

## Key Financial Data

| 4Q'22 | 4Q'23 | Change | (USD mn) | 2022 | 2023 | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 4,772 | 5,119 | 7.3\% | Total Revenues | 18,426 | 20,942 | 13.7\% |
| 3,843 | 4,141 | 7.8\% | Passenger Revenue | 14,291 | 17,727 | 24.0\% |
| 814 | 787 | -3.3\% | Cargo Revenue | 3,735 | 2,596 | -30.5\% |
| 102 | 156 | 52.9\% | Technic Revenue | 367 | 531 | 44.7\% |
| 678 | 215 | -68.3\% | Profit From Main Operations | 2,779 | 2,859 | 2.9\% |
| 473 | 3,233 | 583.5\% | Net Income | 2,725 | 6,021 | 121.0\% |
| 9.9\% | 63.2\% | 53.2 pt | Net Income Margin | 14.8\% | 28.8\% | 14.0 pt |
| 473 | 127 | -73.2\% | Net Income Before Inf. Acc. | 2,725 | 2,915 | 7.0\% |
| 1,395 | 1,213 | -13.0\% | EBITDAR | 5,377 | 6,077 | 13.0\% |
| 29.2\% | 23.7\% | -5.5 pt | EBITDAR Margin | 29.2\% | 29.0\% | -0.2 pt |
| 50,801 | 58,818 | 15.8\% | ASK (Million) | 201,735 | 234,839 | 16.4\% |
| 8.16 | 7.41 | -9.2\% | RASK2 ${ }^{1}$ (incl. ACTK) | 7.92 | 7.77 | -1.9\% |
| 9.07 | 8.69 | -4.3\% | Revenue Yield ${ }^{2}$ (R/Y) (Usc) | 8.79 | 9.14 | 4.0\% |
| 17,930 | 19,455 | 8.5\% | Passengers Carried ('000) | 71,818 | 83,378 | 16.1\% |
| 83.4\% | 81.0\% | -2.3 pt | L/F (\%) | 80.6\% | 82.6\% | 1.9 pt |

## Financial Highlights

Total Revenues exceeded 2022 level by 14\%.

## Passenger Revenue increased by

 24\% year-over-year.Cargo Revenue decline slowed down to $3 \%$ in the fourth quarter.

EBITDAR Margin was on par with last year at $29.0 \%$.

## Disclaimer:

$\begin{array}{lll}\text { TURKISH AIRLINES } & \begin{array}{l}\text { 1 RASK2: Total Passenger and Cargo Revenue / ASK (Adjusted ASK by available cargo ton kilometer) } \\ \\ \end{array} \quad{ }^{2} \text { Revenue Yield (R/Y): Total Passenger Revenue / RPK }\end{array}$
A star alliance member $\stackrel{y}{2}_{2}^{4}$

## What is Inflation Accounting?

Applied when the Producer Price Index-PPI increase exceeds $100 \%$ over the past three years. This is the case for our statutory accounts prepared under the Tax Procedure Law (TPL).

Important for accurately representing the real value of non-monetary assets (such as aircraft) in financial statements for the relevant period.

From the year 2004 onward, the value of non-monetary assets will be updated to reflect the PPI index increase since their recording date.

## Effects on Turkish Airlines

Although the reporting currency for Turkish Airlines' international financial statements (IFRS) is the US Dollar, our financial statements prepared under the Tax Procedure Law (TPL) are denominated in Turkish Lira.

The most significant non-monetary asset in our TPL financial statements is aircraft. As a result, their values in Turkish Lira remained lower than their actual worth over the years.

Following the inflation adjustment of our non-monetary assets held in TPL financial statements, our IFRS and TPL reports converged.

## $(2)$ tURKISH AIRLINES

## Effects of Inflation Accounting on Our 2023 Financials

Effects on the Income Statement

| (USD mn) | $\begin{aligned} & \frac{2023}{\text { Before Inflation }} \\ & \text { Accounting } \end{aligned}$ | $\frac{2023}{\text { As Reported }}$ | One-off Inflation Accounting Effect | Commentary |
| :---: | :---: | :---: | :---: | :---: |
| Profit From Main Operations | 2,859 | 2,859 | - | - |
| Profit Before Tax | 3,580 | 3,641 | +63 | Inflation adjustments for our subsidiaries |
| Tax | -663 | +2,380 | +3,043 |  |
| Effect of Deferred Tax Income From Inflation Adjustment |  | +3,043 | +3,043 | Reversal of Deferred Tax Liability on the Balance Sheet due to inflation adjustment on the Statutory Tax Accounts |
| Net Profit | 2,915 | 6,021 | +3,106 | - |


Inflation adjustments in our Tax-based financial statements resulted in reversal of Deferred Tax Liability in our IFRS Balance Sheet, and respectively recording one-off gain in the IFRS income statement.

After the adjustments, the differences between our IFRS statements and Tax-based financial statements decreased significantly.

## Disclaimer:

> This slide contains unaudited financial information to illustrate the effects of inflation accounting on our financials. It is prepared under the responsibility of our Board of Directors and the Executives responsible for financial reporting.

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2 TURKISH AIRLINES RASK2: Total Passenger and Cargo Revenue / ASK (Adjusted ASK by available cargo ton kilometer)
Revenue Yield (RMY): Total Passenger Revenue / RPK
Astaf alliance member rer Revenue Yield (R/Y): Total Passenger Revenue / RPK
Passenger RASK: Total Passenger Revenue / ASK
ASK: Available Seat Kilometers, RPK: Revenue Passenger Kilometers

Regional Unit Revenue Change in USD (2023/2022)

(2) TURKISH AIRLINES RASK2: Total Passenger and Cargo Revenue / ASK (Adjusted ASK by available cargo ton kilometer)
$\begin{array}{lll}\text { A star alliance member } & \text { Revenue Yield (R/Y): Total Passenger Revenue / RPK }\end{array}$
ASK: Available Seat Kilometers, RPK: Revenue Passenger Kilometers

## Profit From Main Operations Bridge



## $(2)$ tURKISH AIRLINES

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| 4Q'22 | 4Q'23 | Change | (mn USD) | 2022 | 2023 | Change | \% of Total Costs |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1,581 | 1,687 | 6.7\% | Fuel | 6,467 | 6,232 | -3.6\% | 34.1\% |
| 664 | 907 | 36.6\% | Personnel | 2,140 | 3,256 | 52.1\% | 17.8\% |
| 530 | 672 | 26.8\% | Aircraft Ownership ${ }^{1}$ | 2,021 | 2,298 | 13.7\% | 12.6\% |
| 303 | 393 | 29.7\% | Airports \& Air Navigation | 1,234 | 1,614 | 30.8\% | 8.8\% |
| 274 | 317 | 15.7\% | Sales \& Marketing | 1,036 | 1,321 | 27.5\% | 7.2\% |
| 233 | 319 | 36.9\% | Ground Handling | 931 | 1,241 | 33.3\% | 6.8\% |
| 185 | 232 | 25.4\% | Passenger Services \& Catering | 618 | 863 | 39.6\% | 4.7\% |
| 276 | 241 | -12.7\% | Maintenance | 865 | 997 | 15.3\% | 5.5\% |
| 111 | 103 | -7.2\% | Other | 398 | 447 | 12.3\% | 2.4\% |
| 4,157 | 4,871 | 17.2\% | TOTAL | 15,710 | 18,269 | 16.3\% | 100.0\% |

2) TURKISH AIRLINES ${ }^{1}$ Includes Depreciation and Aircraft Rent expenses.

| 4Q'22 | 4Q'23 | Change | (USc) | 2022 | 2023 | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3.11 | 2.87 | -7.8\% | Fuel | 3.21 | 2.65 | -17.2\% |
| 1.31 | 1.54 | 18.0\% | Personnel | 1.06 | 1.39 | 30.7\% |
| 1.04 | 1.14 | 9.5\% | Aircraft Ownership ${ }^{1}$ | 1.00 | 0.98 | -2.3\% |
| 0.60 | 0.67 | 12.0\% | Airports \& Air Navigation | 0.61 | 0.69 | 12.4\% |
| 0.54 | 0.54 | -0.1\% | Sales \& Marketing | 0.51 | 0.56 | 9.5\% |
| 0.46 | 0.54 | 18.2\% | Ground Handling | 0.46 | 0.53 | 14.5\% |
| 0.36 | 0.39 | 8.3\% | Passenger Services \& Catering | 0.31 | 0.37 | 20.0\% |
| 0.54 | 0.41 | -24.6\% | Maintenance | 0.43 | 0.42 | -1.0\% |
| 0.22 | 0.18 | -19.9\% | Other | 0.20 | 0.19 | -3.5\% |
| 8.18 | 8.28 | 1.2\% | CASK | 7.79 | 7.78 | -0.1\% |
| 5.07 | 5.41 | 6.8\% | Ex-Fuel CASK | 4.58 | 5.13 | 11.9\% |
| 7.28 | 7.32 | 0.6\% | CASK2 (incl. ACTK) ${ }^{2}$ | 6.90 | 6.99 | 1.2\% |
| 4.51 | 4.79 | 6.1\% | Ex-Fuel CASK2 (incl. ACTK) ${ }^{2}$ | 4.06 | 4.60 | 13.3\% |

## Highlights

Fuel-CASK decreased by $7.8 \%$ due to lower annual fuel prices.

Increase in Ex-fuel CASK was less pronounced than the first nine months.
$16 \%$ higher passenger capacity led to eased cost pressure.

Main contributors to the unit cost growth were personnel, airport and commission expenses.

2 TURKISH AIRLINES CASK: Total Expenses / ASK (Available Seat Kilometers)
Ex-Fuel CASK: (Total Expenses - Fuel Expenses) / ASK
A StAR AlliANCE MEMBER ${ }_{2}^{4}{ }^{2}$ CASK2: Total Expenses / ASK (Adjusted ASK by available cargo ton kilometer)

| 4Q'22 | 4Q'23 | Change |  | 2022 | 2023 | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1,113 | 1,025 | -8.0\% | Fuel Price (Usd/ton) | 1,144 | 969 | -15.3\% |
| 3.11 | 3.09 | -0.5\% | Fuel Consumption (It) per 100 ASK $^{1}$ | 3.10 | 3.07 | -1.0\% |
| 1,400 | 1,537 | 9.8\% | Aircraft Ownership Cost per BH | 1,342 | 1,328 | -1.1\% |
| 729 | 551 | -24.4\% | Maintenance Cost per BH | 574 | 576 | 0.3\% |
| 2,088 | 2,577 | 23.4\% | Handling Cost per Landing | 2,061 | 2,388 | 15.8\% |
| 1,275 | 1,443 | 13.2\% | Airports \& Air Navigation Cost per km Flown | 1,293 | 1,495 | 15.7\% |
| 10.3 | 11.9 | 15.6\% | Passenger Services \& Catering Cost per Pax | 8.6 | 10.4 | 20.3\% |
| 5.7\% | 6.2\% | 0.5 pt. | Sales \& Marketing Cost / Total Revenue | 5.6\% | 6.3\% | 0.7 pt. |

2) TURKISH AIRLINES ASK: Available Seat Kilometers

A STAR AUs (Adjusted ASK by available cargo ton kilometer)


## Turkish Market Growth

## (mn passengers)

- Domestic (*) International

| 186 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 154 | 158 |  | 143 | 180 |  |  |  |
| 98 | 108 |  |  |  |  |  |  |

Source: General Directorate of State Airports Authority (DHMI) - October 2023 ( $^{*}$ ) Adjusted for double count on Domestic Pax

International ASK (\% of 2019)


## Annual RPK Growth (\%)


2) TURKISH AIRLINES ASK: Available Seat Kilometers

RPK: Revenue Passenger Kilometers
a star alliance member $\quad$ Rource: IATA.

## Turkish Airlines' market share quadrupled in the last two decades


${ }^{1}$ In terms of billion Available Seat Kilometers (ASK). Ranking and market shares in the graph are according to 2023 data.
Turkish Airlines Market Share Development ${ }^{2}$

${ }^{2}$ In terms of ASK (Available Seat Kilometers).
Turkish Airlines experienced a robust recovery after the initial shock of the pandemic and significantly increased its market share.

## $(2)$ tURKISH AIRLINES

Turkish Airlines ranks \#1 in the World by international destinations


## 2 tURKISH AIRLINES

${ }^{1}$ As of 01.04.2024. ${ }^{2}$ Meaningful O\&D's with detour factor <1.4. ${ }^{3}$ Including codeshare agreements. ${ }^{4}$ On a country basis. World Bank.
A STAR ALLIANCE MEMBER Circle sizes represent the number of weekly frequencies.

## Top Airlines by Connectivity

Number of International City Pairs ${ }^{2}$

| Europe to the World |  |
| :--- | ---: |
| 1. Turkish Airlines $\sim 17,800$ <br> 2. Lufthansa $\sim 7,200$ |  |

2. Lufthansa
3. Air France ~7,200

| Middle East to the World |  |
| :--- | :--- |
| 1. Turkish Airlines $\sim 6,800$ <br> 2. Qatar Airways $\sim 3,500$ <br> 3. Indigo $\sim 1,600$ |  |

## Africa to the World

1. Turkish Airlines
~4,000
2. Ethiopian $\sim 3,000$
3. Air France $\sim 3,000$
$\sim 2,200$

Detour Advantage ${ }^{3}$


Transit Connection Time


Average international transfer time decreased by $30 \%$ for optimum connectivity.

[^0]A star alliance member ${ }_{2}^{4} \geqslant$ Source: OAG. As of 13 August 2023.


## Passenger Traffic and Breakdown



Int'I Passenger Breakdown by Geography

Passenger Capacity and Load Factor


## Passenger Breakdown by Transfer Type



## $(2)$ tURKISH AIRLINES

Revenue Breakdown (2023)


Revenue by Geography


Note: Includes total passenger and cargo revenue
Revenue by Business Type


Revenue by Point of Sale


Note: Includes only scheduled passenger revenue

## $(2)$ tURKISH AIRLINES

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## Operating Efficiency


(2) TURKISH AIRLINES


## Operational Profitability and Leverage

Avg. EBITDAR Margin (2018-2023): 28.4\%


## Net Debt ${ }^{1}$ to EBITDA



2 tURKISH AIRLINES
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Fleet as of 31.12.2023

|  | Type | Total | Owned | Financial Lease | Opr./Wet Lease | Seat Capacity ('000) ('000) | Average Fleet Age |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Wide Body | A330-2/3 | 49 | 16 | 18 | 15 | 14.0 | 11.5 |
|  | B777-3ER | 33 | 12 | 15 | 6 | 11.7 | 10.1 |
|  | A350-9 | 16 |  | 16 |  | 5.2 | 1.6 |
|  | B787-9 | 22 |  | 22 |  | 6.6 | 2.8 |
|  | Total | 120 | 28 | 71 | 21 | 37 | 8.2 |
| Narrow Body | B737-8/9 MAX | 32 | 0 | 25 | 7 | 5.1 | 3.2 |
|  | A321/320 NEO | 65 |  | 34 | 31 | 12.4 | 2.3 |
|  | B737-8/9 | 100 | 40 | 35 | 25 | 16.9 | 13.4 |
|  | A321/320/319 | 83 | 48 | 31 | 4 | 14.7 | 12.1 |
|  | B737-8 MAX WL | 3 |  |  | 3 | 0.6 | 6.1 |
|  | A321/320 WL | 13 |  |  | 13 | 2.6 | 15.3 |
|  | Total | 296 | 88 | 125 | 83 | 52 | 9.5 |
| Cargo | A330-200F | 10 | 3 | 7 |  |  | 10.2 |
|  | B777F | 8 |  | 8 |  |  | 4.9 |
|  | Wet Lease | 6 |  |  | 6 |  | 23.8 |
|  | Total | 24 | 3 | 15 | 6 |  | 11.8 |
|  | Grand Total | 440 | 119 | 211 | 110 | 89.8 | 9.3 |

\# of New
Generation

Aircraft $|$| 138 |
| :---: |
| $(31 \%$ of total) |

|  <br> Boeing Split |
| :--- | :--- |
| $\mathbf{5 5 \%} / \mathbf{4 5 \%}$ |
|  |

New Entries in 4Q 2023:

```
\(7 \times\) A321/320 NEO
\[
2 \times \text { B787-9 }
\]
\[
2 \times \text { A350-9 }
\]
```


## (2) TURKISH AIRLINES

## Market Share Development (FTK)¹



Turkish Cargo Revenue Development


## Overview

Flies to 133 countries / 364 destinations with 24 freighters and 416 passenger aircraft.

Ranks $3^{\text {rd }}$ globally in terms of FTK ${ }^{1}$ in December 2023.
Operates in SmartIST, one of the largest air cargo terminals in the world.


## Opportunities

- Türkiye's ideal location as a global hub and increasing trade volume
- Penetration into fast growing express cargo segment
- Growth opportunities in Asia through JVs and commercial partnerships
- Integrated solutions for intermodal transportation


## AJet - Building a Growth Platform



- Incorporated in 2023 as a spinoff of AnadoluJet brand
- Independently operational in 2024


## Expanding Network

- Increasing depth and breadth of the network with an international focus
- Penetration to high growth leisure and ethnic travel market


## Fleet Renewal

- Decreasing unit costs with more efficient and high density new generation aircraft entries


## Digital Transformation

- Generating ancillary revenue by merchandising and unbundling
- Higher proportion of online ticket sales


Increased Focus on International Operations

|  | 2019 | 2022 | 2023 |
| :---: | :---: | :---: | :---: |
| Number of Aircraft | 31 | 64 | 91 |
| Number of Routes | 129 | 180 | 177 |
| International Capacity Share (\%) | $\frac{1}{13.3 \%}$ | 64.5\% | $\frac{7}{61.3 \%}$ |
| Int'I Market Share in Hub (Ist. SAW Airport) | 18\% | 24\% | 25\% |
| Number of Passenger (mn) | 14.6 | 16.1 | 20.9 |
| Capacity (bn ASK ${ }^{1}$ ) | 11.2 | 21.7 | 27.3 |
| Load Factor | 87.5\% | 82.9\% | 82.3\% |

[^1]
## Currency Exposure (2023)

Revenue by Currency


Expenses by Currency


Diversified revenue base increases our ability to adapt to different macro economic conditions.

Regional revenue distribution provides a natural hedge against FX volatility as well as geopolitical risks.
$65 \%$ of our revenues are in hard currencies.

Currency Exposure ${ }^{2}$

| USD (bn USD) |  |  | EUR (bn USD) |  |  | TRY (bn | USD) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues |  |  | Revenues |  |  | Revenue |  |
| $\begin{array}{l\|l} \text { USD } \\ \text { Cor. } \end{array}$ |  |  |  | 1.6 | $\begin{aligned} & \text { Net } \\ & \text { Long } \end{aligned}$ |  |  |
| USD | 8.1 | $\begin{gathered} \text { Net } \\ \text { Long } \\ +1.0 \end{gathered}$ |  | 5.6 | +5.2 | 1.4 |  |
| -10.4 |  |  | -2.0 |  |  |  | -3.3 |
|  |  |  |  |  |  |  | Net Short |
| Expenses |  |  | Expenses |  |  | Expense |  |

2 TURKISH AIRLINES ${ }^{1}$ Currencies that are highly correlated ( $85 \%$ ) with USD and EUR comprise $\mathbf{c} .90 \%$ of our total revenues,
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(2) TURKISH AIRLINES

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## Aircraft Financing and Debt Management

## 5 Year Maturity Profile (USD mn)

As of 31.12.2023
Total Financial Lease Liabilities ${ }^{1}$ : 10.3 bn USD
Operating Leases: 2.4 bn USD


Weighted Average Interest Rate²: 2.81\%


Currency Breakdown of Total Lease Liabilities
Financial Lease Debt Service


| (mn USD) <br> $\mathbf{3 1 . 1 2 . 2 0 2 3}$ | Outstanding <br> Amount | Maturity | Annual Avg. Debt <br> Repayment |
| :---: | :---: | :---: | :---: |
| USD | 970 | 10-12 Years | 156 |
| EUR | 6,887 | 10-12 Years | 940 |
| JPY | 2,336 | 10-12 Years | 288 |
| CHF | 140 | 12 Years | 29 |
| Total | $\mathbf{1 0 , 3 3 3}$ |  | $\mathbf{1 , 4 1 3}$ |

## (2) TURKISH AIRLINES ${ }^{1}$ Including interest payments.

A Star alliance member viv ${ }^{2}$ Post-Hedge Interest Rate breakdown

## EBITDAR Calculation

| 4Q'22 | 4Q'23 | Change | EBITDAR (mn USD) | 2022 | 2023 | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 4,772 | 5,119 | 7.3\% | Sales Revenue | 18,426 | 20,942 | 13.7\% |
| 3,701 | 4,308 | 16.4\% | Cost of Sales (-) | 14,036 | 16,060 | 14.4\% |
| 1,071 | 811 | -24.3\% | GROSS PROFIT / (LOSS) | 4,390 | 4,882 | 11.2\% |
| 64 | 119 | 85.9\% | General Administrative Expenses (-) | 284 | 449 | 58.1\% |
| 392 | 444 | 13.3\% | Marketing and Sales Expenses (-) | 1,390 | 1,760 | 26.6\% |
| 615 | 248 | -59.7\% | NET OPERATING PROFIT / (LOSS) | 2,716 | 2,673 | -1.6\% |
| 53 | 147 | 177.4\% | Other Operating Income | 145 | 509 | 251.0\% |
| -10 | 180 | - | Other Operating Expense (-) | 82 | 323 | 293.9\% |
| 678 | 215 | -68.3\% | Profit / (Loss) from Main Operations | 2,779 | 2,859 | 2.9\% |
| 94 | 277 | 194.7\% | Adjustments | 304 | 631 | 107.6\% |
| 17 | 86 | 405.9\% | Share of Investments' Profit / Loss Accounted by Using The Equity Method | 121 | 232 | 91.7\% |
| 77 | 191 | 148.1\% | Income From Government Incentives | 183 | 399 | 118.0\% |
| 772 | 492 | -36.3\% | EBIT | 3,083 | 3,490 | 13.2\% |
| 491 | 577 | 17.5\% | Depreciation | 1,864 | 2,035 | 9.2\% |
| 1,263 | 1,069 | -15.4\% | EBITDA | 4,947 | 5,525 | 11.7\% |
| 114 | 93 | -18.0\% | Adjusted Operating Lease Expenses ${ }^{1}$ | 353 | 419 | 18.8\% |
| 18 | 51 | 181.8\% | Adjusted Short term Lease Expenses (Wet-lease) ${ }^{2}$ | 77 | 133 | 72.9\% |
| 1,395 | 1,213 | -13.0\% | EBITDAR | 5,377 | 6,077 | 13.0\% |
| 29.2\% | 23.7\% | -5.5 pt | EBITDAR MARGIN | 29.2\% | 29.0\% | -0.2 pt |

Notes: - For 4Q'23, Turkish Technic's contribution to EBITDAR through consolidation is 156 mn USD (4Q'22: 102 mn USD). For 4Q'23, adjustments for heavy maintenance of operational lease expenses is 91 mn USD (4Q'22: 108 mn USD).

## $(2)$ TURKISH AIRLINES

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| (mn USD) | 2022 | \% in Total | 2023 | \% in Total | Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fuel | 6,467 | 41.2\% | 6,232 | 34.1\% | -3.6\% |
| Personnel | 2,140 | 13.6\% | 3,256 | 17.8\% | 52.1\% |
| Landing, Navigation \& Air Traffic | 1,234 | 7.9\% | 1,614 | 8.8\% | 30.8\% |
| Landing and navigation | 639 | 4.1\% | 896 | 4.9\% | 40.2\% |
| Air Traffic Control | 595 | 3.8\% | 718 | 3.9\% | 20.7\% |
| Sales \& Marketing | 1,036 | 6.6\% | 1,321 | 7.2\% | 27.5\% |
| Commissions and Incentives | 517 | 3.3\% | 644 | 3.5\% | 24.6\% |
| Reservation System | 266 | 1.7\% | 299 | 1.6\% | 12.4\% |
| Advertising | 110 | 0.7\% | 193 | 1.1\% | 75.5\% |
| Other | 143 | 0.9\% | 185 | 1.0\% | 29.4\% |
| Depreciation | 1,864 | 11.9\% | 2,035 | 11.1\% | 9.2\% |
| Ground Handling | 931 | 5.9\% | 1,241 | 6.8\% | 33.3\% |
| Aircraft Rent | 157 | 1.0\% | 263 | 1.4\% | 67.5\% |
| Operational Lease | 17 | 0.1\% | 21 | 0.1\% | 23.5\% |
| Wet Lease | 140 | 0.9\% | 242 | 1.3\% | 72.9\% |
| Passenger Services \& Catering | 618 | 3.9\% | 863 | 4.7\% | 39.6\% |
| Maintenance | 865 | 5.5\% | 997 | 5.5\% | 15.3\% |
| General Administration | 118 | 0.8\% | 116 | 0.6\% | -1.7\% |
| Other | 280 | 1.8\% | 331 | 1.8\% | 18.2\% |
| TOTAL | 15,710 | 100\% | 18,269 | 100\% | 16.3\% |
| Operating Cost per ASK (USc) | 7.79 | - | 7.78 | - | -0.1\% |
| Ex-fuel Operating Cost per ASK (USc) | 4.58 | - | 5.13 | - | 11.9\% |
| Fixed Costs | 3,681 | 23.4\% | 4,774 | 26.1\% | 29.7\% |

## $(2)$ tURKISH AIRLINES

| (mn USD) | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | YoY Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Revenue | 12,855 | 13,229 | 6,734 | 10,686 | 18,426 | 20,942 | 14\% |
| Operating Expenses (-) | 11,686 | 12,644 | 7,264 | 9,411 | 15,710 | 18,269 | 16\% |
| of which Fuel | 3,768 | 3,873 | 1,638 | 2,756 | 6,467 | 6,232 | -4\% |
| of which Personnel | 1,772 | 2,067 | 1,097 | 1,298 | 2,140 | 3,256 | 52\% |
| of which Depreciation | 1,087 | 1,521 | 1,659 | 1,740 | 1,864 | 2,035 | 9\% |
| of which Rent | 595 | 311 | 244 | 197 | 157 | 263 | 68\% |
| Net Operating Profit / Loss | 1,169 | 585 | -530 | 1,275 | 2,716 | 2,673 | -2\% |
| Other Operating Income | 165 | 355 | 330 | 174 | 145 | 509 | 251\% |
| Other Operating Expenses (-) | 143 | 64 | 55 | 35 | 82 | 323 | 294\% |
| Profit / Loss From Main Operations | 1,191 | 876 | -255 | 1,414 | 2,779 | 2,859 | 3\% |
| Income From Investment Activities (Net) | 99 | 89 | 179 | 200 | 293 | 868 | 196\% |
| Share of Investments' Profit / Loss | 123 | 82 | -87 | 75 | 121 | 232 | 92\% |
| Financial Income | 129 | 139 | 72 | 101 | 378 | 611 | 62\% |
| Financial Expense (-) | 588 | 310 | 835 | 767 | 632 | 931 | 47\% |
| Monetary Gain | - | - | - | - | - | 2 | - |
| Profit Before Tax | 954 | 876 | -926 | 1,023 | 2,939 | 3,641 | 24\% |
| Tax (-) | 201 | 88 | -90 | 64 | 214 | -2,380 | - |
| Current Tax Expense | -40 | - | - | -28 | -35 | -66 | - |
| Deferred Tax Income | -161 | -88 | 90 | -36 | -179 | 2,446 | - |
| Net Profit | 753 | 788 | -836 | 959 | 2,725 | 6,021 | 121\% |

## 2 tURKISH AIRLINES

| Assets (mn USD) | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and Cash Eqv. \& Short-Term Financial Investments | 2,155 | 2,475 | 1,829 | 2,682 | 4,701 | 6,027 |
| Trade Receivables | 570 | 540 | 637 | 925 | 995 | 856 |
| Pre-delivery Payment (PDP) Receivables | 809 | 778 | 731 | 546 | 511 | 305 |
| Other Current Assets | 971 | 977 | 981 | 785 | 1,018 | 1,407 |
| Total Current Assets | 4,505 | 4,770 | 4,178 | 4,938 | 7,225 | 8,595 |
| Net Fixed Assets ${ }^{1}$ | 13,918 | 3,643 | 4,145 | 4,364 | 4,723 | 6,118 |
| of which Aircraft and Engines ${ }^{2}$ | 12,127 | 1,493 | 1,859 | 2,041 | 2,351 | 3,678 |
| Rights of Use of Assets | - | 13,618 | 14,777 | 15,110 | 16,577 | 16,928 |
| Pre-delivery Payment (PDP) Receivables | 505 | 761 | 515 | 279 | 291 | 501 |
| Other Non-Current Assets | 1,804 | 15,550 | 16,692 | 16,956 | 18,705 | 20,457 |
| Total Non-Current Assets | 16,227 | 19,954 | 21,352 | 21,599 | 23,719 | 27,076 |
| Total Assets | 20,732 | 24,724 | 25,530 | 26,537 | 30,944 | 35,671 |
| Liabilities (mn USD) | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| Lease Obligations | 9,509 | 9,919 | 11,307 | 10,244 | 10,766 | 11,812 |
| Bank Borrowings | 1,099 | 3,453 | 5,394 | 4,659 | 3,273 | 2,435 |
| Passenger Flight Liabilities | 1,002 | 1,032 | 580 | 1,216 | 2,291 | 2,656 |
| Accounts Payable | 1,022 | 1,130 | 861 | 891 | 1,200 | 1,291 |
| Other Liabilities | 2,155 | 2,326 | 2,005 | 2,690 | 3,672 | 1,914 |
| Total Liabilities | 14,787 | 17,860 | 20,147 | 19,700 | 21,202 | 20,108 |
| Total Shareholders Equity | 5,945 | 6,864 | 5,383 | 6,837 | 9,742 | 15,563 |
| of which Issued Capital | 1,597 | 1,597 | 1,597 | 1,597 | 1,597 | 1,597 |
| of which Retained Earnings | 3,760 | 4,463 | 5,246 | 4,406 | 5,405 | 8,097 |
| of which Differences from Currency Translation | -160 | -184 | -201 | -275 | -294 | -221 |
| of which Net Profit for the Period | 753 | 788 | -836 | 959 | 2,725 | 6,021 |
| Total Liabilities \& Shareholders Equity | 20,732 | 24,724 | 25,530 | 26,537 | 30,944 | 35,671 |

(2) turkish airlines
${ }^{1}$ Investment Property is included.
${ }^{2}$ Before 2019 values include leases. After 2019 values show only unencumbered aircraft \& engine values.
A star alliance member viz

## Subsidiaries \& Affiliates

| 31.12.2023 | Field of Activity | Revenue (mn USD) | Number of Personnel | Partnership Structure |
| :---: | :---: | :---: | :---: | :---: |
| Turkish Airlines (Türk Hava Yolları A.O.) ${ }^{12}$ | Transportation | 20,942 | 33,138 | 49.1\% Türkiye Wealth Fund - 50.9\% Open to Public |
| 1 Turkish Technic Inc. | MRO | - | 10,522 | 100\% Turkish Airlines |
| 2 Turkish Airlines Technology Inc. | IT | - | 1,454 | 100\% Turkish Airlines |
| 3 Turkish Flight Training and Airport Operations Inc. | Flight Trainings \& Airport Operations | - | 154 | 100\% Turkish Airlines |
| 4 AJet Hava Taşımacılığı A.Ş. | Transportation | - | 151 | 100\% Turkish Airlines |
| 5 Turkish Airlines Air Cargo Transport Inc. | Cargo | - | 7 | 100\% Turkish Airlines |
| 6 Turkish Support Services Inc. | Support Services | - | 9,975 | 100\% Turkish Airlines |
| 7 Turkish Airlines Financial Technologies Inc. | Payment Systems | - | - | 100\% Turkish Airlines |
| 8 Turkish Cabin Interior Systems Inc. | Cabin Interior | - | 483 | 80.1\% Turkish Airlines \& Turkish Technic - 17\% TUSAS - 2.9\% HAVELSAN |
| 9 Turkish Fuel Services Inc. | Fuel | 4,010 | 120 | 25\% Turkish Airlines - 25\% Taya - 25\% Demiroren 25\% Zirve |
| 10 Sun Express Aviation Inc. | Transportation | 1,704 | 3,812 | 50\% Turkish Airlines - 50\% Lufthansa |
| 11 Turkish Opet Aviation Fuels Inc. | Fuel | 967 | 524 | 50\% Turkish Airlines - 50\% Opet |
| 12 Turkish Ground Services Inc. | Ground Services | 658 | 17,209 | 50\% Turkish Airlines - 50\% Havas |
| 13 Turkish Do\&Co Catering Services Inc. | Catering | 476 | 5,448 | 50\% Turkish Airlines - 50\% Do\&Co |
| 14 Pratt\&Whitney Turkish Engine Center Co. Ltd. | MRO | 549 | 503 | 51\% P\&W - 49\% Turkish Technic |
| 15 We World Express Limited | Cargo | 65 | 57 | 45\% Turkish Airlines - 45\% ZTO-10\% Pal Air |
| 16 Goodrich Turkish Technic Service Center Co. Ltd. | MRO | 17 | 73 | 60\% Collins Aerospace - 40\% Turkish Technic |
| 17 Air Albania SHPK | Transportation | - | 179 | 49\% Turkish Airlines - 41\% MDN Inv. - 10\% Albcontrol |
|  | Total |  | 83,809 |  |

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[^0]:    2 TURKISH AIRLINES ${ }^{1}$ Detour (Circuity): Increase in the flight distance compared to a non-stop flight. ${ }^{2}$ Includes meaningful city pairs with maximum $40 \%$ detour (detour factor <1.4)

[^1]:    ${ }^{1}$ ASK: Available Seat Kilometers

