

# **TAV Airports Holding**Management Presentation

September 2008







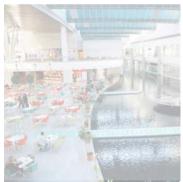






- TAV Airports Business Overview
- TAV Airports Operations
- TAV Airports Financial Overview
- Conclusion











Istanbul Atatürk Airport

## **TAV Airports Overview**



### **Airports**



### Turkey

- Istanbul Ataturk Airport (100%),
- Ankara Esenboğa Airport (100%),
- Izmir Adnan Menderes Airport (Intl. Terminal) (100%),
- Gazipasa Airport (100%)

### Georgia

 Tbilisi International Airport and Batumi Airport (60%)

#### Tunisia (1)

 Monastir and Enfidha Airports (100%)

### **Duty Free**



### ATÜ (50%)

- Largest duty free operator in Turkey
- Partner with Unifree
   leading German
   travel retailer
   (Travel Value)



# Food and Beverage



### BTA (67%)

- 106 outlets with a total seating capacity of 10,400 in Turkey and Georgia
- Operates Istanbul Airport Hotel
- Bakery & pastry factory serving in Turkey



# Ground Handling



### Havaş (100%)(3)

- Traffic, ramp and cargo handling
- Major groundhandler in Turkey with a c.51%<sup>(2)</sup> share
- Operates in 18
   airports in Turkey
   including Istanbul,
   Ankara, Izmir and
   Antalya



### Other



### O&M, IT and Security

- TAV O&M (100%):
  - Commercial area allocations
  - CIP / VIP
  - Maintenance
- TAV IT (97%):
  - Airport IT services
- TAV Security (67%):
  - Security service provider in Istanbul, Ankara and Izmir

Revenues 1H08 (3)

€161m

€73m

€27m

€52m

€23m

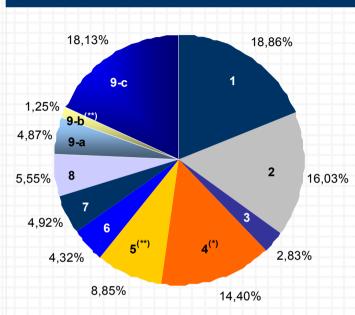
Notes:

- (1) We had signed Tunisia Enfidha and Monastir airports concession agreements on May 18, 2007 and we started operations in Monastir Airport on January 1, 2008.
- (2) Based on number of flights for 1H08
- (3) Revenues represent the proportional interest of these companies in TAV Airports (e.g. 50% of ATÜ revenues, 60% of TAV Georgia for whole period) (before eliminations)

# **Ownership Structure**







- \* 34,875,000 of the shares owned by Goldman Sachs that correspond to 14.4% of our issued and outstanding share capital have been provided by Tepe, Akfen Holding and Sera to Goldman Sachs as collateral and the title of those shares have been transferred to Goldman Sachs for this purpose. A pledge granted by Goldman Sachs in favour of Tepe, Akfen Holding and Sera exists on those shares. As a result, the voting rights, right of receiving dividends, preemption rights for participating in cash share capital increase in connection with those (except for acquiring gratis shares under any share capital increase) belong to Tepe, Akfen Holding and Sera.
- \*\* 3,017,688 shares (1.25% stake) held by Meinl Airports International ("MAI") is shown among floating shares, hence MAI owns 10.1% of our share capital

### Founding shareholders

- Tepe Turkish integrated conglomerate focused on infrastructure and construction
- Akfen holding company operating in the construction, tourism, foreign trade, insurance and natural gas sector
- Sera Yapi Endustrisi family of Dr. Sani Sener, CEO of TAV Airports

### Other shareholders

- 4. Goldman Sachs (Dec 2006) \*
- Meinl Airports International \*\*
- Babcock & Brown infrastructure fund (Dec 2006)
- IDB Infrastructure fund Bahrain based private investment vehicle affiliated with the Islamic Development Bank (Apr 2006)
- Other Non-floated
- 9. Free Float (24.24%)
  - a) Global Investment House a Kuwait based fund (Aug 2006)
  - b) Meinl Airports International \*\*
  - c) Other Free Float

# **Investment Highlights**



#1 Airport Terminal Operator in Turkey

- **▶** Buoyant Turkish economy (2001-2007 CAGR<sup>(1)</sup> = 6.8%)
- ► Strong passenger growth (2001-2007 CAGR<sup>(2)</sup> = 10.7%)
- ▶ Diversified portfolio with leading market position (45% market share<sup>(3)</sup>)
- ► Large catchment areas

Clear Regulatory Framework and Earnings Visibility

- ► Agreed regulatory framework providing hard currency fees
- ▶ Long-term concessions (Istanbul: 2021, Ankara: 2023, Tbilisi: 2027, Tunisia: 2047)
- ▶ Fixed cost base and minimal ongoing maintenance capex(⁴)

Well
Positioned
for
Growth

- ▶ Deregulation of domestic market
- ▶ Strategic shareholder base and internationally recognised JV partners
- ▶ Well positioned to win domestic and international concessions
- ▶ Development of the service business (e.g. ATÜ, BTA, Havaş)

Notes: (1) TURKSTAT

- (2) Istanbul Ataturk Airport (excluding transit passengers)
- (3) Based on 2007 number of passengers
- (4) Minimal capex on existing concessions as all terminals are brand new. Also, the lease agreement for Istanbul mentions no additional mandatory capex for TAV

# **Turkey is a Fast Growing Market**



### **Attractive Market Conditions**

- GDP growth 6.8%<sup>(1)</sup> over the last six years
- In 2007 foreign visitors amounted 23.3m<sup>(2)</sup> (tourism approx 5% of GDP)
- 2nd largest country in Europe (population: 71m)<sup>(1)</sup>
- Current passport holders represent only 11% of the Turkish population, while 50 million are under the age of 30 (3)
- Deregulation of domestic market
- Limited alternative transport infrastructure
- From 1991 to 2007, the annual Turkish passenger growth rate was 11.9% pa, despite events such as the wars in Iraq, earthquakes, terrorist attacks, economic crisis (4)

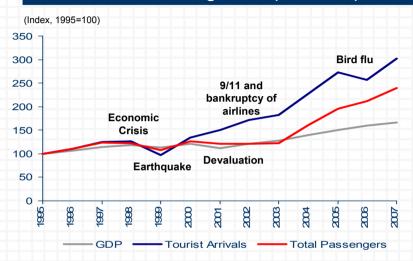
Notes: (1) TURKSTAT

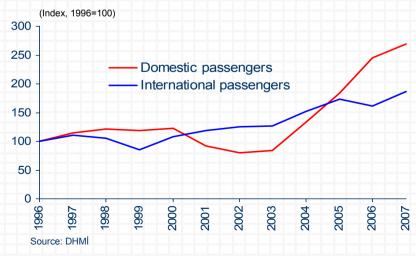
(2) Ministry of Culture and Tourism

(3) TURKCELL Survey

(4) DHMİ







# **Earnings Visibility**



	Aviation		Non-Aviation
Istanbul	Agreed passenger service charge  ■ \$15 per intl. pax  ■ €3 per dom. pax		Duty Free available to <u>all</u> international inbound and outbound passengers
Ankara	Revenue guarantees  ■ €15 per intl. pax  ■ €3 per dom. pax  ■ Fixed PSC → €13m + 5% volume growth p.a.	Duty Free and Catering	Increased number of shops, improved selection of products and check-in / security procedures enhanced
Izmir	Revenue guarantees ■ €15 per intl. pax ■ Fixed PSC → €15m +3% volume growth p.a.	ļ	Potential to enter local in-flight catering market by 2009
Tbilisi	Agreed passenger service charge ■ \$22 per intl. pax – growing at 2% p.a. ■ Fixed \$6 per dom. pax		
Batumi	Agreed passenger service charge  \$ 12 per intl. pax  \$ 7 per dom. pax	Other	High margin and operational leverage  Minimal maintenance capex requirement
Monastir & Enfidha	Agreed passenger service charge ■ €8.25 per intl. pax in 2008 ■ €9 per intl. pax in 2009		

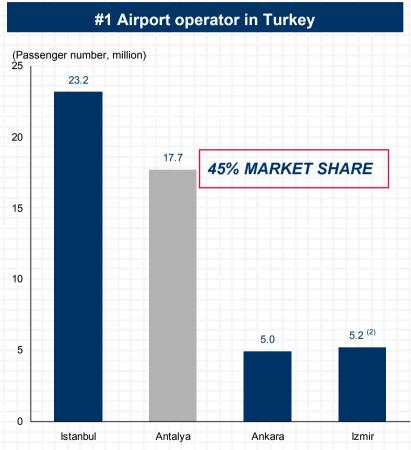
Note:

# We are the #1 Airport Operator in Turkey





- TAV operates 3 of the 4 largest airports in Turkey
- TAV is the leading airport operator in Turkey with a 45% market share
- The airport terminals which we operate in Turkey handled 27.3 million passengers in 2006 and 29.8 million in 2007<sup>(1)</sup>



Source: DHMI, Passenger figures for 2007 Notes: (1) Excluding transit passengers

(2) TAV only operates the international terminal, which had 1.6m passengers in 2007

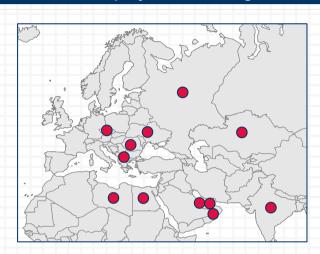
# **Developments and Strategy**



### **Developments after the IPO:**

- May 18, 2007 A concession agreement for Tunisia Enfidha and Monastir airports is signed.
- May 26, 2007 TAV is granted the operation of the Batumi Int. Airport for 20 yrs. and the airport started operations
- August 31, 2007 TAV is awarded the tender of Antalya-Gazipasa Airport, lease period of 25 yrs
- January 1, 2008 TAV started operating Monastir Airport
- January 7, 2008 Antalya-Gazipasa Airport concession agreement is signed.
- March 5, 2008 IPO of Havaş is decided
- March 10, 2008 TAV Istanbul refinancing
- March 14, 2008 TAV placed a bid for Abu Dhabi Airport project for the first stage
- April 25, 2008 The project financing agreement signed between TAV Tunisie and lenders
- May 02, 2008 TAV awarded for the second stage of Abu Dhabi Airport project tender
- May 30, 2008 TAV is awarded the prequalification for the tender in Macedonia
- July 30, 2008 TAV submitted a pq application for the tender of SJSC Riga International Airport
- **August 13, 2008** TAV has been prequalified to bid for the tender of Pulkovo Airport
- August 25, 2008 TAV was the only company which has submitted a bid for Macedonia tender

### Potential projects in the region



- Alexander the Great Airport and St. Apostle Paul Airport (Macedonia)
- Abu Dhabi International Airport
- Pilsen Airport (Czech Republic)
- Lahr Airport (Germany)
- SJSC Riga International Airport (Latvia)
- Pulkovo Airport (St. Petersburg)
- Greater Noida (India)

### **Traffic Performance**



# In the first seven months (January-July period)

### Passenger:

- 20.2 million total passenger, 4% growth
   (8.1 million int'l passenger in Istanbul Ataturk, 8% growth)
- Total int'l passenger traffic grew 7%
- 1% growth in domestic passenger traffic

### **Air Traffic Movement:**

- 206 thousand ATM, 4% growth
- Int'l ATM grew 7%
- 1% growth in domestic ATM

TAV Passenger Figures (million pax)								
Airports	2004	2005	2006	2007	Δ	7M07	7M08	Δ
Istanbul Ataturk	15.6	19.3	21.3	23.2	9%	13.1	13.6	4%
Int'l	10.2	11.8	12.2	13.6	12%	7.5	8.1	8%
Dom.	5.4	7.5	9.1	9.6	6%	5.6	5.5	-1%
Ankara Esenboga	3.3	3.8	4.5	4.9	9%	2.9	3.0	3%
Int'l	1.1	1.2	1.2	1.3	7%	0.8	0.7	-8%
Dom.	2.2	2.6	3.3	3.6	10%	2.1	2.3	7%
Izmir A.Mend. (int'l)	1.5	1.7	1.5	1.6	10%	8.0	0.9	8%
Monastir Airport	3.7	4.1	4.2	4.2	1%	2.2	2.2	1%
Georgia (inc. Batumi)	0.4	0.5	0.6	0.7	16%	0.3	0.5	47%
TAV Total	24.5	29.4	32.0	34.6	8%	19.4	20.2	4%
Int'l	16.9	19.3	19.6	21.4	9%	11.7	12.4	7%
Dom.	7.6	10.1	12.4	13.2	7%	7.7	7.8	1%

	<b>TAV Air</b>	Traffic	Moven	nents (	(000)			
Airports	2004	2005	2006	2007	Δ	7M07	7M08	Δ
Istanbul Ataturk	171.5	204.2	225.5	243.4	8%	138.8	146.4	5%
Int'I	112.3	123.4	130.5	142.5	9%	80.3	87.7	9%
Dom.	59.2	80.8	95.0	100.9	6%	58.5	58.7	0%
Ankara Esenboga	33.9	39.8	47.4	50.1	6%	29.4	29.1	-1%
Int'I	10.6	10.7	12.5	13.7	9%	7.8	7.0	-10%
Dom.	23.3	29.1	34.9	36.4	4%	21.6	22.1	2%
Izmir A.Mend. (int'l)	11.1	12.4	11.5	13.1	14%	7.0	7.2	3%
Monastir Airport	27.9	31.1	35.2	34.6	-2%	18.7	18.2	-3%
Georgia (inc. Batumi)	5.0	5.6	5.4	6.9	28%	3.4	4.9	43%
TAV Total	249.4	293.1	325.0	348.1	7%	197.2	205.8	4%
Int'l	166.9	183.2	194.5	209.9	8%	116.7	124.5	7%
Dom.	82.5	109.9	130.5	138.2	6%	80.5	81.3	1%

Source: Turkish State Airports Authority (DHMI), Georgian Civil Aviation Authority, TAV Tunisie

### **Outlook**





- 16% YoY passenger growth in full year of 2005
- 10% YoY passenger growth in full year of 2006
- 9% YoY passenger growth in full year of 2007
- 7% YoY passenger growth in the first half of 2008

Source: DHMI, Georgian Authority
(\*) Combined figures for terminals operated by TAV Airports



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Ankara Esenboğa

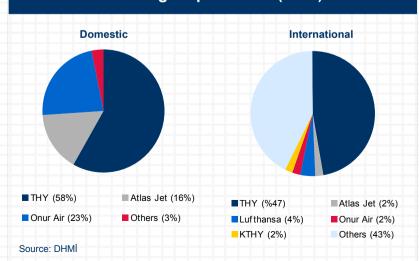
# Istanbul Atatürk Airport (100% owned)



### **Growing Passenger volume and Revenues**

- 8% YoY int'l passenger volume growth in 1H08
- Revenue of €126.4 million in 1H08, up 10%
- €92.4 million EBITDAR in 1H08, implies 9% growth and 73% margin

### Passengers per airline (2007)

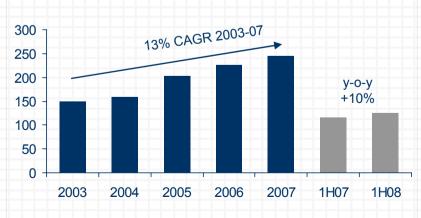


### Passenger traffic 2001-2008 (m)



### Source: DHMI, Terminal passenger figures exclude transit passengers

### Revenue (€m)



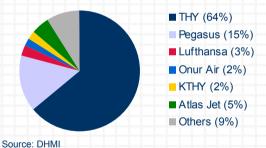
# **Managing our Diversified Portfolio**



### **Ankara Esenboga Airport** (100% owned)

- Operations commenced in October 16, 2006.
- With the new terminal and relieved capacity constraints, Ankara is expected to grow in the coming years

### Passengers per airline (2007)



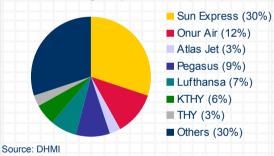
Total passengers (million)



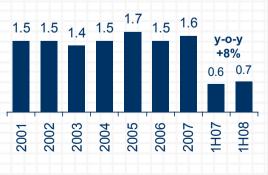
### **Izmir Adnan Menderes Airport** (100% owned)

- Operations commenced in September 13, 2006.
- Diversified customer base
- Talks with Euro flag carriers to fly direct

### Passengers per airline (2007)



### Total passengers (million) (\*)



Source: DHMI, (\*) International passengers only

### **Tbilisi International Airport** (60% owned)

- Operations in new terminal commenced in February 7, 2007.
- Capturing 98% of all air traffic in Georgia
- ATÜ and BTA started to operate in the new terminal

#### Passengers per airline (2006)



Source: Georgian Civil Aviation Authority

### Total passengers (000's)



# **Concession agreement in Tunisia**



### Airports in Tunisia



Monastir and Enfidha (50-60 km from Monastir) airports are located in a tourism region of Tunisia and almost all passengers are international

- March 16, 2007 We had submitted the best bid for the operation of Tunisia Enfidha and Monastir airports tenders
- April 9, 2007 We had decided to form the company TAV Tunisie SA, fully owned by TAV Airports Holding
- May 18, 2007 We had signed Tunisia Enfidha and Monastir airports concession agreement
- The concession periods of both airports will last until May 2047
- The operation of the Monastir and Enfidha Airports will cover all airport activities excluding the air traffic control
- The concession rent fee:
  - For the Monastir Airport, 33.7% and 11.7% of the annual revenues for 2008 and 2009 respectively, or minimum €14.8 mn p.a.
  - It will increase in a linear rate between 11% to 26% of the annual revenues of the Monastir and Enfidha Airports

# Monastir and Enfidha concession agreement



### **Existing airport concession in Monastir:**

- The operation is started as of January 1, 2008
- Declared capacity of 3.5m passengers per year
- In 2007, it has served 4.3 million passengers mainly tourists using charters
- The passenger service charge: €8.25 in 2008 and €9 in 2009, for the outgoing international passengers.
- The authorities have not guaranteed any number of passengers.
- For the Monastir Airport, there are service companies with ongoing current contracts.

### **BOT** airport concession in Enfidha:

- Building this airport, as Monastir airport capacity cannot be extended
- The operation shall be undertaken following the completion of the investment (latest October 2009)
- Formal capacity will gradually increase from 7m to 22m passengers over time
- The group companies within the TAV Airports Holding Inc. (ATÜ, BTA, HAVAŞ, TAV O&M, etc.) will serve at the Enfidha Airport.
- Initial investment of approximately €400m, 30% of which will be financed by equity and 70% by debt
- Project financing agreement is signed with IFC and creditor banks under IFC
- The average cost of €392.5 mn loan is Euribor+215 base points with the grace period of until Dec 2010
- Final term is 20 years (average term is 12.5 years)

# **ATU Duty Free (50% owned)**

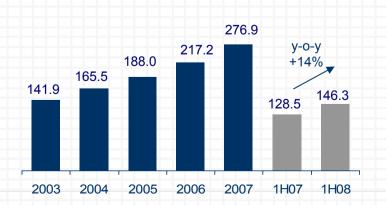


- ATU is the sole duty free operator at Istanbul Ataturk, Ankara, Izmir, Tbilisi and Batumi
- Competitive concession fee (~43%) paid to TAV for ATÜ-operated shops in Ataturk Airport
- Spending per pax increased from €15.6 in 1H07 to €16.0 in 1H08, mainly because of new layout of duty free area at Istanbul Ataturk Airport.
- Spending per pax increased to €14.0 (1H07: €11.8) in Ankara Esenboga
- ATÜ also pursues tenders outside TAV operations

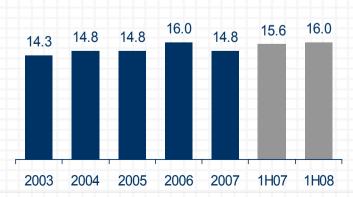
Financial Data							
(6)	0000	2007		41107	41100		
(€ m)	2006	2007	Δ	1H07	1H08	Δ	
Total Revenues	217.2	276.9	27%	128.5	146.3	14%	
EBITDA	7.6	17.6	132%	7.3	12.0	65%	
EBITDA Margin	3.5%	6.4%	-	5.7%	8.2%	-	
Spend per pax (€)	16.0	14.8	-7%	15.6	16.0	3%	

Note: Figures imply 100% of ATU

### Revenue (€m)



### Spend per pax (€)\*



\* 2007 and 2008 duty-free spend per pax includes Istanbul, Ankara & Izmir; while previous periods indicate Istanbul only

# **BTA Catering Services (67% owned)**

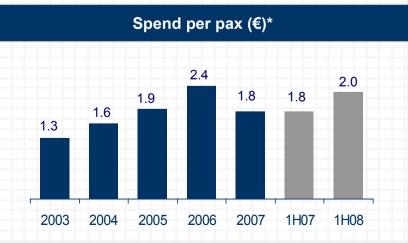


- BTA is the food and beverage operator at Istanbul Ataturk (Int'I), Ankara, Izmir, Tbilisi and Batumi
- Total revenue increased by 19% in 1H08, reflecting the increase in per pax spend and improvement of Cakes&Bakes operations.
- Concession fees: BTA pays c40% of its revenues to TAV
- Spend per pax increased from €1.8 in 1H07 to €2.0 in 1H08.
- BTA is in negotiations to provide in-flight catering operations within the local market by 2009

Financial Data						
(€ m)	2006	2007	Δ	1H07	1H08	Δ
Total Revenues	35.0	50.3	44%	22.7	27.0	19%
EBITDA	3.0	-0.2	n.m.	1.5	0.2	n.m.
EBITDA Margin	8.6%	n.m.	-	6.7%	0.8%	- 1
Spend per pax (€)	2.4	1.8	-25%	1.8	2.0	10%

Note: Figures imply 100% of BTA





<sup>\* 2007</sup> and 2008 food & beverage spend per pax includes Istanbul, Ankara & Izmir; while previous periods indicate Istanbul only

# Havaş Ground Handling (100% owned)(\*)



- Total revenue of Havas increased by 14% in 1H08, with 19% YoY growth in ground handling revenues.
- Favourable market characteristics with only two operators
- Currently operating at 18 airports in Turkey
- Formed strategic partnership with Cyprus Turkish Airlines (KTHY) to undertake ground handling operations in Nothern Cyprus (Ercan Airport)

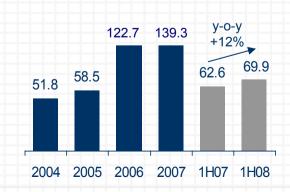
Financial Data								
(€ m)	2006	2007	Δ	1H07	1H08	Δ		
Total Revenues	102.2	108.1	6%	45.4	51.7	14%		
EBITDA	8.7	20.3	132%	7.9	7.3	-8%		
EBITDA Margin	8.5%	18.7%	-	17.4%	14.1%	-		
# Aircrafts handled ('000)	122.7	139.3	14%	62.6	69.9	12%		

Note: Figures imply 100% of HAVAS

### Revenue (€m)



### # Aircrafts handled ('000)



<sup>\*</sup> TAV increased its stake in Havaş to 100% in Nov 2007.

### **Other Services**



 Other services income mainly contains incomes from maintenance, CIP lounge services, security services and software sales.

### TAV O&M (100%), incorporated in 2004

- Commercial area allocations and maintenance
- CIP / VIP

### **TAV IT** (97%), become a separate entity in 2005

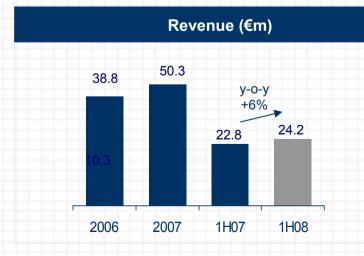
Airport IT services, software and hardware sales

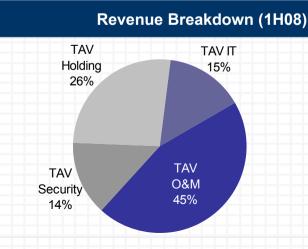
### TAV Security (67%), became a separate entity in 2006

 Security service provider in Istanbul, Ankara and Izmir

Financial Data							
(€ m)	2006	2007	Δ	1H07	1H08	Δ	
Total Revenues	38.8	50.3	30%	22.8	24.2	6%	
EBITDA	6.7	-6.6	n.m.	-2.8	-1.4	-50%	
EBITDA Margin	17.3%	n.m.	-	n.m.	n.m.	-	

Note: All periods include TAV Holding, TAV O&M, TAV IT and TAV Security







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Izmir Adnan Menderes International Terminal

### **Revenue Profile**



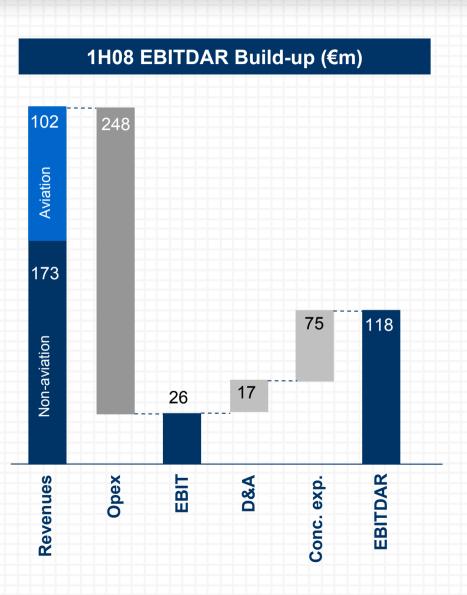
	TAV Air	ports Revenues	;		
(€ million)	2006	2007	1H07	1H08	Change
Airports	247	314	138	161	17%
Istanbul	227	244	115	125	10%
Others	19	70	22	35	56%
Services	244	313	137	176	28%
ATU (50%)	109	138	64	73	14%
ВТА	35	50	23	27	19%
Havas (60%) <sup>(*)</sup>	61	74	27	52	90%
Others	39	50	23	24	6%
Total	490	627	275	337	23%
Eliminations	-89	-119	-54	-63	
Consolidated	402	508	221	275	24%

- ▶ Total revenues increased by 24% to €275 million in 1H08.
- ► There is no historical financial information for Ankara, Izmir and Tbilisi (only passenger data) for 2006— in 2007 the volumes at these airports were approximately 31% of Istanbul's volumes
- ► Services commenced operations at the new airports in the last months of 2006 → 2007 was the first full year of operations at Ankara, Izmir and new terminal of Tbilisi.

<sup>(\*)</sup> Fully consolidated for 4Q07 and 1H08 while 60% proportionally consolidated before

# **EBITDAR** Build-up





- ► Total operating income increased by 24% to €274.5 million in 1H08
- ► Aviation operations (including ground handling), account for 37% of total operating income and non-aviation operations account for 63% of total operating income in 1H08.
- ➤ Operating expenses increased by 16% to €248.5 million in 1H08
- ►EBITDA: reached €43 million in 1H08, which was €20.7 million in 1H07.
- ► Concession rent expenses increased by 8% to €75.4 million in 1H08, due to the concession payment for Monastir Airport
- ►EBITDAR rose by 31% to €118.3 million in 1H08, implying 43.1% margin.

## **EBITDAR Profile**



TAV Airports EBITDAR (*)							
(€ million)	2006	2007	1H07	1H08	Change		
Airports	151	200	83	104	25%		
Istanbul	150	180	85	92	9%		
Others	1	20	-2	11	n.m		
Services	19	14	7	12	71%		
ATU (50%)	4	9	4	6	65%		
BTA	3	0	2	0	n.m		
Havas (60%)(**)	5	12	5	7	54%		
Others	7	-7	-3	-1	n.m		
Total	170	214	90	116	29%		
Eliminations	0	4	1	3			
Consolidated	170	218	91	118	31%		

- ▶EBITDAR rose by 31% to €118.3 million in 1H08, implying 43.1% margin.
- ▶ Istanbul has a good like-for-like EBITDAR track record

<sup>(\*)</sup> EBITDAR figure for Istanbul includes concession rent expense

<sup>(\*\*)</sup> Fully consolidated for 4Q07 and 1H08 while 60% proportionally consolidated before

# **1H08 Financial Summary**



	TAV Airports Con	solidated– 1H0	8	
(€ million)	Revenues	EBITDAR(*)	EBITDAR <sup>(*)</sup> Margin	Net Debt
Airports	161	104	64%	540
Istanbul	126	92	73%	313
Ankara	10	0	0%	120
Izmir	6	-1	-17%	75
Tbilisi (60%)	5	2	43%	19
Batumi	0	0	17%	(
Tunisie	15	10	68%	14
Gazipasa	0	0	-	(
Services	176	12	7%	210
ATU (50%)	73	6	8%	14
BTA	27	0	1%	(
Havas (**)	52	7	14%	-(
Others	24	-1	-6%	203
Total	337	116	34%	750
Eliminations	-63	3		-{
Consolidated	275	118	43%	742

<sup>(\*)</sup> EBITDAR figure is used for Istanbul (\*\*) Fully consolidated for 4Q07 and 1H08  $\,$  while 60% proportionally consolidated before



- TAV Airports Business Overview
- TAV Airports Operations
- TAV Airports Financial Overview
- Conclusion











Istanbul Atatürk International Arrivals

### **Outlook**



# Traffic passenger growth

► THY joined Star Alliance in April 2008 → expected to boost pax by 2 million

# Commercial revenues

- ▶ ATÜ and BTA expected to increase revenues at new airports
- ► All international passengers eligible for duty free (departing and arriving)
- ▶ BTA potential from in-flight catering operations within local market (2009)

### **New concessions**

- ▶ 2007 was the first full year of operations at Ankara, Izmir and Tbilisi
- ▶ Recently won two concessions in Tunisia and one in Turkey (Gazipasa)
- ▶ Started operations in Batumi Airport in 2007 and Monastir Airport in Tunisia in 2008

### Capex

▶ Minimal maintenance capex on existing concessions as all terminals are brand new

### Conclusion





Turkish GDP, Population & Tourist Growth

\$ / € Based Charges

**Diversified Portfolio** 

### ✓ Attractive Business Model

Minimal Ongoing Maintenance Capex High Future Margins &
Operational Leverage = Best-inclass FCF Conversion

### ✓ Enhanced Platform

New strategic investors, enhanced corporate governance & strengthened capital base





# **Appendix**











Istanbul Atatürk
International Terminal

### **Share Performance**



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	neinr	I Price
<u> </u>	OSILIE	Price

**Market Cap** 

Avg. Daily Volume

**Free Float** 

Foreign ownership

TRY 7.30 (US\$ 6.18) per share

US\$ 1,498 mn

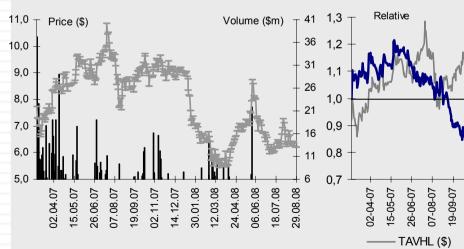
US\$ 2.4 mn (last 3 months)

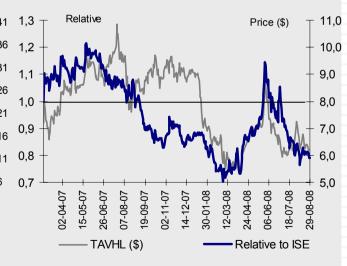
24.24%

91.2% of free float

	Share Price Performance						
	YTL	USD	Relative to ISE-100				
Weekly	-4%	-4%	-2%				
1M	-4%	-2%	-6%				
3M	-25%	-22%	-26%				
Since IPO	-27%	-14%	-21%				

Market Performance





# **Concession Overview**



Airport	Type / expire	TAV stake	Scope	2007 Pax (mppa)	Fee/pax Intern'l	Fee/pax domestic	Volume guarantee	Concession fee	Net Debt (*)
Istanbul Ataturk	Concession (2021)	100%	Intl + dom	23.2	US\$15	€3	No	\$165m/yr	€313m
Ankara Esenboga	BOT (2023)	100%	Intl + dom	4.96	€15	€3	0.6m Dom. 0.75 Int'l for 2007 + 5% p.a.	-	€120m
Izmir A Menderes	BOT (2015)	100%	Intl	1.60	€15	-	1.0m Int'l for 2006 + 3% p.a.	-	€75m
Tbilisi	BOT (2027)	60%	Intl + dom	0.62	US\$22 (+ 2% p.a.)	US\$6	No	-	€19m
Batumi	BOT (2027)	60%	Intl + dom	-	US\$12	US\$7	No	-	-
Monastir & Enfidha	BOT + concession (2047)	100%	Intl + dom	4.3	€8.25 in 2008 €9 in 2009	€8.25 in 2008 €9 in 2009	No	11-26% of revenues from 2010 to 2047	€14m

### **Historic Overview**



- Established under the name of Tepe Akfen Vie Yatirim Yapim ve Isletme A.S.
- Tepe and Akfen, together with Flughafen Wien A.G. ("Vie") successfully tendered for BOT project for Istanbul Atatürk Airport

1998

- Concession deadline 7th May 2004
  - BTA Catering Services was founded

### May 2004

 BTA started operating the Istanbul International Airport Hotel

#### August 2004

 Executed the BOT agreement for Ankara Esenboğa International Airport (right to operate through mid-2023)

2002

### September 2004

TAV O&M incorporated

2001

#### March 2006

 TAV Security became a separate entity August 2006

 Name changed to TAV Havalimanlari Holding A.S.

### September 2006

 Completed the construction of Izmir Adnan Menderes Airport's international terminal

### October 2006

2004

 Ankara Esenboğa's new domestic and international terminals completed

2005

2006

2007

January 2000

1997

- ATÜ began operations
- International terminal building completed c.8 months ahead of schedule

#### **June 2000**

 Concession agreement extended through to 2<sup>nd</sup> July 2005 in return for a 30% enlargement of the int'l terminal

#### **June 2005**

1999

 TAV won the tender for Ataturk Airport to operate for 15.5 years (through 2<sup>nd</sup> Jan 2021)

### **July 2005**

TAV acquired 60% of Havaş shares

2000

 TAV obtained control of the BOT for Izmir Adnan Menderes Airport (right to operate through Jan 2015) through the acquisition of Havas

#### August 2005

TAV IT became a separate entity

### September 2005

 TAV Urban Georgia LLC won the BOT tender for the Tbilisi Airport (10.5 years operating contract) with a 9.5-year extension granted in return for the re-development of the Batumi Airport

### February 2007

2003

 IPO: TAV Havalimanlari Holding offered 44.56 million of its shares to public

### March 2007

 TAV won the tender to operate Monastir and Enfidha Airports in Tunisia for 40 years

### May 2007

TAV started to operate Batumi Airport

### **July 2007**

 TAV acquired remaining 25% of TAV Esenboga and 5% of TAV Izmir

#### August 2007

 TAV is awarded the tender of Antalya-Gazipasa Airport

#### November 2007

TAV increased its stake in Havaş to 100% from 60%

# **Board of Directors**



	Positions within TAV Airports and other companies
Hamdi Akın Chairman	Chairman of Akfen Holding Member of Ankara Chamber of Commerce (ATO) and Turkey Industrialists' and Businessmen's Association
Ali Haydar Kurtdarcan Vice Chairman	Chairman of Tepe Construction Ind. Inc
Dr. Sani Şener Member and CEO	Chief Executive Officer of TAV Airports
Ibrahim Suha Guçsav Member	Vice Chairman of Akfen Holding
Ilhan II Member	Chairman and member of the Board of several Tepe Group companies
Mustafa Kalender Member	Member of the Boards of Tepe Group companies
Süleyman Son Member	General Manager and Board member of Tepe Construction
Irfan Erciyas Member	Board member of Akfen Holding
Şeref Eren Member	Advisor, TAV Airports
Mehmet Erdoğan Member	External Affairs Coordinator, TAV Airports
Mumtaz Khan Member	Chairman and CEO of Emerging Markets Partnership (Bahrain)
Shailesh Kumar Dash Member	Global Investment House (Kuwait)
James Bernard Farley Member	Babcock & Brown
Dr. Cem Kozlu Independent member	Independent Board Member
Pierre de Champfleury Independent member	Independent Board Member

# **Consolidated Income Statement**



(€ million)	2006	2007	1H07	1H0
Construction revenue	-	-	16.1	108
Operating income	381.8	487.2	211.9	261
Other operating income	20.0	20.3	8.7	12
Construction expenditure	-	-	(16.5)	(103.
Cost of inventory sold, service rendered	(78.5)	(89.5)	(38.6)	(50.
Personnel expenses	(69.8)	(113.3)	(48.7)	(71.
Concession rent expenses	(140.7)	(140.8)	(69.8)	(75.
Depreciation and amortization expense	(16.3)	(49.0)	(15.1)	(16.
Other operating expenses	(83.9)	(86.9)	(42.8)	(34.
Operating profit	12.6	28.1	(5.3)	31
Finance income	18.3	11.5	16.6	7
Finance expense	(73.7)	(71.8)	(38.0)	(39.
Net foreign exchange gain/(loss)	(19.8)	(10.2)	0.9	(2.
Profit/(loss) before tax	(62.6)	(42.3)	(15.2)	(11
Income tax benefit /(expense)	(7.6)	3.9	2.6	(5.
Profit/(loss) for the period from continuing operations	(70.3)	(38.4)	(12.6)	(16.
Attributable to:				
Equity holders of the parent	(70.5)	(38.3)	(12.4)	(17.
Minority interest	0.3	(0.1)	(0.2)	C
	(70.3)	(38.4)	(12.6)	(16.
Weighted average number of shares outstanding	94,687,500	240,717,076	240,717,076 238,958,333	
Earnings / (loss) per share – basic:	(0.74)	(0.16)	(0.05)	(0.0

# **Consolidated Balance Sheet**



(€ million)	31.12.2005	31.12.2006	31.12.2007	30.06.200
Current Assets				
Cash and cash equivalents	10.9	6.3	64.7	18.
Restricted bank balances	135.4	323.5	257.5	182.
Prepaid concession expenses, current portion	117.3	140.8	140.8	135.
Other current assets	47.9	83.2	107.2	132.
Total Current Assets	311.5	553.8	570.2	470.
Non Current Assets				
Built-operate-transfer (BOT) Investment (net)	134.3	441.2	-	
Airport operation right	-	-	295.8	382.
Non-current trade receivables	-	-	179.4	167.
Prepaid concession expenses	308.2	187.6	154.2	184.
Other non-current assets	395.1	167.3	275.3	250.
Total Non-Current Assets	837.6	796.1	904.7	985.
TOTAL ASSETS	1,149.1	1,350.0	1,474.9	1,455.
Current Liabilities				
Bank loans, current portion	211.5	820.7	234.8	211.
Other current liabilities	71.9	122.0	110.3	150.4
Total Current Liabilities	283.4	942.7	345.1	362.
Non Current Liabilities				
Bank loans	673.1	49.7	763.8	728.
Other non current liabilities	25.9	30.2	28.5	31.
Total Non-Current Liabilities	699.0	79.9	792.3	760.
Equity				
Equity attributable to equity holders of the parent	155.9	325.9	322.5	318.
Minority interest	10.9	1.5	15.0	14.
Total Equity	166.8	327.4	337.5	332.
TOTAL LIABILITIES AND EQUITY	1,149.1	1,350.0	1,474.9	1,455.0

# **Consolidated Cash Flow Statement**



(€ million)	2006	2007	1H07	1H08
Operating activities				
Profit / (Loss) for the period	(70.3)	(38.4)	(12.6)	(30.4)
Adjustments to reconcile net profit to net cash provided by operating activities:				
Amortization of concession asset	140.7	140.8	69.8	36.4
Unrealized foreign exchange differences on loans	(25.7)	(14.3)	(4.6)	(37.7)
Net finance expense/income	62.4	55.3	16.6	26.9
Other	47.5	73.4	20.4	4.8
Cash flows from operating activities	153.0	216.8	89.6	74.5
Change in working capital	44.2	(145.8)	(127.8)	(4.3)
Cash generated from operations	197.2	71.0	(38.2)	70.2
Income taxes paid	(5.0)	(3.2)	(1.5)	(1.4)
Interest paid	(57.0)	(50.1)	(23.3)	(14.8)
Retirement benefits paid	(0.9)	(1.0)	(0.3)	(0.5)
Net cash provided from / (used in) operating activities	134.3	16.7	(63.4)	53.6

# **Consolidated Cash Flow Statement**



(€ million)	2006	2007	1H07	1H0
Investing activities				
Additions to BOT Investments/ Airport operation right	(315.2)	(100.5)	(27.3)	(94.0
Other investments	(23.7)	(99.1)	(5.5)	(5.2
Net cash used in investing activities	(338.9)	(199.6)	(32.8)	(99.2
Cash Flows from Financing Activities				
New borrowings raised	246.8	233.2	207.0	534.
Repayment of borrowings	(236.7)	(92.2)	(229.5)	(584.7
Change in restricted bank balances	(37.1)	60.9	94.2	48.8
Premium in excess of par	171.9	48.3	48.3	
Dividends paid	-	(0.4)	-	
Other	55.0	(10.5)	5.1	(0.4
Net cash provided from financing activities	199.9	239.3	125.1	(1.6
NET (DECREASE)/INCREASE IN CASH AND CASH EQUIVALENTS	(4.7)	56.4	28.8	(47.2
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF PERIOD	10.9	6.3	6.3	62.
CASH AND CASH EQUIVALENTS AT THE END OF PERIOD	6.3	62.7	35.1	15.

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