

2Q'23         2Q'24         Change         (USD mn)         1H'23         1H'24         Change           5,149         5,661         9.9%         Total Revenues         9,502         10,430         9.8%           4,412         4,597         4.2%         Passenger Revenue         8,060         8,421         4.5%           600         885         47.5%         Cargo Revenue         1,191         1,635         37.3%           117         140         19.7%         Technic Revenue         224         284         26.8%           794         591         -25.6%         Profit From Main Operations         908         633         -30.3%           635         943         48.5%         Net Income         868         1,169         34.7%           12.3%         16.7%         4.3 pt         Net Income Margin         9.1%         11.2%         2.1 pt           1,552         1,371         -11.6%         EBITDAR         2,321         2,150         -7.3%           30.1%         24.2%         -5.9 pt         EBITDAR Margin         24.4%         20.6%         -3.8 pt           59.1         63.6         7.7%         ASK¹ (Billion)         110.8         122.1         10.2%<							
4,412       4,597       4.2%       Passenger Revenue       8,060       8,421       4.5%         600       885       47.5%       Cargo Revenue       1,191       1,635       37.3%         117       140       19.7%       Technic Revenue       224       284       26.8%         794       591       -25.6%       Profit From Main Operations       908       633       -30.3%         635       943       48.5%       Net Income       868       1,169       34.7%         12.3%       16.7%       4.3 pt       Net Income Margin       9.1%       11.2%       2.1 pt         1,552       1,371       -11.6%       EBITDAR       2,321       2,150       -7.3%         30.1%       24.2%       -5.9 pt       EBITDAR Margin       24.4%       20.6%       -3.8 pt         59.1       63.6       7.7%       ASK¹ (Billion)       110.8       122.1       10.2%         7.63       7.73       1.3%       RASK2 (incl. ACTK)²       7.52       7.35       -2.3%         9.12       8.91       -2.3%       Revenue Yield (R/Y)³ (Usc)       8.91       8.54       -4.2%         21.7       22.1       2.0%       Passengers Carried (Million)	2Q'23	2Q'24	Change	(USD mn)	1H'23	1H'24	Change
600         885         47.5%         Cargo Revenue         1,191         1,635         37.3%           117         140         19.7%         Technic Revenue         224         284         26.8%           794         591         -25.6%         Profit From Main Operations         908         633         -30.3%           635         943         48.5%         Net Income         868         1,169         34.7%           12.3%         16.7%         4.3 pt         Net Income Margin         9.1%         11.2%         2.1 pt           1,552         1,371         -11.6%         EBITDAR         2,321         2,150         -7.3%           30.1%         24.2%         -5.9 pt         EBITDAR Margin         24.4%         20.6%         -3.8 pt           59.1         63.6         7.7%         ASK¹ (Billion)         110.8         122.1         10.2%           7.63         7.73         1.3%         RASK2 (incl. ACTK)²         7.52         7.35         -2.3%           9.12         8.91         -2.3%         Revenue Yield (R/Y)³ (Usc)         8.91         8.54         -4.2%           21.7         22.1         2.0%         Passengers Carried (Million)         38.7         40.6 <td>5,149</td> <td>5,661</td> <td>9.9%</td> <td>Total Revenues</td> <td>9,502</td> <td>10,430</td> <td>9.8%</td>	5,149	5,661	9.9%	Total Revenues	9,502	10,430	9.8%
117         140         19.7%         Technic Revenue         224         284         26.8%           794         591         -25.6%         Profit From Main Operations         908         633         -30.3%           635         943         48.5%         Net Income         868         1,169         34.7%           12.3%         16.7%         4.3 pt         Net Income Margin         9.1%         11.2%         2.1 pt           1,552         1,371         -11.6%         EBITDAR         2,321         2,150         -7.3%           30.1%         24.2%         -5.9 pt         EBITDAR Margin         24.4%         20.6%         -3.8 pt           59.1         63.6         7.7%         ASK¹ (Billion)         110.8         122.1         10.2%           7.63         7.73         1.3%         RASK2 (incl. ACTK)²         7.52         7.35         -2.3%           9.12         8.91         -2.3%         Revenue Yield (R/Y)³ (Usc)         8.91         8.54         -4.2%           21.7         22.1         2.0%         Passengers Carried (Million)         38.7         40.6         4.8%           81.9%         81.1%         -0.8 pt         L/F (%)         81.6%         80.8% <td>4,412</td> <td>4,597</td> <td>4.2%</td> <td>Passenger Revenue</td> <td>8,060</td> <td>8,421</td> <td>4.5%</td>	4,412	4,597	4.2%	Passenger Revenue	8,060	8,421	4.5%
794         591         -25.6%         Profit From Main Operations         908         633         -30.3%           635         943         48.5%         Net Income         868         1,169         34.7%           12.3%         16.7%         4.3 pt         Net Income Margin         9.1%         11.2%         2.1 pt           1,552         1,371         -11.6%         EBITDAR         2,321         2,150         -7.3%           30.1%         24.2%         -5.9 pt         EBITDAR Margin         24.4%         20.6%         -3.8 pt           59.1         63.6         7.7%         ASK¹ (Billion)         110.8         122.1         10.2%           7.63         7.73         1.3%         RASK2 (incl. ACTK)²         7.52         7.35         -2.3%           9.12         8.91         -2.3%         Revenue Yield (R/Y)³ (Usc)         8.91         8.54         -4.2%           21.7         22.1         2.0%         Passengers Carried (Million)         38.7         40.6         4.8%           81.9%         81.1%         -0.8 pt         L/F (%)         81.6%         80.8%         -0.8 pt	600	885	47.5%	Cargo Revenue	1,191	1,635	37.3%
635         943         48.5%         Net Income         868         1,169         34.7%           12.3%         16.7%         4.3 pt         Net Income Margin         9.1%         11.2%         2.1 pt           1,552         1,371         -11.6%         EBITDAR         2,321         2,150         -7.3%           30.1%         24.2%         -5.9 pt         EBITDAR Margin         24.4%         20.6%         -3.8 pt           59.1         63.6         7.7%         ASK¹ (Billion)         110.8         122.1         10.2%           7.63         7.73         1.3%         RASK2 (incl. ACTK)²         7.52         7.35         -2.3%           9.12         8.91         -2.3%         Revenue Yield (R/Y)³ (Usc)         8.91         8.54         -4.2%           21.7         22.1         2.0%         Passengers Carried (Million)         38.7         40.6         4.8%           81.9%         81.1%         -0.8 pt         L/F (%)         81.6%         80.8%         -0.8 pt	117	140	19.7%	Technic Revenue	224	284	26.8%
12.3%       16.7%       4.3 pt       Net Income Margin       9.1%       11.2%       2.1 pt         1,552       1,371       -11.6%       EBITDAR       2,321       2,150       -7.3%         30.1%       24.2%       -5.9 pt       EBITDAR Margin       24.4%       20.6%       -3.8 pt         59.1       63.6       7.7%       ASK¹ (Billion)       110.8       122.1       10.2%         7.63       7.73       1.3%       RASK2 (incl. ACTK)²       7.52       7.35       -2.3%         9.12       8.91       -2.3%       Revenue Yield (R/Y)³ (Usc)       8.91       8.54       -4.2%         21.7       22.1       2.0%       Passengers Carried (Million)       38.7       40.6       4.8%         81.9%       81.1%       -0.8 pt       L/F (%)       81.6%       80.8%       -0.8 pt	794	591	-25.6%	<b>Profit From Main Operations</b>	908	633	-30.3%
1,552       1,371       -11.6%       EBITDAR       2,321       2,150       -7.3%         30.1%       24.2%       -5.9 pt       EBITDAR Margin       24.4%       20.6%       -3.8 pt         59.1       63.6       7.7%       ASK¹ (Billion)       110.8       122.1       10.2%         7.63       7.73       1.3%       RASK2 (incl. ACTK)²       7.52       7.35       -2.3%         9.12       8.91       -2.3%       Revenue Yield (R/Y)³ (Usc)       8.91       8.54       -4.2%         21.7       22.1       2.0%       Passengers Carried (Million)       38.7       40.6       4.8%         81.9%       81.1%       -0.8 pt       L/F (%)       81.6%       80.8%       -0.8 pt	635	943	48.5%	Net Income	868	1,169	34.7%
30.1%       24.2%       -5.9 pt       EBITDAR Margin       24.4%       20.6%       -3.8 pt         59.1       63.6       7.7%       ASK¹ (Billion)       110.8       122.1       10.2%         7.63       7.73       1.3%       RASK2 (incl. ACTK)²       7.52       7.35       -2.3%         9.12       8.91       -2.3%       Revenue Yield (R/Y)³ (Usc)       8.91       8.54       -4.2%         21.7       22.1       2.0%       Passengers Carried (Million)       38.7       40.6       4.8%         81.9%       81.1%       -0.8 pt       L/F (%)       81.6%       80.8%       -0.8 pt	12.3%	16.7%	4.3 pt	Net Income Margin	9.1%	11.2%	2.1 pt
59.1       63.6       7.7%       ASK¹ (Billion)       110.8       122.1       10.2%         7.63       7.73       1.3%       RASK2 (incl. ACTK)²       7.52       7.35       -2.3%         9.12       8.91       -2.3%       Revenue Yield (R/Y)³ (Usc)       8.91       8.54       -4.2%         21.7       22.1       2.0%       Passengers Carried (Million)       38.7       40.6       4.8%         81.9%       81.1%       -0.8 pt       L/F (%)       81.6%       80.8%       -0.8 pt	1,552	1,371	-11.6%	EBITDAR	2,321	2,150	-7.3%
7.63       7.73       1.3%       RASK2 (incl. ACTK)²       7.52       7.35       -2.3%         9.12       8.91       -2.3%       Revenue Yield (R/Y)³ (Usc)       8.91       8.54       -4.2%         21.7       22.1       2.0%       Passengers Carried (Million)       38.7       40.6       4.8%         81.9%       81.1%       -0.8 pt       L/F (%)       81.6%       80.8%       -0.8 pt	30.1%	24.2%	-5.9 pt	EBITDAR Margin	24.4%	20.6%	-3.8 pt
7.63       7.73       1.3%       RASK2 (incl. ACTK)²       7.52       7.35       -2.3%         9.12       8.91       -2.3%       Revenue Yield (R/Y)³ (Usc)       8.91       8.54       -4.2%         21.7       22.1       2.0%       Passengers Carried (Million)       38.7       40.6       4.8%         81.9%       81.1%       -0.8 pt       L/F (%)       81.6%       80.8%       -0.8 pt							
9.12       8.91       -2.3%       Revenue Yield (R/Y)³ (Usc)       8.91       8.54       -4.2%         21.7       22.1       2.0%       Passengers Carried (Million)       38.7       40.6       4.8%         81.9%       81.1%       -0.8 pt       L/F (%)       81.6%       80.8%       -0.8 pt	59.1	63.6	7.7%	ASK <sup>1</sup> (Billion)	110.8	122.1	10.2%
21.7       22.1       2.0%       Passengers Carried (Million)       38.7       40.6       4.8%         81.9%       81.1%       -0.8 pt       L/F (%)       81.6%       80.8%       -0.8 pt	7.63	7.73	1.3%	RASK2 (incl. ACTK) <sup>2</sup>	7.52	7.35	-2.3%
81.9% 81.1% -0.8 pt <b>L/F (%)</b> 81.6% 80.8% -0.8 pt	9.12	8.91	-2.3%	Revenue Yield (R/Y) <sup>3</sup> (Usc)	8.91	8.54	-4.2%
	21.7	22.1	2.0%	Passengers Carried (Million)	38.7	40.6	4.8%
395 512 29.6% <b>Carried Cargo Tons ('000)</b> 748 989 32.3%	81.9%	81.1%	-0.8 pt	L/F (%)	81.6%	80.8%	-0.8 pt
	395	512	29.6%	Carried Cargo Tons ('000)	748	989	32.3%

# **Financial Highlights**

Total Revenues exceeded 2Q'23 level by 10%.

Cargo Revenues surged by 48% due to strong e-commerce activity.

**EBITDAR Margin** declined as a result of cost pressures.

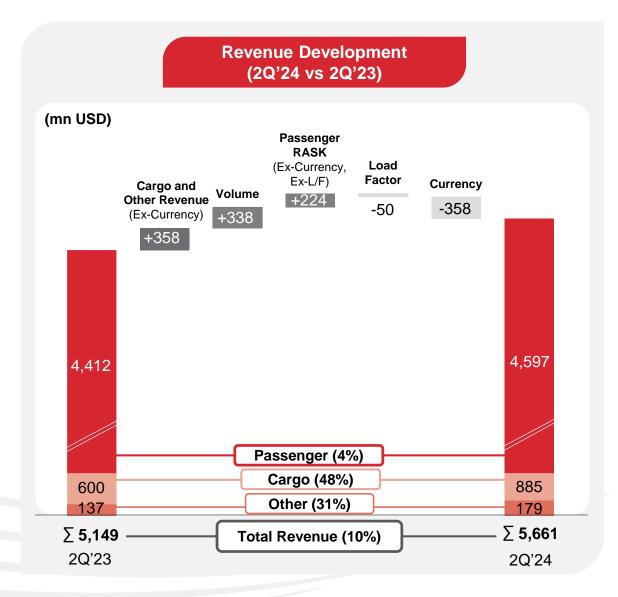
A sizable contribution from our investment portfolio materially improved **Net Income**.

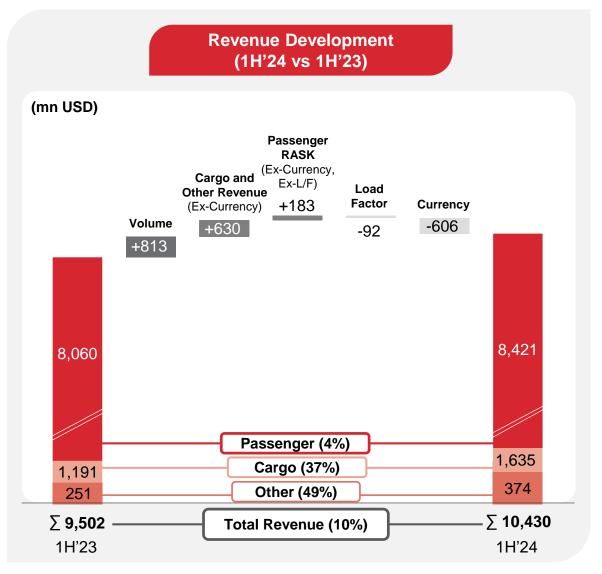


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1 ASK: Available Seat Kilometers
2 RASK2: Total Passenger and Cargo Revenue / ASK (Adjusted ASK by available cargo ton kilometer)

## **Revenue Development**









## **Unit Revenue Development**





RASK2: Total Passenger and Cargo Revenue / ASK (Adjusted ASK by available cargo ton kilometer) Revenue Yield (R/Y): Total Passenger Revenue / RPK

# Regional Unit Revenue Change in USD (2024/2023)

Americas								
	2Q	1H						
ASK	5.9%	10.8%						
RASK2	-2.0%	-5.1%						
Passenger RASK	-5.7%	-7.6%						
R/Y	-4.7%	-6.1%						
R/Y ex-currency	-3.5%	-4.9%						

Europe				
	2Q	1H		
ASK	2.4%	5.6%		
RASK2	-0.7%	-3.3%		
Passenger RASK	-2.6%	-3.9%		
R/Y	-0.3%	-1.7%		
R/Y ex-currency	4.0%	1.3%		

Far East						
	2Q	1H				
ASK	33.5%	30.3%				
RASK2	3.0%	-1.5%				
Passenger RASK	-11.6%	-11.2%				
R/Y	-7.9%	-8.3%				
R/Y ex-currency	-5.1%	-6.2%				

Afri	Africa						
	2Q	1H					
ASK	10.5%	9.5%					
RASK2	-5.0%	-5.9%					
Passenger RASK	-7.2%	-6.6%					
R/Y	-6.7%	-6.3%					
R/Y ex-currency	-4.8%	-5.0%					

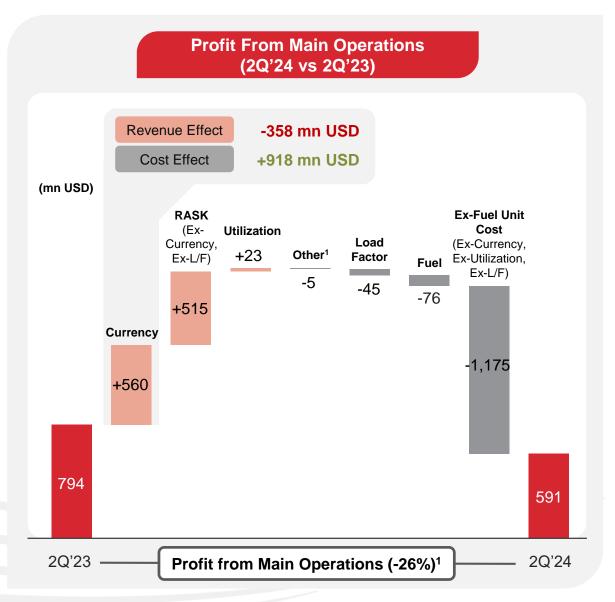
Middle East						
	2Q	1H				
ASK	-11.0%	-10.1%				
RASK2	1.4%	-0.9%				
Passenger RASK	0.7%	-1.9%				
R/Y	0.6%	-1.1%				
R/Y ex-currency	1.9%	-0.3%				

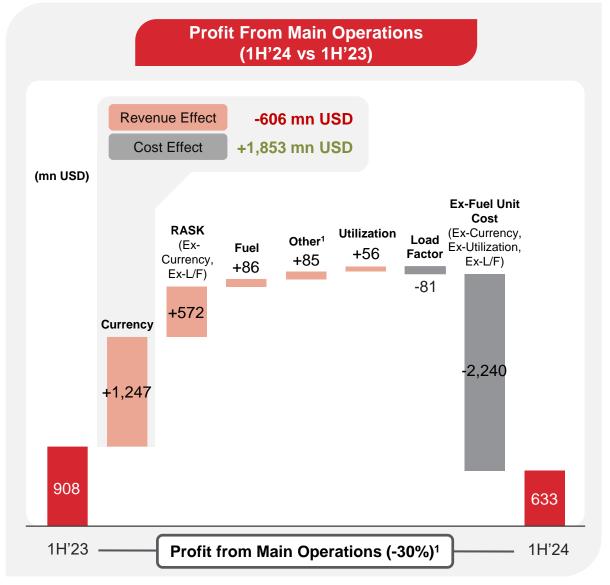
Domestic					
2Q	( 1H				
-6.0%	0.3%				
29.6%	19.1%				
30.3%	19.8%				
23.6%	14.9%				
78.2%	68.9%				
	2Q -6.0% 29.6% 30.3% 23.6%				



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### **Profit From Main Operations Bridge**





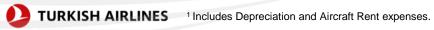


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<sup>1</sup> Includes other operating income, other operating expense and FX gains/losses from operational activities

# **Operational Expense Breakdown**

2Q'23	2Q'24	Change	(mn USD)	1H'23	1H'24	Change	% of Total Costs
1,375	1,586	15.3%	Fuel	2,852	3,123	9.5%	31.4%
837	1,091	30.3%	Personnel	1,563	2,117	35.4%	21.3%
536	644	20.1%	Aircraft Ownership <sup>1</sup>	1,050	1,253	19.3%	12.6%
411	426	3.6%	Airports & Air Navigation	773	830	7.4%	8.3%
335	356	6.3%	Sales & Marketing	650	681	4.8%	6.8%
343	413	20.4%	<b>Ground Handling</b>	605	717	18.5%	7.2%
230	247	7.4%	Passenger Services & Catering	416	459	10.3%	4.6%
235	261	11.1%	Maintenance	476	517	8.6%	5.2%
139	127	-8.6%	Other	275	251	-8.7%	2.5%
4,441	5,151	16.0%	TOTAL	8,660	9,948	14.9%	100.0%



2Q'23	2Q'24	Change	(USc)	1H'23	1H'24	Change
2.33	2.49	7.1%	Fuel	2.57	2.56	-0.6%
1.42	1.71	21.1%	Personnel	1.41	1.73	23.0%
0.91	1.01	11.6%	Aircraft Ownership <sup>1</sup>	0.95	1.03	8.3%
0.70	0.67	-3.7%	Airports & Air Navigation	0.70	0.68	-2.5%
0.57	0.56	-1.3%	Sales & Marketing	0.59	0.56	-4.9%
0.58	0.65	11.8%	Ground Handling	0.55	0.59	7.6%
0.39	0.39	-0.3%	Passenger Services & Catering	0.38	0.38	0.2%
0.40	0.41	3.1%	Maintenance	0.43	0.42	-1.4%
0.24	0.20	-15.1%	Other	0.25	0.21	-17.1%
7.52	8.10	7.7%	CASK	7.81	8.15	4.3%
5.19	5.60	8.0%	Ex-Fuel CASK	5.24	5.59	6.7%
6.76	7.27	7.4%	CASK2 (incl. ACTK) <sup>2</sup>	7.04	7.27	3.3%
4.67	5.03	7.7%	Ex-Fuel CASK2 (incl. ACTK) <sup>2</sup>	4.72	4.99	5.6%

# Highlights

**Fuel-CASK** rose by **7%** due to higher fuel prices and growing cargo operations.

Increase in **Ex-fuel CASK** driven by personnel expenses and GTF groundings.

Impact of personnel bonus payment, subsidiary salary adjustments and GTF was around 6 pp.

Ground Handling unit cost rose as a result of subsidiary salary adjustment.



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CASK: Total Expenses / ASK (Available Seat Kilometers) Ex-Fuel CASK: (Total Expenses - Fuel Expenses) / ASK

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

# **Key Performance Indicators**

2Q'23	2Q'24	Change		1H'23	1H'24	Change
977	993	1.6%	Fuel Price (USD/ton)	947	1,007	6.3%
2.68	2.82	5.2%	Fuel Consumption (It) per 100 ASK2 <sup>1</sup>	3.06	2.83	-7.4%
1,224	1,381	12.8%	Aircraft Ownership Cost per BH <sup>2</sup>	1,290	1,408	9.1%
537	560	4.3%	Maintenance Cost per BH <sup>2</sup>	585	581	-0.7%
2,502	3,003	20.0%	Handling Cost per Landing	2,442	2,791	14.3%
1,511	1,466	-3.0%	Airports & Air Navigation Cost per km Flown	1,521	1,486	-2.3%
10.6	11.2	5.3%	Passenger Services & Catering Cost per Pax	10.7	11.3	5.3%
6.5%	6.3%	-0.2 pt.	Sales & Marketing Cost / Total Revenue	6.8%	6.5%	-0.3 pt.



TURKISH AIRLINES

ASK: Available Seat Kilometers

1ASK2: Adjusted ASK by available cargo ton kilometers

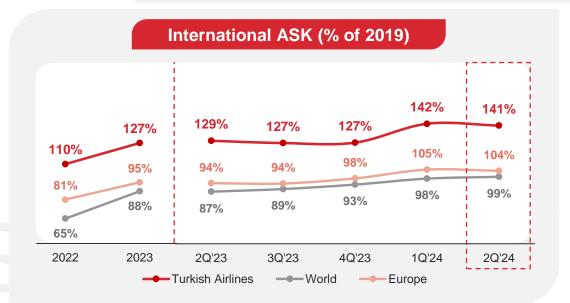
2 In terms of Block Hour: Includes time from taxi-out to runway, actual flight duration and time from taxi to arrival gate.

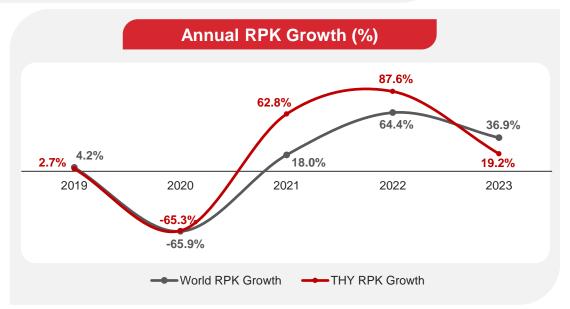


### **Aviation Industry**



**Source:** General Directorate of State Airports Authority (DHMI) – May 2024 (\*) Adjusted for double count on Domestic Pax.



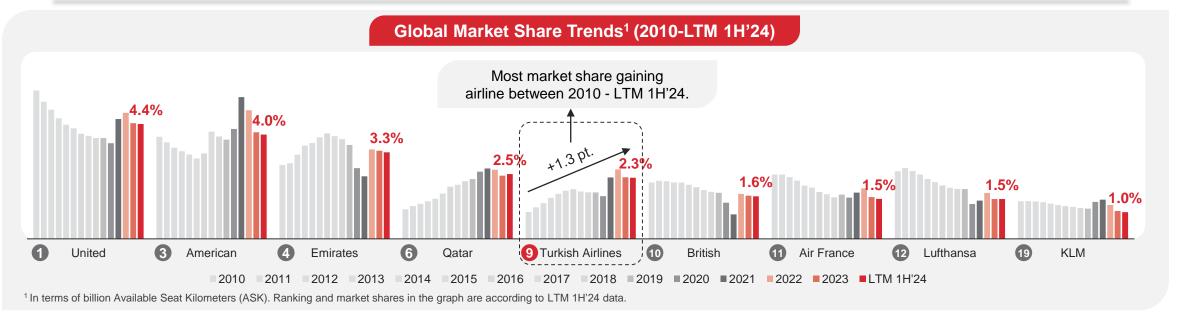


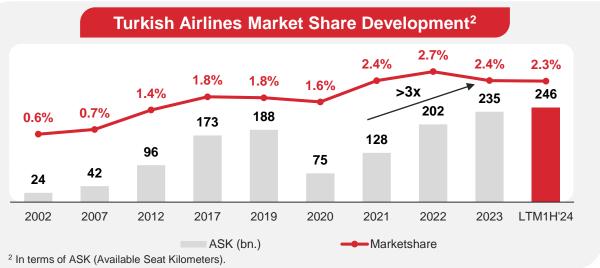


ASK: Available Seat Kilometers RPK: Revenue Passenger Kilometers Source: IATA.

### **Market Share Development (Passenger)**

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



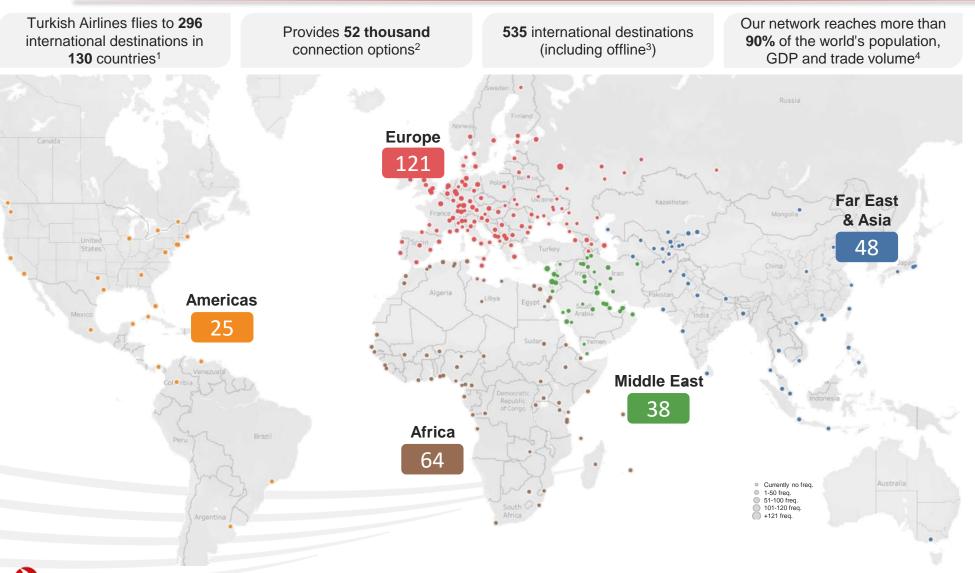








### Turkish Airlines ranks #1 in the World by international destinations



### 25 New Routes in 2021-24

#### **Americas**

Seattle, Newark, Dallas, Vancouver, Detroit, Denver

### Europe

Palermo, Bergamo, Krakow, Tivat, Rize-Artvin

### **Middle East**

Kirkuk, Urmia

#### Africa

Juba, Luanda, Lusaka

### Far East & Asia

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

### **Future Routes**

### **Americas**

Orlando, Lima, Santiago, Rio de Janeiro

### Europe

Bergen, Glasgow, Iasi, Katowice, Nantes, Newcastle, Timisoara, Bayburt, Yozgat

### Middle East

Abha, Salalah, Mitiga

### **Africa**

Aswan, Brazzaville, Hargeisa, Lome, Monrovia, Port Sudan, Windhoek

### Far East & Asia

Sydney, Phnom Penh, Atyrau

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<sup>1</sup>As of 01.07.2024. <sup>2</sup> Meaningful O&D's with detour factor <1.4. <sup>3</sup> Including codeshare agreements. <sup>4</sup> On a country basis. World Bank. Circle sizes represent the number of weekly frequencies.

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

## Turkish Airlines offers the most diverse set of flight itineraries with minimum detour<sup>1</sup>

# **Top Airlines by Connectivity**

### **Number of International City Pairs<sup>2</sup>**

### **Europe to the World**

1. Turkish Airlines ~17,800 2. Lufthansa ~7,200

3. Air France ~6,300

### Middle East to the World

1. Turkish Airlines ~6,800

2. Qatar Airways ~3,500

3. Indigo ~1,600

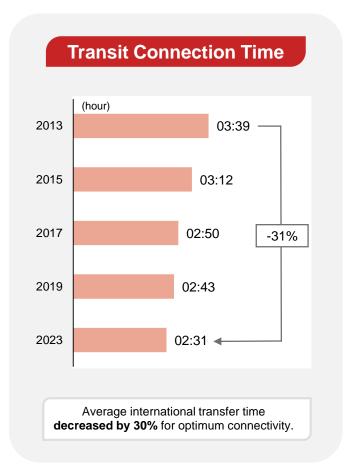
### Africa to the World

1. Turkish Airlines

2. Ethiopian ~3,000

3. Air France ~2,200

# **Detour Advantage<sup>3</sup>** From Europe to Far East +11% to M. East to Africa +7.7% +12.5% Compared to direct flight, transit travel from Europe with Turkish Airlines increases flight distance by less than 13%.





A STAR ALLIANCE MEMBER Source: OAG. As of 13 August 2023.

~4,000

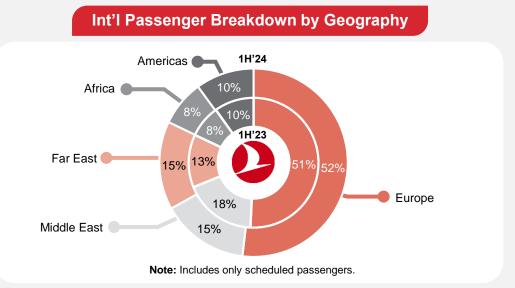
# **Within Narrow Body Range** 99 countries / % of the World **3.8 bn people** / ~50% 33 tn USD GDP / 35% 24 tn USD Trade Volume / 50% **O** Europe Population: 742 mn GDP: 23.7 tn USD Trade Vol.: 18.8 tn USD O Africa O M. East & Asia Population: 1 bn GDP: **1.8 tn USD** Population: 2.1 bn Trade Vol.: 850 bn USD **GDP: 7.4 tn USD** Trade Vol.: 3.9 tn USD

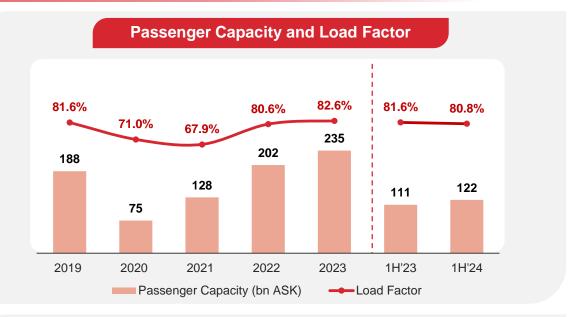
- Leveraging Istanbul's Ideal Geographical Location with a Modern Fleet.
- We reach over **215** international passenger destinations with narrow body aircraft which constitutes c.**70%** of our fleet.
- Around half of the world population is within our narrow body range.
- Turkish Airlines can connect 35% of the world's GDP and 50% of trade volume in just 5 hours.

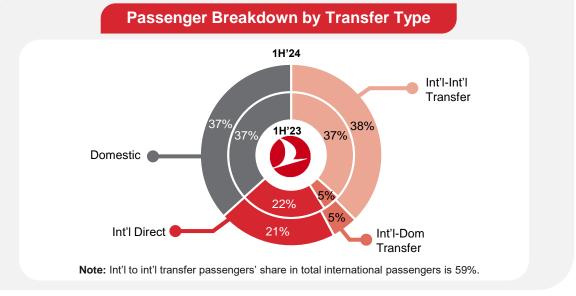
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## **Passenger Traffic and Breakdown**





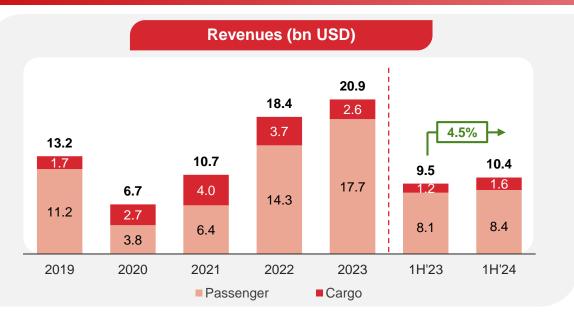


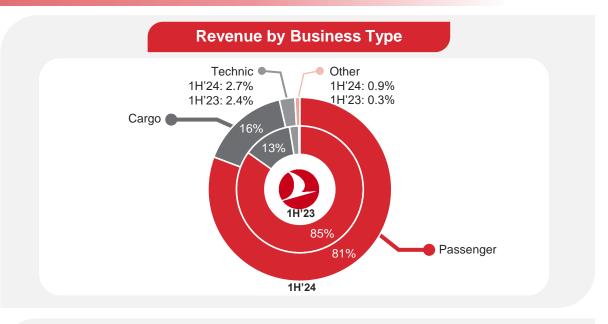


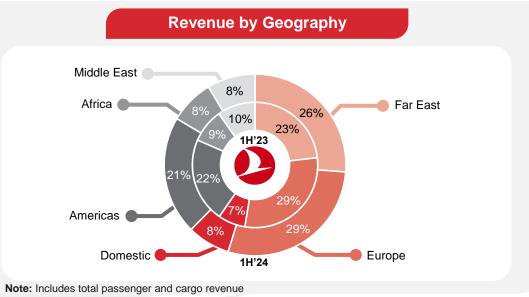


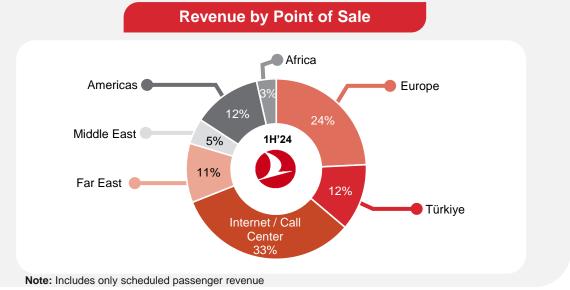


## **Revenue Breakdown (1H'24)**



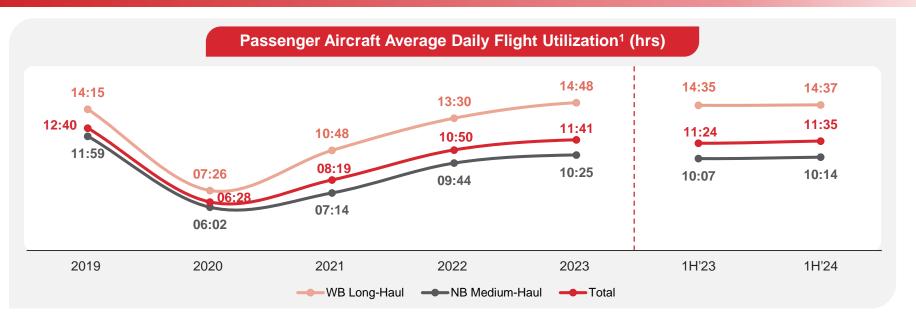


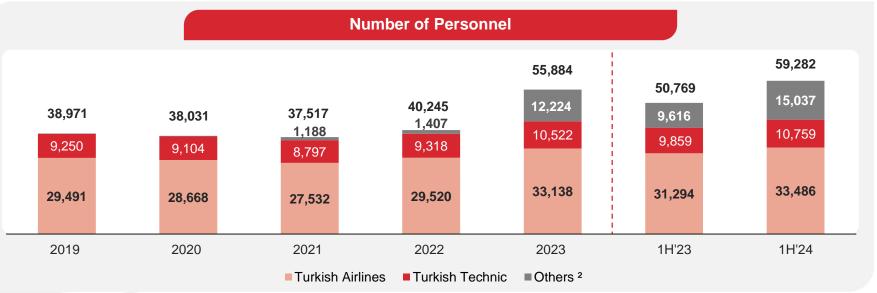






## **Operating Efficiency**



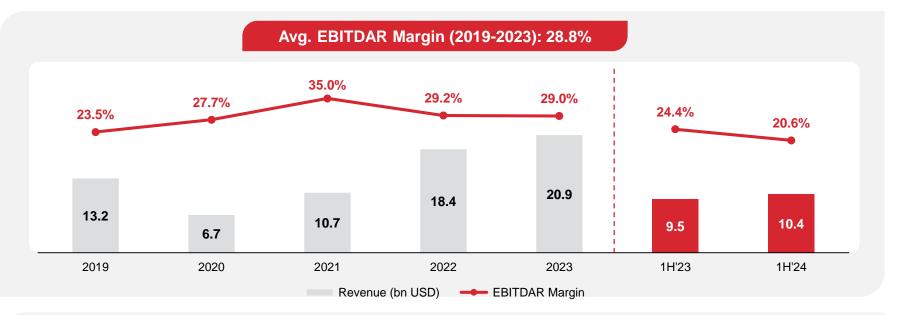


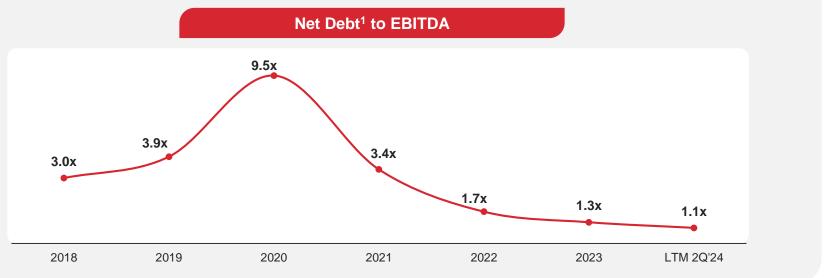


<sup>&</sup>lt;sup>1</sup> In terms of Block Time: Includes time from taxi-out to runway, actual flight duration and time from taxi to arrival gate.

<sup>2</sup> Includes Turkish Airlines' fully consolidated subsidiaries

## **Operational Profitability and Leverage**







### Fleet as of 30.06.2024

30.06.2024	Туре	Total	Owned	Financial Lease	Opr./Wet Lease	Seat Capacity ('000)	Average Fleet Age
	A330-2/3	49	20	14	15	14.0	12.0
	B777-3ER	34	12	15	7	12.2	10.8
Wide Body	A350-9	20		20		6.5	1.7
	B787-9	23		23		6.9	3.2
	Total	126	32	72	22	39.6	8.4
	B737-8/9 MAX	32		25	7	5.1	3.7
	A321/320 NEO	67		36	31	12.8	2.7
	B737-8/9	100	51	24	25	16.9	13.9
Narrow Body	A321/320/319	83	49	30	4	14.8	12.6
	B737-8 MAX WL	7			7	1.3	6.2
	A321/320 WL	18			18	3.7	17.4
	Total	307	100	115	92	54.6	10.0
	A330-200F	10	3	7			10.7
Cargo	B777F	8		8			5.4
Cargo	Wet Lease	7			7		25.6
	Total	25	3	15	7		13.2
	Grand Total	458	135	202	121	94.1	9.8

# of New Generation Aircraft

**149** (33% of total)

Airbus & Boeing Split

55% / 45%

### Ownership

Owned: 29% Fin. Lease: 44% Op. Lease: 26%

New Entries in 2Q 2024:

**1 x** A321 NEO

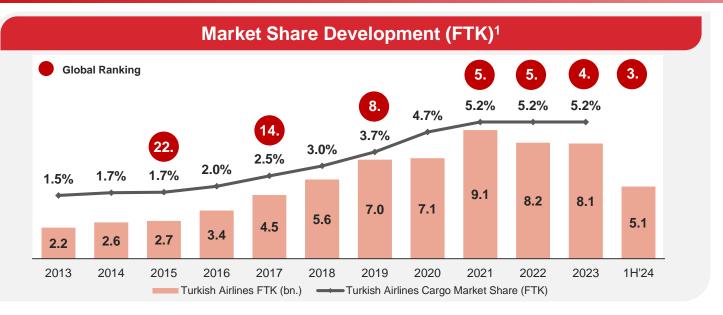
**2** x A350-9

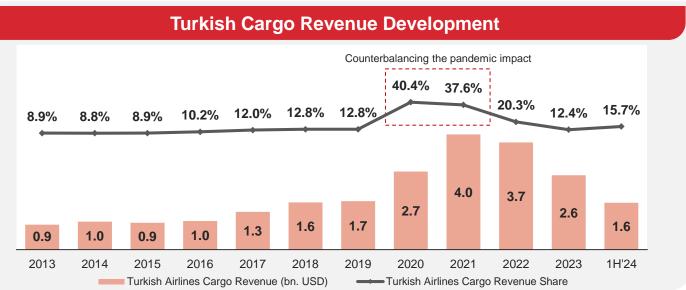
**1 x** B737-8 MAX



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### **Turkish Cargo Overview**





### **Overview**

Flies to 133 countries / 366 destinations with 21 freighters and 437 passenger aircraft.

Ranks 3<sup>rd</sup> globally in terms of FTK<sup>1</sup> in 1H'24.

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 the fast growing express cargo
- segment (e-commerce)
- Growth opportunities in Asia through JVs and commercial partnerships
- Integrated solutions for intermodal transportation



# **AJet – Building a Growth Platform**

## Incorporation

- Incorporated in 2023 as a spinoff of AnadoluJet brand
- Started being independently operational in April 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



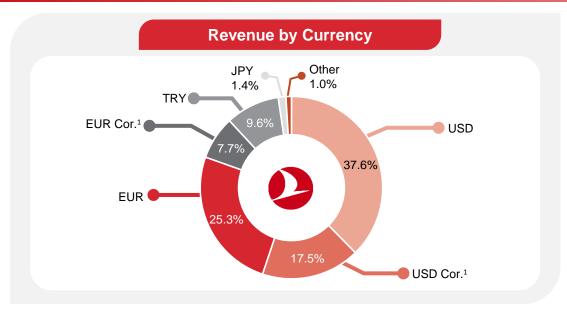
# **Increased Focus on International Operations**

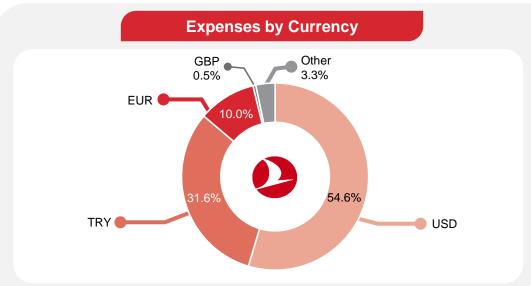
2019	2023	1H'23	1H'24
31	91	81	95
129	177	178	162
13.3%	61.3%	57.7%	57.6%
18%	25%	25%	23%
14.6	20.9	9.3	10.2
11.2	27.4	12.2	13
87.5%	82.3%	80.4%	79.6%
	31 129 13.3% 18% 14.6 11.2	31 91 129 177 13.3% 61.3% 18% 25% 14.6 20.9 11.2 27.4	31     91     81       129     177     178       57.7%     57.7%       18%     25%     25%       14.6     20.9     9.3       11.2     27.4     12.2

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



## **Currency Exposure (1H'24)**

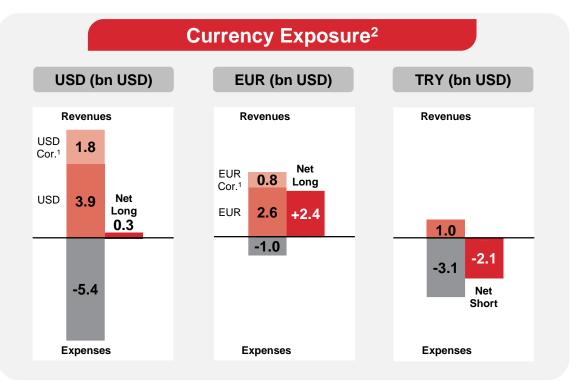




Diversified revenue base increases our ability to adapt to different macro economic conditions.

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

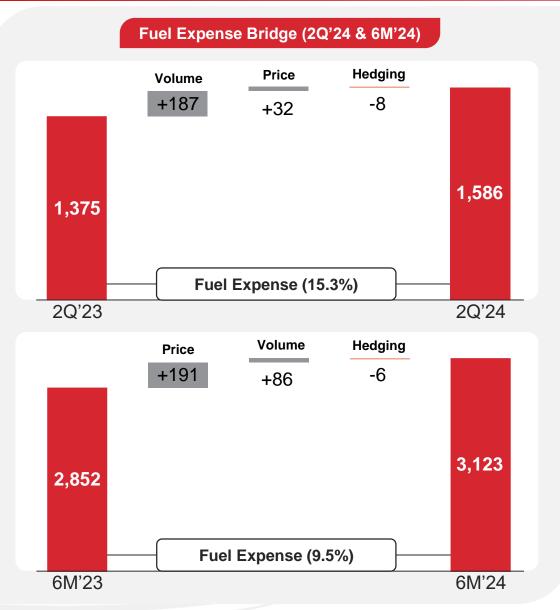
c.65% of our revenues are in hard currencies.

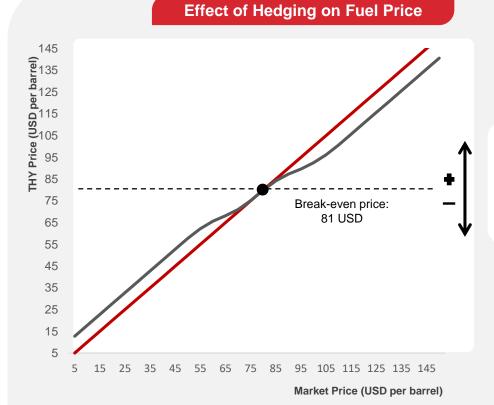




TURKISH AIRLINES 1 Currencies that are highly correlated (85%) with USD and EUR comprise c.90% of our total revenues. <sup>2</sup>85% correlation with USD and EUR considered as USD and EUR correlated respectively.

## **Fuel Expense Bridge and Hedging**





Current fuel hedging levels:

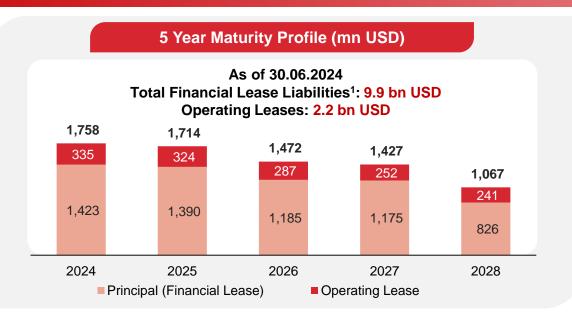
2024: 50%

- · 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.

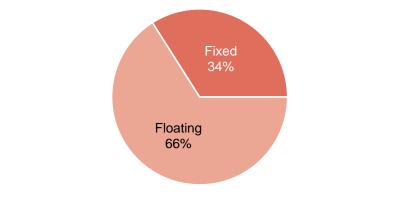




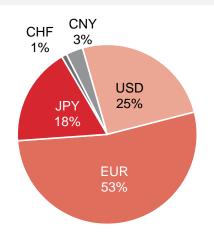
## **Aircraft Financing and Debt Management**







## **Currency Breakdown of Total Lease Liabilities**



### **Financial Lease Debt Service**

(mn USD) 30.06.2024	Outstanding Amount	Maturity	Annual Avg. Debt Repayment
USD	886	10-12 Years	142
EUR	6,408	10-12 Years	933
JPY	2,145	10-12 Years	269
CHF	113	12 Years	26
CNY	369	12 Years	31
Total	9,921		1,402



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

### **EBITDAR Calculation**

2Q'23	2Q'24	Change	EBITDAR (mn USD)	1H'23	1H'24	Change
5,149	5,661	9.9%	Sales Revenue	9,502	10,430	9.8%
3,862	4,570	18.3%	Cost of Sales (-)	7,567	8,815	16.5%
1,287	1,091	-15.2%	GROSS PROFIT / (LOSS)	1,935	1,615	-16.5%
129	112	-13.2%	General Administrative Expenses (-)	227	220	-3.1%
450	469	4.2%	Marketing and Sales Expenses (-)	866	913	5.4%
708	510	-28.0%	NET OPERATING PROFIT / (LOSS)	842	482	-42.8%
100	106	6.0%	Other Operating Income	196	217	10.7%
14	25	78.6%	Other Operating Expense (-)	130	66	-49.2%
794	591	-25.6%	Profit / (Loss) from Main Operations	908	633	-30.3%
121	68	-43.8%	Adjustments	158	121	-23.4%
42	17	-59.5%	Share of Investments' Profit / Loss Accounted by Using The Equity Method	30	19	-36.7%
79	51	-35.4%	Income From Government Incentives	128	102	-20.3%
915	659	-28.0%	EBIT	1,066	754	-29.3%
497	543	9.3%	Depreciation	994	1,074	8.0%
1,412	1,202	-14.9%	EBITDA	2,060	1,828	-11.3%
110	110	-0.1%	Adjusted Operating Lease Expenses <sup>1</sup>	214	212	-1.1%
30	60	98.2%	Adjusted Short term Lease Expenses (Wet-lease) <sup>2</sup>	47	111	136.5%
1,552	1,371	-11.6%	EBITDAR	2,321	2,150	-7.3%
30.1%	24.2%	-5.9 pt	EBITDAR MARGIN	24.4%	20.6%	-3.8 pt

Notes: - For 2Q'24, Turkish Technic's contribution to EBITDAR through consolidation is 140 mn USD (2Q'23: 117 mn USD). - For 2Q'24, adjustments for heavy maintenance of operational lease expenses is 100 mn USD (2Q'23: 107 mn USD).



<sup>&</sup>lt;sup>1</sup> Adjusted for aircraft heavy maintenance. <sup>2</sup> Adjusted for aircraft rent and heavy maintenance portion. (Aprox. 55%)

# **Operational Expense Breakdown**

(mn USD)	1H'23	% in Total	1H'24	% in Total	Change
Fuel	2,852	32.9%	3,123	31.4%	9.5%
Personnel	1,563	18.0%	2,117	21.3%	35.4%
Landing, Navigation & Air Traffic	773	8.9%	830	8.3%	7.4%
Landing and navigation	428	4.9%	443	4.5%	3.5%
Air Traffic Control	345	4.0%	387	3.9%	12.2%
Sales & Marketing	650	7.5%	681	6.8%	4.8%
Commissions and Incentives	314	3.6%	330	3.3%	5.1%
Reservation System	160	1.8%	161	1.6%	0.6%
Advertising	86	1.0%	86	0.9%	0.0%
Other	90	1.0%	104	1.0%	15.6%
Depreciation	994	11.5%	1,074	10.8%	8.0%
Ground Handling	605	7.0%	717	7.2%	18.5%
Aircraft Rent	93	1.1%	216	2.2%	132.3%
Operational Lease	8	0.1%	15	0.2%	87.5%
Wet Lease	85	1.0%	201	2.0%	136.5%
Passenger Services & Catering	416	4.8%	459	4.6%	10.3%
Maintenance	476	5.5%	517	5.2%	8.6%
General Administration	63	0.7%	51	0.5%	-19.0%
Other	175	2.0%	163	1.6%	-6.9%
TOTAL	8,660	100%	9,948	100%	14.9%
Operating Cost per ASK (USc)	7.81	-	8.15	-	4.3%
Ex-fuel Operating Cost per ASK (USc)	5.24	-	5.59	-	6.7%
Fixed Costs	2,295	26.5%	2,877	28.9%	25.4%



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# **Income Statement**

(mn USD)	2019	2020	2021	2022	2023	1H'23	1H'24	YoY Change
Operating Revenue	13,229	6,734	10,686	18,426	20,942	9,502	10,430	10%
Operating Expenses (-)	12,644	7,264	9,411	15,710	18,269	8,660	9,948	15%
of which Fuel	3,873	1,638	2,756	6,467	6,232	2,852	3,123	10%
of which Personnel	2,067	1,097	1,298	2,140	3,256	1,563	2,117	35%
of which Depreciation	1,521	1,659	1,740	1,864	2,035	994	1,074	8%
of which Rent	311	244	197	157	263	93	216	132%
Net Operating Profit / Loss	585	-530	1,275	2,716	2,673	842	482	-43%
Other Operating Income	355	330	174	145	509	196	217	11%
Other Operating Expenses (-)	64	55	35	82	323	130	66	-49%
Profit / Loss From Main Operations	876	-255	1,414	2,779	2,859	908	633	-30%
Income From Investment Activities (Net)	89	179	200	293	868	337	749	122%
Share of Investments' Profit / Loss	82	-87	75	121	232	30	19	-37%
Financial Income	139	72	101	378	611	413	371	-10%
Financial Expense (-)	310	835	767	632	931	552	746	35%
Monetary Gain	-	-	-	-	2	-	-	-
Profit Before Tax	876	-926	1,023	2,939	3,641	1,136	1,026	-10%
Tax (-)	88	-90	64	214	-2,380	268	-143	-
Current Tax Expense	-	-	-28	-35	-66	-6	-	-
Deferred Tax Income	-88	90	-36	-179	2,446	-262	143	-
Net Profit	788	-836	959	2,725	6,021	868	1,169	35%





Assets (mn USD)	2019	2020	2021	2022	2023	30.06.2024
Cash and Cash Eqv. & Short-Term Financial Investments	2,475	1,829	2,682	4,701	6,027	5,799
Trade Receivables	540	637	925	995	856	1,166
Pre-delivery Payment (PDP) Receivables	778	731	546	511	305	528
Other Current Assets	977	981	785	1,018	1,407	2,012
Total Current Assets	4,770	4,178	4,938	7,225	8,595	9,505
Net Fixed Assets <sup>1</sup>	3,643	4,145	4,364	4,723	6,118	6,588
of which Aircraft and Engines <sup>2</sup>	1,493	1,859	2,041	2,351	3,678	4,101
Rights of Use of Assets	13,618	14,777	15,110	16,577	16,928	17,006
Pre-delivery Payment (PDP) Receivables	761	515	279	291	501	400
Other Non-Current Assets	15,550	16,692	16,956	18,705	20,457	21,097
<b>Total Non-Current Assets</b>	19,954	21,352	21,599	23,719	27,076	28,083
Total Assets	24,724	25,530	26,537	30,944	35,671	37,588
Liabilities (mn USD)	2019	2020	2021	2022	2023	30.06.2024
Lease Obligations	9,919	11,307	10,244	10,766	11,812	11,536 1,407
Bank Borrowings	3,453	5,394 580	4,659	3,273	2,435	•
Passenger Flight Liabilities	1,032	861	1,216 891	2,291	2,656	3,850
Accounts Payable Other Liabilities	1,130			1,200	1,291	1,510
Total Liabilities	2,326	2,005	2,690	3,672	1,914	2,257
Total Shareholders Equity	17,860 6,864	20,147 5,383	19,700 6,837	21,202 9,742	20,108 15,563	20,560 17,028
of which Issued Capital	1,597	1,597	1,597	1,597	1,597	1,597
of which Retained Earnings	•	•	1,597 4,406	,	8,097	1,597 14,118
· ·	4,463 -184	5,246 -201	•	5,405 -294	•	-211
of which Differences from Currency Translation			-275		-221	
of which Net Profit for the Period	788	-836	959	2,725	6,021	1,169
Total Liabilities & Shareholders Equity	24,724	25,530	26,537	30,944	35,671	37,588

TURKISH AIRLINES

1 Investment Property is included.
2 Before 2019 values include leases. After 2019 values show only unencumbered aircraft & engine values.

# **Subsidiaries & Affiliates**

30.06.2024	Field of Activity	Revenue (mn USD)	Number of Personnel	Partnership Structure
Turkish Airlines (Türk Hava Yolları A.O.) 12	Transportation	10,430	33,486	49.1% Türkiye Wealth Fund - 50.9% Open to Public
1 Turkish Technic Inc.	MRO	-	10,759	100% Turkish Airlines
2 Turkish Airlines Technology Inc.	IT	-	1,562	100% Turkish Airlines
3 Turkish Flight Training and Airport Operations Inc.	Flight Trainings & Airport Operations	-	165	100% Turkish Airlines
4 AJet Hava Taşımacılığı A.Ş.	Transportation	-	2,200	100% Turkish Airlines
5 Turkish Airlines Air Cargo Transport Inc.	Cargo	-	13	100% Turkish Airlines
6 Turkish Support Services Inc.	Support Services	-	10,525	100% Turkish Airlines
7 Turkish Airlines Financial Technologies Inc.	Payment Systems	-	5	100% Turkish Airlines
8 Turkish Cabin Interior Systems Inc.	Cabin Interior	-	567	80.1% Turkish Airlines & Turkish Technic - 17% TUSAS – 2.9% HAVELSAN
9 Turkish Fuel Services Inc.	Fuel	1,722	129	25% Turkish Airlines - 25% Taya - 25% Demiroren - 25% Zirve
10 Sun Express Aviation Inc.	Transportation	710	4,097	50% Turkish Airlines - 50% Lufthansa
11 Turkish Opet Aviation Fuels Inc.	Fuel	353	547	50% Turkish Airlines - 50% Opet
12 Turkish Ground Services Inc.	Ground Services	369	20,189	50% Turkish Airlines - 50% Havas
13 Turkish Do&Co Catering Services Inc.	Catering	276	6,774	50% Turkish Airlines - 50% Do&Co
14 Pratt&Whitney Turkish Engine Center Co. Ltd.	MRO	217	501	51% P&W - 49% Turkish Technic
15 We World Express Limited	Cargo	40	68	45% Turkish Airlines - 45% ZTO - 10% Pal Air
16 Goodrich Turkish Technic Service Center Co. Ltd.	MRO	20	71	60% Collins Aerospace - 40% Turkish Technic
17 Air Albania SHPK	Transportation	-	162	49% Turkish Airlines - 41% MDN Inv 10% Albcontrol
	Total		91,820	



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



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e-mail: ir@thy.com

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