

# Turkish Airlines at a Glance

Countries We Fly To: 130

Global ranking: 1<sup>st</sup>

Int'l Destinations: 295

Global ranking: 1<sup>st</sup>

Cargo Destinations: 366

Global ranking: 1<sup>st</sup>



Number of Int'l Flights: 314k

1<sup>st</sup> among network carriers in 2023

Fleet Size: 454 aircraft

Global ranking: 9<sup>th</sup>

Average Fleet Age: 9.5 Years

Global ranking: 4<sup>th</sup>



Workforce:

c. 84,000

Global ranking: 7<sup>th</sup>

Leadership

Avg. Experience:

30 years



National Flag Carrier  
of Türkiye

Flies to **more**  
**countries** globally  
than any other  
airline

“Most Sustainable  
Flag Carrier Airline  
in 2023”  
World Finance

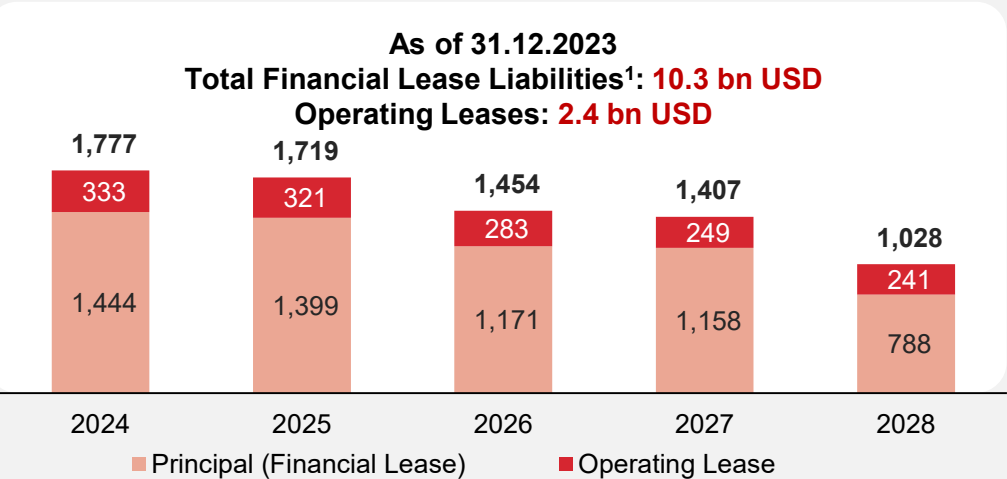
Istanbul Airport is  
the largest hub<sup>2</sup> in  
Europe

Surpassed 2019  
capacity level by  
**37%** as of 1Q'24

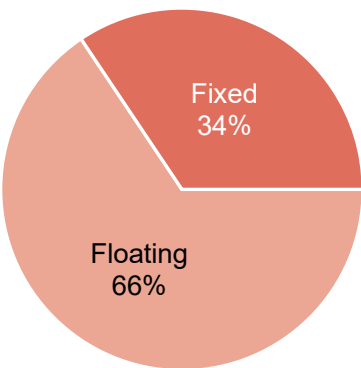


**Note:** All figures are as of 01.05.2024, unless otherwise stated. Fleet age ranking is among the top 10 largest carriers in terms of fleet size.  
<sup>1</sup>In terms of number of flights in 2023. Source: Eurocontrol.

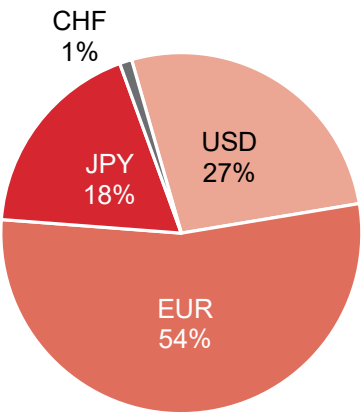
5 Year Maturity Profile (USD mn)



Weighted Average Interest Rate<sup>2</sup>: 2.81%



Currency Breakdown of Total Lease Liabilities



Financial Lease Debt Service

(mn USD) 31.12.2023	Outstanding Amount	Maturity	Annual Avg. Debt 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	10,333		1,413



TURKISH AIRLINES

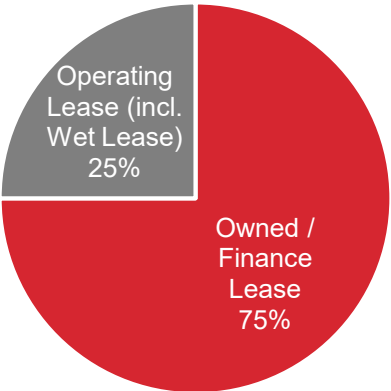
A STAR ALLIANCE MEMBER

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

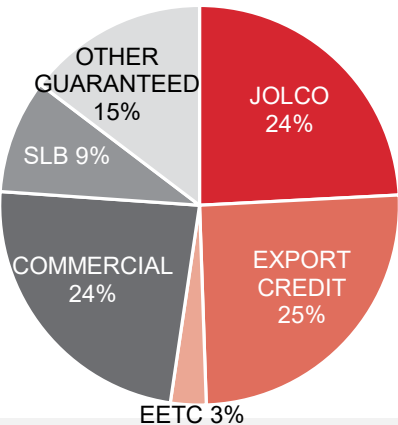
<sup>2</sup> Post-Hedge Interest Rate breakdown.

Aircraft Financing Breakdown

Fleet Breakdown (as of 31 December 2023)  
(based on number of aircraft)



Financing Type Breakdown 2014-2023 (as of 31 December 2023)  
(based on financing amount)

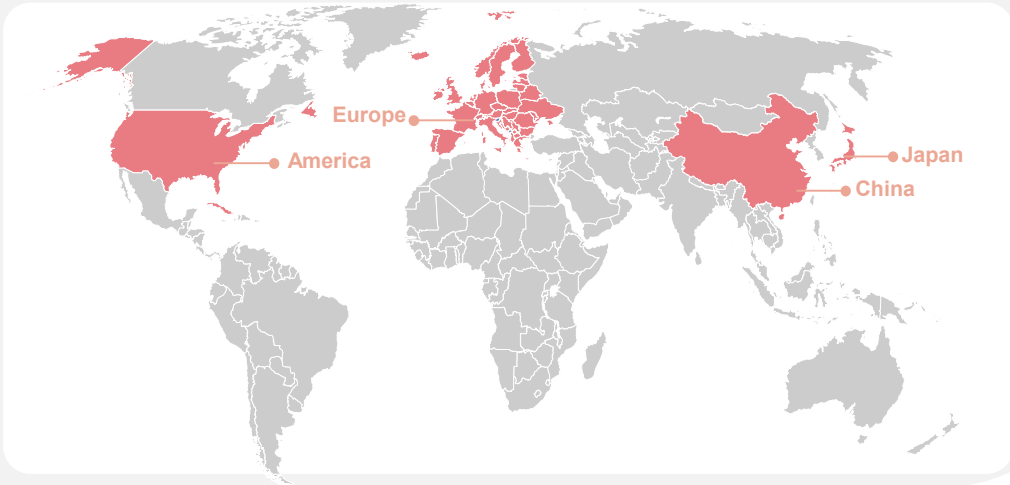


Financing Highligths

Used a large array of financing structures, including tax leases, Jolco, SLB, EETC, ECA/EXIM/SACE/AFIC/IFLI/Balthazar guaranteed

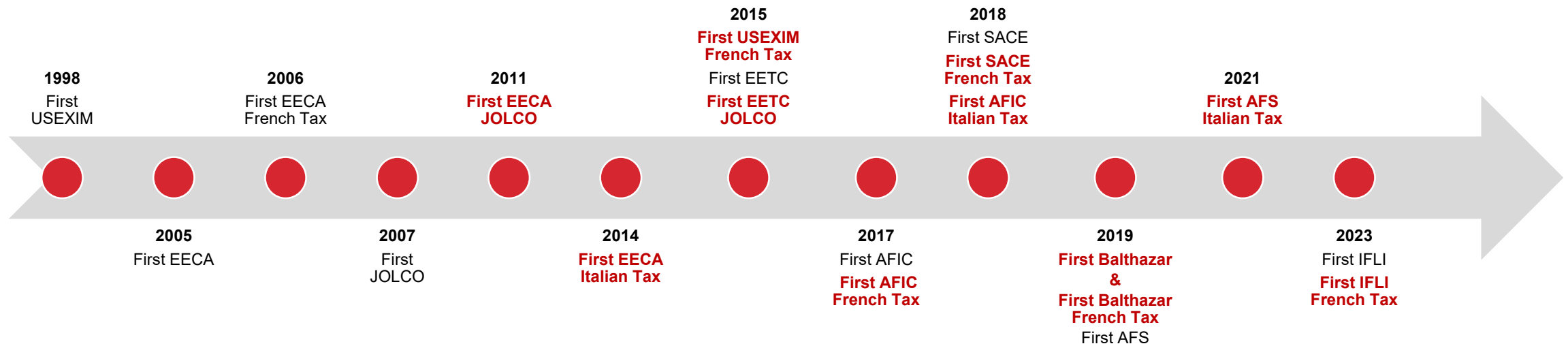
Pioneered in Innovative Tax Structures	2015	August	EETC Jolco
	2017	November	AFIC French Tax Lease
	2018	August	SACE French Tax Lease
	2018	November	AFIC Italian Tax Lease
	2019	February	Balthazar French Tax Lease
	2020	December	Ukef French Tax Lease
	2021	May	ACG Guaranteed Italian Tax Lease
	2023	June	IFLI/ITASCA Guaranteed French Tax Lease

Geographically diversified investor base



## Firsts in THY Aircraft Financing History

Transactions shown is **burgundy** are also the firsts in the global aviation market.





# TURKISH AIRLINES

A STAR ALLIANCE MEMBER 

## Number of Aircraft

**12.5 x**

2003	2023	2033
65	440	800+

## Passenger Capacity (bn ASK)

**20 x**

2003	2023	2033
24	235	480+

## Passengers (mn)

**16 x**

2003	2023	2033
10.4	83.4	170+

## Cargo Carried (mn ton)

**39 x**

2003	2023	2033
0.1	1.7	3.9

## Revenue (bn USD)

**29 x**

2003	2023	2033
1.8	20.9	50+

## EBITDAR Margin (%)

2003	2023	2033
28%	29%	20-25%

## ROIC (Return on Invested Capital)

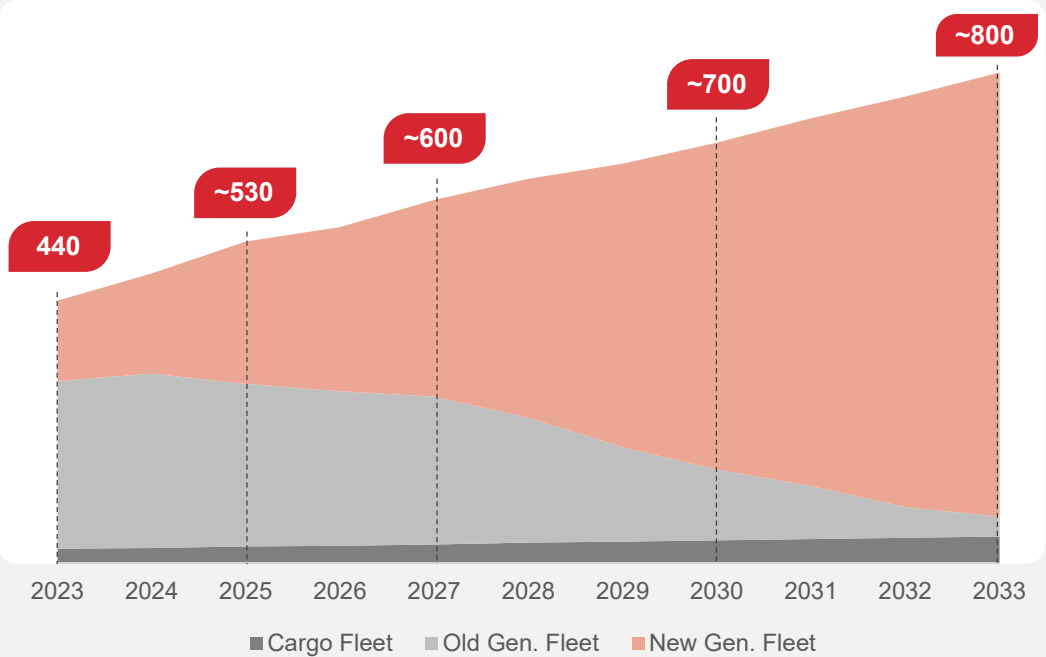
2013	2023	2033
8.9%	16.1%	8-11%

## Leverage (Net Debt/EBITDA)

2013	2023	2033
3.0x	1.3x	2-2.5x

Simple fleet structure with the most common aircraft types will provide an efficient growth platform

Fleet Development



2033

Total Fleet

800+

New Gen. Aircraft Ratio

+90%

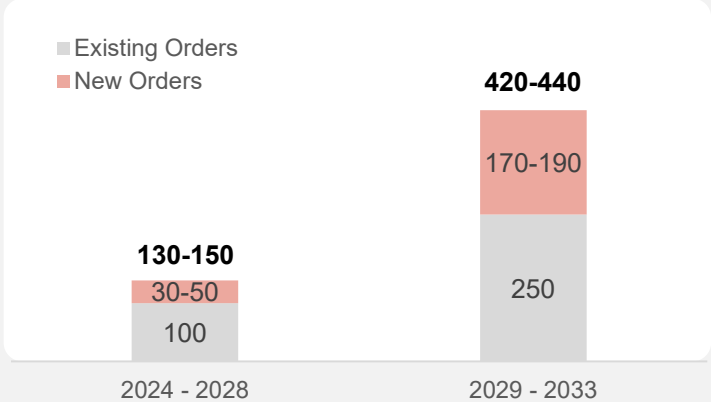
AJet Fleet

200

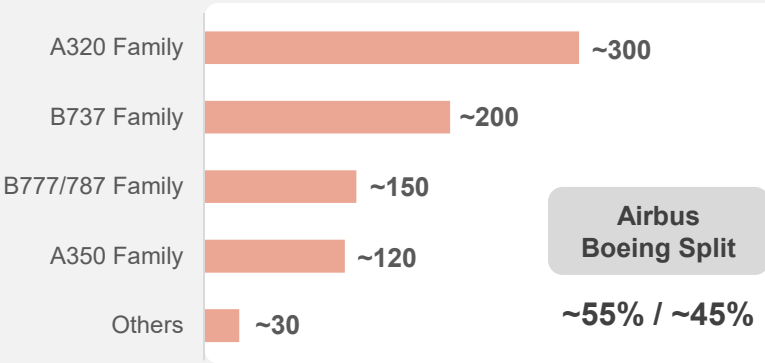
Upgauging  
(seat per aircraft)

+7%

Current and New Orders<sup>1</sup>



Major Aircraft Types in Fleet<sup>1</sup>  
(2033)



Airbus  
Boeing Split

~55% / ~45%

<sup>1</sup> Indicative representation. May change depending on the negotiations with OEMs. Includes options.



# Historical Growth

## Well executed business strategy led to a clear growth trend

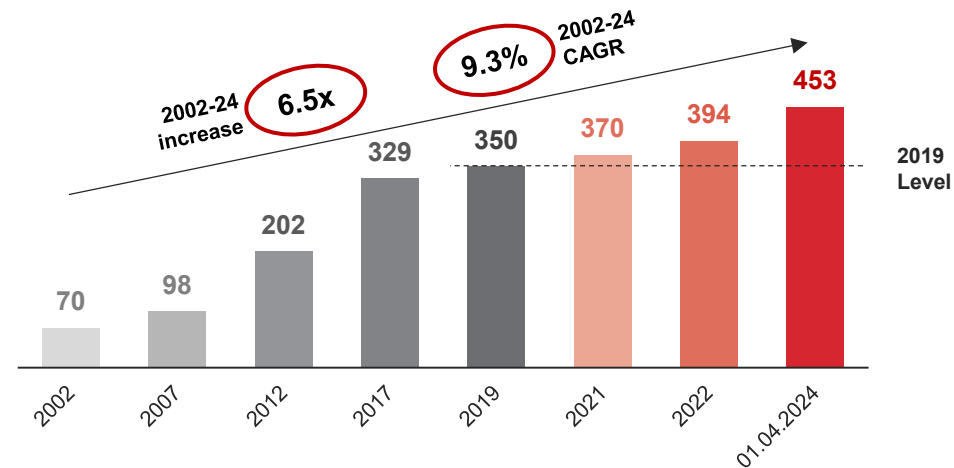
Utilizing structural advantages with well executed growth strategy led to Turkish Airlines' success story.

Since 2002, Turkish Airlines multiplied in size with increasing profitability.

Our sound business strategy proved itself many times – even in the pandemic with 1.4 billion USD operational profit in 2021 followed by 2.7 billion USD in 2022 and 2.9 billion USD in 2023.

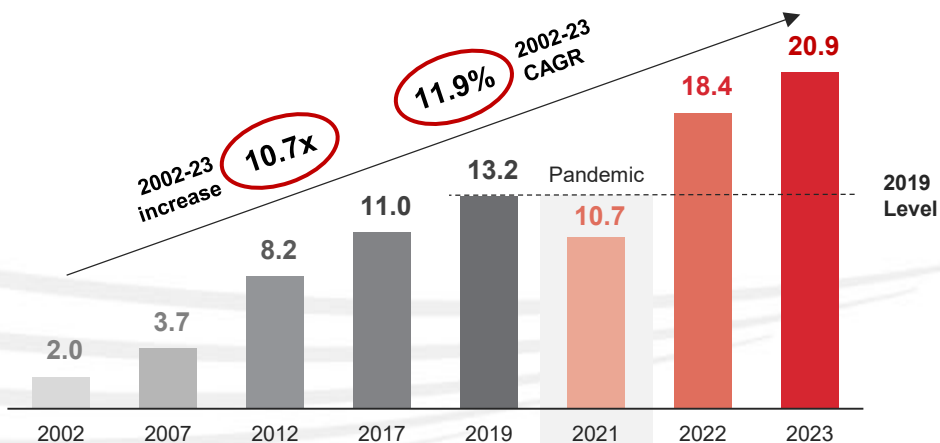
By 2023, Turkish Airlines substantially outperformed its pre-pandemic operational and financial performance.

### Fleet Development



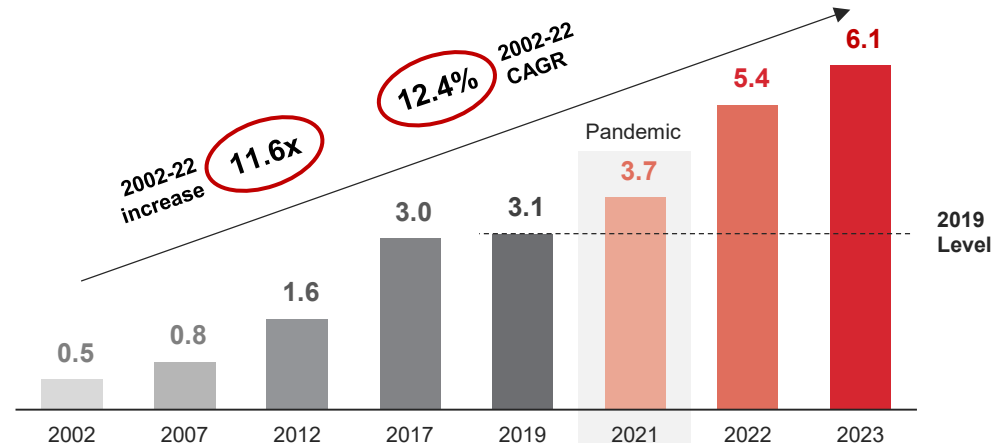
### Revenue Development

(bn USD)



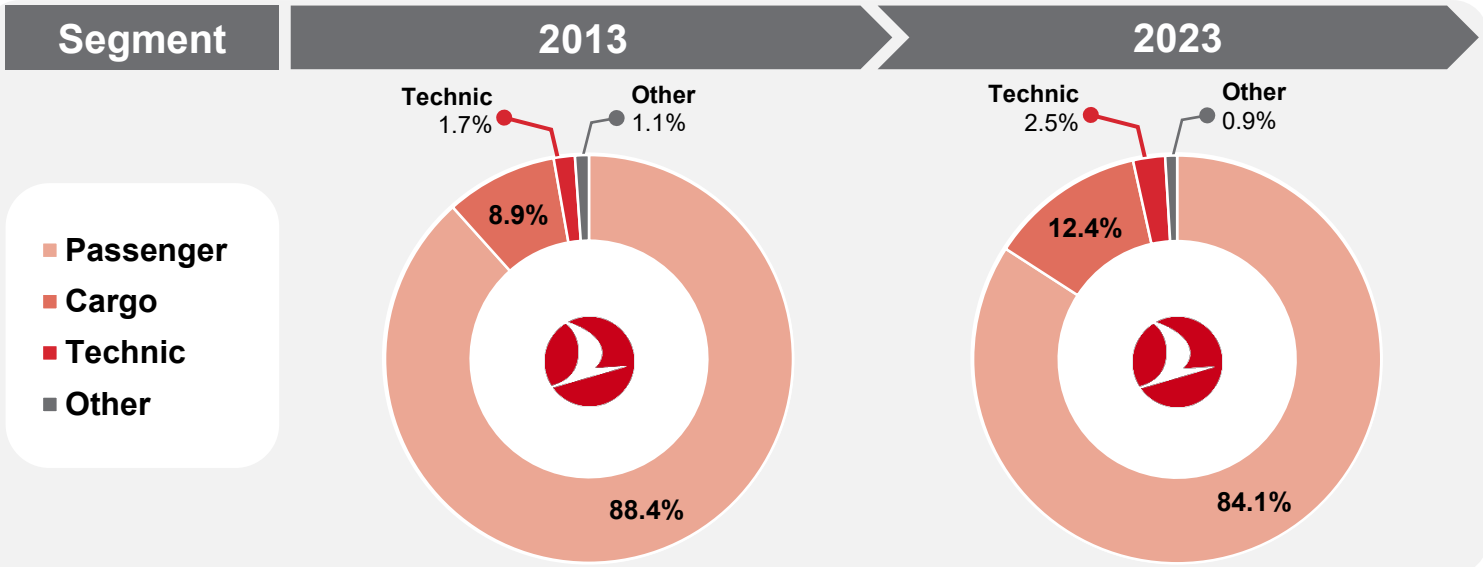
### EBITDAR Development

(bn USD)



# Balanced Exposure to Specific Business Segments and Regions

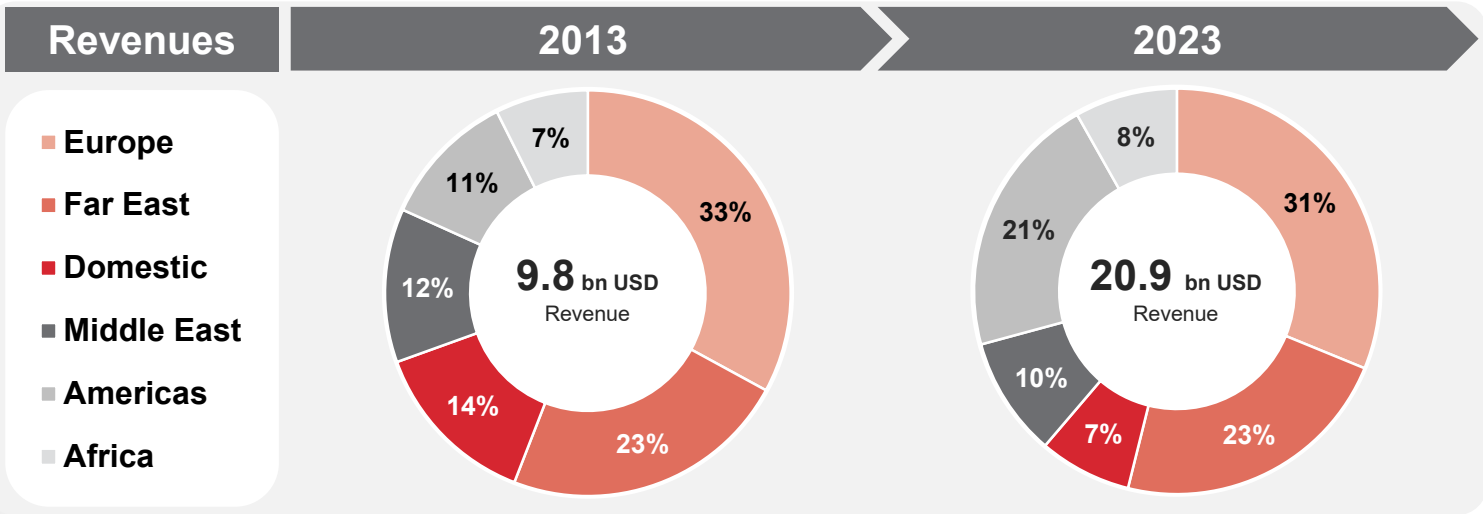
More than 90% of the revenues are generated outside of Türkiye



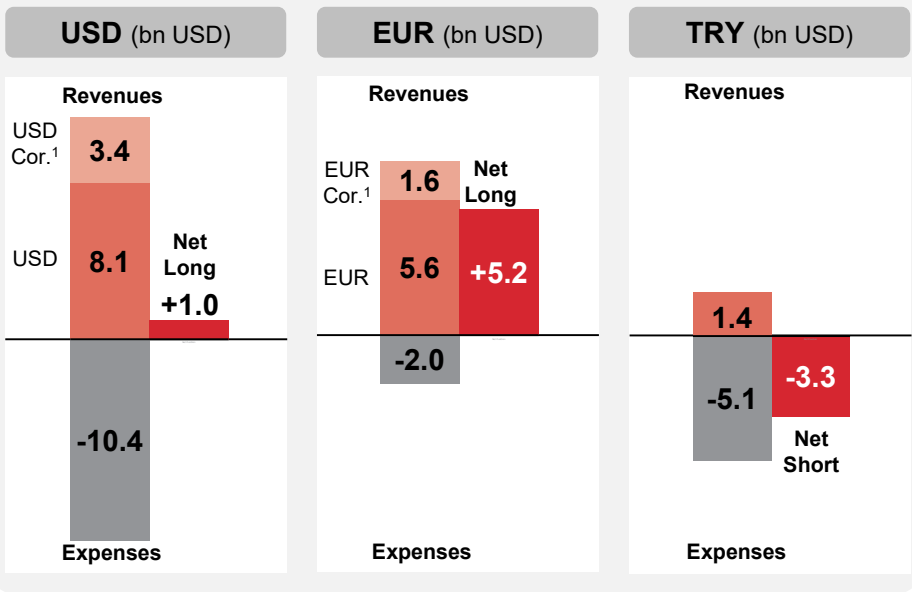
Diversified revenue base increases our ability to adapt to different macro economic conditions.

Regional revenue distribution provides a natural hedge against FX volatility as well as geopolitical risks.

65% of our revenues are in hard currencies<sup>1</sup>.



## Currency Exposure<sup>2</sup> (2023)



A STAR ALLIANCE MEMBER

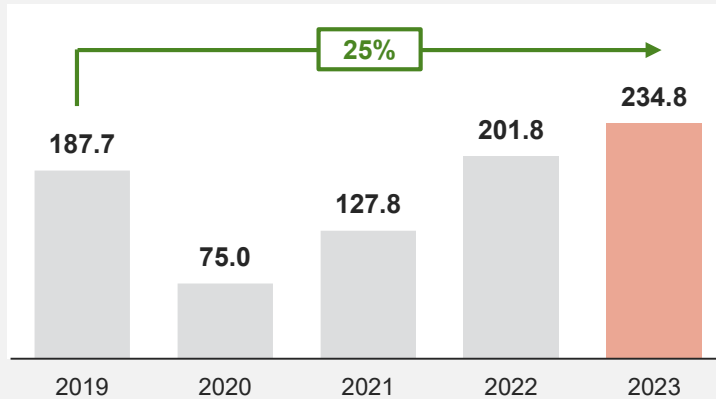
<sup>1</sup> Currencies that are highly correlated (85%) with USD and EUR comprise c.90% of our total revenues.

<sup>2</sup> 85% correlation with USD and EUR considered as USD and EUR correlated respectively.



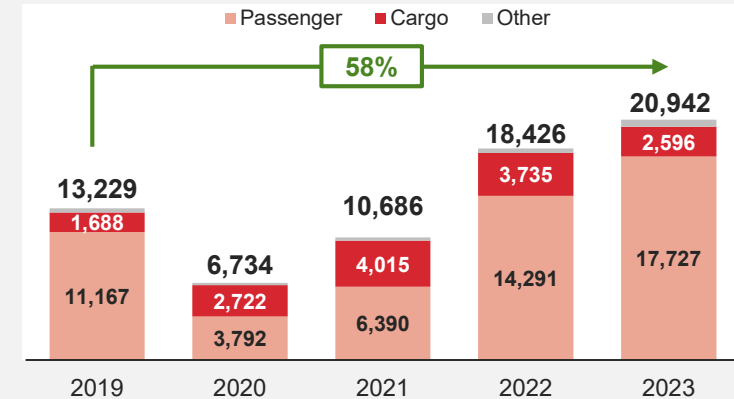
## Substantial outperformance of the pre-pandemic levels

### Passenger Capacity (billion ASK<sup>1</sup>)

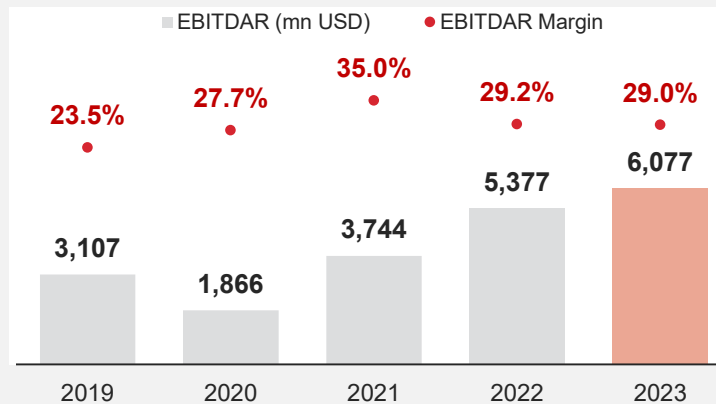


<sup>1</sup> ASK: Available Seat Kilometers.

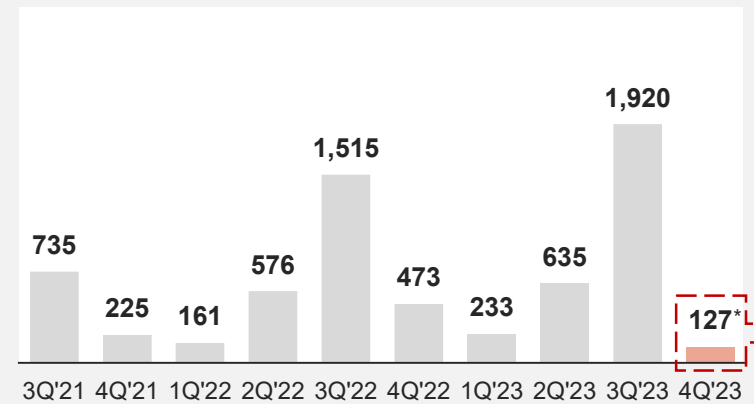
### Total Revenues (million USD)



### EBITDAR



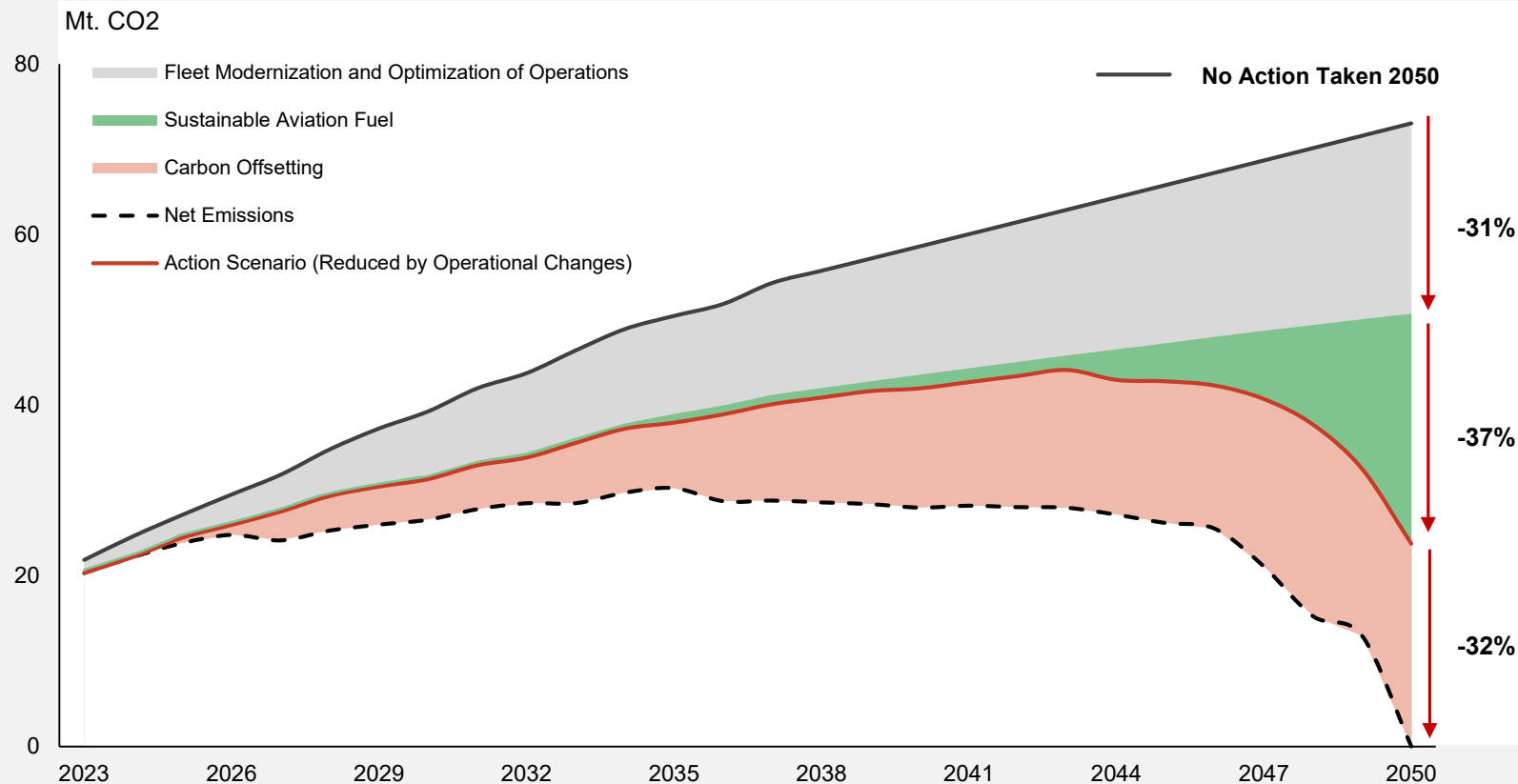
### Net Profit (million USD)



10<sup>th</sup> consecutive quarter with Net Profit

\*Excluding the effect of inflation accounting.

## Strategy to Achieve Carbon-Neutrality by 2050



### Fleet Modernization and Operational Optimization

- New generation aircraft consume 10-20% less fuel than older ones per unit capacity.
- By 2033, at least 90% of our fleet will be comprised of new generation aircraft.

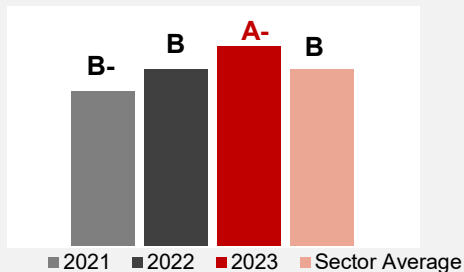
### Sustainable Aviation Fuel

- Sustainable Aviation Fuel (SAF) plays a key role in reducing carbon emissions.
- We plan to expand our current SAF usage as the availability increases globally.

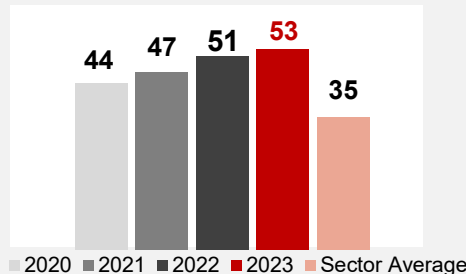
### Carbon Offsetting

- Emissions that cannot be prevented will be offset voluntarily, in addition to the regulatory offsetting schemes (CORSIA, EU ETS, UK ETS).

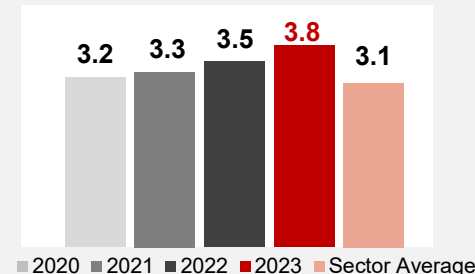
Our sustainability ratings indicate continuous improvement and above-industry performance



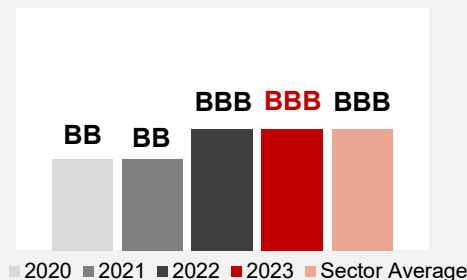
Rating scale: A to D- (from highest to lowest)



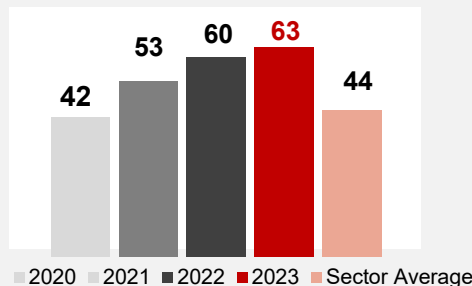
Rating scale: 100 to 0 (from highest to lowest)



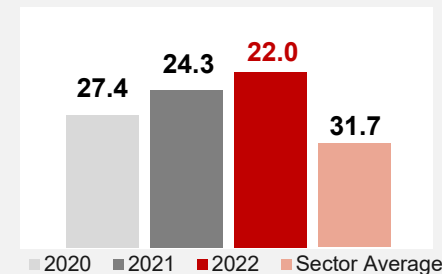
Rating scale: 5 to 0 (from highest to lowest)



Rating scale: AAA to CCC (from highest to lowest)



Rating scale: 100 to 0 (from highest to lowest)



Rating scale: 0 to 100 (from highest to lowest)