & Catering	585	582	-0.5%
177	140	-20.9%	Maintenance ²	516	590	14.3%
70	85	21.4%	Other ³	264	307	16.3%
2,518	2,320	-7.9%	TOTAL	9,840	10,142	3.1%

ASK Growth: 0.4% ASK Growth: 10.7%

Notes:

- (1) Includes onetime net payment made to the unionized staff amounting 39 mn USD in the 1Q'16. According to the CBA, wage increase was 7% for the first half and 6% for the second half of 2016.
- (2) Increase in maintenance expense slowed down in 2H'16 in line with the revised budget. Increases in the first half was mainly due to shortfall in heavy maintenance provisions (53 mn USD), rescheduling regular maintenance checks to earlier dates to benefit from lower utilization levels (31 mn USD).
- (3) Includes General Administration and Other Cost of Sales.



CASK Breakdown

4Q'15	4Q'16	Change	(USc)	2015	2016	Change
1.78	1.60	-10.4%	Fuel	1.95	1.57	-19.4%
1.04	1.04	-0.6%	Personnel	1.07	1.10	2.7%
0.97	1.03	5.8%	Aircraft Ownership	0.92	0.97	4.6%
0.58	0.53	-7.8%	Airports & Air Navigation	0.60	0.56	-6.1%
0.59	0.37	-36.6%	Sales & Marketing	0.57	0.52	-9.6%
0.39	0.36	-8.2%	Ground Handling	0.40	0.38	-5.9%
0.36	0.33	-10.1%	Passenger Services & Catering	0.38	0.34	-10.1%
0.45	0.35	-21.2%	Maintenance	0.34	0.35	3.3%
0.18	0.21	20.9%	Other ²	0.17	0.18	5.0%
6.34	5.82	-8.2%	TOTAL	6.41	5.96	-6.9%

CASK ex-currency change: -3.8%

Ex-fuel CASK ex-currency change: +3.1%

Notes:

(1)

⁽¹⁾ Increase in constant currecy ex-fuel CASK is mainly from 13% increase in personnel CASK (ex-currency) and 12% increase in depreciation CASK (ex-currency).

⁽²⁾ Includes General Administration and Other Cost of Sales.

Selected KPI's

4Q'15	4Q'16	Change		2015	2016	Change
650	577	-11.1%	Fuel Price (Usd/ton)	701	570	-18.8%
3.43	3.46	0.8%	Fuel Consumption (It) per 100 ASK	3.48	3.45	-0.8%
1,171	1,303	11.2%	Aircraft Ownership Cost per BH	1,096	1,209	10.3%
536	444	-17.2%	Maintenance Cost per BH	398	434	8.9%
1,376	1,330	-3.4%	Handling Cost per Landing	1,367	1,390	1.7%
1,039	977	-5.9%	Airports & Air Navigation Cost per km Flown	1,060	1,037	-2.2%
9.75	8.98	-7.8%	Passenger Services & Catering Cost per Pax	9.55	9.27	-2.9%
9.5%	6.7%	-2.8 pt	Sales & Marketing Cost / Total Revenue	8.4%	9.0%	0.6 pt

EBITDAR Calculation

4Q'15	4Q'16	Change	EBITDAR (mn USD)	2015	2016	Change
2,468	2,230	-10%	Sales Revenue	10,522	9,792	-7%
2,144	2,031	-5%	Cost of Sales (-)	8,420	8,656	3%
324	199	-39%	GROSS PROFIT / (LOSS)	2,102	1,136	-46%
73	73	0%	General Administrative Expenses (-)	272	315	16%
301	216	-28%	Marketing and Sales Expenses (-)	1,148	1,171	2%
-50	-90	-	NET OPERATING PROFIT / (LOSS)	682	-350	-
53	9	-83%	Other Operating Income	244	145	-41%
2	56	2700%	Other Operating Expense (-)	31	86	177%
1	-137	-	Profit / (Loss) from Main Operations	895	-291	-
19	17	-11%	Adjustments	144	124	-14%
1	-3	-	Share of Investments' Profit / Loss Accounted by Using The Equity Method	80	44	-45%
18	20	11%	Income From Government Incentives	64	80	25%
20	-120	-	EBIT	1,039	-167	-
266	300	13%	Depreciation	924	1,148	24%
286	180	-37%	EBITDA	1,963	981	-50%
152	114	-25%	Adjusted Operating Lease Expenses ¹	461	508	10%
34	23	-33%	Adjusted Short term Lease Expenses (Wet-lease) ²	157	139	-12%
472	316	-33%	EBITDAR	2,580	1,628	-37%
19.1%	14.2%	-4.9 pt	EBITDAR MARGIN	24.5%	16.6%	-7.9 pt

¹ Adjusted for A/C heavy maintenance

Notes:

- For 2016 Turkish Technic's contribution to EBITDAR through consolidation is 186 mn USD, compared to 158 mn in 2015.
- For 2016 adjustments for heavy maintenance of operational lease expenses were 264 mn USD compared to 250 mn USD in 2015.

² Adjusted for A/C Rent and heavy maintenance portion (approx. 55%)

Currency Gains/Losses and Hedging Results on P&L

USD (in millions)	31.12.2016	
Net Operational Profit	-350	
Other Operational Income/Expense		+59
of which FX Loss from operating items (1)		-42
Profit /Loss from Main Operations	-291	
Income from Investment Activities (Net)		+117
Share of Subsidiaries Profit/Loss		+44
FX Gain from Financing Activities (2)		+145
FX Gain on Currency Hedging (3)		+75
Interest Income		+32
Interest Expense		-202
Other Financial Income/Expense		+21
of which fair value gains of derivative inst.(4)		+89
Profit Before Tax	-59	
Tax		-18
Net Profit	-77	

1) FX Loss from Operating Items

Rise from operational balance sheet items such as trade receivables, payables or TRY liabilities to the government.

2) FX Gains from Financing Activities

Unrealized currency translation differences between two balance sheet periods which is reflected into the income statement as FX Gain, hence lowering USD debt levels.

EUR: +231 mn USD
JPY: -93 mn USD
CHF: +7 mn USD

3) Currency Hedging Results

Results for hedging short positions on USD (mostly from previous contracts) and TRY against EUR

4) Fair Value Gains on Hedging Contracts

Fair value gains/losses (MTM) of hedging contracts are reflected to the balance sheet. Only ineffective portion of hedges (determined each quarter through an effectiveness test) are reflected to P&L.

Important Note:

Our long term (10-12 years) borrowing needs are financed in four major currencies to match the annual debt repayments with the operational cash generation in each of the respective currency in order to minimize FX exposures.



TURKISH AIRLINES

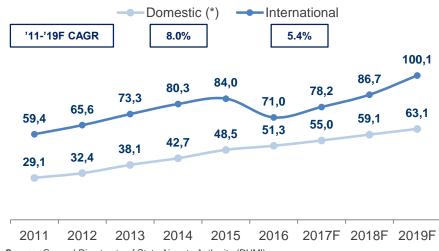
FY2016 Overview





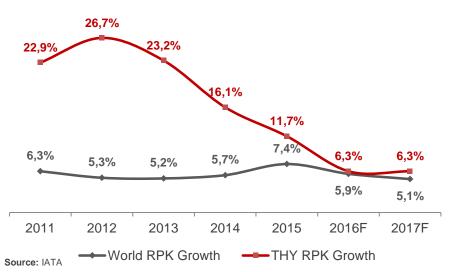
Aviation Market & Economy

Turkish Market Growth (mn passengers)

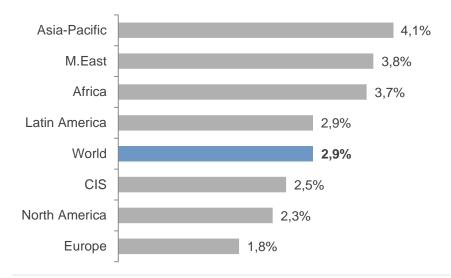


Source: General Directorate of State Airports Authority (DHMI) (*): Adjusted for double count on Domestic Pax

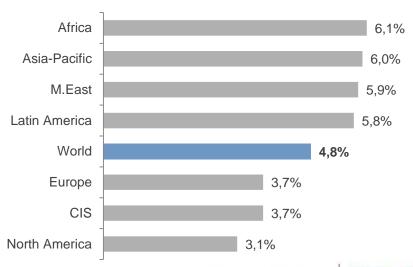
Annual RPK Growth (%)



Annual GDP Growth Forecast (2016-2035)



Annual RPK Growth Forecast (2016-2035)

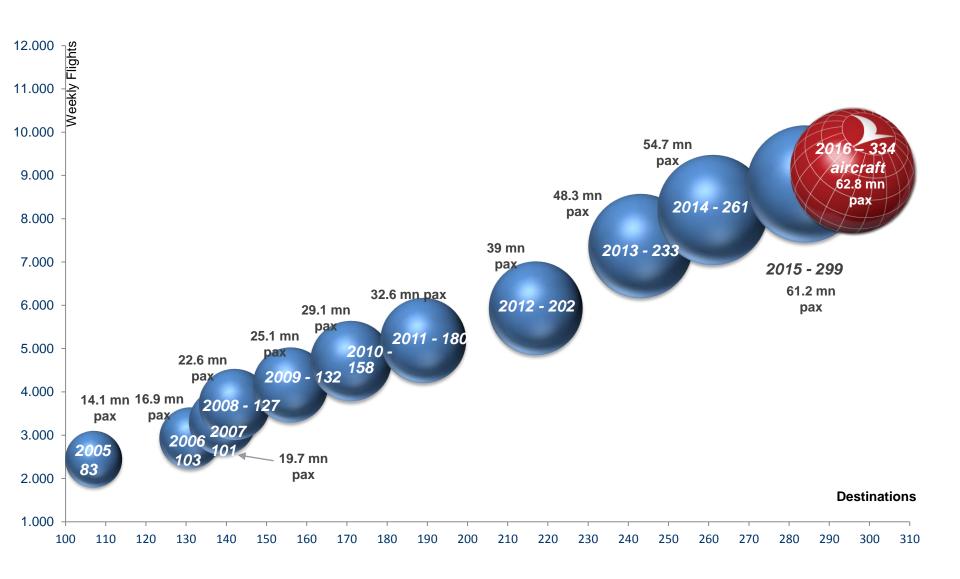


Source: Boeing Current Market Outlook

WIDEN YOUR WORLD



Turkish Airlines Diagonal Growth



^{*} Diameters of the bubbles are proportional to the number of passengers carried.



Destinations: 246* International, 49 Domestic Lines in 119 Countries

	El	JROPE	
	43 COUNT	RIES, 110 CITIES	
Germany	Russia	Belgium	Moldova
Munich	Moscow	Brussels	Chisinau
Frankfurt	Sochi	Bulgaria	Poland
Berlin	St. Petersburg	Sofia	Warsaw
Stuttgart	Kazan	Varna	Belarus
Düsseldorf	Rostov	Romania	Minsk
Cologne	Ekaterinburg	Bucharest	Slovakia
Hamburg	Ufa	Cluj	Kosice
Hanover	Astrakhan	Constanta	
Nuremberg	Novosibirsk	Hungary	
Bremen	Stravropol	Budapest	
Friedrichshafen	Switzerland	Czech Rep.	Routes Opened
Leipzig	Zurich	Prague	Routes Opened
Münster	Geneva	Croatia	Ivano-Frankivsk
Baden-Baden	Basel	Zagreb	Dubrovnik
Italy	Ukraine	Dubrovnik	Kosice
Milan	Kiev	Portugal	Cluj
Rome	Odessa	Lisbon	
Venice	Ivano-Frankivsk	Porto	
Bologna	Dnepropetrovsk	Bosnia	
Naples	Kherson	Sarajevo	
Catania	Zaporijya	Finland	
Turin	Lviv	Helsinki	
Pisa	Simferopol	Norway	
Bari	Donetsk	Oslo	Future Routes
Genoa	Austria	Albania	
France	Vienna	Tirana	Azerbaijan
Paris	Salzburg	Ireland	Lankeran
Lyon	Graz	Dublin	Poland
Nice	Northern Cyprus	Kosovo	Krakow
Marseille	Lefkosa	Pristina	France
Toulouse	Azerbaijan	Macedonia	Nantes
Bordeaux	Baku	Skopje	Ukraine
UK .	Ganja	Serbia	Kharkiv
London	Nakhichevan	Belgrade	Spain
Manchester	Netherlands	Malta	La Coruna
Birmingham	Amsterdam	Malta	Russia
Spain	Rotterdam	Slovenia	Makhachkala
Barcelona	Greece	Ljublijana	
Madrid	Thessaloniki	Montenegro	
Malaga	Sweden	Podgorica	
Valencia Bilbao	Stockholm	Scotland Edinburgh	
DIIDAO		Estonia	
	Gothenburg Denmark	Tallinn	
		Latvia	
	Copenhagen Aalborg	Riga	
		Lithuania	
	Billund Georgia	Vilnius	
	Tbilisi	Luxemburg	
	IDIIISI	Luxemburg	

Luxembourg

	FRICA
32 COUNT	RIES, 50 CITIES
Egypt	Gabon
Cairo	Libreville
Alexandria	Mali
Hurghada	Bamako
Sharmel-Sheikh	Burkina Faso
Algeria	Ougadougou
Algiers	Cote D'Ivore
Oran	Abidjan
Constantine	Chad
Tlemcen	N'Djamena
Batna	Benin
South Africa	Cotonou
Johannesburg	Mozambique
Cape Town	Maputo
Durban	Niger
Nigeria	Niamey
Lagos	Eritrea
Abuja	Asmara
Kano	Madagascar
Cameroon	Antananarivo
Douala	Mauritius
Yaounde	Port Louis
Kenya	Seychelles
Mombasa	Seychelles
Nairobi	Libya
Tanzania	Misurata
Dar Es Selaam	Benghazi
Kilimenjaro	Sebha
Zanzibar	Tripoli
Tunisia	
Tunis	
Djibouti	Routes Opened
Djibouti	Seychelles
Ethiopia	Zanzibar
Addis Ababa	
Ghana	
Accra	
Morocco	
Casablanca	
Rwanda	Future Routes
Kigali	Angola
Somalia	Luanda
Mogadishu	Egypt
Sudan	Aswan
Khartoum	Luxor
Uganda	Guinea
Entebbe	Conakry
Mauritania	South Sudan
Nouakchott	Juba
Senegal	Juba
Dakar	
Congo	
CONGO	

	DLE EAST
13 COUNT	RIES, 34 CITIES
Saudi Arabia	UAE
Jeddah	Dubai
Madinah	Abu Dhabi
Riyadh	Lebanon
Dammam	Beirut
Yanbu	Jordan
El Qassim	Amman
Taif	Akabe
Iran	Qatar
Tehran	Doha
Mashad	Bahrain
Shiraz	Bahrain
Tabriz	Oman
Isfahan	Muscat
Kermanshah	Syria
Ahvaz	Aleppo
Israel	Damascus
Tel Aviv	Yemen
Iraq	Aden
Erbil	Sanaa
Baghdad	
Basra	
Sulaymaniyah	
Najaf	Future Routes
Mosul	
Kuwait	Saudi Arabia
Kuwait	Abha
АМ	ERICAS
	ERICAS RIES, 17 CITIES
8 COUNT	
	RIES, 17 CITIES
8 COUNTE USA New York Los Angeles	RIES, 17 CITIES
8 COUNTE USA New York	Panama Panama
8 COUNTE USA New York Los Angeles	Panama Panama Cuba
8 COUNTR USA New York Los Angeles Washington	Panama Panama Cuba Havana
8 COUNTR USA New York Los Angeles Washington Boston	Panama Panama Cuba Havana Venezuela
8 COUNTS USA New York Los Angeles Washington Boston Chicago	Panama Panama Cuba Havana Venezuela
8 COUNTR USA New York Los Angeles Washington Boston Chicago Houston	Panama Panama Cuba Havana Venezuela Caracas
8 COUNTS USA New York Los Angeles Washington Boston Chicago Houston Miami	Panama Panama Cuba Havana Venezuela Caracas
8 COUNTR USA New York Los Angeles Washington Boston Chicago Houston Miami Atlanta	Panama Panama Cuba Havana Venezuela Caracas Routes Opened
8 COUNTR USA New York Los Angeles Washington Boston Chicago Houston Miami Atlanta San Francisco	Panama Panama Panama Cuba Havana Venezuela Caracas Routes Opened
8 COUNTE USA New York Los Angeles Washington Boston Chicago Houston Miami Atlanta San Francisco Canada	Panama Panama Cuba Havana Venezuela Caracas Routes Opened
8 COUNTR USA New York Los Angeles Washington Boston Chicago Houston Miami Atlanta San Francisco Canada Toronto Montreal Argentina	Panama Panama Cuba Havana Venezuela Caracas Routes Opened Bogota Panama
8 COUNTE USA New York Los Angeles Washington Boston Chicago Houston Miami Atlanta San Francisco Canada Toronto Montreal Argentina Buenos Aires	Panama Panama Cuba Havana Venezuela Caracas Routes Opened Bogota Panama Atlanta
8 COUNTI USA New York Los Angeles Washington Boston Chicago Houston Miami Atlanta San Francisco Canada Toronto Montreal Argentina	Panama Panama Cuba Havana Venezuela Caracas Routes Opened Bogota Panama Atlanta Havana

Sao Paulo

Columbia

Bogota

FAR EAST			
22 COUNTRI	IES, 35 CITIES		
China	Bangladesh		
Beijing	Dhaka		
Guangzhou	Indonesia		
Shanghai	Jakarta		
Taipei	Maldives		
Hong Kong	Male		
Pakistan	Singapore		
Karachi	Singapore		
Islamabad	Sri Lanka		
Lahore	Colombo		
Kyrgyzstan	Uzbekistan		
Bishkek	Tashkent		
Osh	Philippines		
Kazakhstan	Manila		
Almaty	Tajikistan		
Astana	Dushanbe		
Japan	Khujand		
Tokyo	Nepal		
Osaka	Kathmandu		
India	Mongolia		
Mumbai	Ulaanbaatar		
New Delhi			
Thailand			
Bangkok			
Turkmenistan			
Ashgabat	Routes Opened		
Malaysia	Roules Opened		
Kuala Lumpur	Hanoi		
South Korea			
Seoul			
Afghanistan	Future Routes		
Kabul	i uture ivoutes		
Mazar-ı Sharif	Thailand		
Vietnam	Phuket		
Ho Chi Minh	Indonesia		
Hanoi	Denpasar		

DOMESTIC	
49 CITIES	



Future Routes

Mexico

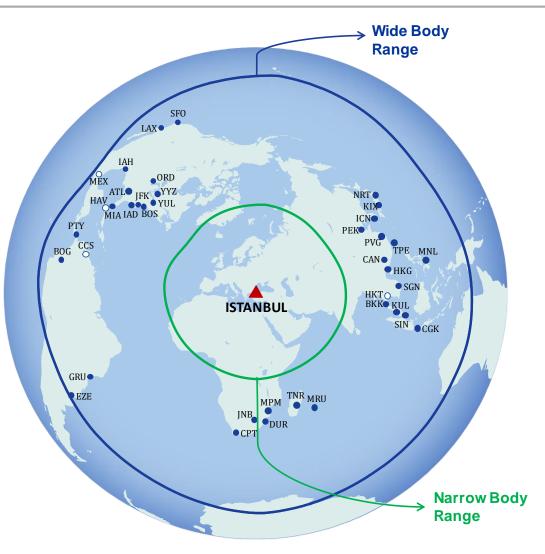
Mexico City

Istanbul's Geographical Advantage - A Natural Hub

Narrow Body Range Capability to and from Istanbul

(with full passenger payload)

- 201 out of 246 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



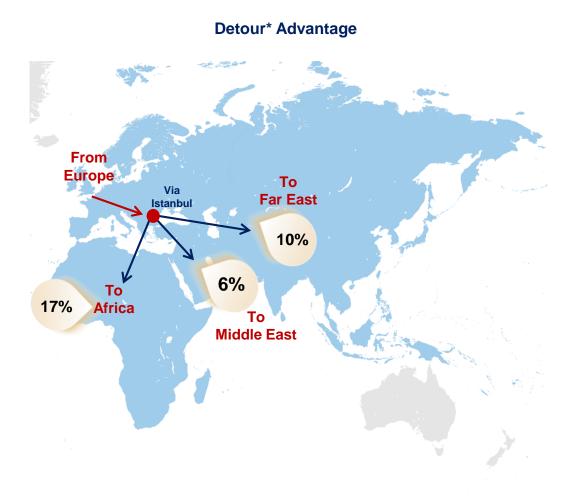
- Current Wide Body destinations
- Future Wide Body destinations



Highest Connectivity for Europe, Africa and Middle East

Airlines Connectivity by Number of O&D Pairs (Top Three)

Europe to the World Turkish Airlines British Airways Lufthansa	20,096 10,710 8,658
Middle East to the World Turkish Airlines Qatar Airways British Airways	8,534 3,132 2,178
Africa to the World Turkish Airlines Air France British Airways	11,376 4,488 3,264
Far East to the World United Airlines Turkish Airlines Delta	9,176 8,534 5,236

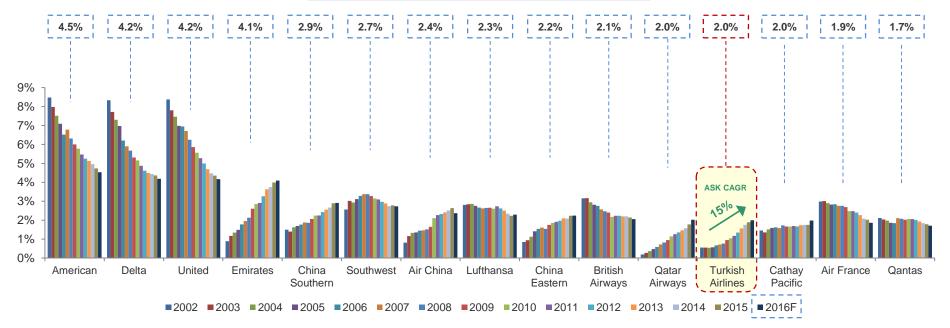




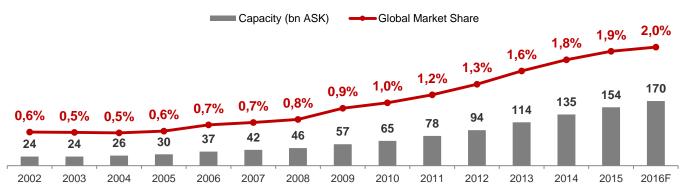
^{*} Detour: Increase in the flight distance compared to a non-stop flight. Forecasted by using 6,000 arrival-departure cities **Source:** Retrieved from OAG.

Global Market Share Development

Global Market Share Trends (in ASK)



Turkish Airlines Market Share Development



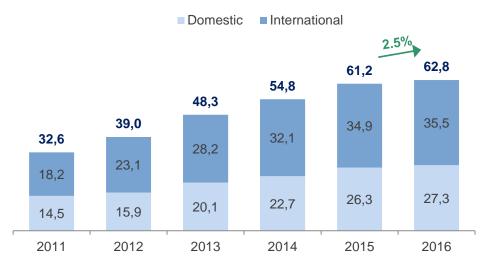
Notes: For US carriers regional flights are excluded. Wholly owned subsidiaries are included in the calculation same as IATA reports. 2016 capacities are obtained from OAG on 11 October 2016. Lufthansa figures include Lufthansa Passenger Airline and Eurowings. Turkish Airlines' capacity data is realized.

Source: 2002 ICAO, 2003-2015 IATA, 2016F OAG, company reports, ATW, AEA, sorted by 2016F ASK values.



Passenger Traffic

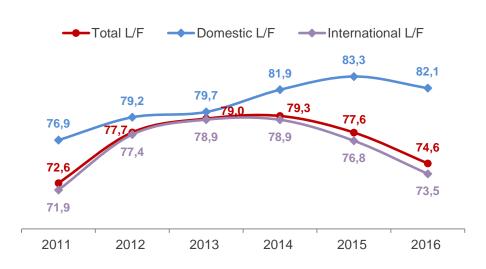
Total Passengers (mn)



Passenger Traffic

2015	2015 vs 2016			
Landing	up by	2.5%		
ASK	up by	10.7%		
RPK	up by	6.3%		
Passenger #	up by	2.5%		
L/F	down by	-3.1 pt		

Load Factor (L/F %)



Annual Changes (%)

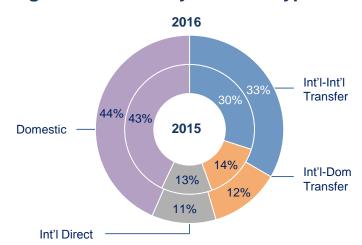
	2011	2012	2013	2014	2015	2016
ASK	25%	18%	21%	16%	14%	10.7%
RPK	22.9%	26.7%	23.2%	16.2%	11.6%	6.3%
PAX	12%	20%	24%	14%	12%	2.5%
L/F (Pt)	-1.1	5.1	1.4	0.3	-1.7	-3.1

Passenger Breakdown

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

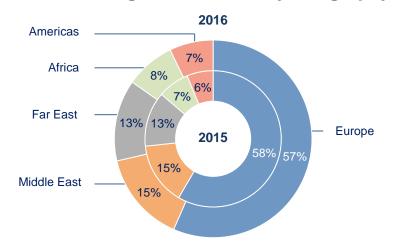


Passenger Breakdown by Transfer Type



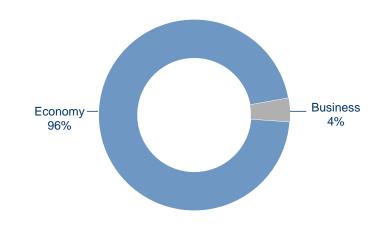
Note: Int'l to int'l transfer passengers' share in total international passengers is 59%.

Int'l Passenger Breakdown by Geography



Note: Includes only scheduled passengers.

2016 Passenger Breakdown by Cabin Class

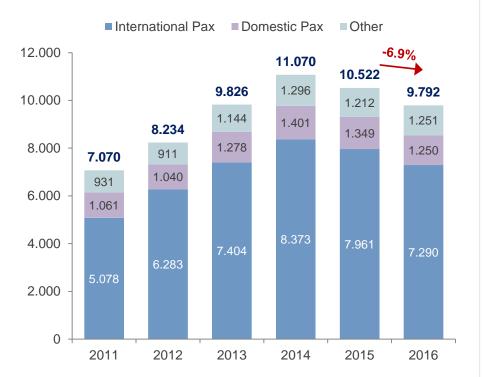


Note: Includes only scheduled passengers.

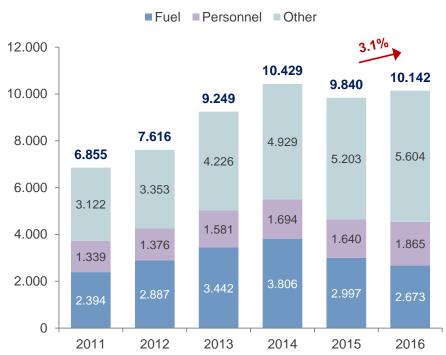


Total Revenue and Expenses

Revenues (mn USD)



Expenses (mn USD)

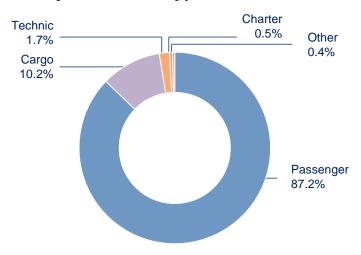


Note: Other revenue includes cargo, charter and other revenue

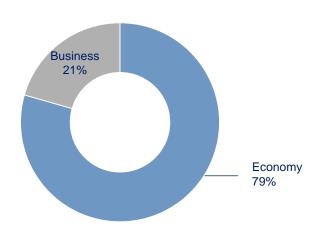


Revenue Breakdown (2016)

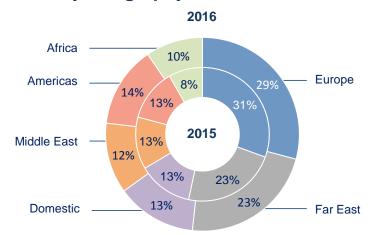
Revenue by Business Type



Revenue by Passenger Class

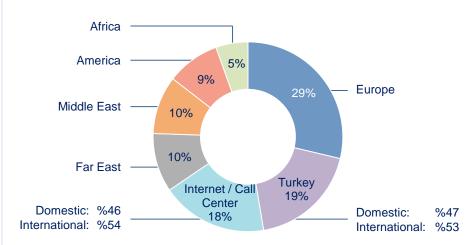


Revenue by Geography



Note: Includes scheduled passenger and cargo revenue

Revenue by Point of Sale



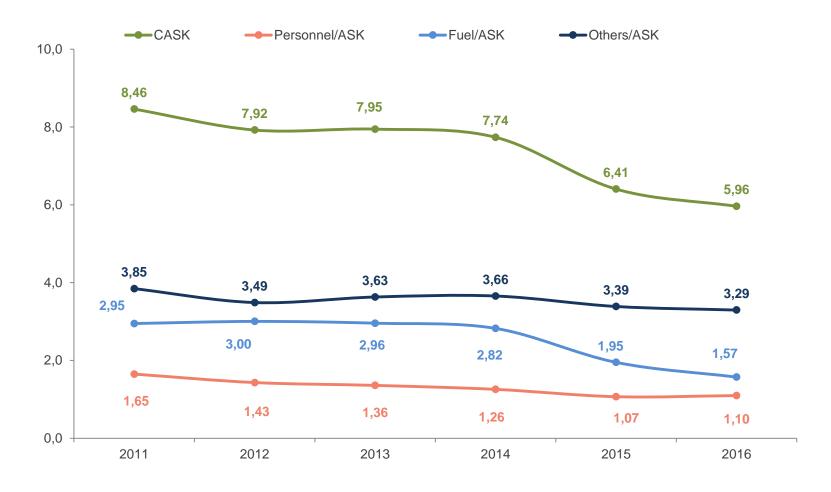
WIDEN YOUR WORLD

Note: Includes only scheduled passenger revenue



Unit Operating Costs

Cost Per ASK (Usc)



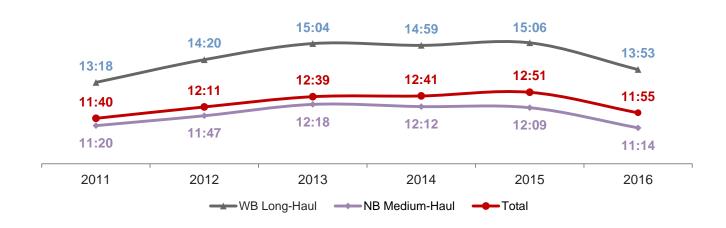
Operating Efficiency

Personnel Efficiency

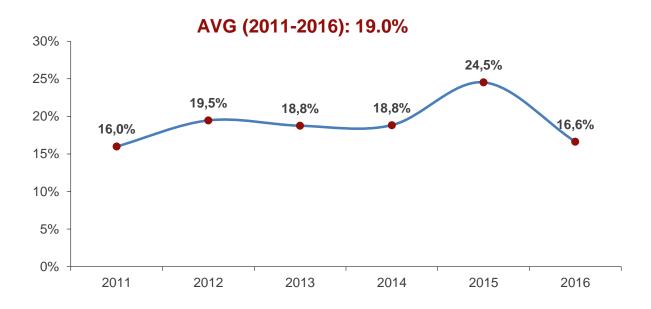


Note: Turkish Technic and THY Aydın Çıldır Personnel is included.

Average Daily Flight Utilization (hrs)



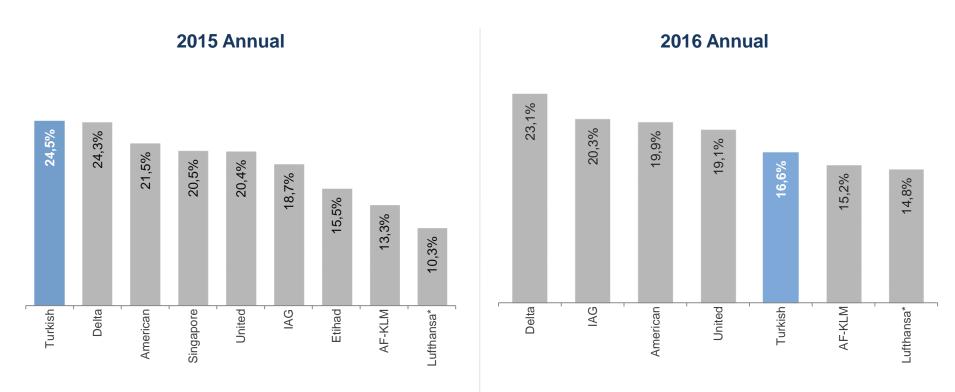
EBITDAR Margin



(mn USD)	2011	2012	2013	2014	2015	2016	YoY Change
Revenue	7,070	8,234	9,826	11,070	10,522	9,792	-6.9%
EBIT	277	691	755	808	1,039	-167	-
EBIT Margin	3.9%	8.4%	7.7%	7.3%	9.9%	-1.7%	-11.6 pt
EBITDA	763	1,265	1,405	1,551	1,963	981	-50.0%
EBITDA Margin	10.8%	15.4%	14.3%	14.0%	18.7%	10.0%	-8.6 pt
EBITDAR	1,130	1,603	1,843	2,085	2,580	1,628	-36.9%
EBITDAR Margin	16.0%	19.5%	18.8%	18.8%	24.5%	16.6%	-7.9 pt
Net Income	11	657	357	845	1,069	-77	-
Net Income Margin	0.2%	8.0%	3.6%	7.6%	10.2%	-0.8%	-10.9 pt

Peer Group vs Turkish Airlines Profitability

EBITDAR Margin Comparison



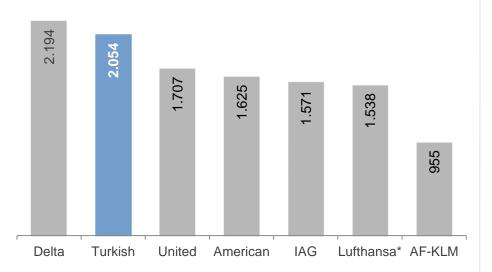
Source: Calculated based on public company reports.



^{*} Lufthansa Passenger Airline Group. As of 9M'2016.

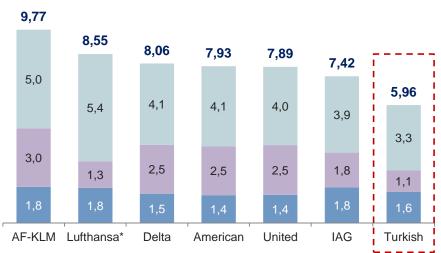
Peer Group vs Turkish Airlines Efficiency

PAX Per Personnel (2016)



Cost Per ASK (2016) - USc





Source: Calculated based on public company reports.



^{*} Lufthansa Passenger Airline Group. As of 9M'2016.

Fleet

24 42 2040	Time	Total	Owned	Financial	Opr./Wet	Seat	Average		Year End Fleet*					
31.12.2016	Туре	Total	Owned	Lease	Lease	Capacity	Fleet Age	2017	2018	2019	2020	2021	2022	2023
	A330-200	20		5	15	5,074	9.2	18	18	16	13	13	8	5
	A330-300	31		29	2	8,977	2.9	37	37	37	37	37	37	29
Wide Body	A340-300	4	4			1,161	18.5	4	4	4	4	4	4	4
	B777-3ER	32		29	3	11,297	3.0	33	33	32	30	30	30	30
	Total	87	4	63	20	26,509	5.1	92	92	89	84	84	79	68
	B737-900ER	15		15		2,355	3.3	15	15	15	15	15	15	15
	B737-9 MAX									5	10	10	10	10
	B737-800	88	25	53	10	14,224	8.4	87	78	78	78	78	78	78
	B737-700	1			1	124	10.6	1	1	1				
	B737-8 MAX								7	19	38	53	65	65
Narrow Body	A321 NEO								3	21	39	59	77	92
Narrow Body	A319-100	13		6	7	1,716	8.5	7	7	6	6	6	6	6
	A320-200	29		12	17	4,572	9.4	22	19	12	12	12	12	12
	A321-200	66		62	4	12,004	4.4	68	68	68	66	64	64	64
	B737-800 WL	22			22	4,158	10.4	21	19	18	10	8	4	
	B737-700 WL													
	Total	234	25	148	61	39,153	7.3	221	217	243	274	305	331	342
	A330-200F	8		8			3.6	9	9	9	9	9	9	9
Cargo	B777F							2	2	2	2	2	2	2
Cargo	Wet Lease	5			5		24.7							
	Total	13		8	5		11.7	11	11	11	11	11	11	11
	GRAND TOTAL	334	29	219	86	65,662	6.9	324	320	343	369	400	421	421
					Se	at Capaci	ity Change :	0%	-1%	5%	5%	7%	4%	-2%

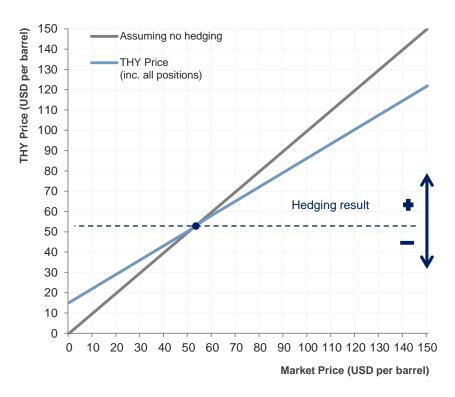
^{*}After exit-entry

Fleet Development

							20)11-2023	Aircraft	Purchas	es					
	31.12.2016			ı	Delivered	d						To Be D	elivered			
	Туре	2011	2012	2013	2014	2015	2016	TOTAL	2017	2018	2019	2020	2021	2022	2023	TOTAL
	A330-300	3	3	2	6	7	5	26								
Wide Body	B777-3ER	7			4	7	6	24	1							1
	Total	10	3	2	10	14	11	50	1							1
	B737-900ER	2	7	1		5		15								
	B737-9 MAX										5	5				10
	B737-800	2	2	6	10		20	40								
Norrew Bedy	B737-8 MAX									7	12	19	15	12		65
Narrow Body	A321	8	7	9		13	10	47	2							2
	A321 NEO									3	18	18	20	18	15	92
	A319	6						6								
	Total	18	16	16	10	18	30	108	2	10	35	42	35	30	15	169
	A330-200F	1	1	2		1	2	7	1							1
Cargo	B777F								2							2
	Total	1	1	2		1	2	7	3							3
	GRAND TOTAL	29	20	20	20	33	43	165	6	10	35	42	35	30	15	173

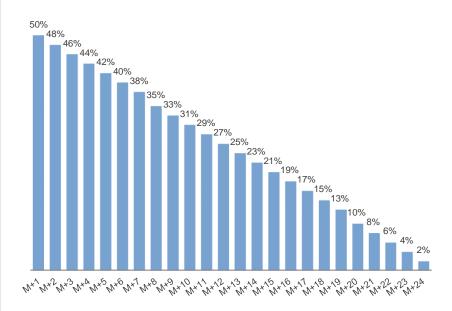
Hedging Fuel Price Risk

Effect of Hedging on the Fuel Price



- Around 26 mn barrels of hedged position on ICE BRENT as of December 31, 2016.
- Current fuel hedging levels: FY16: 50% (20 mn barrel)
 FY17: 47% (18 mn barrel)

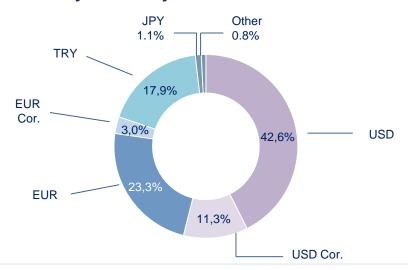
Fuel Hedging Policy



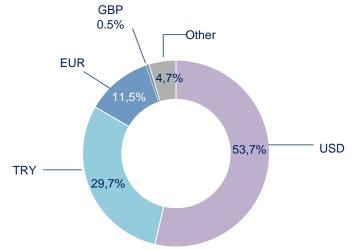
- Active Surcharge Policy: 50% of fuel cost is reflected to ticket prices
- Decreasing layered hedging strategy (24 months)
- Crude oil based swaps and options
- Aim to reach 50% of following months budgeted consumption

Hedging Currency Risk (2016)

Revenue by Currency⁽¹⁾



Expenses by Currency



Hedging Policy

- Monthly gradually decreasing layered hedging strategy
- · Each contract for 24-month period
- Target hedge levels: 30% for TRY, 25-35% for USD
- Flexible hedge strategy with respect to conditions

Current currency hedging matrix:

2017	Hedging Levels*	Average Price			
EUR/USD	21%	1.09			
EUR/TRY	24%	3.74			

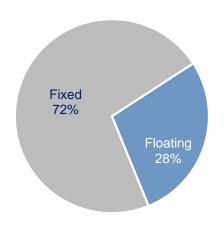
^{*} Percentage of respective short positions. As of 31 December 2016.

Hedging Currency Risk

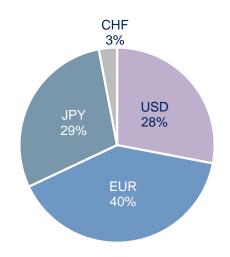
Aircraft Financing and Debt Management

As of 31.12.2016 Total Financial Lease Liabilities: 8,9 bn USD Operational Leases: 0.9 bn USD 5 Year Maturity Profile (USD mn) 1.194 1.042 1.001 1.009 1.113 2017 2018 2019 2020 2021

Weighted Average Interest Rate: 2.43%



Currency Breakdown of Financial Lease Liabilities



(mn USD)	31.12.2016 Total FL Debt	Maturity	Yearly Debt Service
USD	1,822	10-12 Years	310
EUR	3,947	10-12 Years	488
JPY	2,794	10-11 Years	244
CHF	300	12 Years	30
Total	8.863		1.072

Recent Awards

Winner of 3 awards at the 2016 Bonds&Loans Awards:

- Transport Finance Deal of the Year
- Trade and Export Finance Deal of the Year
- Structured Finance Deal of the Year





2016 Skytrax Awards:

- Best Airline in Europe for the 6th year in a row
- › Best Airline in Southern Europe
- › Best Business Class Dining Lounge
- › Best Business Class On-Board Catering



Balance Sheet

Assets (mn USD)	2011	2012	2013	2014	2015	2016
Cash and Equivalents	934	1,028	647	722	962	1,815
Trade Receivables	405	434	538	456	361	379
Pre-delivery Payment (PDP) Receivables	376	267	521	990	1,139	596
Other Current Assets	426	437	419	663	684	811
Total Current Assets	2,140	2,166	2,125	2,831	3,146	3,601
Net Fixed Assets	5,873	7,121	8,043	9,201	11,415	13,476
of which Aircraft and Engines	5,319	6,392	7,030	8,167	10,177	12,134
Pre-delivery Payment (PDP) Receivables	217	655	993	650	392	207
Other Non-Current Assets	455	581	741	1,064	1,430	1,207
Total Non-Current Assets	6,545	8,357	9,777	10,915	13,237	14,890
Total Assets	8,685	10,523	11,902	13,746	16,383	18,491

Liabilities (mn USD)	2011	2012	2013	2014	2015	2016
Lease Obligations	4,189	4,862	5,413	5,931	7,399	8,886
Passenger Flight Liabilities	677	936	1,201	1,398	1,091	785
Accounts Payable	461	510	680	662	671	616
Other Liabilities	976	1,183	1,346	1,805	2,380	3,117
Total Liabilities	6,303	7,491	8,640	9,796	11,541	13,404
Total Shareholders Equity	2,382	3,032	3,262	3,950	4,842	5,087
of which Issued Capital	1,498	1,498	1,597	1,597	1,597	1,597
of which Retained Earnings	889	903	1,350	1,714	2,559	3,628
of which Differences from Currency Translation	-18	-10	-26	-47	-84	-106
of which Net Profit for the Period	11	657	357	845	1,069	-77
Total Liabilities & Shareholders Equity	8,685	10,523	11,902	13,746	16,383	18,491

Income Statement

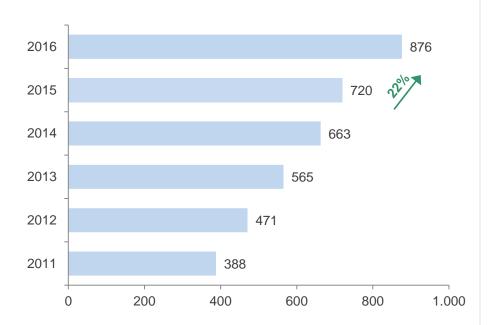
(mn USD)	2011	2012	2013	2014	2015	2016	YoY Change
Operating Revenue	7,070	8,234	9,826	11,070	10,522	9,792	-7%
Operating Expenses (-)	6,855	7,616	9,249	10,429	9,840	10,142	3%
of which Fuel	2,394	2,887	3,442	3,806	2,997	2,673	-11%
of which Personnel	1,339	1,376	1,581	1,694	1,640	1,865	14%
of which Depreciation	486	574	650	743	924	1,148	24%
of which Rent	252	243	448	543	496	496	0%
Net Operating Profit / Loss	215	618	577	641	682	-350	-
Income From Other Operations	96	95	115	80	244	145	-41%
Expense From Other Operations (-)	237	61	41	45	31	86	177%
Profit / Loss From Main Operations	73	652	651	676	895	-291	-
Income From Investment Activities (Net)	-	271	76	72	101	117	16%
Share of Investments' Profit / Loss	6	4	55	75	80	44	-45%
Financial Income	158	49	27	419	532	300	-44%
Financial Expense (-)	150	191	307	196	201	229	14%
Profit Before Tax	87	785	502	1,046	1,407	-59	-
Tax (-)	76	128	145	201	338	18	-95%
Net Profit	11	657	357	845	1,069	-77	-

Operational Expense Breakdown

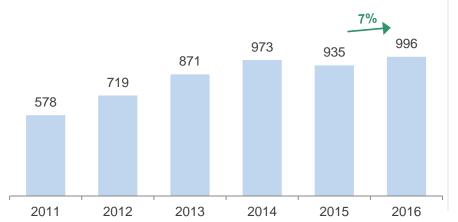
673 26.4% 865 18.4% 952 9.4% 48 4.4% 604 5.0% 884 8.7% 821 3.2% 819 2.2% 814 2.1%	13.7% 3.9% 9.3% -0.4% 0.1% -7.2% 1.9%
952 9.4% 48 4.4% 504 5.0% 884 8.7% 321 3.2% 219 2.2% 214 2.1%	3.9% 9.3% -0.4% 0.1% -7.2% 1.9%
48 4.4% 504 5.0% 684 8.7% 321 3.2% 219 2.2% 214 2.1%	9.3% -0.4% 0.1% -7.2% 1.9%
5.0% 5.0% 5.0% 5.0% 5.0% 5.0% 5.0% 5.0%	-0.4% 0.1% -7.2% 1.9%
884 8.7% 321 3.2% 319 2.2% 314 2.1%	0.1% -7.2% 1.9%
3.2% 219 2.2% 214 2.1%	-7.2% 5 1.9%
2.2% 2.1% 2.1%	1.9%
2.1%	
	4.9%
30 1.3%	10.2%
148 11.3%	6 24.2%
6.4%	4.2%
96 4.9%	0.0%
2.4%	15.6%
2.5%	-11.6%
5.7%	-0.5%
5.8%	14.3%
12 1.1%	23.1%
95 1.9%	12.7%
	3.1%
,142 100%	-6.9%
,	
1	1.1% 195 1.9%

Cargo Operations

Cargo Tonnage Carried ('000 Ton)



Cargo Revenue Evolution (mn USD)



- Turkish Cargo serves 63 destinations with 13 freighters besides 295 destinations with 321 passenger aircraft.
- Turkish Cargo global market share in revenue has increased from 0.6% in 2009 to 2.1% in 2016.
- In 2016, while World FTK grew by 3%, Turkish Cargo
 FTK grew by 4% compared to previous year.
- New Cargo Terminal, which was opened at the end of 2014, has 1.2 million tons of cargo capacity and 43,000 m² closed warehouse area.

Recent Awards

- Fastest Growing International Cargo Airline of the Year-Air Cargo Africa (2017)
- Logistics Project of the Year with our COMIS project –
 Annual Success in Logistics Awards (2016)
- Best International Air Cargo Company Atlas Logistics Award (2016)
- Cargo Airline of the Year Award ATN (2016)
- Overall Carrier of the Year, Combination Carrier of the Year Winner - Payload Asia (2014)

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- Best European Cargo Airline Air Cargo News (2014)
- International Air Cargo Winner (2013)



	Turkish Airlines Group 2016	Revenue (mn USD)	Net Profit (mn USD)	% of Sales to Turkish Airlines	Number of Personnel	Paid in Capital (mn USD)	Partnership Structure
1	Turkish Airlines	9.792	-77	-	24.124*	1.597	%49 ÖİB - %51 Open to Public
2	Turkish Opet Aviation Fuels	1.357	39	84%	436	33	%50 THY - %50 Opet
3	Sun Express (Turkey & Germany Consolidated)	1.085	-26	17%	3.768	55	%50 THY - %50 Lufthansa
4	Turkish Technic	1.061	96	84%	6.417	569	% 100 THY
5	Turkish Do&Co	357	32	91%	4.444	15	%50 THY - %50 Do&Co
6	Turkish Engine Center (TEC)	342	34	82%	329	41	%51 PW - %49 THY Teknik
7	Turkish Ground Services (TGS)	261	12	86%	9.711	8	%50 THY - %50 Havaş
8	Turkish Cabin Interior Systems (TCI)	7	-2	84%	134	31	%50 THY - %5 THY Teknik - %50 TAI
9	Goodrich Turkish Technic Service Center	10	1	60%	33	2	%60 Goodrich - %40 THY Teknik
10	TSI Aviation Seats	9	-2	100%	71	10	%50 THY - %5 THY Teknik - %50 Assan Hanil
11	Aydın Çıldır Airport Services	3	0	100%	18	16	%100 THY
12	Tax Free Zone (Tax Refund)	1	0	-	19	1	%30 THY - %45 Maslak Oto - %25 VK Holding

^{*} THY A.O. Personnel



Date of Establishment

Business Model

Destinations

Fleet

Seat Capacity

of Passengers

Load Factor (2016)

Revenues (2016)

Net Income (2016)

SunExpress Turkey

1989

Charter + Scheduled

20 in Germany, 15 in Turkey, 19 other

27 B737-800 + 22 operated for THY

9,261

6.3 million

81.9 %

770 mn USD

SunExpress Germany

2011

Charter + Scheduled

12 in Germany, 11 in Turkey, 3 in Egypt, 6 in Spain/Canary Islands and 9 other

16 Narrow Body + 6 Wide Body

4,884

1.6 million

84.0 %

337 mn USD

SunExpress Consolidated

Charter + Scheduled

71

71

13,714

7.9 million

82.5 %

1,085 mn USD*

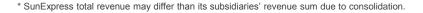
-26 mn USD

50% - 50% subsidiary company of Lufthansa and Turkish Airlines.

Shill Missi

Market leader in charter flights between Germany and Turkey.

50 confirmed Boeing next generation narrow body aircraft order to be delivered between 2015 and 2021. 12 of those aircraft were delivered until now.









Turkish Technic

- Turkish Technic Inc. is fully owned by Turkish Airlines.
- Provides maintenance, repair, overhaul (MRO) services and pooling, engineering and Part 21 services to customers worldwide, including all domestic airlines and international airlines such as Air Arabia, Citilink, SpiceJet, Ariana Afghan Airlines.
- > Facilities are located at Istanbul Ataturk International Airport (4 hangar), a new world-class facility at Istanbul Sabiha Gökçen International Airport (2 hangar), Ankara Esenboga Airport (1 hangar) and Aydın Çıldır Airport.
- The official opening of the new world-class facility was on June 2014 with an investment of USD 550 million, doubling maintenance, repair and overhaul capacity. Turkish Technic's unique location makes it a convenient MRO provider for around 40% of the world's civilian aircraft within a 3.5 hour flying radius reach of 55 countries.
- On January 2015, facility has been awarded LEED (Leadership in Energy and Environmental Design) Gold Certificate by U.S. Green Building Council for its sustainable building design.
- Turkish Technic has a tremendous MRO capacity to provide maintenance, repair and overhaul services to 30 narrow body aircraft and 10 wide body aircraft with over 6,000 skilled personnel.

Turkish Cabin Interior Systems

- > TCI is a joint venture of Turkish Airlines and TAI (Turkish Aerospace Industries).
- Located in Turkish Technic's Sabiha Gökçen Airport Facility and produces Aircraft Galleys.
- The company is a certified supplier of Boeing and is in the Global Offerable List for B-737 Galleys.









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. Whole production takes place in Turkey and 2016 deliveries for third parties completed assuring superior customer satisfaction.
- The first aircraft equipped with the new seats is a Turkish Airlines B737-800. The seats were initially used on the B737-800s of Turkish Airlines fleet and then were 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 Turkish 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 company is located in Turkish Technic's HABOM facility.

Turkish Engine Center (TEC)

- 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.
- Today, the Company has the largest integrated jet fuel facility in Turkey and has fuel servicing capability at all domestic airports across Turkey.
- In 2016, the Company maintained its market leader position with jet fuel sales of over 3.7million cubic meters.

Turkish Do&Co

- Established in 2007, Turkish Do&Co operates in 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 Do&Co has significantly improved the quality of catering service offered by Turkish Airlines on board, bringing many international awards to our Company.

Turkish Ground Services

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





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