## 2022 Results <br> Investor Presentation


(2) TURKISH AIRLINES
a star allance member $\hat{\hat{k}} \hat{-1}$

## Key Financial Data

| 4Q'19 | 4Q'22 | Change | (USD mn) | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 2}$ | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3,281 | 4,772 | $45.4 \%$ | Total Revenues | 13,229 | 18,426 | $39.3 \%$ |
| 2,708 | 3,843 | $41.9 \%$ | Passenger Revenue | 11,167 | 14,291 | $28.0 \%$ |
| 471 | 814 | $72.8 \%$ | Cargo Revenue | 1,688 | 3,735 | $121.3 \%$ |
| 77 | 102 | $32.5 \%$ | Technic Revenue | 305 | 367 | $20.3 \%$ |
| 137 | 615 | $348.9 \%$ | Net Operating Profit / Loss | 585 | 2,716 | $364.3 \%$ |
| 336 | 678 | $101.8 \%$ | Profit From Main Operations | 876 | 2,779 | $217.2 \%$ |
| 336 | 473 | $40.8 \%$ | Net Income | 788 | 2,725 | $245.8 \%$ |
| $10.2 \%$ | $9.9 \%$ | -0.3 pt | Net Income Margin | $6.0 \%$ | $14.8 \%$ | 8.8 pt |
| 892 | 1,395 | $56.3 \%$ | EBITDAR | 3,107 | 5,377 | $73.1 \%$ |
| $27.2 \%$ | $29.2 \%$ | 2.0 pt | EBITDAR Margin | $23.5 \%$ | $29.2 \%$ | 5.7 pt |
|  |  |  |  | ASK (Million) | 187,713 | 201,735 |
| 47,093 | 50,801 | $7.9 \%$ | RASK2 ${ }^{1}$ (incl. ACTK) | $7.5 \%$ |  |  |
| 5.92 | 8.16 | $37.7 \%$ | Revenue Yield ${ }^{2}$ (R/Y) (Usc) | 6.06 | 7.92 | $30.6 \%$ |
| 7.00 | 9.07 | $29.7 \%$ | Passengers Carried (‘000) | 7.29 | 8.79 | $20.5 \%$ |
| 17,866 | 17,930 | $0.4 \%$ | L/F (\%) | 74,283 | 71,818 | $-3.3 \%$ |
| $82.2 \%$ | $83.4 \%$ | 1.2 pt |  | $81.6 \%$ | $80.6 \%$ | -1.0 pt |

Total revenues exceeded 2019 levels in 2022 by $39 \%$.

Cargo revenues in 2022 more than doubled compared to 2019.

Profit From Main Operations increased by more than $2 x$ compared to 2019.

EBITDAR in 2022 recorded above 2019 with 29\% margin.

2 TURKISH AIRLINES
A star alliance member $\stackrel{\rightharpoonup}{2}_{2}^{2}$

## Revenue Development



## 2 tURKISH AIRLINES

## Unit Revenue Development




Revenue Yield (R/Y) (USc)

(2) TURKISH AIRLINES RASK2: Total Passenger and Cargo Revenue / ASK2 Revenue Yield (R/Y) Total Passenger Revenue / RPK Passenger RASK: Total Passenger Revenue / ASK
${ }^{1}$ ASK value is adjusted by ACTK in order to include cargo operations as it has a reasonable share in our total cost base ASK. Available Seat Kilometers RPK: Revenue Passenger Kilometers

## Regional Unit Revenue Change in USD (2022 / 2019)

| AMERICAS |  |  |
| :---: | :---: | :---: |
|  | 12M | 4Q |
| ASK | 65.1\% | 49.1\% |
| RASK2 | 28.1\% | 40.7\% |
| Passenger RASK | 10.9\% | 30.3\% |
| R/Y | 21.2\% | 34.2\% |
| R/Y ex-currency | 26.6\% | 41.6\% |


| EUROPE |  |  |
| :---: | ---: | ---: |
|  | $\mathbf{1 2 M}$ | 4Q |
| ASK | $11.5 \%$ | $9.4 \%$ |
| RASK2 | $31.3 \%$ | $42.4 \%$ |
| Passenger RASK | $27.3 \%$ | $40.4 \%$ |
| R/Y | $21.0 \%$ | $31.1 \%$ |
| R/Y ex-currency | $32.5 \%$ | $49.1 \%$ |


(2) TURKISH AIRLINES RASK2: Total Passenger and Cargo Revenue / ASK2
a star alliance member $\boldsymbol{v}^{4}$ ? Revenue Yield (R/Y) Total Passenger Revenue / RPK Passenger RASK: Total Passenger Revenue / ASK

## Profit From Main Operations Bridge


(2) TURKISH AIRLINES

## Operational Expense Breakdown

| 4Q'19 | 4Q'22 | Change | (mn USD) | 2019 | 2022 | Change | \% of Total Costs |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 974 | 1,581 | 62.3\% | Fuel | 3,873 | 6,467 | 67.0\% | 41\% |
| 473 | 664 | 40.4\% | Personnel | 2,067 | 2,140 | 3.5\% | 14\% |
| 458 | 530 | 15.7\% | Aircraft Ownership ${ }^{1}$ | 1,832 | 2,021 | 10.3\% | 13\% |
| 305 | 303 | -0.7\% | Airports \& Air Navigation | 1,176 | 1,234 | 4.9\% | 8\% |
| 243 | 274 | 12.8\% | Sales \& Marketing | 1,101 | 1,036 | -5.9\% | 7\% |
| 204 | 233 | 14.2\% | Ground Handling | 815 | 931 | 14.2\% | 6\% |
| 150 | 185 | 23.3\% | Passenger Services \& Catering | 622 | 618 | -0.6\% | 4\% |
| 231 | 276 | 19.5\% | Maintenance | 791 | 865 | 9.4\% | 6\% |
| 106 | 111 | 4.7\% | Other | 367 | 398 | 8.4\% | 3\% |
| 3,144 | 4,157 | 32.2\% | TOTAL | 12,644 | 15,710 | 24.2\% | 100\% |

[^0]
## 2 tURKISH AIRLINES

| 4Q'19 | 4Q'22 | Change | (USc) | $\mathbf{2 0 1 9}$ | 2022 | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2.07 | 3.11 | $50.5 \%$ | Fuel | 2.06 | 3.21 | $55.4 \%$ |
| 1.00 | 1.31 | $30.1 \%$ | Personnel | 1.10 | 1.06 | $-3.7 \%$ |
| 0.97 | 1.04 | $7.3 \%$ | Aircraft Ownership ${ }^{1}$ | 0.98 | 1.00 | $2.6 \%$ |
| 0.65 | 0.60 | $-7.9 \%$ | Airports \& Air Navigation | 0.63 | 0.61 | $-2.4 \%$ |
| 0.52 | 0.54 | $4.5 \%$ | Sales \& Marketing | 0.59 | 0.51 | $-12.4 \%$ |
| 0.43 | 0.46 | $5.9 \%$ | Ground Handling | 0.43 | 0.46 | $6.3 \%$ |
| 0.32 | 0.36 | $14.3 \%$ | Passenger Services \& Catering | 0.33 | 0.31 | $-7.5 \%$ |
| 0.49 | 0.54 | $10.8 \%$ | Maintenance | 0.42 | 0.43 | $1.8 \%$ |
| 0.23 | 0.22 | $-2.9 \%$ | Other | 0.20 | 0.20 | $0.9 \%$ |
| 6.68 | 8.18 | $22.6 \%$ | CASK | 6.74 | 7.79 | $15.6 \%$ |
| 4.61 | 5.07 | $10.0 \%$ | Ex-Fuel CASK |  | 4.67 | 4.58 |
|  |  |  |  |  |  | $-1.9 \%$ |
| 5.86 | 7.28 | $24.3 \%$ | CASK2 (incl. ACTK) | 5.96 | 6.90 | $15.7 \%$ |
| 4.04 | 4.51 | $11.6 \%$ | Ex-Fuel CASK2 (incl. ACTK) | 4.14 | 4.06 | $-1.9 \%$ |

${ }^{1}$ includes Depreciation and Aircraft Rent expenses.

2 TURKISH AIRLINES Ex-Fuel CASK: (Total Expenses - Fuel Expenses) / ASK
A star alliance member Cher CASK2: Total Expenses / ASK2*

## Selected KPI's

| 4Q'19 | 4Q'22 | Change |  | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 2}$ | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 704 | 1,113 | $58.0 \%$ |  | Fuel Price (USD/ton) | 701 | 1,144 |
| 3.22 | 3.11 | $-3.4 \%$ | Fuel Consumption (It) per 100 ASK2 ${ }^{1}$ | 3.26 | 3.10 | $-4.7 \%$ |
| 1,246 | 1,400 | $12.3 \%$ | Aircraft Ownership Cost per BH | 1,228 | 1,342 | $9.3 \%$ |
| 629 | 729 | $16.0 \%$ | Maintenance Cost per BH | 530 | 574 | $8.3 \%$ |
| 1,755 | 2,088 | $18.9 \%$ | Handling Cost per Landing | 1,674 | 2,061 | $23.2 \%$ |
| 1,313 | 1,275 | $-2.9 \%$ | Airports \& Air Navigation Cost per km Flown | 1,270 | 1,293 | $1.8 \%$ |
| 8.40 | 10.32 | $22.9 \%$ | Passenger Services \& Catering Cost per Pax | 8.37 | 8.61 | $2.8 \%$ |
| $7.4 \%$ | $5.7 \%$ | -1.7 pt | Sales \& Marketing Cost / Total Revenue | $8.3 \%$ | $5.6 \%$ | -2.7 pt |

2) TURKISH AIRLINES ASK: Avaiable Seat Kilometers
${ }^{1}$ ASK value is adjusted by ACTK in order to include cargo operations as it has a reasonable share in our total cost base.

## 2022 RESULTS


(2) TURKISH AIRLINES

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## Aviation Industry

Turkish Market Growth


Source: General Directorate of State Airports Authority (DHMI) - October 2022 (*) Adjusted for double count on Domestic Pax


2) TURKISH AIRLINES ASK: Available Seat Kilometers
a star alliance member surce: IATA.

Turkish Airlines' market share more than tripled in the last two decades
Global Market Share Trends ${ }^{1}$
(2010-2022)


Turkish Airlines Market Share Development (in ASK)


Turkish Airlines experienced a robust recovery after the initial shock of the pandemic.

## (2) TURKISH AIRLINES

## World Leading Geographical Coverage

Turkish Airlines ranks \#1 in the world by destination countries.

Turkish Airlines flies to 289 international destinations in 129 countries ${ }^{1}$

Provides 42.6 thousand connection options ${ }^{2}$

563 international destinations (including offline ${ }^{3}$ )

Our network reaches more than $90 \%$ of the world's population, GDP and trade volume ${ }^{4}$


New Destinations in 21-22
Americas
Seattle, Newark, Dallas, Vancouver

## Europe

Tivat, Bergamo, Rize-Artvin
Middle East
Kirkuk
Juba, Luan

## Far East \& Asia

Cebu, Bukhara, Turkistan, Fergana Urgench, Aktau, Urmia, Turkmenbashi

## Future Routes

## Americas

Detroit, Denver, Orlando, Santiago, Rio de Janeiro

## Europe

Katowice, Krakow, Nantes, Palermo Newcastle, Bergen, lasi, Timisoara

## Middle East

Abha, Salalah

## Africa

Lusaka, Aswan, Hargeisa, Port Sudan, Brazzaville, Monrovia
Far East \& Asia
Sydney, Phnom Penh, Atyrau, Osaka
2) TURKISH AIRLINES ${ }^{1}$ As of 13.02.2023. ${ }^{2}$ O\&D detour factor <1.4. ${ }^{3}$ Including Codeshare agreements. ${ }^{4}$ On a country basis. World Bank.

The size of the bubbles represent the number of weekly frequencies

## Istanbul's Geographical Advantage - A Natural Hub

Constituting 70\% of our fleet, with narrow body aircraft we reach over 215 international passenger destinations.

$$
\begin{aligned}
& \text { Around half of the world population } \\
& \text { is within our narrow body range. }
\end{aligned}
$$

Within Narrow Body Range

We are able to reach $35 \%$ of the world's GDP and $\mathbf{5 0 \%}$ of trade volume in just 5 hours.

# 99 Countries 3.8 billion people <br> 99 Countries 3.8 billion people <br> 33 trillion USD GDP <br> 47 trillion USD trade volume 

$(2$ tURKISH AIRLINES
A STAR ALLIANCE MEMBER $v^{4}$

Source: World Bank Source: World Bank
Note: Population ote: Population, GDP: 2021 Trade volume, Exports: 2019

## Passenger Traffic and Breakdown



Int'I Passenger Breakdown by Geography

(2) turkish airlines

## Passenger Capacity and Load Factor



Passenger Breakdown by Transfer Type


Note: Int'I to int'I transfer passengers' share in total international passengers is $50 \%$.

## Revenue Breakdown (2022)



Revenue by Geography

2) TURKISH AIRLINES Note: Includes total passenger and cargo revenue

Revenue by Business Type


Revenue by Point of Sale


Note: Includes only scheduled passenger revenue

## Operating Efficiency

Average Daily Passenger Aircraft Flight Utilization ${ }^{1}$ (hrs)


Personnel Efficiency

|  | 31,624 | 35,383 | 38,971 | 38,031 | $\begin{gathered} 37,517 \\ 1,188 \end{gathered}$ | $\begin{gathered} 40,245 \\ 1,407 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 8,467 | 9,250 | 9,104 | 8,797 | 9,318 |
|  | 7,435 |  |  |  |  |  |
|  | 24,075 | 26,739 | 29,491 | 28,668 | 27,532 | 29,520 |
|  | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |

(1) turkish airlines
a star alliance member ${ }_{2 \sim}^{4}{ }^{2}$ Includes Turkish Airlines Technology, Turkish Flight Training and Airport Operations Inc., TCI and Cornea Inc.

## Operational Profitability and Leverage

Avg. EBITDAR Margin (2017-2022): 28\%


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

$(2)$ TURKISH AIRLINES

Fleet
<

| 31.12.2022 | Type | Total | Owned | Financial Lease | Opr./Wet Lease | Seat Capacity ('000) | Average Fleet Age |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Wide Body | A330-200 | 13 | 5 |  | 8 | 3.5 | 14.9 |
|  | A330-300 | 37 | 4 | 25 | 8 | 10.8 | 8.9 |
|  | B777-3ER | 33 | 5 | 22 | 6 | 11.7 | 9.1 |
|  | A350-900 | 11 |  | 11 |  | 3.6 | 1.2 |
|  | B787-9 | 16 |  | 16 |  | 4.8 | 2.7 |
|  | Total | 110 | 14 | 74 | 22 | 34.3 | 8.0 |
| Narrow Body | B737-900ER | 15 |  | 15 |  | 2.4 | 9.6 |
|  | B737-9 MAX | 5 |  | 5 |  | 0.8 | 1.8 |
|  | B737-800 | 79 | 31 | 24 | 24 | 14.0 | 12.0 |
|  | B737-8 MAX | 27 |  | 20 | 7 | 4.3 | 2.2 |
|  | A321 NEO | 44 |  | 29 | 15 | 8.3 | 2.1 |
|  | A320 NEO | 3 |  |  | 3 | 0.6 | 0.3 |
|  | A319-100 | 6 | 1 | 5 |  | 0.8 | 11.6 |
|  | A320-200 | 11 | 11 |  |  | 1.7 | 14.8 |
|  | A321-200 | 65 | 29 | 32 | 4 | 11.9 | 10.4 |
|  | B737-800 WL | 8 |  |  | 8 | 0.9 | 17.0 |
|  | Total | 263 | 72 | 130 | 61 | 45.7 | 8.7 |
| Cargo | A330-200F | 10 | 2 | 8 |  |  | 9.2 |
|  | B777F | 8 |  | 8 |  |  | 4.0 |
|  | Wet Lease | 3 |  |  | 3 |  | 27.7 |
|  | Total | 21 | 2 | 16 | 3 |  | 9.8 |
|  | Grand Total | 394 | 88 | 220 | 86 | 80.0 | 8.7 |

New Entries in 2022:

$$
\begin{array}{l|l|l}
\hline 8 \times \text { B737-8 MAX } & 13 \times \text { A321 NEO } & 3 \times \text { A320 NEO }
\end{array}
$$

1 x B787 Dreamliner
$6 \times \mathrm{A} 350-900$
(2) TURKISH AIRLINES

Turkish Cargo


Turkish Cargo flies to 132 countries / 355 destinations with 21 freighters and 373 passenger aircraft.

In 2022, Turkish Cargo ranked $5^{\text {th }}$ among all air cargo carriers in terms of FTK, according to IATA.

In February 2022, Turkish Cargo combined all cargo operations in its highly technological new hub, Smartist, one of the largest air cargo facilities in the world.

Cargo Revenue Evolution (mn USD)


Turkish Cargo Market Share (in terms of FTK)


## $(2)$ tURKISH AIRLINES

A Star alliance member viv

SmartIST is the biggest Cargo Terminal in Europe and the $3^{\text {rd }}$ biggest in the World


AnadoluJet's international capacity share increased by 51 p.p. compared to 2019

|  | 2019 | 2021 | 2022 |
| :---: | :---: | :---: | :---: |
| Number of Aircraft | 57 | 64 | 64 |
| Number of Routes | 129 | 168 | 180 |
| International Capacity Share ${ }^{1}$ (\%) | 13.3\% | 51.7\% | $\frac{\square}{64.5 \%}$ |
| Int'I Market Share in Hub (Ist. SAW Airport) | 18\% | 25\% | 24\% |
| Number of Passenger (mn) | 14.6 | 13.3 | 16.1 |
| Capacity ${ }^{1}$ | 11.2 | 16.7 | 21.7 |
| Load Factor | 87.5\% | 74.2\% | 82.9\% |

## ANADOLUJET <br> (2) turkistimairilines

In 2022, AnadoluJet operated in 180 routes with 64 aircraft.

70\% of AnadoluJet's international destinations are in Europe and $30 \%$ in the Middle East.

## AnadoluJet is targeting to:

Drive down unit costs further with 15 new generation aircraft additions in 2023.

Increase penetration to high growth leisure markets through direct international flights.

Capture ethnic travel segment from Europe, Middle East and Central Asia to Türkiye.

Reach price sensitive customers.
Extract ancillary revenue potential by merchandising and bundling.

## $(2)$ TURKISH AIRLINES

A star alliance member $\stackrel{\rightharpoonup}{*}$

Revenue by Currency


Expenses by Currency


2 TURKISH AIRLINES ${ }^{(1)}$ Currencies that have $85 \%$ correlation with USD and EUR considered as USD and EUR correlated respectively.

## Fuel Expense Breakdown and Hedging



Effect of Hedging on the Fuel Price


## Aircraft Financing and Debt Management

## il| As of 31.12.2022

Total Financial Lease Liabilities ${ }^{(1)}$ : 9.1 bn USD Operating Leases: 2.0 bn USD

5 Year Maturity Profile (USD mn)


Weighted Average Interest Rate ${ }^{(2)}$ : $2.56 \%$


Currency Breakdown of Total Lease Liabilities


| (mn USD) | $\mathbf{3 1 . 1 2 . 2 0 2 2}$ <br> Total Debt | Maturity | Yearly Debt <br> Service |
| :--- | :---: | :---: | :---: |
| USD | 1,179 | $10-12$ Years | 170 |
| EUR | 5,642 | $10-12$ Years | 775 |
| JPY | 2,143 | $10-12$ Years | 310 |
| CHF | 161 | 12 Years | 31 |
| Total | $\mathbf{9 , 1 2 4}$ |  | $\mathbf{1 , 2 8 7}$ |

## $(2)$ tURKISH AIRLINES

A star alliance member

## Sustainability



Participating in the performance evaluations of international sustainability indices:


## In 2022:

## Saved Fuel:

57,581 tons


## Avoided Emissions: 181,379 tons of $\mathrm{CO}_{2}$ <br> Fleet Age: <br> 8.7 years <br> 

one of the Top 100 Winners"

## CAPA

CENTRE FOR AVIATION
«Airline Sustainability Innovation of the Year»

## $(2$ tURKISH AIRLINES

EBITDAR Calculation

| 4Q'19 | 4Q'22 | Change | EBITDAR (mn USD) | 2019 | 2022 | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3,281 | 4,772 | 45.4\% | Sales Revenue | 13,229 | 18,426 | 39.3\% |
| 2,754 | 3,701 | 34.4\% | Cost of Sales (-) | 10,928 | 14,036 | 28.4\% |
| 527 | 1,071 | 103.2\% | GROSS PROFIT / (LOSS) | 2,301 | 4,390 | 90.8\% |
| 77 | 64 | -16.9\% | General Administrative Expenses (-) | 299 | 284 | -5.0\% |
| 313 | 392 | 25.2\% | Marketing and Sales Expenses (-) | 1,417 | 1,390 | -1.9\% |
| 137 | 615 | 348.9\% | NET OPERATING PROFIT / (LOSS) | 585 | 2,716 | 364.3\% |
| 213 | 53 | -75.1\% | Other Operating Income | 355 | 145 | -59.2\% |
| 14 | -10 | - | Other Operating Expense (-) | 64 | 82 | 28.1\% |
| 336 | 678 | 101.8\% | Profit / (Loss) from Main Operations | 876 | 2,779 | 217.2\% |
| 38 | 94 | 147.4\% | Adjustments | 192 | 304 | 58.3\% |
| 2 | 17 | 750.0\% | Share of Investments' Profit / Loss Accounted by Using The Equity Method | 82 | 121 | 47.6\% |
| 36 | 77 | 113.9\% | Income From Government Incentives | 110 | 183 | 66.4\% |
| 374 | 772 | 106.4\% | EBIT | 1,068 | 3,083 | 188.7\% |
| 398 | 491 | 23.4\% | Depreciation | 1,521 | 1,864 | 22.6\% |
| 772 | 1,263 | 63.6\% | EBITDA | 2,589 | 4,947 | 91.1\% |
| 86 | 114 | 31.9\% | Adjusted Operating Lease Expenses ${ }^{1}$ | 361 | 353 | -2.4\% |
| 34 | 18 | -46.8\% | Adjusted Short term Lease Expenses (Wet-lease) ${ }^{2}$ | 156 | 77 | -50.7\% |
| 892 | 1,395 | 56.3\% | EBITDAR | 3,107 | 5,377 | 73.1\% |
| 27.2\% | 29.2\% | 2.03 pt | EBITDAR MARGIN | 23.5\% | 29.2\% | 5.70 pt |

Notes: - For 4Q'22 Turkish Technic's contribution to EBITDAR through consolidation is $\mathbf{1 0 2} \mathbf{~ m n ~ U S D , ~ c o m p a r e d ~ t o ~} \mathbf{7 7} \mathbf{m n}$ USD in 4Q'19. - For 4Q'22 adjustments for heavy maintenance of operational lease expenses is $108 \mathbf{m n}$ USD compared to $\mathbf{8 8} \mathbf{~ m n ~ U S D ~ i n ~ 4 Q ' 1 9 . ~}$
$(2)$ TURKISH AIRLINES
A star alliance member ${ }_{2 d}^{4}>{ }^{1}$ Adjusted for A/C heavy maintenance
${ }^{2}$ Adjusted for A/C rent and heavy maintenance portion. (Aprox. 55\%)

Operational Expense Breakdown

| (mn USD) | 2019 | \% in Total | 2022 | \% in Total | Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fuel | 3,873 | 30.6\% | 6,467 | 41.2\% | 67.0\% |
| Personnel | 2,067 | 16.3\% | 2,140 | 13.6\% | 3.5\% |
| Landing, Navigation \& Air Traffic | 1,176 | 9.3\% | 1,234 | 7.9\% | 4.9\% |
| Landing and navigation | 623 | 4.9\% | 639 | 4.1\% | 2.6\% |
| Air Traffic Control | 553 | 4.4\% | 595 | 3.8\% | 7.6\% |
| Sales \& Marketing | 1,101 | 8.7\% | 1,036 | 6.6\% | -5.9\% |
| Commissions and Incentives | 504 | 4.0\% | 517 | 3.3\% | 2.6\% |
| Reservation System | 267 | 2.1\% | 266 | 1.7\% | -0.4\% |
| Advertising | 175 | 1.4\% | 110 | 0.7\% | -37.1\% |
| Other | 155 | 1.2\% | 143 | 0.9\% | -7.7\% |
| Depreciation | 1,521 | 12.0\% | 1,864 | 11.9\% | 22.6\% |
| Ground Handling | 815 | 6.4\% | 931 | 5.9\% | 14.2\% |
| Aircraft Rent | 311 | 2.5\% | 157 | 1.0\% | -49.5\% |
| Operational Lease | 27 | 0.2\% | 17 | 0.1\% | -37.0\% |
| Wet Lease | 284 | 2.2\% | 140 | 0.9\% | -50.7\% |
| Passenger Services \& Catering | 622 | 4.9\% | 618 | 3.9\% | -0.6\% |
| Maintenance | 791 | 6.3\% | 865 | 5.5\% | 9.4\% |
| General Administration | 113 | 0.9\% | 118 | 0.8\% | 4.4\% |
| Other | 254 | 2.0\% | 280 | 1.8\% | 10.2\% |
| TOTAL | 12,644 | 100\% | 15,710 | 100\% | 24.2\% |
| Operating Cost per ASK (USc) | 6.74 | - | 7.79 | - | 15.6\% |
| Ex-fuel Operating Cost per ASK (USc) | 4.67 | - | 4.58 | - | -1.9\% |
| Fixed Costs | 3,623 | 28.7\% | 3,681 | 23.4\% | 1.6\% |

## $(2)$ tURKISH AIRLINES

| (mn USD) | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | YoY <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Revenue | 10,958 | 12,855 | 13,229 | 6,734 | 10,686 | 18,426 | 72\% |
| Operating Expenses (-) | 10,164 | 11,686 | 12,644 | 7,264 | 9,411 | 15,710 | 67\% |
| of which Fuel | 2,866 | 3,768 | 3,873 | 1,638 | 2,756 | 6,467 | 135\% |
| of which Personnel | 1,761 | 1,772 | 2,067 | 1,097 | 1,298 | 2,140 | 65\% |
| of which Depreciation | 1,066 | 1,087 | 1,521 | 1,659 | 1,740 | 1,864 | 7\% |
| of which Rent | 527 | 595 | 311 | 244 | 197 | 157 | -20\% |
| Net Operating Profit / Loss | 794 | 1,169 | 585 | -530 | 1,275 | 2,716 | 113\% |
| Income From Other Operations | 264 | 165 | 355 | 330 | 174 | 145 | -17\% |
| Expense From Other Operations (-) | 36 | 143 | 64 | 55 | 35 | 82 | 134\% |
| Profit / Loss From Main Operations | 1,022 | 1,191 | 876 | -255 | 1,414 | 2,779 | 97\% |
| Income From Investment Activities (Net) | 177 | 99 | 89 | 179 | 200 | 293 | 47\% |
| Share of Investments' Profit / Loss | 102 | 123 | 82 | -87 | 75 | 121 | 61\% |
| Financial Income | 56 | 129 | 139 | 72 | 101 | 378 | 274\% |
| Financial Expense (-) | 1,078 | 588 | 310 | 835 | 767 | 632 | -18\% |
| Profit Before Tax | 279 | 954 | 876 | -926 | 1,023 | 2,939 | 187\% |
| Tax (-) | 56 | 201 | 88 | -90 | 64 | 214 | 234\% |
| Net Profit | 223 | 753 | 788 | -836 | 959 | 2,725 | 184\% |

## $(2)$ tURKISH AIRLINES

| Assets (mn USD) | 2017 | 2018 | 2019 | 2020 | 2021 | 31.12.2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and Equivalents | 2,086 | 2,155 | 2,475 | 1,829 | 2,682 | 4,701 |
| Trade Receivables | 592 | 570 | 540 | 637 | 925 | 995 |
| Pre-delivery Payment (PDP) Receivables | 117 | 809 | 778 | 731 | 546 | 511 |
| Other Current Assets | 836 | 971 | 977 | 981 | 785 | 1,018 |
| Total Current Assets | 3,631 | 4,505 | 4,770 | 4,178 | 4,938 | 7,225 |
| Net Fixed Assets ${ }^{1}$ | 13,002 | 13,918 | 3,643 | 4,145 | 4,364 | 4,723 |
| of which Aircraft and Engines* | 11,683 | 12,127 | 1,493 | 1,859 | 2,041 | 2,351 |
| Rights of Use of Assets | - | - | 13,618 | 14,777 | 15,110 | 16,577 |
| Pre-delivery Payment (PDP) Receivables | 247 | 505 | 761 | 515 | 279 | 291 |
| Other Non-Current Assets | 1,317 | 1,804 | 15,550 | 16,692 | 16,956 | 18,705 |
| Total Non-Current Assets | 14,566 | 16,227 | 19,954 | 21,352 | 21,599 | 23,719 |
| Total Assets | 18,197 | 20,732 | 24,724 | 25,530 | 26,537 | 30,944 |
|  |  |  |  |  |  |  |
| Liabilities (mn USD) | 2017 | 2018 | 2019 | 2020 | 2021 | 31.12.2022 |
| Lease Obligations | 8,322 | 9,509 | 9,919 | 11,307 | 10,244 | 10,766 |
| Bank Borrowings | 744 | 1,099 | 3,453 | 5,394 | 4,659 | 3,273 |
| Passenger Flight Liabilities | 1,000 | 1,002 | 1,032 | 580 | 1,216 | 2,291 |
| Accounts Payable | 855 | 1,022 | 1,130 | 861 | 891 | 1,200 |
| Other Liabilities | 1,930 | 2,155 | 2,326 | 2,005 | 2,690 | 3,672 |
| Total Liabilities | 12,851 | 14,787 | 17,860 | 20,147 | 19,700 | 21,202 |
| Total Shareholders Equity | 5,346 | 5,945 | 6,864 | 5,383 | 6,837 | 9,742 |
| of which Issued Capital | 1,597 | 1,597 | 1,597 | 1,597 | 1,597 | 1,597 |
| of which Retained Earnings | 3,551 | 3,760 | 4,463 | 5,246 | 4,406 | 5,405 |
| of which Differences from Currency Translation | -108 | -160 | -184 | -201 | -275 | -294 |
| of which Net Profit for the Period | 223 | 753 | 788 | -836 | 959 | 2,725 |
| Total Liabilities \& Shareholders Equity | 18,197 | 20,732 | 24,724 | 25,530 | 26,537 | 30,944 |

(2) TURKISH AIRLINES * Before 2019 values include leases. After 2019 values show only unencumbered aircraft \& engine values.

## Subsidiaries \& Affiliates

| Field of Activity | Revenue <br> (mn USD) | Number of <br> Personnel |
| :---: | :---: | :---: |


| 1 Turkish Airlines | Transportation | 18,426 ${ }^{1}$ | 29,520 ${ }^{2}$ | 49\% Turkey Wealth Fund - 51\% Open to Public |
| :---: | :---: | :---: | :---: | :---: |
| 2 Turkish Technic Inc. | MRO | - | 9,318 | \%100 THY |
| 3 Turkish Airlines Technology Inc. | IT | - | 1,127 | \%100 THY |
| 4 Turkish Flight Training and Airport Operations Inc. | Flight Trainings \& Airport Operations | - | 111 | \%100 THY |
| 5 TSI Aviation Seats Inc. ${ }^{3}$ | Cabin Interior | - | 119 | 95\% THY - 5\% THY Teknik |
| 6 Turkish Airlines International Investment and Transport Inc. | Transportation \& Investment | - | - | \%100 THY |
| 7 THY Air Cargo Transport Inc. | Cargo | - | - | \%100 THY |
| 8 Turkish Fuel Services Inc. | Fuel | 3,440 | 110 | 25\% THY - 25\% Taya - 25\% Demirören-25\% Zirve |
| 9 Sun Express Aviation Inc. | Transportation | 1,437 | 3,352 | 50\% THY - 50\% Lufthansa |
| 10 Turkish Opet Aviation Fuels Inc. | Fuel | 738 | 467 | 50\% THY - 50\% Opet |
| 11 Turkish Ground Services Inc. | Ground Services | 416 | 15,622 | 50\% THY - 50\% Havaş |
| 12 Pratt\&Whitney Turkish Engine Center Co. Ltd. | MRO | 415 | 474 | 51\% PW-49\% THY Teknik |
| 13 Turkish Do\&Co Catering Services Inc. | Catering | 328 | 4,697 | 50\% THY - 50\% Do\&Co |
| 14 We World Express Limited | Cargo | 40 | 43 | 45\% THY - 45\% ZTO - 10\% Pal Air |
| 15 Goodrich Turkish Technic Service Center Co. Ltd. | MRO | 24 | 74 | 60\% Collins Aerospace - 40\% THY Teknik |
| 16 Turkish Cabin Interior Systems Inc. ${ }^{3}$ | Cabin Interior | 4 | 143 | 50\% THY \& THY Teknik - 50\% TAI |
| 17 Air Albania SHPK | Transportation | - | 137 | 49\% THY - 41\% MDN Investment - 10\% Albcontrol |
| 18 Cornea Aviation Systems Industry and Commerce Inc. ${ }^{3}$ | IFE | - | 50 | 80\% THY Teknik 20\% Havelsan |
| 19 Tax Refund and Intermediation Inc. | VAT Return \& Consultancy | - | 14 | 30\% THY - 45\% Maslak Oto - $25 \%$ VK Holding |

Partnership Structure
mn USD) Personnel
2) TURKISH AIRLINES ${ }^{1}$ Revenue of $100 \%$ consolidated subsidiaries are included.
a star alliance member riz ${ }^{4}$ TCI Kabin İçi Sistemleri Sanayi ve Ticaret A.Ş. ("TCI") took over TSI and Cornea with all its assets and liabilities The merger has

## TURKISH AIRLINES

INVESTOR RELATIONS

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## 2 tURKISH AIRLINES


[^0]:    ${ }^{1}$ Includes Depreciation and Aircraft Rent expenses

