



2019 Guidance- NEW		2019 Guidance- PREVIOUS
Capacity Increase (ASK)	6-8%	6-8%
Utilization (Block Hour)	Flat YoY	12.1-12.4
Domestic Load Factor	Flat YoY	Flat YoY
International Load Factor	Flat YoY	Flat YoY
Average # of A/C	83	83
Domestic Yield (TRY)	TRY 25-30 YoY improvement	TRY15-20 YoY improvement
International Yield (€)	EUR 1-2 YoY improvement	Flat YoY
Ancillary Rev. per Pax (€)	EUR13-14	EUR12-12.5
Total CASK (€c.)	3.68-3.73	3.68-3.73
Non-Fuel CASK (€c.) (***)	2.36-2.41	2.33-2.38
EBITDA Margin (**) (***)	25.5%-26.5%	22.5%-23.5%

(*) Average jet fuel price per ton is assumed to be US\$650/ton (or average brent equivalent of US\$68.4/bbl) in 2019 versus US\$709/ton (or US\$74.7/bbl) in the previous guidance.

(**) With the implementation of IFRS16 EBITDAR will not be used starting from 2019 fiscal year. Hence comparable figure of EBITDA margin guidance in 2019 is EBITDAR margin in 2018.

(***) Maintenance impact of IFRS-16 **is not included**. **IFRS-16 maintenance impact:** EBITDA Margin to be higher 3-4ppt; CASK non-fuel to be lower €c 0.07-0.10.



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