

# 1Q'23 Results Investor Presentation



## Key Financial Data

2019	2022	Change	(USD mn)	1Q'22	1Q'23	Change
13,229	18,426	39.3%	<b>Total Revenues</b>	3,051	4,353	42.7%
11,167	14,291	28.0%	Passenger Revenue	1,990	3,648	83.3%
1,688	3,735	121.3%	Cargo Revenue	980	591	-39.7%
305	367	20.3%	Technic Revenue	77	107	39.0%
876	2,779	217.2%	<b>Profit From Main Operations</b>	163	114	-30.1%
788	2,725	245.8%	<b>Net Income</b>	161	233	44.7%
6.0%	14.8%	8.8 pt	Net Income Margin	5.3%	5.4%	0.1 pt
3,107	5,377	73.1%	<b>EBITDAR</b>	710	769	8.3%
23.5%	29.2%	5.7 pt	EBITDAR Margin	23.3%	17.7%	-5.6 pt
187,713	201,735	7.5%	<b>ASK (Million)</b>	38,838	51,758	33.3%
6.06	7.92	30.6%	<b>RASK2 (incl. ACTK)<sup>1</sup></b>	6.57	7.39	12.6%
7.29	8.79	20.5%	<b>Revenue Yield (R/Y) (Usc)<sup>2</sup></b>	7.30	8.67	18.8%
74,283	71,818	-3.3%	<b>Passengers Carried ('000)</b>	12,665	17,054	34.7%
81.6%	80.6%	-1.0 pt	<b>L/F (%)</b>	70.2%	81.3%	11.1 pt

<sup>1</sup>RASK2: Total Passenger and Cargo Revenue / ASK (Adjusted ASK by available cargo tonne kilometer)

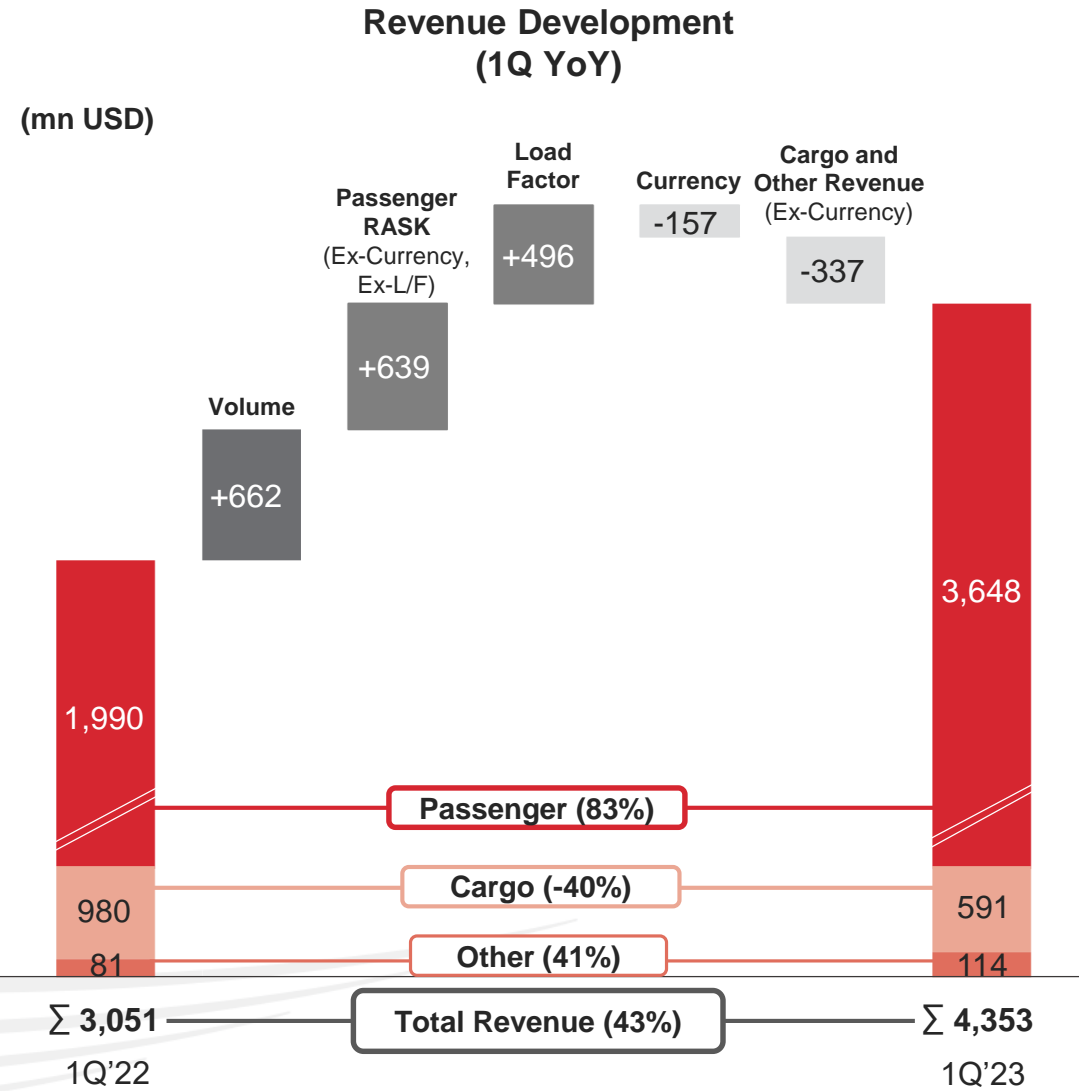
<sup>2</sup>Revenue Yield (R/Y) Total Passenger Revenue / RPK

**Total Revenues** exceeded 1Q' 22 levels by **43%** in 1Q'23.

**Passenger Revenues** increased by 83% year-over-year.

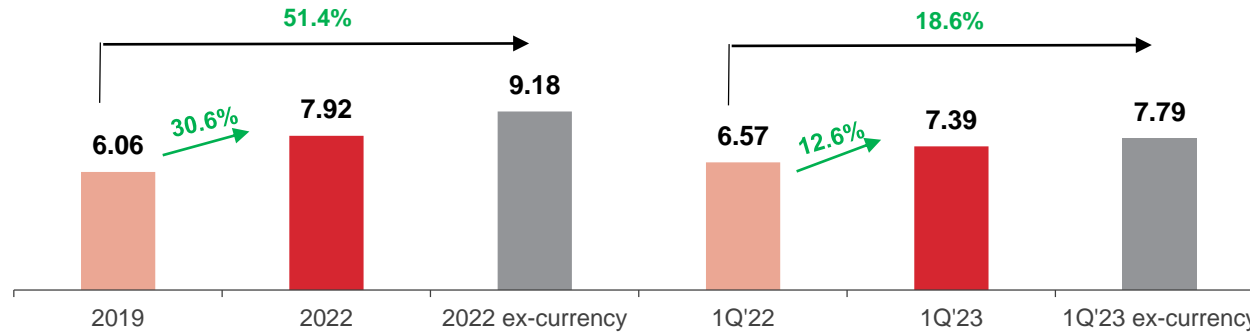
**190 mn USD** one-off effect on **Profit from Main Operations** due to the earthquakes (including donations and humanitarian flights)

**EBITDAR Margin** excluding the earthquake impact was **22%**.

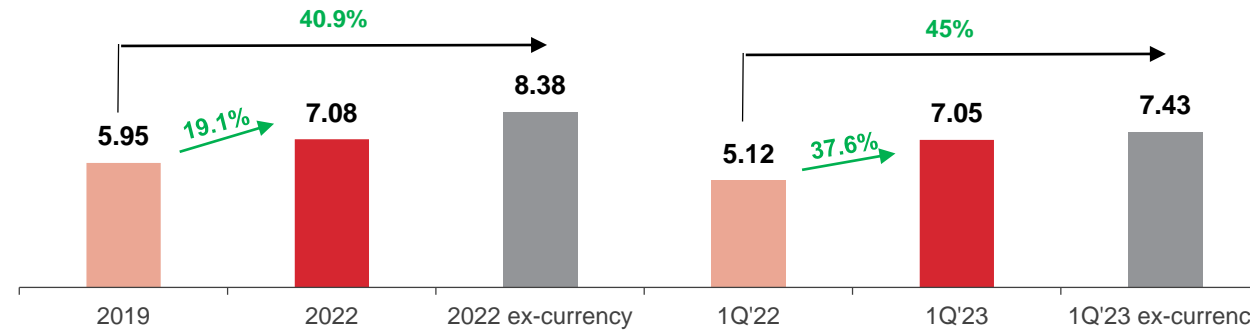


# Unit Revenue Development

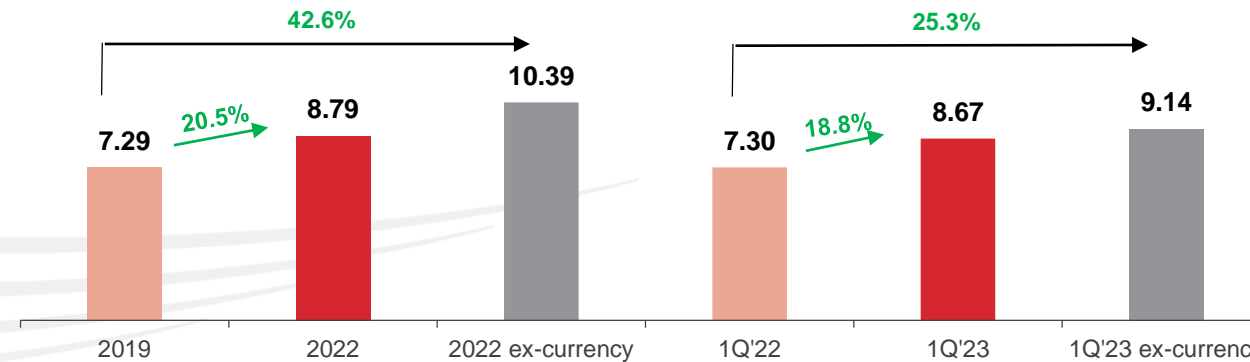
## RASK2 (incl. ACTK) (USc)



## Passenger RASK (USc)



## Revenue Yield (R/Y) (USc)



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RASK2: Total Passenger and Cargo Revenue / ASK (Adjusted ASK by available cargo tonne kilometer)

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



## AMERICAS

	2022 vs. 2019	1Q'23 vs. 1Q'22
ASK	65.1%	18.4%
RASK2	28.1%	20.2%
Passenger RASK	10.9%	56.0%
R/Y	21.2%	29.2%
R/Y ex-currency	26.6%	31.8%

## EUROPE

	2022 vs. 2019	1Q'23 vs. 1Q'22
ASK	11.5%	33.2%
RASK2	31.3%	23.8%
Passenger RASK	27.3%	35.5%
R/Y	21.0%	24.7%
R/Y ex-currency	32.5%	30.7%

## FAR EAST

	2022 vs. 2019	1Q'23 vs. 1Q'22
ASK	-16.5%	50.9%
RASK2	42.3%	-1.6%
Passenger RASK	16.8%	61.4%
R/Y	27.3%	11.9%
R/Y ex-currency	36.1%	17.4%

## AFRICA

	2022 vs. 2019	1Q'23 vs. 1Q'22
ASK	1.4%	22.3%
RASK2	30.7%	10.2%
Passenger RASK	19.0%	18.1%
R/Y	19.7%	10.9%
R/Y ex-currency	29.0%	15.5%

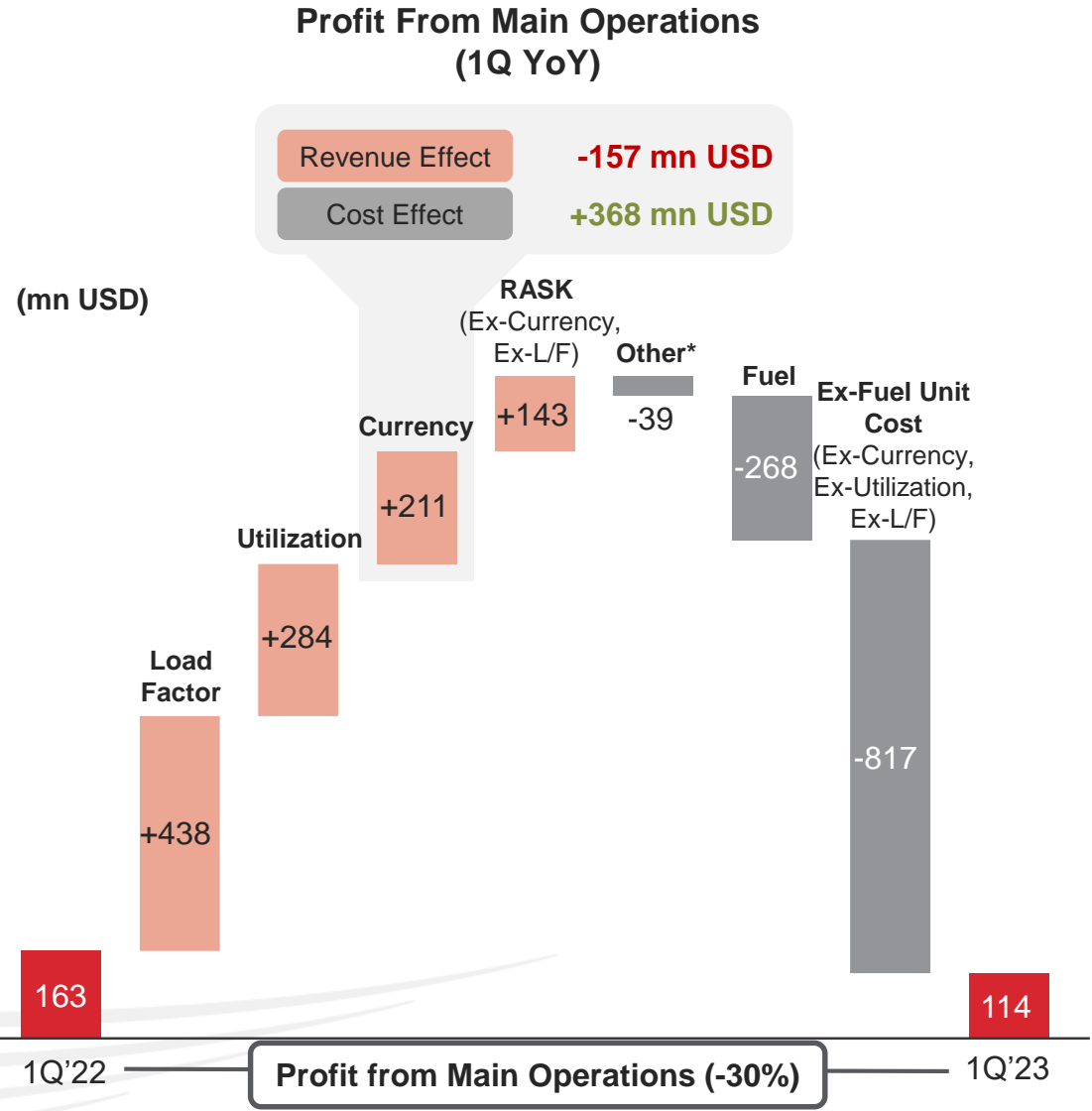
## MIDDLE EAST

	2022 vs. 2019	1Q'23 vs. 1Q'22
ASK	-9.4%	67.5%
RASK2	29.6%	-0.1%
Passenger RASK	24.8%	6.5%
R/Y	14.1%	-0.3%
R/Y ex-currency	17.8%	1.7%

## DOMESTIC

	2022 vs. 2019	1Q'23 vs. 1Q'22
ASK	-10.1%	19.8%
RASK2	11.6%	17.1%
Passenger RASK	11.3%	17.4%
R/Y	11.8%	22.5%
R/Y ex-currency	166.1%	56.1%

RASK2: Total Passenger and Cargo Revenue / ASK (Adjusted ASK by available cargo tonne kilometer)  
 Revenue Yield (R/Y) Total Passenger Revenue / RPK  
 Passenger RASK: Total Passenger Revenue / ASK  
 ASK: Available Seat Kilometers  
 RPK: Revenue Passenger Kilometers



## Operational Expense Breakdown

2019	2022	Change	(mn USD)	1Q'22	1Q'23	Change	% of Total Costs
3,873	6,467	67.0%	<b>Fuel</b>	957	1,477	54.3%	35.0%
2,067	2,140	3.5%	<b>Personnel</b>	443	726	63.9%	17.2%
1,832	2,021	10.3%	<b>Aircraft Ownership<sup>1</sup></b>	477	532	11.5%	12.6%
1,176	1,234	4.9%	<b>Airports &amp; Air Navigation</b>	260	362	39.2%	8.6%
1,101	1,036	-5.9%	<b>Sales &amp; Marketing</b>	227	315	38.8%	7.5%
815	931	14.2%	<b>Ground Handling</b>	182	262	44.0%	6.2%
622	618	-0.6%	<b>Passenger Services &amp; Catering</b>	97	186	91.8%	4.4%
791	865	9.4%	<b>Maintenance</b>	172	241	40.1%	5.7%
367	398	8.4%	<b>Other</b>	92	118	28.3%	2.8%
<b>12,644</b>	<b>15,710</b>	<b>24.2%</b>	<b>TOTAL</b>	<b>2,907</b>	<b>4,219</b>	<b>45.1%</b>	<b>100.0%</b>

<sup>1</sup> Includes Depreciation and Aircraft Rent expenses.

## Unit Cost Breakdown

2019	2022	Change	(USc)	1Q'22	1Q'23	Change
2.06	3.21	55.4%	Fuel	2.46	2.85	15.8%
1.10	1.06	-3.7%	Personnel	1.14	1.40	23.0%
0.98	1.00	2.6%	Aircraft Ownership <sup>1</sup>	1.23	1.03	-16.3%
0.63	0.61	-2.4%	Airports & Air Navigation	0.67	0.70	4.5%
0.59	0.51	-12.4%	Sales & Marketing	0.58	0.61	4.1%
0.43	0.46	6.3%	Ground Handling	0.47	0.51	8.0%
0.33	0.31	-7.5%	Passenger Services & Catering	0.25	0.36	43.9%
0.42	0.43	1.8%	Maintenance	0.44	0.47	5.1%
0.20	0.20	0.9%	Other	0.24	0.23	-3.8%
<b>6.74</b>	<b>7.79</b>	<b>15.6%</b>	<b>CASK</b>	<b>7.48</b>	<b>8.15</b>	<b>8.9%</b>
4.67	4.58	-1.9%	Ex-Fuel CASK	5.02	5.30	5.5%
5.96	6.90	15.7%	CASK2 (incl. ACTK)*	6.43	7.36	14.5%
4.14	4.06	-1.9%	Ex-Fuel CASK2(incl. ACTK)*	4.31	4.78	10.9%

<sup>1</sup>includes Depreciation and Aircraft Rent expenses.



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CASK: Total Expenses / ASK

Ex-Fuel CASK: (Total Expenses – Fuel Expenses) / ASK

CASK2: Total Expenses / ASK2\*

Ex-Fuel CASK2: (Total Expenses – Fuel Expenses) / ASK (Adjusted ASK by available cargo tonne kilometer)

ASK: Available Seat Kilometers



## Key Performance Indicators

2019	2022	Change		1Q'22	1Q'23	Change
701	1,144	63.2%	<b>Fuel Price (Usd/ton)</b>	859	1,050	22.2%
3.26	3.10	-4.7%	<b>Fuel Consumption (lt) per 100 ASK<sup>1</sup></b>	3.08	3.07	-0.4%
1,228	1,342	9.3%	<b>Aircraft Ownership Cost per BH</b>	1,639	1,414	-13.7%
530	574	8.3%	<b>Maintenance Cost per BH</b>	591	641	8.4%
1,674	2,061	23.2%	<b>Handling Cost per Landing</b>	2,083	2,367	13.6%
1,270	1,293	1.8%	<b>Airports &amp; Air Navigation Cost per km Flown</b>	1,391	1,534	10.3%
8.37	8.61	2.8%	<b>Passenger Services &amp; Catering Cost per Pax</b>	7.66	10.91	42.4%
8.3%	5.6%	-2.7 pt	<b>Sales &amp; Marketing Cost / Total Revenue</b>	7.4%	7.2%	-0.2 pt

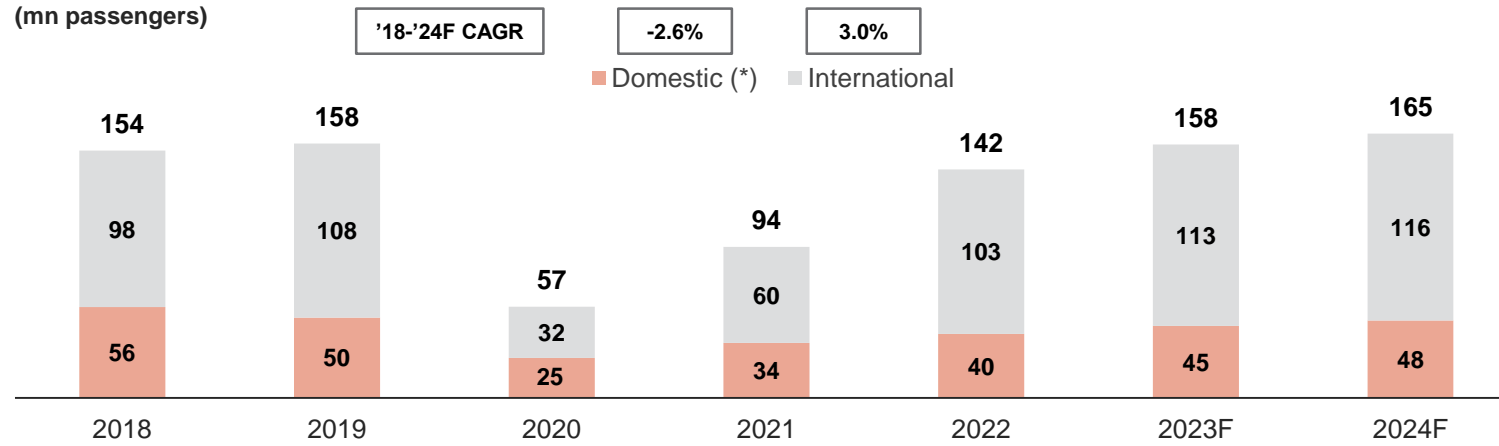
# 1Q'23 Results



**TURKISH AIRLINES**

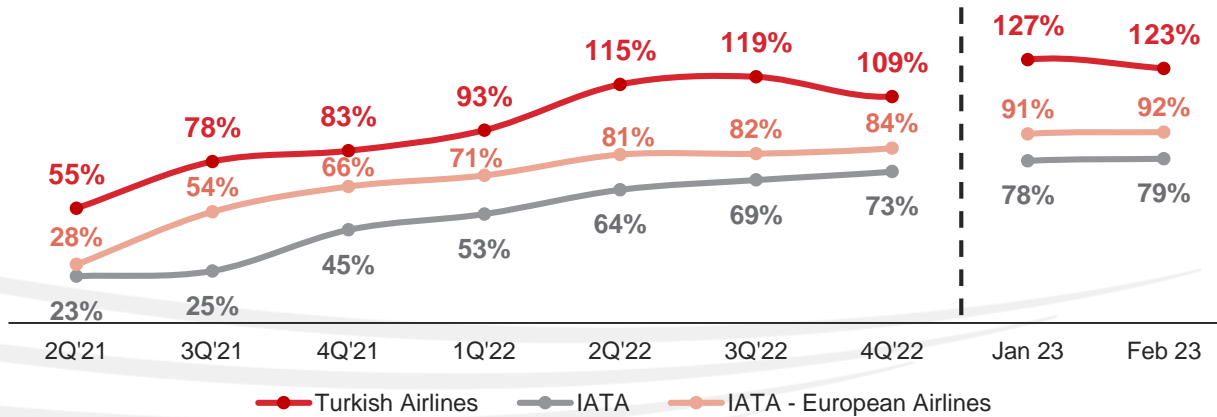
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## Turkish Market Growth

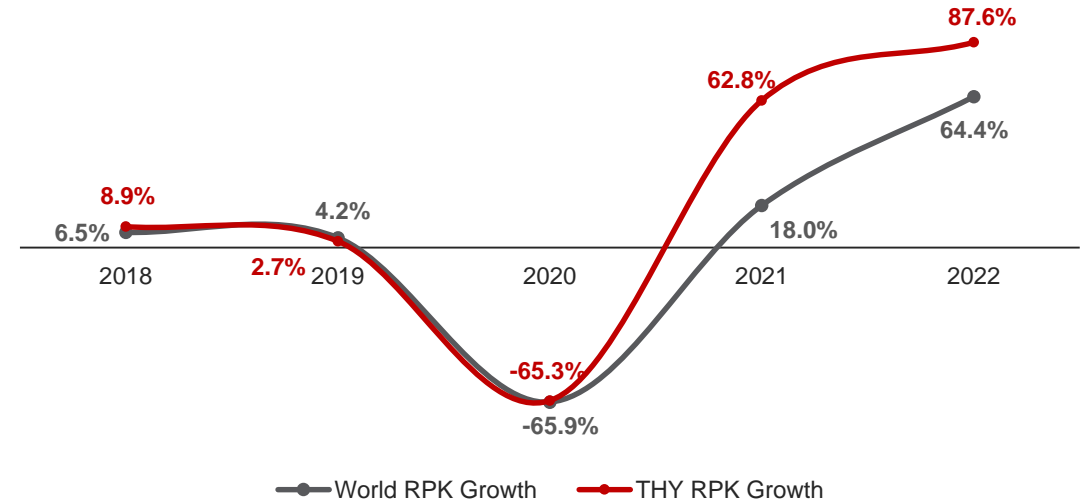


Source: General Directorate of State Airports Authority (DHMI) – October 2022  
 (\*) Adjusted for double count on Domestic Pax

## International ASK (% of 2019)



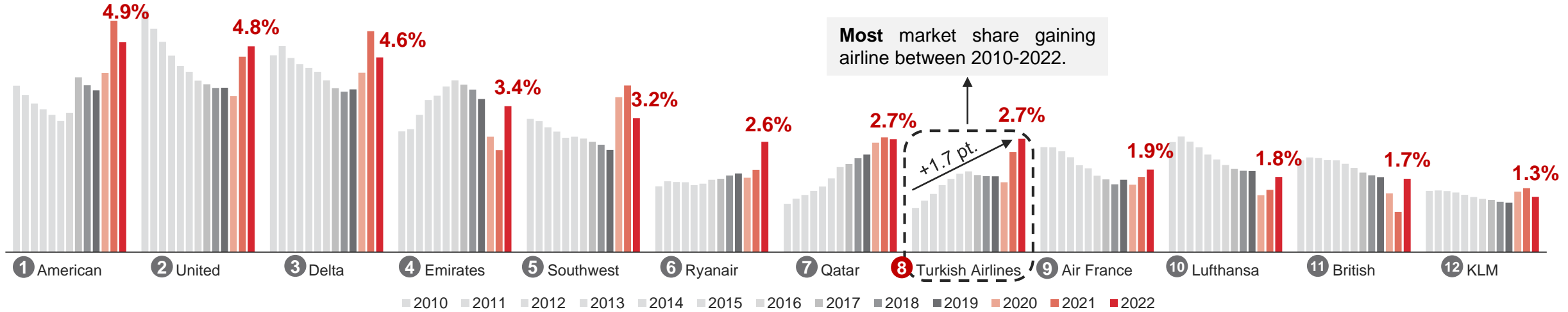
## Annual RPK Growth (%)



ASK: Available Seat Kilometers  
 RPK: Revenue Passenger Kilometers  
 Source: IATA.

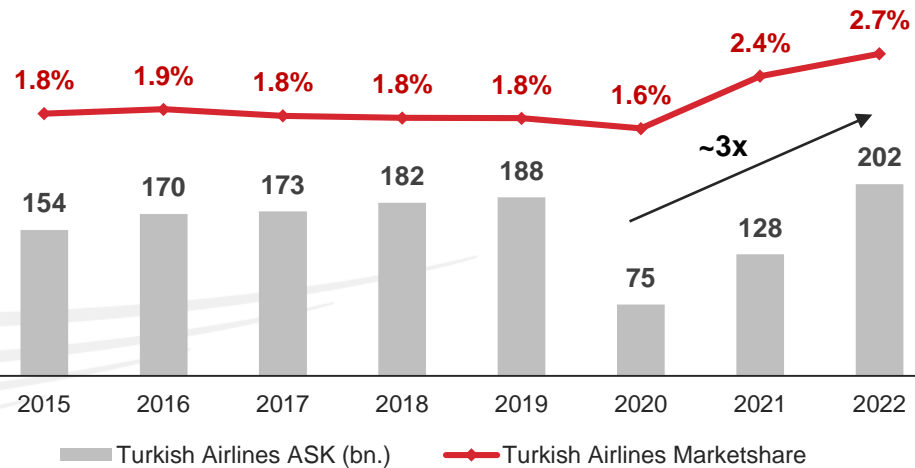
# Turkish Airlines' market share more than tripled in the last two decades

### Global Market Share Trends<sup>1</sup> (2010-2022)



<sup>1</sup>In terms of billion Available Seat Kilometers (ASK).

### Turkish Airlines Market Share Development (in ASK)



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



ASK: Available Seat Kilometers.  
Source: IATA.

# World Leading Geographical Coverage

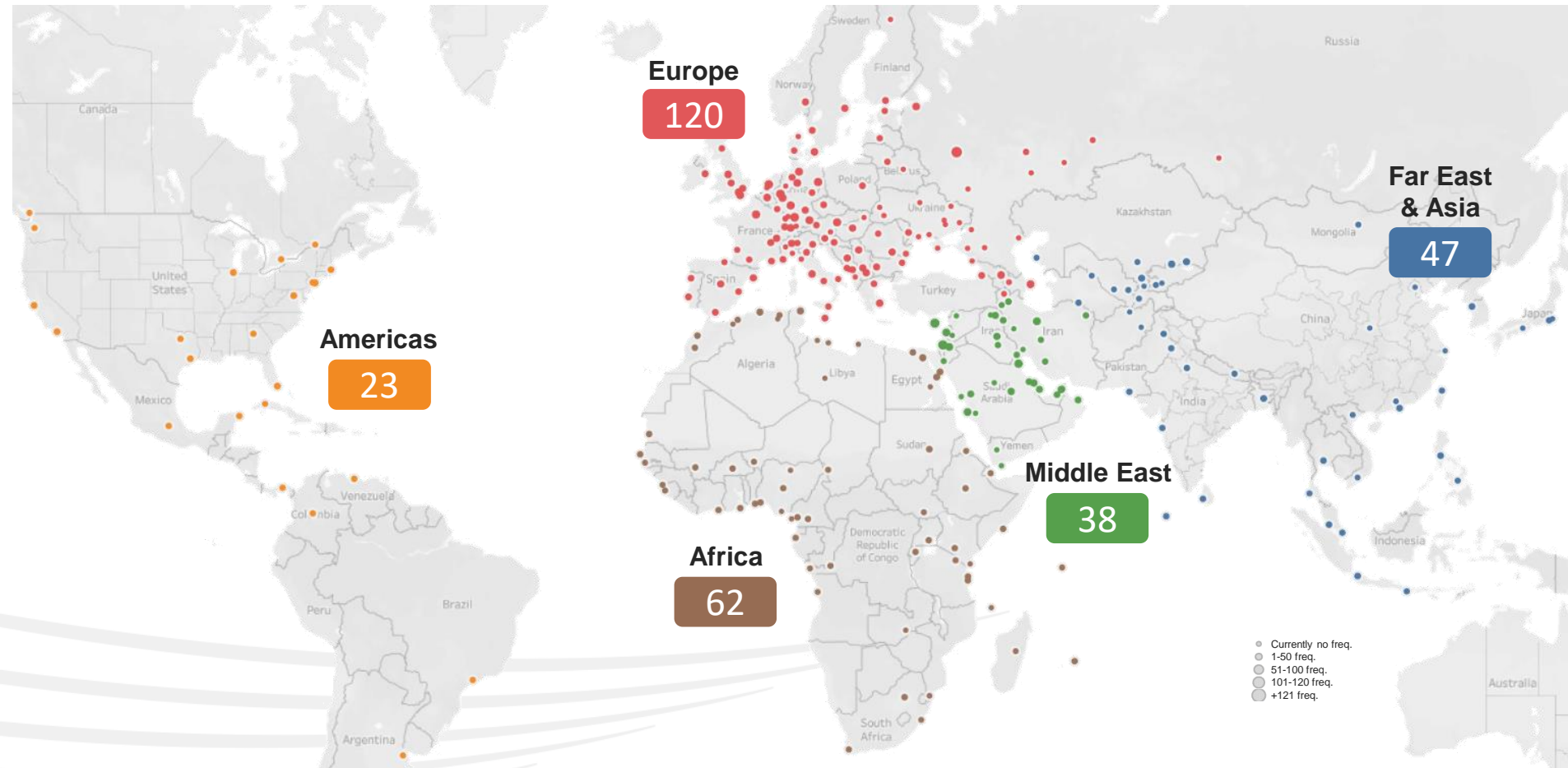
Turkish Airlines ranks #1 in the world by destination countries.

Turkish Airlines flies to **290** international destinations in **128** countries<sup>1</sup>

Provides **42.6 thousand** connection options<sup>2</sup>

**516** international destinations (including offline<sup>3</sup>)

Our network reaches more than **90%** of the world's population, GDP and trade volume<sup>4</sup>



## New Destinations in 21-23

### Americas

Seattle, Newark, Dallas, Vancouver

### Europe

Tivat, Bergamo, Krakow, Rize-Artvin

### Middle East

Kirkuk, Urmia

### Africa

Juba, Luanda, Lusaka

### Far East & Asia

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

## Future Routes

### Americas

Detroit, Denver, Orlando, Santiago, Rio de Janeiro

### Europe

Palermo, Katowice, Nantes, Newcastle, Bergen, Iasi, Timisoara

### Middle East

Abha, Salalah

### Africa

Aswan, Hargeisa, Port Sudan, Brazzaville, Monrovia

### Far East & Asia

Sydney, Phnom Penh, Atyrau, Osaka



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<sup>1</sup>As of 02.05.2023. <sup>2</sup>O&D detour factor <1.4. <sup>3</sup>Including Codeshare agreements. <sup>4</sup>On a country basis. World Bank. The size of the bubbles represent the number of weekly frequencies.

The boxes show the number of destinations in the corresponding region.

# Istanbul's Geographical Advantage - A Natural Hub

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

Around half of the world population is within our narrow body range.

We are able to reach **35%** of the world's GDP and **50%** of trade volume in just **5 hours**.

## Within Narrow Body Range

99 Countries  
3.8 billion people  
33 trillion USD GDP  
47 trillion USD trade volume

## EUROPE

Population: 684 Million  
Exports: 9.7 Trillion USD  
GDP: 22.8 Trillion USD

## ASIA

Population: 4.7 Billion  
Exports: 8.9 Trillion USD  
GDP: 37.2 Trillion USD

## AFRICA

Population: 1.4 Billion  
Exports: 595 Billion USD  
GDP: 2.7 Billion USD



**TURKISH AIRLINES**

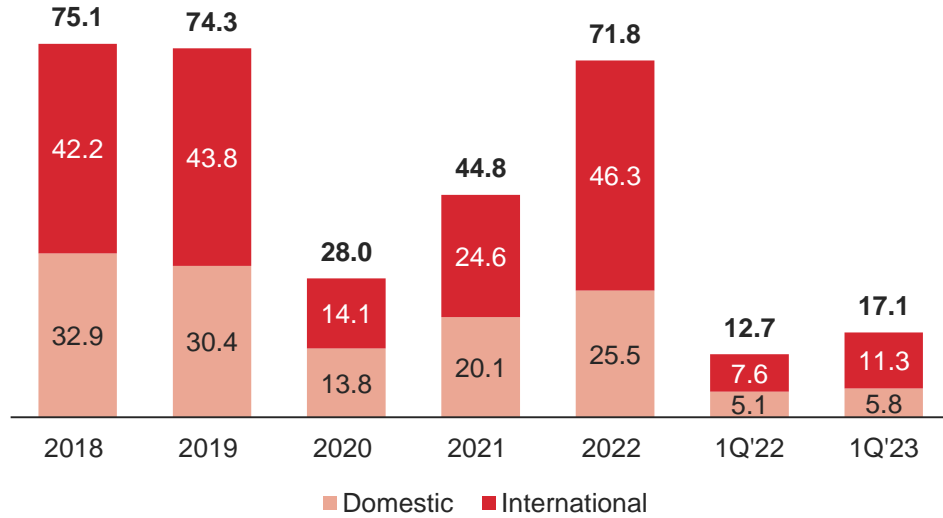
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Source: World Bank  
Note: Population, GDP: 2021,  
Trade volume, Exports: 2019

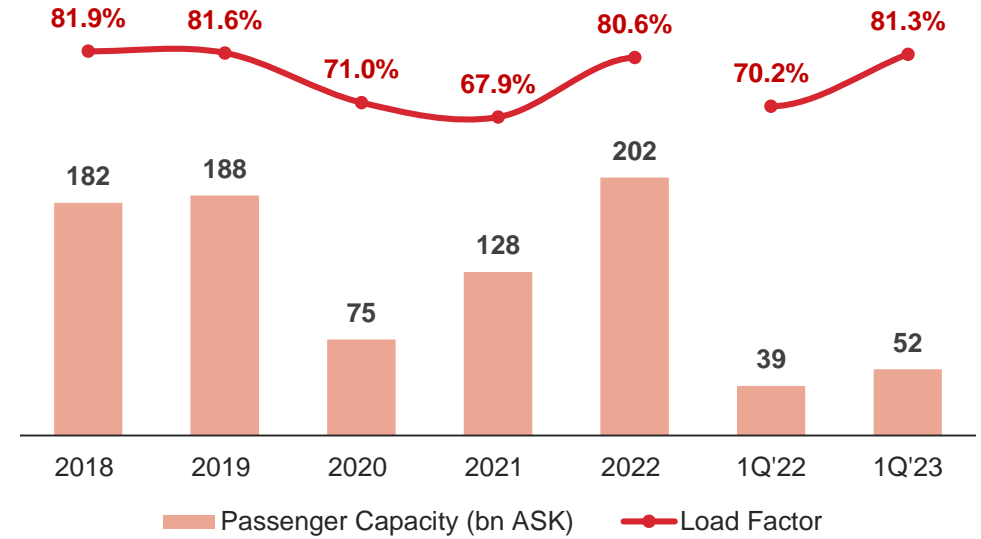
# Passenger Traffic and Breakdown



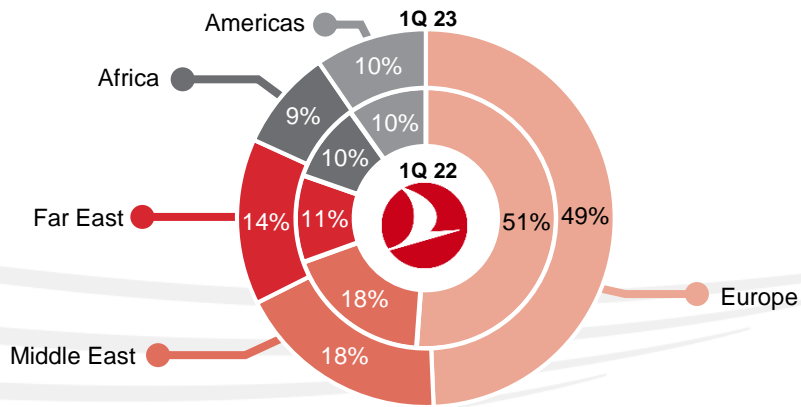
## Number of Passengers (mn)



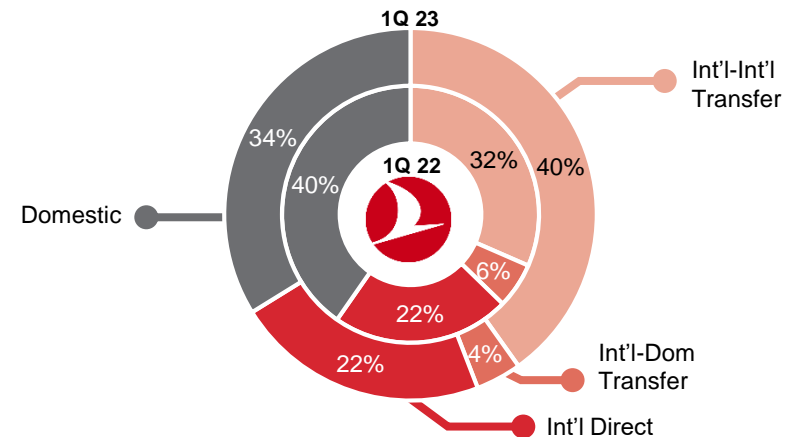
## Passenger Capacity and Load Factor



## Int'l Passenger Breakdown by Geography

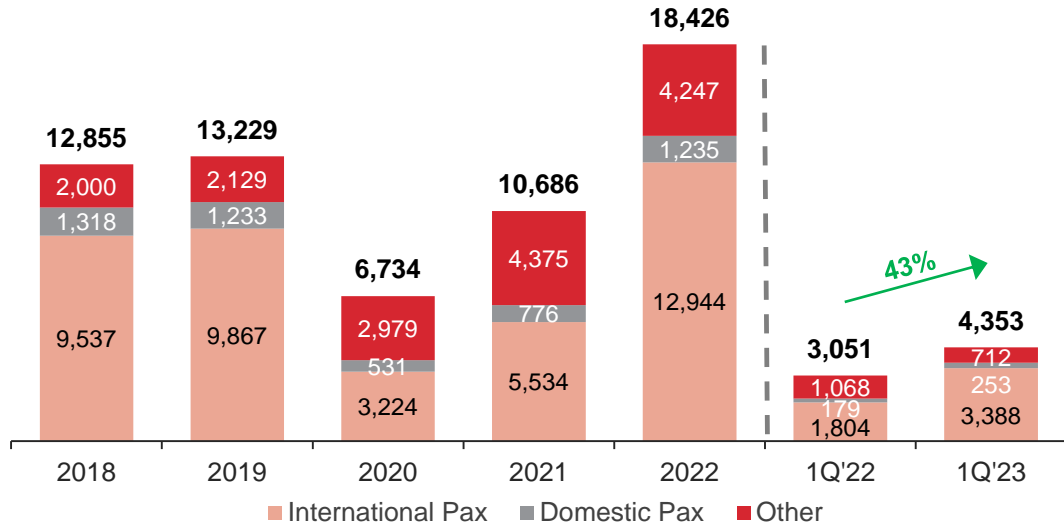


## Passenger Breakdown by Transfer Type

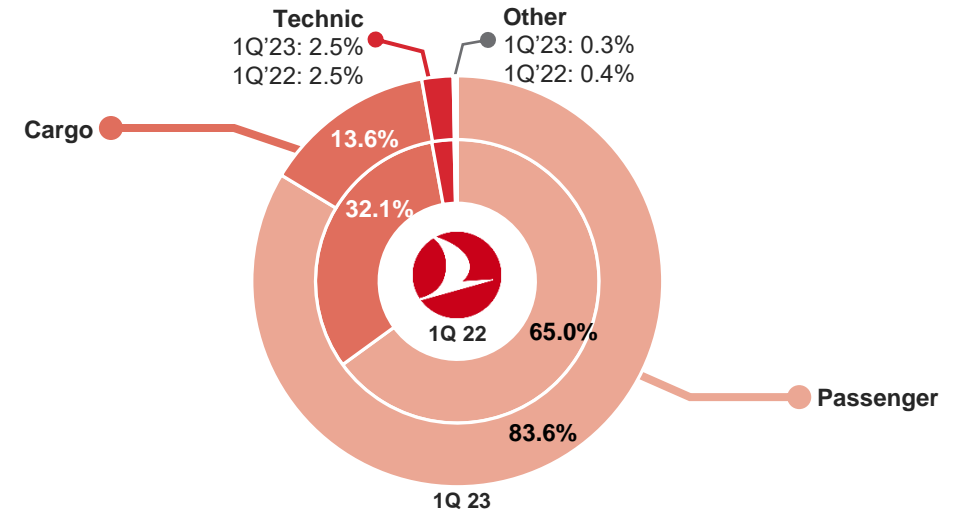


# Revenue Breakdown (1Q'23)

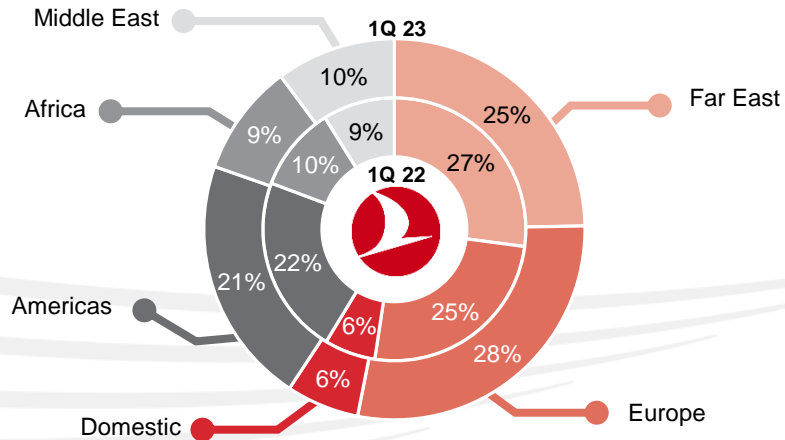
## Revenues (mn USD)



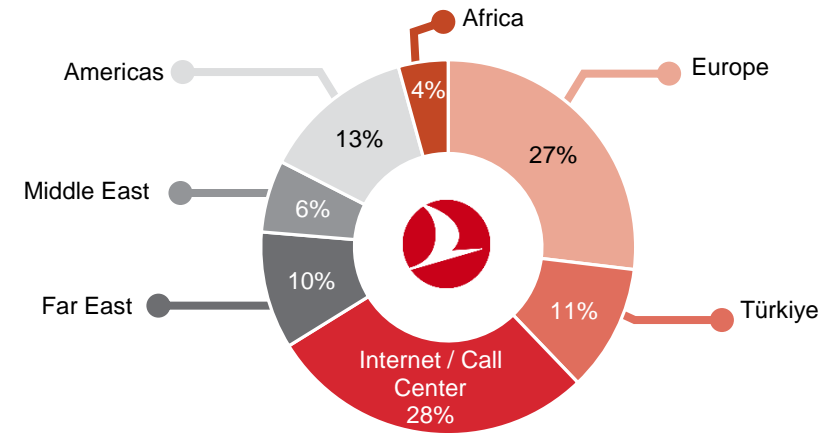
## Revenue by Business Type



## Revenue by Geography



## Revenue by Point of Sale



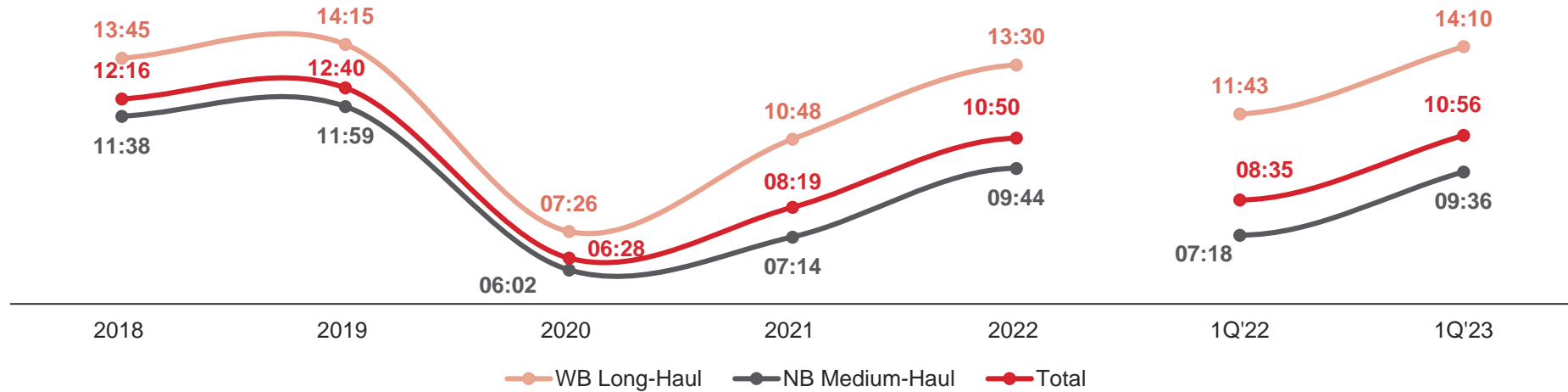
Note: Includes total passenger and cargo revenue

Note: Includes only scheduled passenger revenue

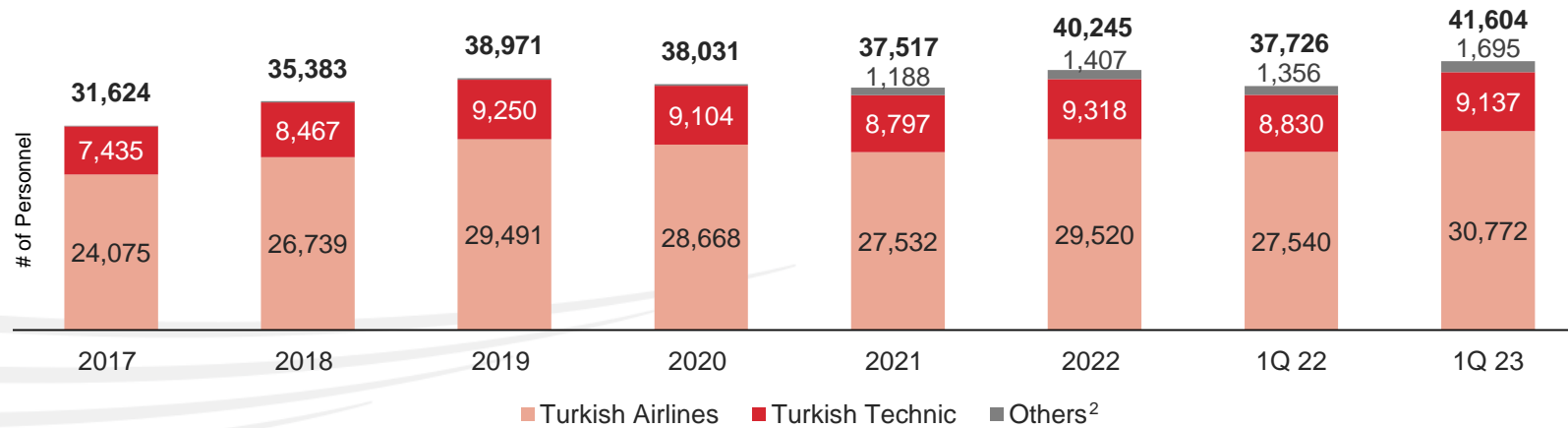


# Operating Efficiency

## Average Daily Passenger Aircraft Flight Utilization<sup>1</sup> (hrs)



## Personnel Efficiency



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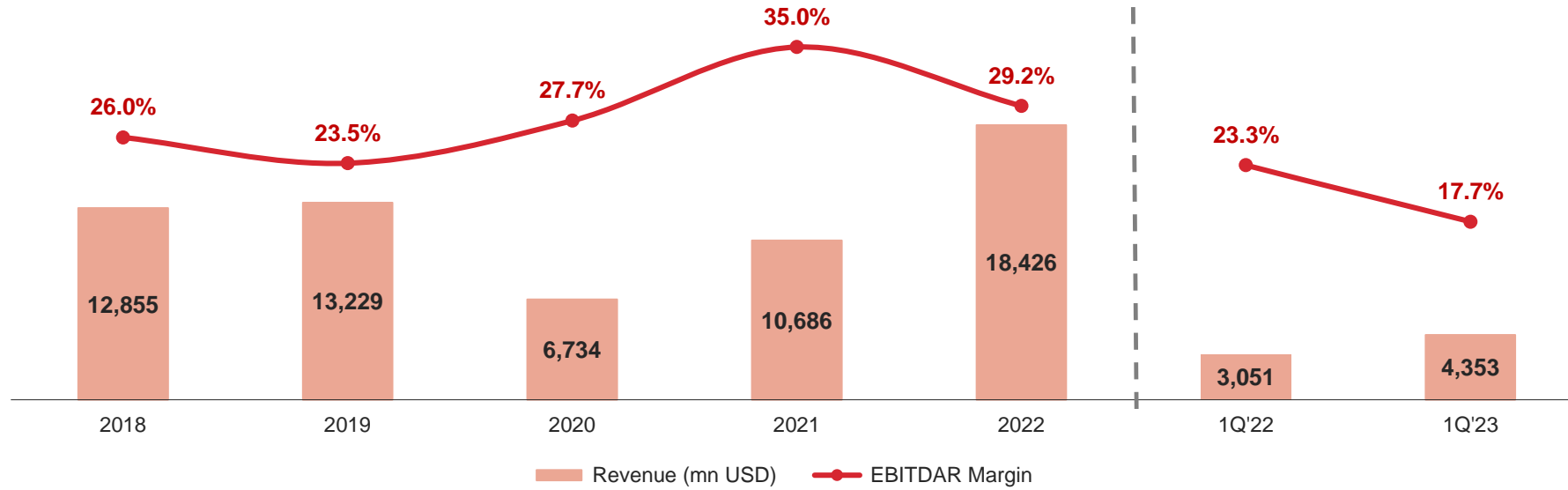
<sup>1</sup>In terms of Block Time: Includes time from taxi-out to the runway, the actual flight duration and the time from taxi to the arrival gate.

<sup>2</sup>Includes Turkish Airlines Technology, Turkish Flight Training and Airport Operations Inc. and TCI Inc.

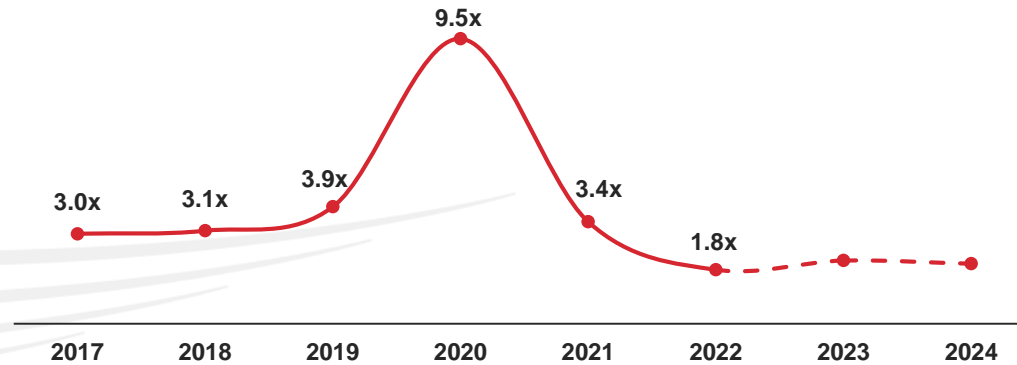
# Operational Profitability and Leverage



Avg. EBITDAR Margin (2018-2022): 28.3%



## Net Debt<sup>1</sup> to EBITDA



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<sup>1</sup> Net Debt = Total Debt – (Cash & Cash eq. + Short-term Financial Investments + Short-term PDP Receivables + Restricted Cash)



31.03.2023	Type	Total	Owned	Financial Lease	Opr./Wet Lease	Seat Capacity ('000)	Average Fleet Age
Wide Body	A330-200	13	5		8	3.5	15.1
	A330-300	37	6	23	8	10.8	9.2
	B777-3ER	33	9	18	6	11.7	9.4
	A350-900	12		12		3.9	1.3
	B787-9	16		16		4.8	3.0
	<b>Total</b>		<b>111</b>	<b>20</b>	<b>69</b>	<b>22</b>	<b>34.7</b>
Narrow Body	B737-900ER	15		15		2.4	9.8
	B737-9 MAX	5		5		0.8	2.1
	B737-800	81	33	24	24	13.8	12.6
	B737-8 MAX	27		20	7	4.3	2.5
	A321 NEO	48		31	17	9.1	2.1
	A320 NEO	4			4	0.7	0.4
	A319-100	6	2	4		0.8	11.9
	A320-200	11	11			1.7	15.0
	A321-200	65	30	31	4	11.9	10.6
	A320-200 WL	5			5	0.9	14.1
	A321-200 WL	6			6	1.3	15.0
	B737-800 WL	5	3		2	0.9	17.3
	<b>Total</b>		<b>278</b>	<b>79</b>	<b>130</b>	<b>69</b>	<b>48.7</b>
Cargo	A330-200F	10	2	8			9.4
	B777F	8		8			4.2
	Wet Lease	4			4		30.8
	<b>Total</b>	<b>22</b>	<b>2</b>	<b>16</b>	<b>4</b>		<b>11.4</b>
<b>Grand Total</b>		<b>411</b>	<b>101</b>	<b>215</b>	<b>95</b>	<b>83.3</b>	<b>9.0</b>

**New Entries in 1Q 2023:**

1 x A350-900

4 x A321 NEO

1 x A320 NEO

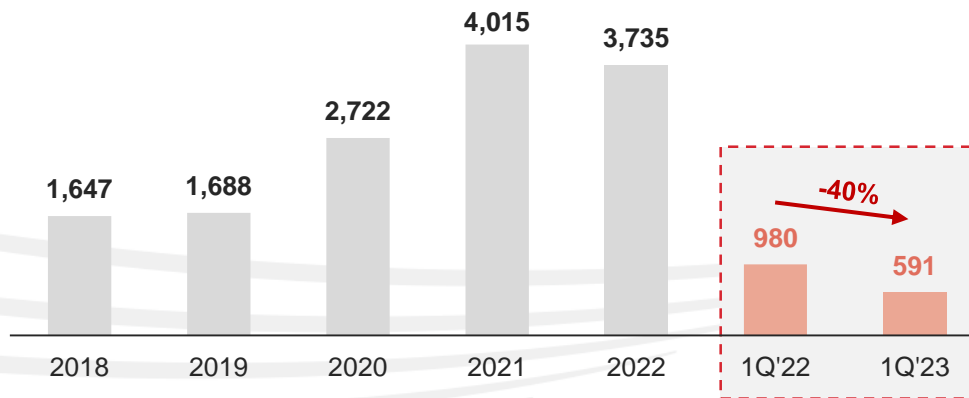


Turkish Cargo flies to 132 countries / 358 destinations with 22 freighters and 389 passenger aircraft.

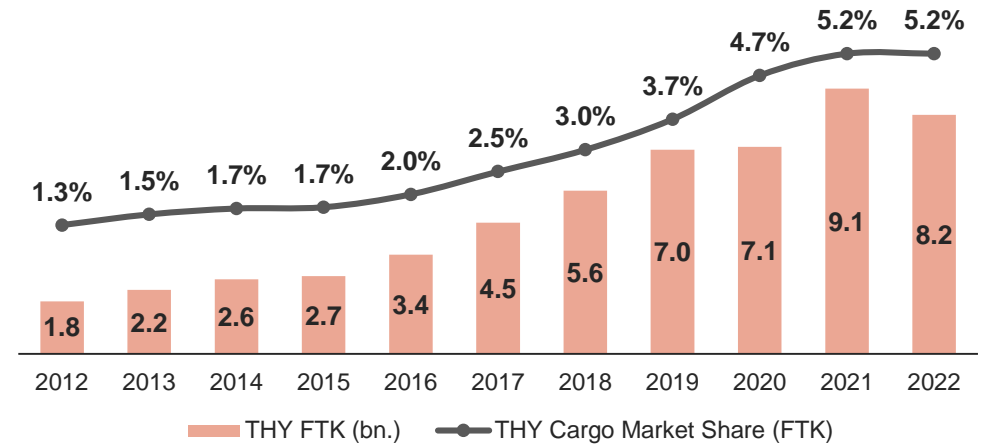
In 2022, Turkish Cargo ranked 5<sup>th</sup> among all air cargo carriers in terms of FTK, according to IATA.

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.

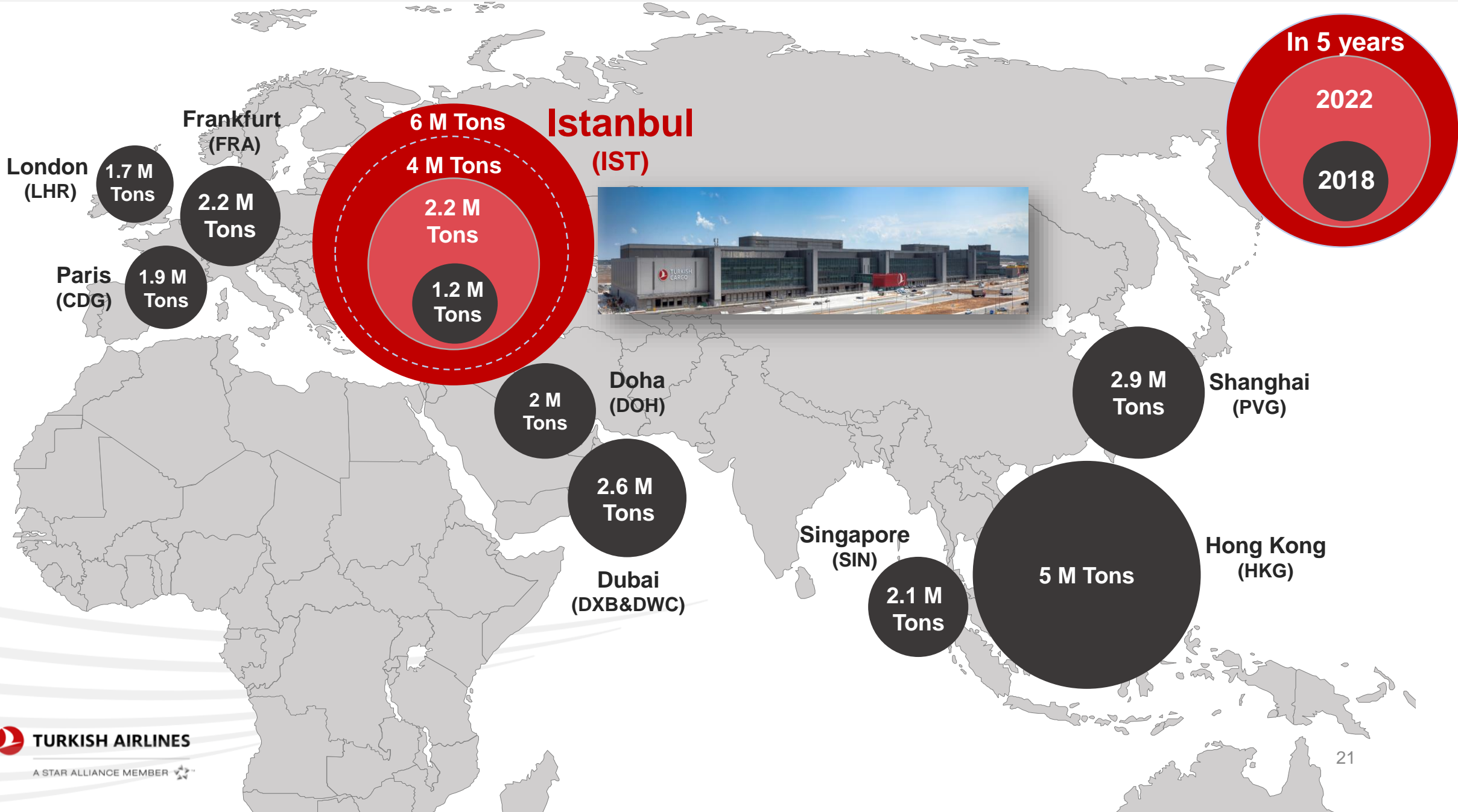
### Cargo Revenue Evolution (mn USD)



### Turkish Cargo Market Share (in terms of FTK)



# SmartIST is the biggest Cargo Terminal in Europe and the 3<sup>rd</sup> biggest in the World



# AnadoluJet's international capacity share increased by 51 p.p. in 2022 compared to 2019

	2019	2022	1Q'22	1Q'23
Number of Aircraft	31	64	53	77
Number of Routes	129	180	134	129
International Capacity Share (%)	13.3%	64.5%	58.2%	54.6%
Int'l Market Share in Hub (Ist. SAW Airport)	18%	24%	28%	25%
Number of Passenger (mn)	14.6	16.1	3.3	3.9
Capacity (ASK)	11.2	21.7	4.3	5.0
Load Factor	87.5%	82.9%	76.7%	79.0%



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 22 new generation aircraft additions in 2023.

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

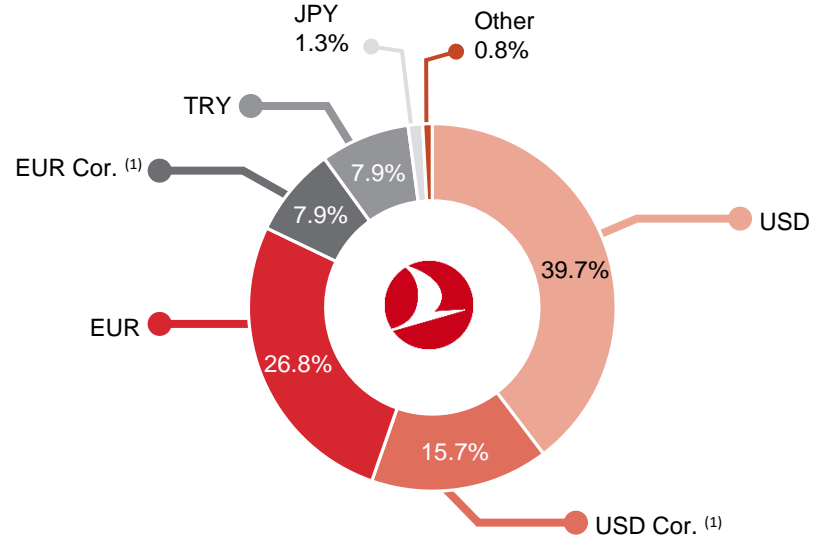
Capture ethnic travel segment from Europe, Middle East and Central Asia to Türkiye.

Reach price sensitive customers.

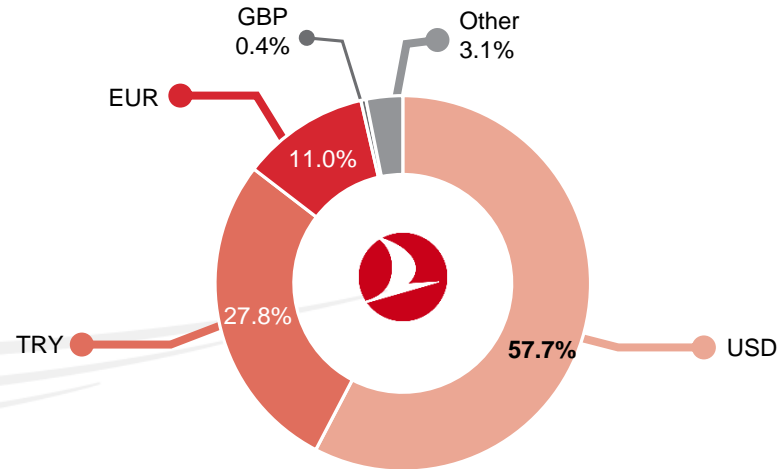
Extract ancillary revenue potential by merchandising and bundling.



## Revenue by Currency

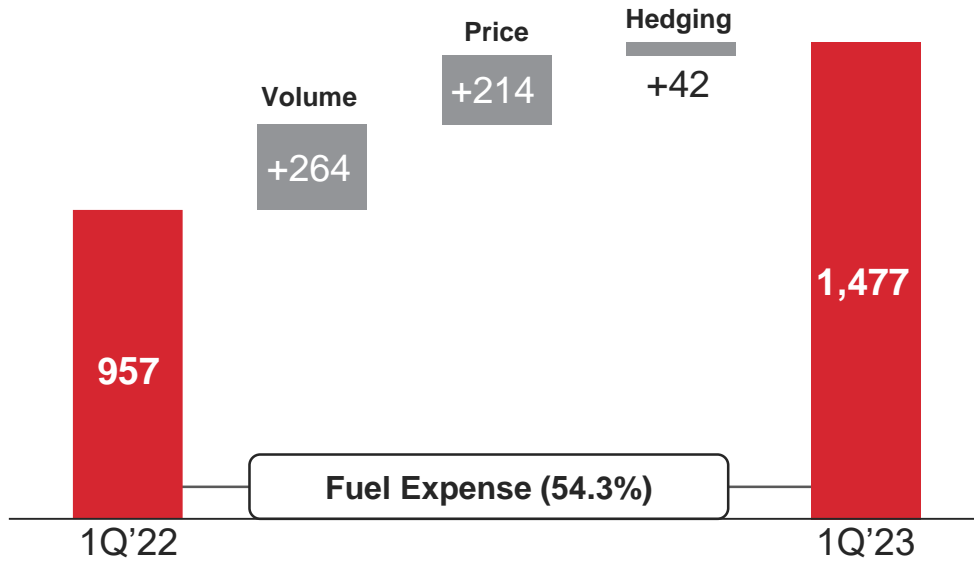


## Expenses by Currency

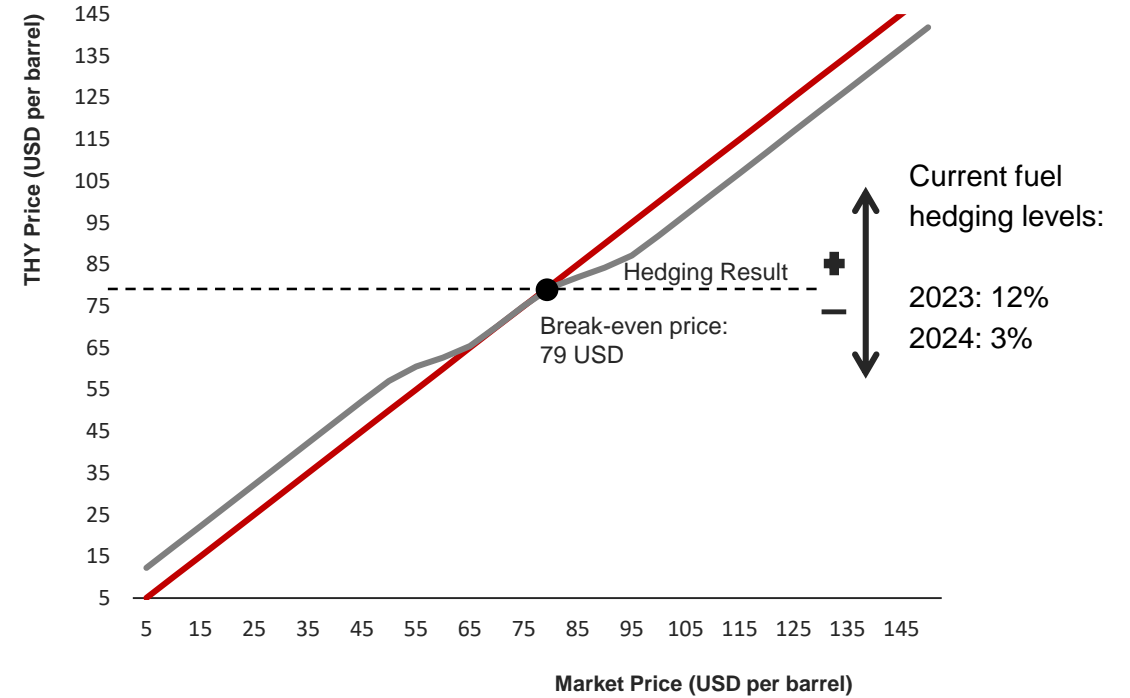


<sup>(1)</sup> Currencies that have 85% correlation with USD and EUR considered as USD and EUR correlated respectively.

# Fuel Expense Bridge and Hedging



## Effect of Hedging on the Fuel Price



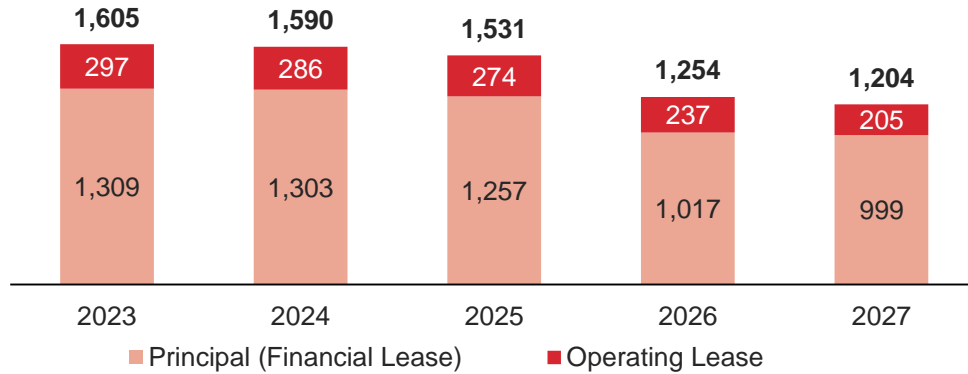
- Descending layered hedging strategy
- Crude oil based swaps and options
- Maximum of 60% for the following month is hedged using derivative instruments depending on the market conditions.



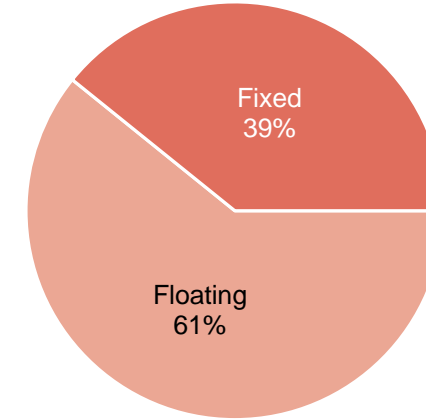


As of 31.03.2023  
**Total Financial Lease Liabilities<sup>(1)</sup>: 9.3 bn USD**  
**Operating Leases: 2.1 bn USD**

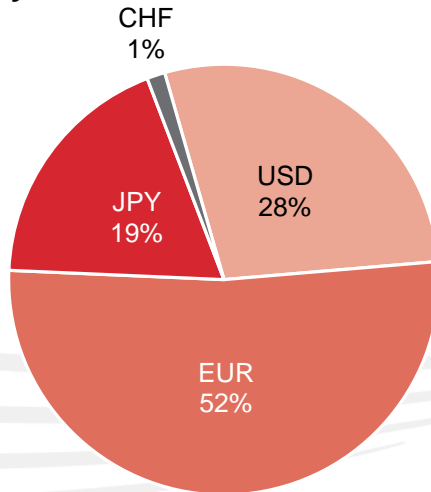
### 5 Year Maturity Profile (USD mn)



**Weighted Average Interest Rate<sup>(2)</sup>: 2.73%**



### Currency Breakdown of Total Lease Liabilities



(mn USD)	31.03.2023 Total Debt	Maturity	Yearly Debt Service
USD	1,114	10-12 Years	173
EUR	5,918	10-12 Years	838
JPY	2,105	10-12 Years	315
CHF	155	12 Years	32
<b>Total</b>	<b>9,291</b>		<b>1,358</b>

<sup>(1)</sup>Including interest payments.

<sup>(2)</sup>Post-Hedge Interest Rate breakdown.

## Most Material Issues

Flight Safety and Flight Security

Climate Change

Employee Health & Safety and Wellbeing

Changing Customer Expectations & Behaviour

Fleet Modernization and Development

Digitalization

Business Continuity

Talent Management

Waste Management

## Highly Material Issues

Support for the Social Development

Fair Competition

Water Management

Single Use Plastic

Sustainable Catering

Noise Management

Responsible Supply Chain Management

Innovation



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## First Quarter of 2023:

**Saved Fuel:**  
13,166 tons



**Avoided Emissions:**  
41,474 tons of CO<sub>2</sub>



**Fleet Age:**  
9.0 years



1Q'23 Developments



# EBITDAR Calculation

2019	2022	Change	EBITDAR (mn USD)	1Q'22	1Q'23	Change
13,229	18,426	39.3%	Sales Revenue	3,051	4,353	42.7%
10,928	14,036	28.4%	Cost of Sales (-)	2,539	3,705	45.9%
<b>2,301</b>	<b>4,390</b>	<b>90.8%</b>	<b>GROSS PROFIT / (LOSS)</b>	<b>512</b>	<b>648</b>	<b>26.6%</b>
299	284	-5.0%	General Administrative Expenses (-)	69	98	42.0%
1,417	1,390	-1.9%	Marketing and Sales Expenses (-)	299	416	39.1%
<b>585</b>	<b>2,716</b>	<b>364.3%</b>	<b>NET OPERATING PROFIT / (LOSS)</b>	<b>144</b>	<b>134</b>	<b>-6.9%</b>
355	145	-59.2%	Other Operating Income	35	106	202.9%
64	82	28.1%	Other Operating Expense (-)	16	126	687.5%
<b>876</b>	<b>2,779</b>	<b>217.2%</b>	<b>Profit / (Loss) from Main Operations</b>	<b>163</b>	<b>114</b>	<b>-30.1%</b>
<b>192</b>	<b>304</b>	<b>58.3%</b>	<b>Adjustments</b>	<b>31</b>	<b>37</b>	<b>19.4%</b>
82	121	47.6%	Share of Investments' Profit / Loss Accounted by Using The Equity Method	-5	-12	-
110	183	66.4%	Income From Government Incentives	36	49	36.1%
<b>1,068</b>	<b>3,083</b>	<b>188.7%</b>	<b>EBIT</b>	<b>194</b>	<b>151</b>	<b>-22.2%</b>
1,521	1,864	22.6%	Depreciation	447	497	11.2%
<b>2,589</b>	<b>4,947</b>	<b>91.1%</b>	<b>EBITDA</b>	<b>641</b>	<b>648</b>	<b>1.1%</b>
361	353	-2.4%	Adjusted Operating Lease Expenses <sup>1</sup>	54	105	93.6%
156	77	-50.7%	Adjusted Short term Lease Expenses (Wet-lease) <sup>2</sup>	15	17	7.1%
<b>3,107</b>	<b>5,377</b>	<b>73.1%</b>	<b>EBITDAR</b>	<b>710</b>	<b>769</b>	<b>8.3%</b>
<b>23.5%</b>	<b>29.2%</b>	<b>5.7 pt</b>	<b>EBITDAR MARGIN</b>	<b>23.3%</b>	<b>17.7%</b>	<b>-5.6 pt</b>

**Notes:** - For 1Q'23 Turkish Technic's contribution to EBITDAR through consolidation is 107 mn USD, compared to 77 mn USD in 1Q'22.

- For 1Q'23 adjustments for heavy maintenance of operational lease expenses is 100 mn USD compared to 52 mn USD in 1Q'22.

## Operational Expense Breakdown

(mn USD)	1Q'22	% in Total	1Q'23	% in Total	Change
<b>Fuel</b>	<b>957</b>	<b>32.9%</b>	<b>1,477</b>	<b>35.0%</b>	<b>54.3%</b>
<b>Personnel</b>	<b>443</b>	<b>15.2%</b>	<b>726</b>	<b>17.2%</b>	<b>63.9%</b>
<b>Landing, Navigation &amp; Air Traffic</b>	<b>260</b>	<b>8.9%</b>	<b>362</b>	<b>8.6%</b>	<b>39.2%</b>
Landing and navigation	135	4.6%	202	4.8%	49.6%
Air Traffic Control	125	4.3%	160	3.8%	28.0%
<b>Sales &amp; Marketing</b>	<b>227</b>	<b>7.8%</b>	<b>315</b>	<b>7.5%</b>	<b>38.8%</b>
Commissions and Incentives	97	3.3%	150	3.6%	54.6%
Reservation System	75	2.6%	82	1.9%	9.3%
Advertising	18	0.6%	35	0.8%	94.4%
Other	37	1.3%	48	1.1%	29.7%
<b>Depreciation</b>	<b>447</b>	<b>15.4%</b>	<b>497</b>	<b>11.8%</b>	<b>11.2%</b>
<b>Ground Handling</b>	<b>182</b>	<b>6.3%</b>	<b>262</b>	<b>6.2%</b>	<b>44.0%</b>
<b>Aircraft Rent</b>	<b>30</b>	<b>1.0%</b>	<b>35</b>	<b>0.8%</b>	<b>16.7%</b>
Operational Lease	2	0.1%	5	0.1%	150.0%
Wet Lease	28	1.0%	30	0.7%	7.1%
<b>Passenger Services &amp; Catering</b>	<b>97</b>	<b>3.3%</b>	<b>186</b>	<b>4.4%</b>	<b>91.8%</b>
<b>Maintenance</b>	<b>172</b>	<b>5.9%</b>	<b>241</b>	<b>5.7%</b>	<b>40.1%</b>
<b>General Administration</b>	<b>26</b>	<b>0.9%</b>	<b>34</b>	<b>0.8%</b>	<b>30.8%</b>
<b>Other</b>	<b>66</b>	<b>2.3%</b>	<b>84</b>	<b>2.0%</b>	<b>27.3%</b>
<b>TOTAL</b>	<b>2,907</b>	<b>100%</b>	<b>4,219</b>	<b>100%</b>	<b>45.1%</b>
Operating Cost per ASK (USc)	7.48	-	8.15	-	9%
Ex-fuel Operating Cost per ASK (USc)	5.02	-	5.30	-	6%
<b>Fixed Costs</b>	<b>805</b>	<b>27.7%</b>	<b>1,100</b>	<b>26.1%</b>	<b>36.6%</b>

# Income Statement

(mn USD)	2018	2019	2020	2021	2022	1Q'22	1Q'23	YoY Change
Operating Revenue	12,855	13,229	6,734	10,686	18,426	3,051	4,353	43%
Operating Expenses (-)	11,686	12,644	7,264	9,411	15,710	2,907	4,219	45%
of which Fuel	3,768	3,873	1,638	2,756	6,467	957	1,477	54%
of which Personnel	1,772	2,067	1,097	1,298	2,140	443	726	64%
of which Depreciation	1,087	1,521	1,659	1,740	1,864	447	497	11%
of which Rent	595	311	244	197	157	30	35	17%
<b>Net Operating Profit / Loss</b>	<b>1,169</b>	<b>585</b>	<b>-530</b>	<b>1,275</b>	<b>2,716</b>	<b>144</b>	<b>134</b>	<b>-7%</b>
Income From Other Operations	165	355	330	174	145	35	106	203%
Expense From Other Operations (-)	143	64	55	35	82	16	126	688%
<b>Profit / Loss From Main Operations</b>	<b>1,191</b>	<b>876</b>	<b>-255</b>	<b>1,414</b>	<b>2,779</b>	<b>163</b>	<b>114</b>	<b>-30%</b>
Income From Investment Activities (Net)	99	89	179	200	293	23	139	504%
Share of Investments' Profit / Loss	123	82	-87	75	121	-5	-12	-
Financial Income	129	139	72	101	378	74	302	308%
Financial Expense (-)	588	310	835	767	632	135	267	98%
<b>Profit Before Tax</b>	<b>954</b>	<b>876</b>	<b>-926</b>	<b>1,023</b>	<b>2,939</b>	<b>120</b>	<b>276</b>	<b>130%</b>
Tax (-)	201	88	-90	64	214	-41	43	-
<b>Net Profit</b>	<b>753</b>	<b>788</b>	<b>-836</b>	<b>959</b>	<b>2,725</b>	<b>161</b>	<b>233</b>	<b>45%</b>

## Balance Sheet

Assets (mn USD)	2018	2019	2020	2021	2022	31.03.2023
Cash and Equivalents	2,155	2,475	1,829	2,682	4,701	5,280
Trade Receivables	570	540	637	925	995	905
Pre-delivery Payment (PDP) Receivables	809	778	731	546	511	490
Other Current Assets	971	977	981	785	1,018	1,236
<b>Total Current Assets</b>	<b>4,505</b>	<b>4,770</b>	<b>4,178</b>	<b>4,938</b>	<b>7,225</b>	<b>7,911</b>
Net Fixed Assets <sup>1</sup>	13,918	3,643	4,145	4,364	4,723	5,271
of which Aircraft and Engines*	12,127	1,493	1,859	2,041	2,351	2,882
Rights of Use of Assets	-	13,618	14,777	15,110	16,577	16,280
Pre-delivery Payment (PDP) Receivables	505	761	515	279	291	323
Other Non-Current Assets	1,804	15,550	16,692	16,956	18,705	18,564
<b>Total Non-Current Assets</b>	<b>16,227</b>	<b>19,954</b>	<b>21,352</b>	<b>21,599</b>	<b>23,719</b>	<b>24,158</b>
<b>Total Assets</b>	<b>20,732</b>	<b>24,724</b>	<b>25,530</b>	<b>26,537</b>	<b>30,944</b>	<b>32,069</b>

Liabilities (mn USD)	2018	2019	2020	2021	2022	31.03.2023
Lease Obligations	9,509	9,919	11,307	10,244	10,766	10,928
Bank Borrowings	1,099	3,453	5,394	4,659	3,273	3,391
Passenger Flight Liabilities	1,002	1,032	580	1,216	2,291	2,808
Accounts Payable	1,022	1,130	861	891	1,200	1,226
Other Liabilities	2,155	2,326	2,005	2,690	3,672	3,691
<b>Total Liabilities</b>	<b>14,787</b>	<b>17,860</b>	<b>20,147</b>	<b>19,700</b>	<b>21,202</b>	<b>22,044</b>
<b>Total Shareholders Equity</b>	<b>5,945</b>	<b>6,864</b>	<b>5,383</b>	<b>6,837</b>	<b>9,742</b>	<b>10,025</b>
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	8,114
of which Differences from Currency Translation	-160	-184	-201	-275	-294	-303
of which Net Profit for the Period	753	788	-836	959	2,725	233
<b>Total Liabilities &amp; Shareholders Equity</b>	<b>20,732</b>	<b>24,724</b>	<b>25,530</b>	<b>26,537</b>	<b>30,944</b>	<b>32,069</b>

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

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<sup>1</sup> Investment Property is included.

## Subsidiaries & Affiliates

31.03.2023	Field of Activity	Revenue (mn USD)	Number of Personnel	Partnership Structure
1 Turkish Airlines	Transportation	4,353 <sup>1</sup>	29,520 <sup>2</sup>	49% Turkey Wealth Fund - 51% Open to Public
2 Turkish Technic Inc.	MRO	-	9,137	%100 THY
3 Turkish Airlines Technology Inc.	IT	-	1,217	%100 THY
4 Turkish Flight Training and Airport Operations Inc.	Flight Trainings & Airport Operations	-	115	%100 THY
5 Turkish Airlines International Investment and Transport Inc.	Transportation & Investment	-	-	%100 THY
6 THY Air Cargo Transport Inc.	Cargo	-	-	%100 THY
7 Turkish Support Services Inc.	Support Services	-	-	%100 THY
8 Turkish Fuel Services Inc.	Fuel	768	114	25% THY - 25% Taya - 25% Demirören - 25% Zirve
9 Sun Express Aviation Inc.	Transportation	171	3,529	50% THY - 50% Lufthansa
10 Turkish Opet Aviation Fuels Inc.	Fuel	159	486	50% THY - 50% Opet
11 Turkish Ground Services Inc.	Ground Services	119	16,199	50% THY - 50% Havaş
12 Pratt&Whitney Turkish Engine Center Co. Ltd.	MRO	118	476	51% PW - 49% THY Teknik
13 Turkish Do&Co Catering Services Inc.	Catering	100	5,202	50% THY - 50% Do&Co
14 We World Express Limited	Cargo	9	47	45% THY - 45% ZTO - 10% Pal Air
15 Goodrich Turkish Technic Service Center Co. Ltd.	MRO	4	73	60% Collins Aerospace - 40% THY Teknik
16 Turkish Cabin Interior Systems Inc. <sup>3</sup>	Cabin Interior	-	363	80,09% THY & THY Technic - %17 TUSAŞ - %2,91 Havalan
17 Air Albania SHPK	Transportation	7	144	49% THY - 41% MDN Investment - 10% Albcontrol
18 Tax Refund and Intermediation Inc. <sup>4</sup>	VAT Return & Consultancy	-	14	30% THY - 45% Maslak Oto - 25% VK Holding

<sup>1</sup>Revenue of 100% consolidated subsidiaries are included.

<sup>2</sup>THY A.O. Personnel

<sup>3</sup>TCI Kabin İçi Sistemleri Sanayi ve Ticaret A.Ş. ("TCI") took over TSI and Cornea with all its assets and liabilities The merger has been registered with the Istanbul Trade Registry Office on 15.02.2023.

<sup>4</sup>Our Incorporation decided to sell its 30.00% ownership in our subsidiary on 07.03.2023.



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