Tepe Akfen TAV Airports

Management Presentation

February 2017

Investment Highlights

Attractive market with strong growth prospects

Turkey is the fastest growing aviation market in Europe

- Passenger growth of 12% p.a. during 2002-2016
- Projected passenger growth of 9% p.a. between 2016-2023[1]
- Aggressive capacity expansion plans of major airlines in Turkey[2] (fleet to almost double in 10 years)

Access to fast growing MENA region

Leading airport operator with diversified portfolio & integrated structure

Diversified, balanced portfolio with leading market positions

- #1 airport terminal operator in Turkey
- 14 airports operated in Turkey, Georgia, Tunisia, Macedonia, Saudi Arabia, Croatia and Latvia
- 69 airports around the world have a TAV Airports subsidiary functioning in them
- Strong vertically integrated value chain

Strong financial performance and cash flow generation

Strong momentum with EBITDA posting 28% CAGR between 2006 and 2016

- High earnings visibility given clear / agreed regulatory framework
- Proven track record of growth and profitability with attractive organic growth prospects
- High financial returns and cash flow generation given fixed cost base (operational leverage) and minimal ongoing capex
- Hard currency based cash flow & visible earnings
- 50% dividend payout policy
- TAV will receive compensation for all loss of profit in case of new Istanbul airport opening before 2021

"Platform play"

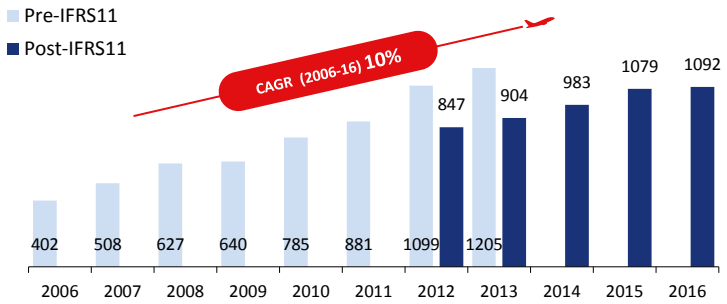
Well-positioned to benefit from further organic and inorganic growth

- Central and Eastern Europe, Africa, Middle East, South East Asia and Cuba
- Inorganic growth of service companies

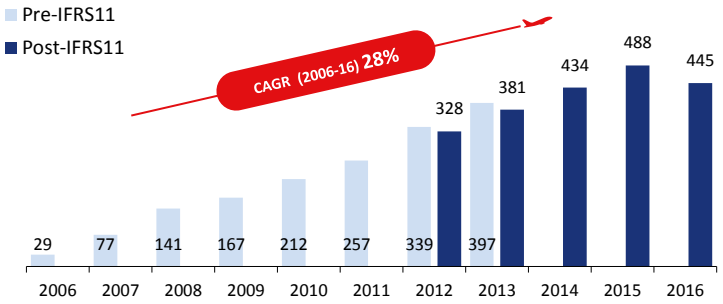
(1) Source: Turkey's Ministry of Transport
(2) THY and Pegasus web site

Exceptional Growth

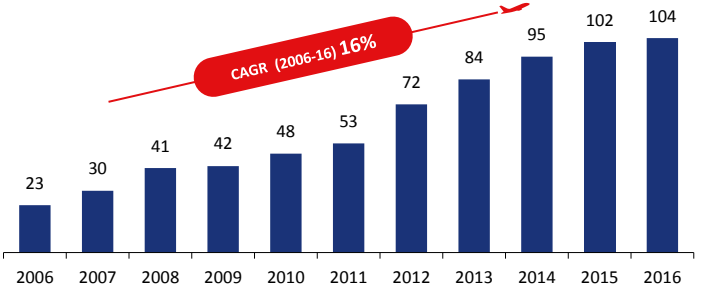
Revenue (€m)



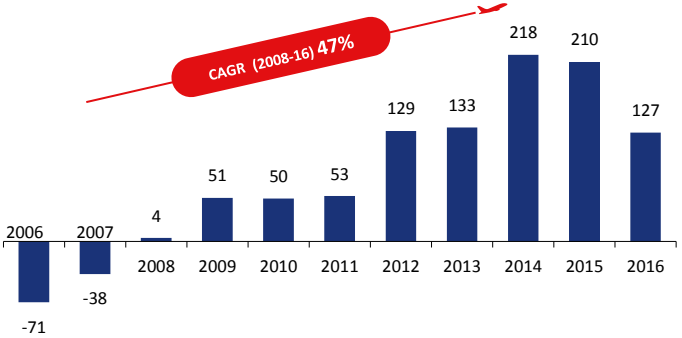
EBITDA (€m)



Passenger (m)



Net Profit (€m)



TAV Corporate and Shareholder Structure

TAV Airports Holding Co.

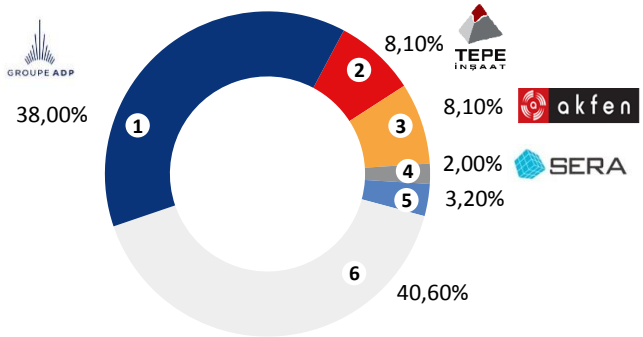
Airport Companies

- Ataturk (100%)
- Esenboga (100%)
- Adnan Menderes (100%)
- Gazipasa Alanya (100%)
- Milas Bodrum (100%)
- Medinah (33%)
- Tbilisi (80%) & Batumi (76%)
- Monastir & Enfidha (67%)
- Skopje & Ohrid (100%)
- Latvia (100%)
- Zagreb (15%)

Service Companies

- ATU (50%)
- BTA (67%)
- OS (100%)
- IT (100%)
- Security (100%)
- Havas (100%)
  - TGS (50%)
  - Havas Europe (100%)

Shareholder Structure (as of December 2016)



Shareholders

1. **Groupe ADP***
   Internationally acclaimed airport operating company with global operations
2. **Tepe Insaat Sanayi A.S.**
   Turkish integrated conglomerate focused on infrastructure and construction
3. **Akfen Holding A.S.**
   Holding company operating in the infrastructure, construction, seaport, REIT and energy sector
4. **Sera Yapi Endustrisi A.S.**
   Focused on construction in Turkey & MENA region
5. **Other Non-floating**
6. **Other Free Float**

**Through Tank oWA Alpha GMBH*

TAV Airports Business Areas

Airports

Turkey
- Istanbul Ataturk Airport (100%)
- Ankara Esenboga Airport (100%)
- Izmir Adnan Menderes Airport (100%)
- Gazipasa Alanya Airport (100%)
- Milas Bodrum Airport (100%)

Georgia
- Tbilisi (80%) and Batumi Airports (76%)

Tunisia
- Monastir and Enfidha Airports (67%)

Macedonia
- Skopje and Ohrid Airports (100%)

Saudi-Arabia
- Medinah (33%)

Croatia
- Zagreb Airport (15%)

Duty free

ATU (50%)
- Largest duty free operator in Turkey
- Partner with Unifree–owned by Heinemann, leading German travel retailer (Travel Value)
- Operating in Turkey, Georgia, Tunisia, Macedonia, Latvia, Oman and Medinah
- Operating in Houston, USA since September 2015.

atu DUTY FREE

Food and beverage

BTA (67%)
- Operating in Turkey, Georgia, Macedonia, Tunisia, Latvia, Medinah, Oman and Croatia
- Operates Istanbul Airport Hotel (128 rooms)
- Operates İzmir Airport Hotel (81 rooms)
- Total seating capacity of c. 21 thousand at c. 300 points including BTA IDO and UNIQ
- Baker and pastry factory serving in Turkey
- BTA Denizyollari (50%) is the F&B operator of Istanbul Deniz Otobusleri (IDO)
- Uniq shopping mall food-court
- Will be operating in New Muscat Int'l Airport by 2017

BTA

Ground handling

HAVAS (100%)
- Major ground handler in Turkey with a c.65% share
- Operates in 32 airports in Turkey including Istanbul, Ankara, Izmir and Antalya
- TGS (50%) operates in Istanbul (AHL&SGA), Ankara, Izmir, Antalya, Adana, Bodrum and Dalaman
- 100% owner of Havas Europe, operating in Riga and 3 airports in Germany

Havaş
GROUND HANDLING CO. / TURKEY

Others

TAV OS (100%)
- Commercial area allocations and lounges, travel agency services

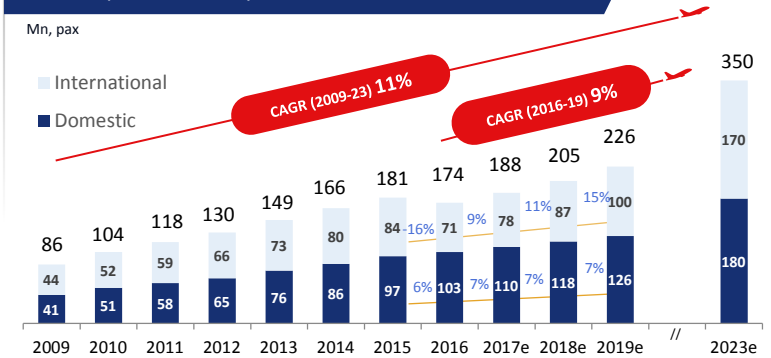
TAV IT (100%)
- Airport IT services

TAV Security (100%)
- Security service provider in Istanbul, Ankara, Izmir and Gazipasa

TAV Latvia (100%)
- Commercial area management in Riga Airport

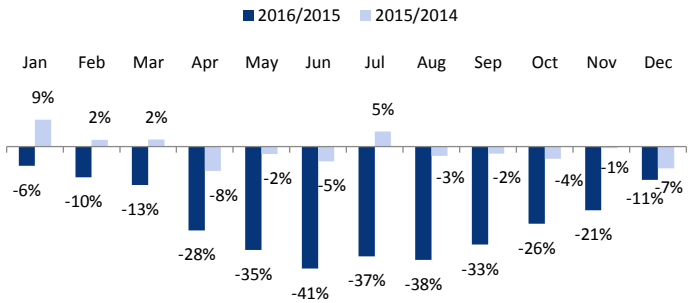
Growth of the Turkish Aviation Market and TAV Airports

State Airports Authority Turkish Aviation Market Forecast

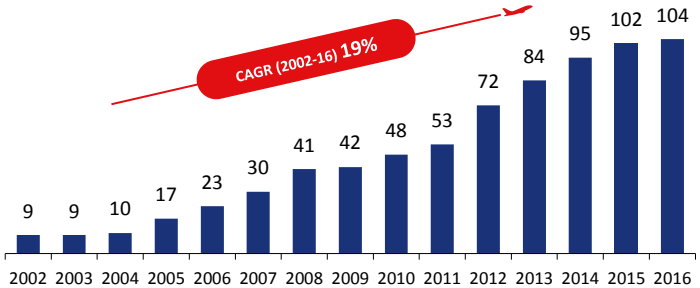


Source: State Airports Authority

Foreign Visitors in Turkey



TAV Airports Passenger Traffic (mPax)



- Deregulation of the domestic market in **2003**
- 2nd largest country in Europe in terms of population: **80m** (1)
- In 2016, foreign visitors amounted 25m (vs. 36mn in 2015) (2)
- Limited alternative transport infrastructure
- Aircraft number in Turkey expected to reach **750** in 2023 (3)

Source: DHMI, (1)Turkstat, (2) Ministry Culture and Tourism, (3) Ministry of Transport

Traffic Outlook

Tepe Akfen TAV Airports

1

World Air Traffic will double in the next 15 years

Boeing
projects **4.8%** CAGR for world air traffic (2015-2035)

Airbus
projects **4.5%** CAGR for for world air traffic (2015-2035)

Source: Airbus Global Market Forecast 2016, Boeing Current Market Outlook 2016

2

Turkish air traffic will double in the next 10 years

Eurocontrol,
projects **7%** CAGR for Turkey until 2020

DHMI
expects **9%** CAGR in Turkey until 2023

Source: Eurocontrol, DHMI

3

Aggressive fleet expansion plans of major airlines in Turkey

THY
to expand fleet size to **369** by 2020
(from 299 in 2015)

Pegasus
to increase fleet to **103** by 2020
(from 67 in 2015)

Source: THY Official announcement (November 2016) Pegasus Presentation (March 2017)

4

~1% international seat capacity growth in 2017

~1% seat capacity increase expected at Ataturk Airport international scheduled traffic in 2017

Source: ADI

5

Extension at Ataturk Airport

Terminal capacity increased by extension of International Terminal.

Number of aircraft parking positions increased from 102 to **145** (funded by DHMI).

Source: DHMI, Ministry of Transport

Traffic Performance

Istanbul	International O&D down by 11%, due to security concerns
Ankara	Strong growth in international
İzmir	Security concerns
Gazipasa	Off season
Milas-Bodrum	Off season
Medinah	Strong growth despite quota for Hajj and Umrah pax
Tunisia	Off season
Georgia	Increase in Russia, CIS and Israel traffic
Macedonia	Driven by **WizzAir**
Zagreb	Driven by **Croatian Airlines**
Pax	**Down by -4%**

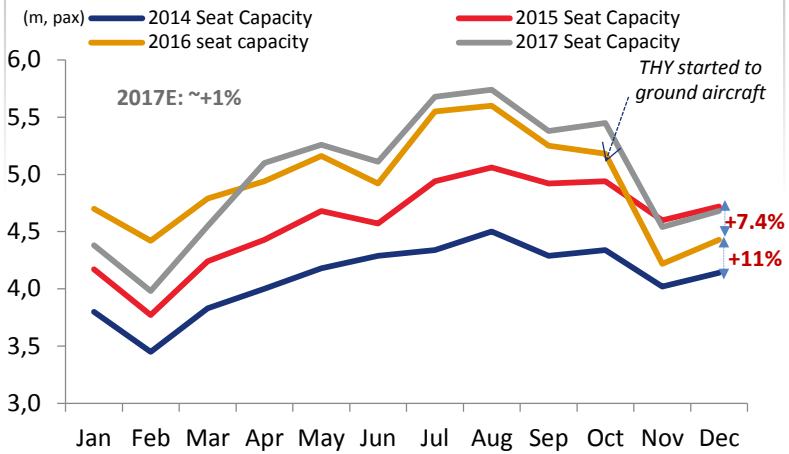
	January-February			FY		
Passengers (1)	**2016**	**2017**	**Chg %**	**2015**	**2016**	**Chg %**
Ataturk Airport	8.969.049	8.057.887	-10%	61.332.124	60.119.215	-2%
International	6.094.665	5.403.974	-11%	41.998.251	41.019.341	-2%
Domestic	2.874.384	2.653.913	-8%	19.333.873	19.099.874	-1%
Esenboga Airport	1.961.285	2.035.162	4%	12.113.439	13.042.977	8%
International	223.352	257.567	15%	1.551.157	1.488.095	-4%
Domestic	1.737.933	1.777.595	2%	10.562.282	11.554.882	9%
Izmir Airport	1.767.284	1.725.230	-2%	12.178.100	11.951.183	-2%
International	173.967	168.510	-3%	2.632.657	2.076.174	-21%
Domestic	1.593.317	1.556.720	-2%	9.545.443	9.875.009	3%
Milas-Bodrum	164.519	163.994	0%	3.877.873	3.224.436	-17%
International	0	1.498	n.m	1.568.758	914.612	-42%
Domestic	164.519	162.496	-1%	2.309.115	2.309.824	0%
Gazipasa Airport	52.059	50.539	-3%	914.017	742.620	-19%
Medinah	1.042.932	1.175.990	13%	5.831.163	6.572.787	13%
Tunisia (Monastir&Enfidha)	78.990	77.415	-2%	1.407.393	1.593.780	13%
Georgia (Tbilisi&Batumi)	246.269	325.233	32%	2.066.268	2.560.462	24%
Macedonia (Skopje&Ohrid)	219.378	238.180	9%	1.560.381	1.794.376	15%
Zagreb Airport	310.186	323.467	4%	2.587.798	2.766.087	7%
TAV TOTAL (3)	14.811.951	14.173.097	-4%	102.301.951	104.367.923	2%
International	8.002.819	7.552.025	-6%	57.629.843	58.469.494	1%
Domestic	6.809.132	6.621.072	-3%	44.672.108	45.898.429	3%

	January-February			FY		
Air Traffic Movements (2)	**2016**	**2017**	**Chg %**	**2015**	**2016**	**Chg %**
Ataturk Airport	69.348	62.198	-10%	446.944	451.751	1%
International	50.338	43.743	-13%	314.071	319.936	2%
Domestic	19.010	18.455	-3%	132.873	131.815	-1%
Esenboga Airport	14.697	14.882	1%	87.867	94.345	7%
International	1.900	2.039	7%	12.031	12.392	3%
Domestic	12.797	12.843	0%	75.836	81.953	8%
Izmir Airport	11.515	11.563	0%	79.571	80.022	1%
International	1.402	1.221	-13%	19.156	16.461	-14%
Domestic	10.113	10.342	2%	60.415	63.561	5%
Milas-Bodrum	1.122	1.093	-3%	26.284	23.253	-12%
International	0	10	n.m	9.910	6.471	-35%
Domestic	1.122	1.083	-3%	16.374	16.782	2%
Gazipasa Airport	422	375	-11%	6.417	5.790	-10%
Medinah	8.646	8.368	-3%	49.031	54.451	11%
Tunisia (Monastir&Enfidha)	1.013	1.051	4%	12.229	12.631	3%
Georgia (Tbilisi&Batumi)	3.100	3.894	26%	25.148	27.788	10%
Macedonia (Skopje&Ohrid)	2.226	2.188	-2%	15.510	16.883	9%
Zagreb Airport	5.692	5.368	-6%	39.854	40.796	2%
TAV TOTAL (3)	117.781	110.980	-6%	778.965	807.710	4%
International	69.497	63.438	-9%	459.768	478.631	4%
Domestic	48.284	47.542	-2%	319.197	329.079	3%

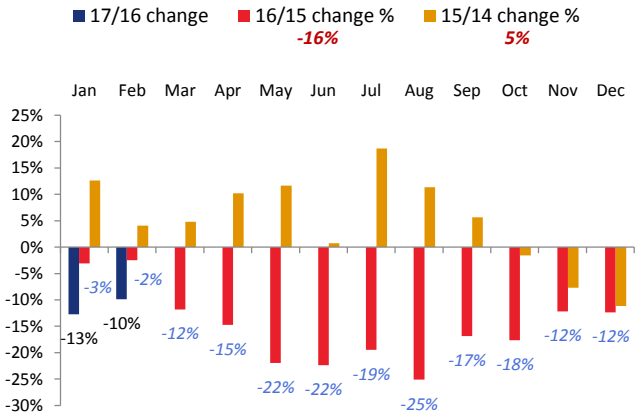
Source: Turkish State Airports Authority (DHMI), Georgian Authority, TAV Tunisie, TAV Macedonia, TIBAH and MZLZ
Note: DHMI figures for 2016 are tentative.
(1) Both departing and arriving passengers, including transfer pax, pax numbers NOT stake adjusted
(2) Commercial flights only
(3) 2014 TAV totals do not include Milas-Bodrum until August.

International Scheduled Traffic Developments & Outlook

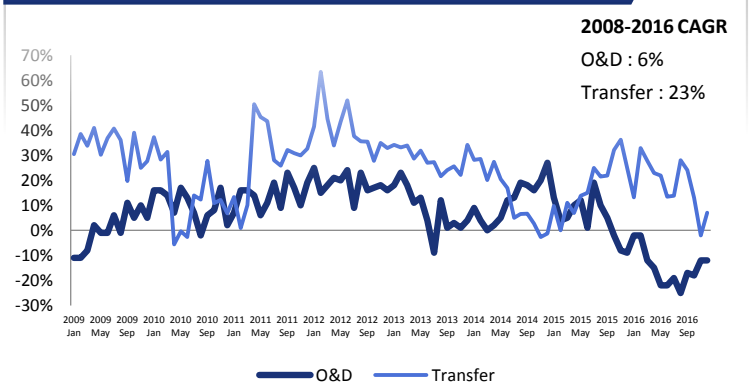
Istanbul International Seat Capacity



Istanbul International O&D Pax



Istanbul Int2int Transfer and O&D Pax, Yoy % Change



Istanbul Transfer Pax / International Pax

2011	30%
2012	33%
2013	38%
2014	38%
2015	40%
2016	49%

FY16 Summary Financials

IFRIC 12 Adjusted Financials (in m€, unless stated otherwise)	FY15	FY16	Chg %
Revenue	1079.3	1092.3	1%
EBITDA	488.4	445.0	-9%
EBITDA margin (%)	45.3%	40.7%	-4.5 ppt
EBITDAR	621.1	597.2	-4%
EBITDAR margin (%)	57.5%	54.7%	-2.9 ppt
FX Gain	5.7	6.2	7%
Deferred Tax Expense	(7.6)	(31.6)	314%
Net Profit(1)	209.7	127.1	-39%
Capex(2)	88	108	23%
Net Debt	839	761	-9%
Average number of personnel	15,111	15,791	5%
Number of passengers (m)	102.3	104.4	2%
- International	57.6	58.5	1%
- Domestic	44.7	45.9	3%
Duty free spend per pax (€) (3)	14.3	14.4	1%

(1) Attributable to equity holders of the company
(2) Adjusted to exclude effects of IFRIC 12 accounting change (see pg. 13, 14)
(3) Transfer numbers are tentative and subject to change

Pax +2%

- Istanbul Airport international pax is down -2% in FY16 with around 18% growth in international-to-international transfer pax vs 16% drop in international O&D
- Share of transfer is 49% in Istanbul (FY15: 40%)

Revenue +1%

- Revenue flat weakness in ground handling and duty free commissions, as well as change in passenger mix almost compensated with TAV IT's new projects contribution
- %45 aero, %55 non-aero

EBITDAR -4%

- EBITDAR decreased, due to high volume of low margin businesses and projects, and change in passenger mix

EBITDA -9%

- EBITDA decreased more, due to higher TAV Istanbul rent

FX Gain +7%

- Mainly due to appreciation of USD against EUR

Net Profit -39%

- Impacted by higher D&A (Milas Bodrum International Terminal and Istanbul extension), higher rent (TAV Istanbul), lower equity pick-up (mainly TGS), higher finance expenses (discount expense on Milas Bodrum concession payables) and also impacted by one offs:
- Tunisia deferred tax asset reversal of €-14 m in Q2
- Macedonia refinancing of €-7m in Q1

Net Debt -9%

- Significant decrease, due to cash generation

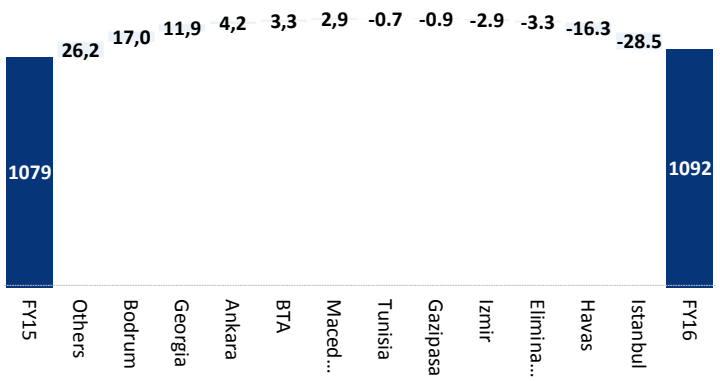
Spend per Pax

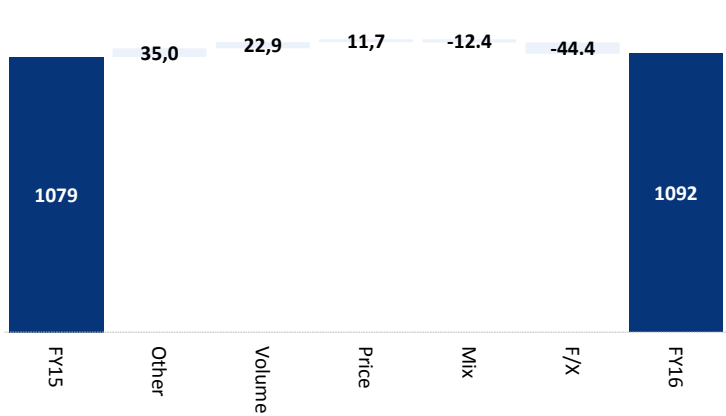
- From €14.3 to €14.4, relatively flat

Source: TAV Airports Holding, DHMI, TAV Tunisia, TAV Macedonia, Georgian Aviation Authority, TIBAH , MZLZ

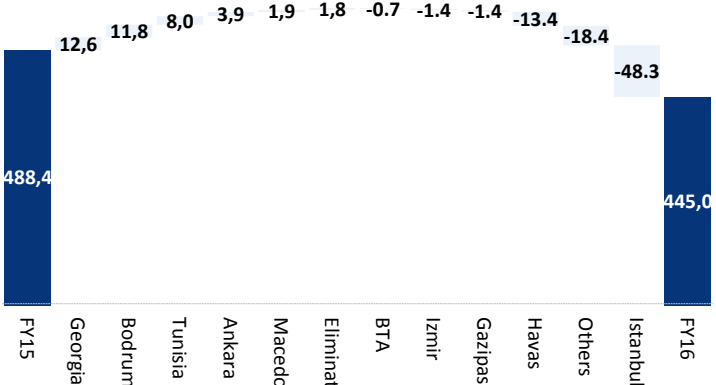
FY16 Revenue and EBITDA Bridges *

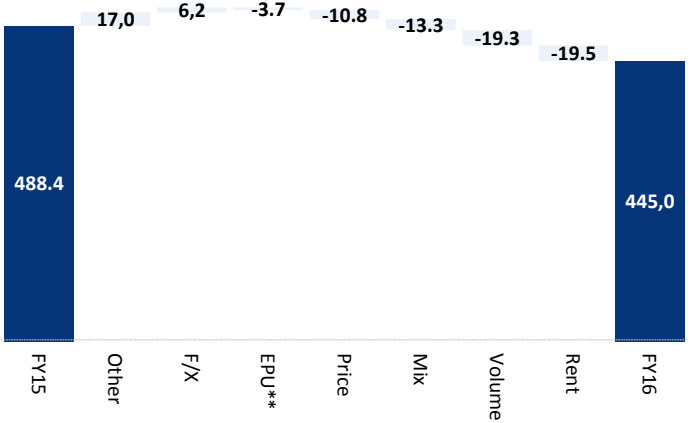
Revenue Bridges (€m)





EBITDA Bridges (€m)





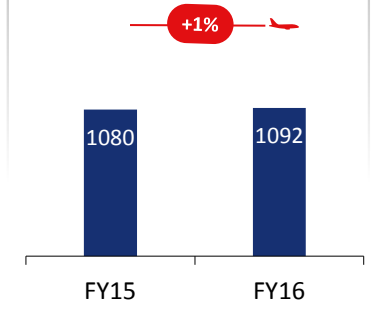
* IFRIC 12 adjusted

** Equity Pick -up

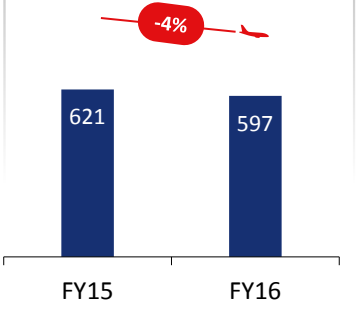
FY 16 YoY Comparison

Tepe Akfen TAV Airports

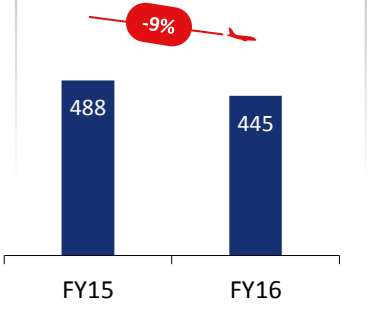
Consolidated Revenue [1] (€m)



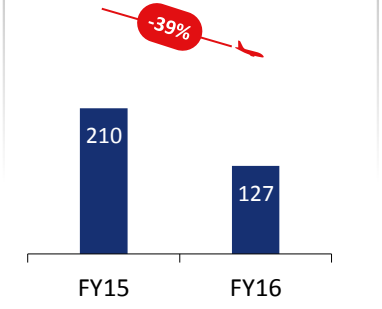
EBITDAR [1] (€m)



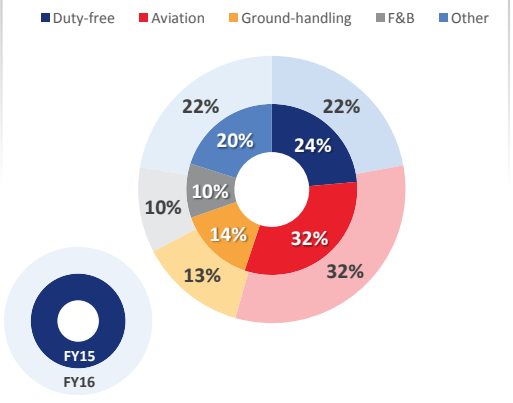
EBITDA [1] (€m)



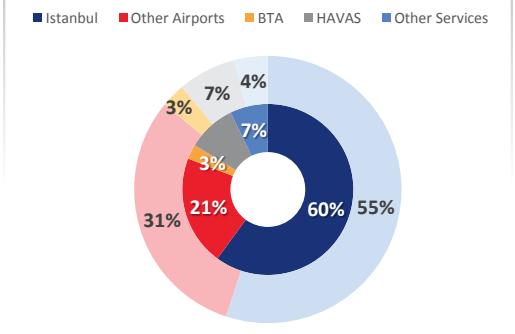
Net Profit [2] (€m)



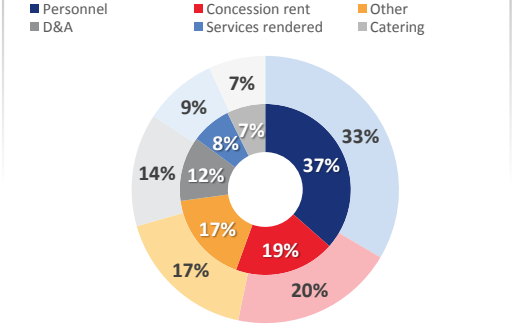
Consolidated Revenue (%)



EBITDA (%)



Opex (%)



(1) IFRIC 12 adjusted
(2) Attributable to equity holders of the company

Selected Financials by Assets (IFRIC 12 Adjusted) and employee #s (FY16)

(€m)	Revenue	EBITDA	EBITDA Margin (%)	Net Debt
Airports	**765.7**	**382.3**	**50%**	**749**
Istanbul	500.9	244.9	49%	-32
Ankara	55.7	28.6	51%	48
Izmir	66.5	39.7	60%	198
Gazipasa	4.5	0.9	20%	46
Tunisia	24.3	-3.7	-15%	338
Georgia	62.8	47.1	75%	-17
Macedonia	26.6	11.6	44%	45
Bodrum	24.4	13.2	54%	124
Services	**456.8**	**62.4**	**14%**	**11**
Havas	131.6	31.4	24%	32
BTA	170.2	13.0	8%	7
Others*	154.9	18.1	12%	-28
Total	**1,222.5**	**444.6**	**36%**	**760**
Elimination	-130.2	0.3		0
Consolidated	**1,092.3**	**445.0**	**41%**	**760**

**Others EBITDA includes share of profit of equity accounted investees (equity-pick up).*

Revenue (€m)	FY15	FY16	Chg.(%)
Airports	**762.7**	**765.7**	**0%**
İstanbul	529.4	500.9	-5%
Ankara	51.5	55.7	8%
İzmir	69.4	66.5	-4%
Gazipasa	5.4	4.5	-17%
Tunisia	25.0	24.3	-3%
Georgia	50.9	62.8	23%
Macedonia	23.7	26.6	12%
Bodrum	7.4	24.4	230%
Services	**443.5**	**456.8**	**3%**
Havas	147.9	131.6	-11%
BTA	166.9	170.2	2%
Others	128.8	154.9	20%
Total	**1,206.2**	**1,222.5**	**1%**
Elimination	-126.9	-130.2	3%
Consolidated	**1,079.3**	**1,092.3**	**1%**
ATU**	**333.6**	**336.4**	**1%**
TGS**	**130.4**	**130.2**	**0%**
TIBAH**	**46.3**	**59.8**	**29%**

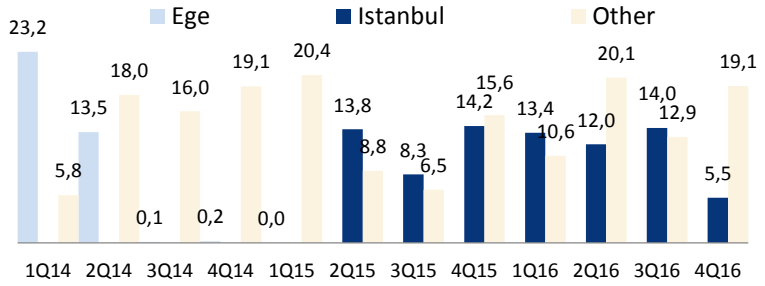
Number of Employees (eop)	FY15	FY16
Istanbul	2,761	2,936
Ankara	950	928
Izmir+Ege	922	878
Tunisia	740	672
Gazipasa	54	57
Georgia	766	781
Macedonia	642	675
Havas	4,032	3,853
BTA	2,743	2,904
Holding	109	105
O&M	340	700
IT	240	277
Security	574	774
Latvia	6	6
Bodrum	223	75
Academy	11	3
TOTAL	**15,113**	**15,624**

EBITDA (€m)	FY15	FY16	Chg.(%)
Airports	**395.1**	**382.3**	**-3%**
Istanbul	293	244.9	-16%
Ankara	25	28.6	16%
Izmir (including TAV Ege)	41	39.7	-3%
Gazipasa	2	0.9	-61%
Tunisia	-12	-3.7	-68%
Georgia	35	47.1	37%
Macedonia	10	11.6	20%
Bodrum	1	13.2	877%
Services	**94.9**	**62.4**	**-34%**
Havas	45	31.4	-30%
BTA	14	13.0	-5%
Others*	36	18.1	-50%
Total	**489.9**	**444.6**	**-9%**
Elimination	-2	0.3	-122%
Consolidated	**488.4**	**445.0**	**-9%**
ATU**	**22.7**	**27.4**	**21%**
TGS**	**18.8**	**11.2**	**-41%**
TIBAH**	**13.7**	**26.8**	**95%**

**Others EBITDA includes share of profit of equity accounted investees (equity-pick up).*
***Equity accounted investee*

CAPEX Development / Dividends

Quarterly Capex (€m)(i)



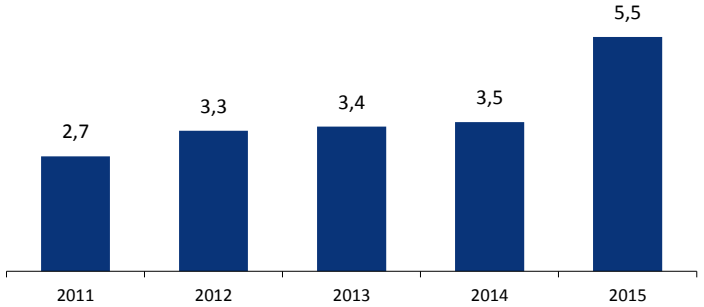
(i) Adjusted to exclude effects of IFRIC 12 accounting change

2016 Capex

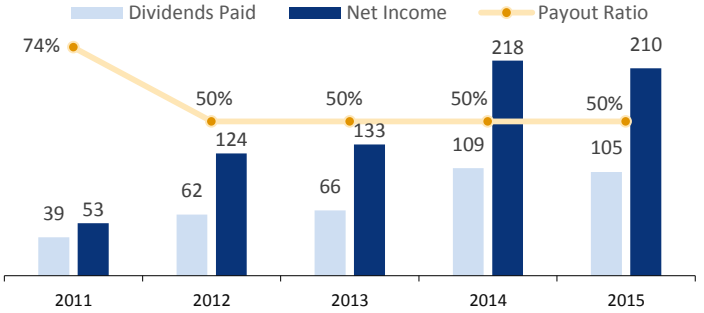
2016 FY CAPEX = **€108m**

- €30m invested in Tbilisi runway and taxiway rehabilitation in 2016

Dividend Yield (%)



Dividend History (€m)



- TAV Airports' dividend policy: **50%** of the consolidated IFRS net profit.

Decentralized Debt Structure - Prudently Levered

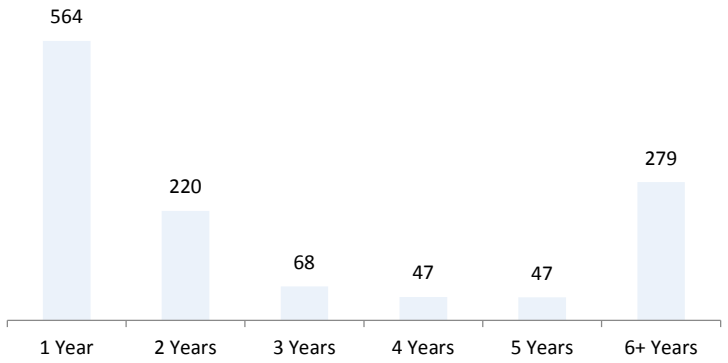
Net Debt (eop, €m)	FY15	9M16	FY16
Airports	**678**	**860**	**749**
İstanbul	(132)	58	(32)
Ankara	65	46	48
Izmir (including Ege)	203	212	198
Gazipasa	46	46	46
Tunisia*	339	338	339
Georgia	(25)	(18)	(17)
Macedonia	44	46	45
Bodrum	138	131	124
Services	**161**	**6**	**11**
HAVAS	45	36	32
BTA	3	5	7
Others	113	(35)	(28)
Total	**839**	**866**	**760**

- Door to Door Maturity 8.8 Years
- Average Maturity 5.6 Years
- Average € Cost of Debt (Hedged**) 4.1 %
- Net Debt / 2016 FY EBITDA 1.7

** 74% of all loans have fixed rates.

-as of December 31, 2016

Gross Debt Maturity Profile (€m)



** With the Istanbul refinancing the average cost of debt decreased from 4.6% in 2015 to 4.1% in 2016.

The refinancing transaction had a neutral effect on the bottom line in 2016 and will save approximately €10m in 2017. Interest expenses decreased in 2016 versus 2015 due to lower gross debt.

*Due to the trilateral negotiations in Tunisia, all financial debt has been reclassified to short term borrowings. Details can be found in IFRS financials Note 28

2016 Guidance and Realization

In our material event disclosure on February 12, 2016 we had disclosed our financial and operational expectations for 2016, under normal conditions.

Because of security related incidents we have experienced both in Turkey and globally since then, passenger numbers and passenger mix is affected and hence guidance was revised on July 27, 2016.

All measures have been taken to limit the decline in operational metrics and strict cost control measures have been implemented in response to the new situation.

	Istanbul Ataturk Airport Int. O&D (1) Pax	Revenue	EBITDAR (EBITDA before concession & rent)	Net Profit
	20 percent	stable	8-10 percent	significant decline
Realization	16 percent	1 percent	4 percent	39 percent
	Better than expected	✓	Better than expected international O&D	✓

(1) O&D: Origin & Destination, declined by 14% in the first half of 2016 (16% drop in the first nine months of 2016)

Notes: All financial targets have been adjusted to reverse the effects of IFRIC 12 and are compliant with IFRS 11.

2017 Guidance

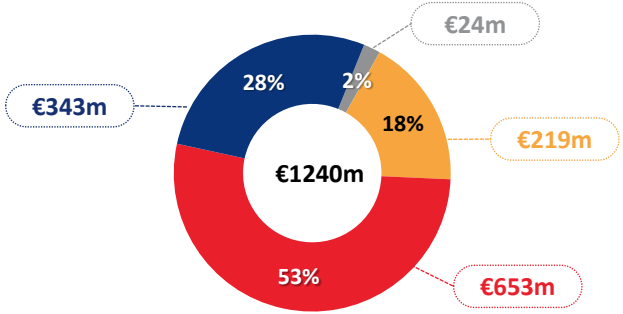
Under our FX and passenger assumptions, our Company's targets for 2017 are as follows:

Istanbul Ataturk Airport Int. Pax	Istanbul Ataturk Airport Int. O&D Pax	Total TAV Airports Pax	Revenue	EBITDAR (EBITDA before concession & rent)	Net Profit	CAPEX
+	=	+	=	=	+	=
1 to 3 percent	flat	4 to 5 percent	flat	flat	significant increase	~ €50m

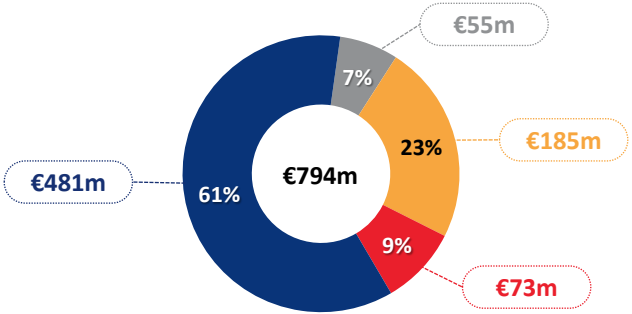
Notes: All financial targets have been adjusted to reverse the efects of IFRIC 12 and are compliant with IFRS 11.

FX Exposure of Operations (FY16)

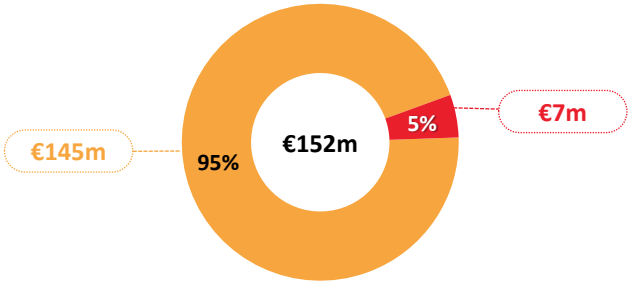
Revenue [1]



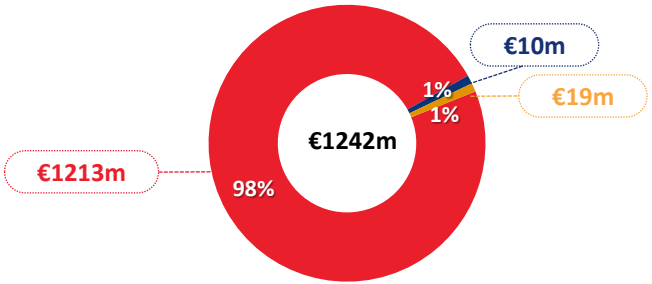
Opex [1][2]



Concession Rent Expense



Gross Debt



TRY EUR USD Other

[1] *Combined figures, pre-elimination IFRIC12 adjusted, includes equity-pick up (€21m)*
[2] *Includes concession rent expenses (€133m), does not include depreciation (€35m)*

FX Exposure

FX Rates	Average FY15	Average FY16	31 December 2015	31 December 2016
EUR/TRY	3.02	3.34	3.18	3.71
USD/TRY	2.72	3.02	2.91	3.52
EUR/USD	1.11	1.11	1.09	1.05
EUR/GEL	2.52	2.62	2.62	2.79
EUR/MKD	61.73	61.6	61.48	61.35
EUR/TND	2.18	2.37	2.22	2.43
EUR/SEK	9.35	9.46	9.13	9.56
EUR/SAR	4.17	4.15	4.10	3.95

('000)	Equity: Strengthening of EUR	Equity: Weakening of EUR	Profit or loss: Strengthening of EUR	Profit or loss: Weakening of EUR
31 December 2016				
USD	-	-	(16,987)	16,987
TRY	-	-	(2,662)	2,662
Other	-	-	(629)	629
Total	-	-	**(20,278)**	**20,278**
31 December 2015				
USD	(9,757)	11,962	(17,724)	17,724
TRY	-	-	1,427	(1,427)
Other	-	-	(784)	784
Total	**(9,757)**	**11,962**	**(17,081)**	**17,081**

Hedging

- Subsidiaries, TAV Esenboga, TAV Milas Bodrum and TAV Ege enter into swap transactions in order to diminish exposure interest rate risk to manage exposure to the floating interest rates relating to loans used.
- Interest payments of 100%, 90%, and 100% of floating loans of TAV Esenboga, TAV Milas Bodrum and TAV Ege respectively are fixed with interest rate swaps.
- Changes in the fair value of the derivative hedging instrument designated as a cash flow hedge are recognized directly in equity to the extent that the hedge is highly effective. To the extent that the hedge is ineffective, changes in fair value of the ineffective are recognized in profit or loss.

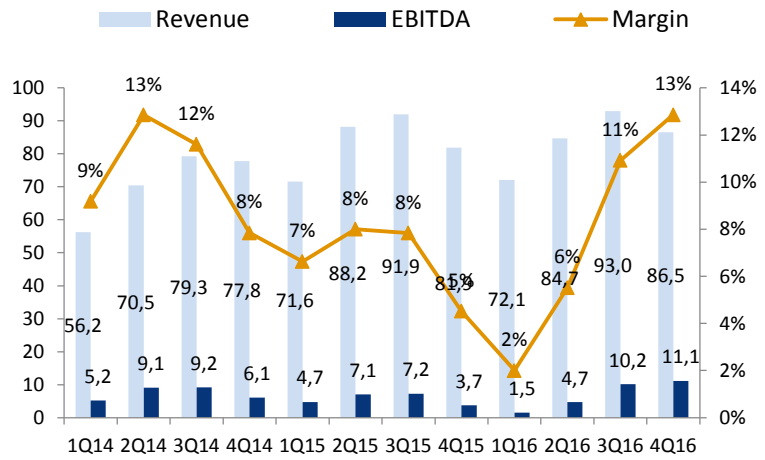
Sensitivity Analysis

- The Group's principal currency rate risk relates to changes in the value of the Euro relative to TRY and the USD. The Group manages its exposure to foreign currency risk where possible by incurring expenses with respect to each contract in the currency in which the contract is denominated and attempt to maintain its cash and cash equivalents in currencies consistent with its obligations.
- The basis for the sensitivity analysis to measure foreign exchange risk is an aggregate corporate-level currency exposure. The aggregate foreign exchange exposure is composed of all assets and liabilities denominated in foreign currencies, both short-term and long-term purchase contracts. The analysis excludes net foreign currency investments.
- A 10 percent strengthening / (weakening) of EUR against the following currencies at 31 December 2016 and 31 December 2015 would have increased / (decreased) equity and profit or loss by the amounts shown above. This analysis assumes that all other variables, in particular interest rates, remain constant.

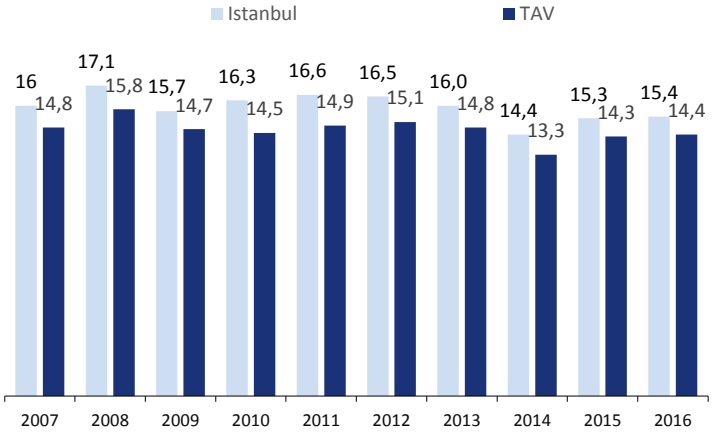
ATU (50%)

- Operations started in 5 Tunisian airports in Q4 2014, putting pressure on overall margins (one-off income in Q4 2016)
- SPP was relatively flat in İstanbul in 2016, despite dilutive impact of transfer pax

ATU Financials (€m)



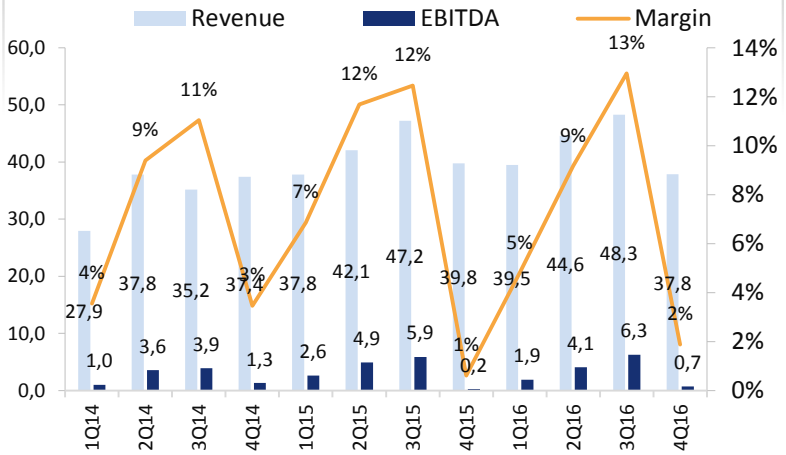
Duty Free Spend per Pax (€)



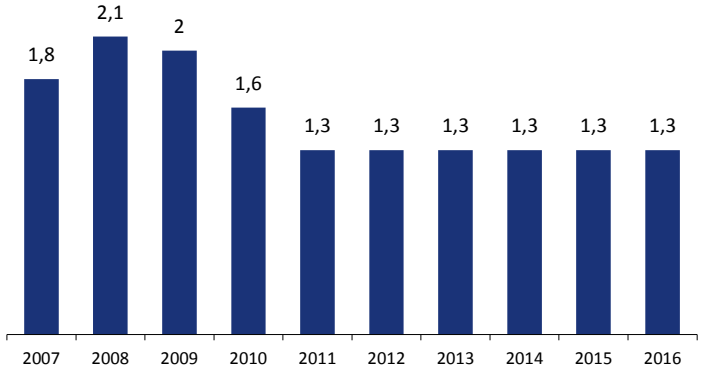
BTA

- Ramp up in Latvia and Medinah in 2016

BTA Financials (€m)



TAV F&B Spend per Pax (€)



Equity Accounted Investees – IFRS 11

HAVAS*	pre IFRS 11	post IFRS 11
Revenue	Havas Solo + TGS (50%)	Havas Solo
EBITDA	Havas EBITDA + TGS (50%) EBITDA	Havas EBITDA + TGS (50%) Net Profit
Net Profit	Havas Net Profit + TGS (50%) Net Profit	Havas Net Profit + TGS (50%) Net Profit

BTA**	pre IFRS 11	post IFRS 11
Revenue	BTA + BTA IDO (50%)	BTA
EBITDA	BTA EBITDA + BTA IDO (50%) EBITDA	BTA EBITDA + BTA IDO (50%) Net Profit
Net Profit	BTA Net Profit + BTA IDO (50%) Net Profit	BTA Net Profit + BTA IDO (50%) Net Profit

		1Q14	2Q14	3Q14	4Q14	FY14	1Q15	2Q15	3Q15	4Q15	FY15	1Q16	2Q16	3Q16	4Q16	FY16
ATU (50%)	Revenue	56.2	70.5	79.3	77.8	283.7	71.6	88.2	91.9	81.9	333.6	72.1	84.7	93.0	86.7	336.4
	EBITDA	5.2	9.1	9.2	6.1	29.5	4.7	7.1	7.2	3.7	22.7	1.5	4.7	10.2	11.1	27.4
	Net Profit	3.8	7.0	5.4	4.0	20.2	3.0	5.2	5.9	3.8	17.9	1.3	3.5	1.8	7.3	13.9
	Net Debt	6.5	6.0	0.4	-1.7	-1.7	12.5	7.9	6.4	10.7	10.7	13.3	12.2	18.0	9.3	9.3
		1Q14	2Q14	3Q14	4Q14	FY14	1Q15	2Q15	3Q15	4Q15	FY15	1Q16	2Q16	3Q16	4Q16	FY16
TGS (50%)	Revenue	21.4	28.3	32.1	27.8	109.6	25.0	28.3	41.9	35.2	130.4	32.4	36.0	39.5	22.3	130.2
	EBITDA	4.0	5.3	5.6	0.5	15.4	2.3	3.1	8.6	4.8	18.8	3.3	4.9	5.9	-2.8	11.2
	Net Profit	1.7	3.5	3.5	-0.2	8.5	1.3	1.8	5.1	2.8	10.6	1.8	2.7	3.5	-3.6	4.4
	Net Debt	-2.8	2.6	1.6	2.0	2.0	-	0.0	0.0	-5.9	-5.9	0	0.0	0.0	0.1	0.1
		1Q14	2Q14	3Q14	4Q14	FY14	1Q15	2Q15	3Q15	4Q15	FY15	1Q16	2Q16	3Q16	4Q16	FY16
TIBAH (33%)	Revenue	9.7	8.1	8.9	7.6	34.3	11.0	10.1	13.3	11.9	46.3	14.1	14.8	16.5	14.3	59.8
	EBITDA	2.5	1.7	2.1	0.7	7.0	1.9	2.6	5.0	4.2	13.7	8.8	6.1	7.1	4.8	26.8
	Net Profit	2.1	1.4	1.8	0.6	5.8	1.7	-3.5	-1.8	-3.9	-7.6	0.8	-1.3	-0.7	-2.9	-4.2
	Net Debt	170.4	212.5	255.4	281.2	281.2	315.4	311.0	311,0	328.8	328.8	317.0	322.6	315.6	316.5	316.5
		1Q14	2Q14	3Q14	4Q14	FY14	1Q15	2Q15	3Q15	4Q15	FY15	1Q16	2Q16	3Q16	4Q16	FY16
BTA IDO (50%)	Revenue	2.2	3.0	4.0	2.7	11.8	2.5	3.2	4.6	2.5	12.8	2.5	2.9	3.7	5.4	11.5
	EBITDA	0.2	0.5	0.7	-0.1	1.2	0.1	0.4	0.9	0.2	1.6	0.2	0.3	0.4	0.5	0.9
	Net Profit	0.1	0.3	0.5	-0.3	0.6	-0.1	0.2	0.7	0.1	0.9	0.1	0.2	0.2	0.2	0.3
	Net Debt	-0.8	-0.7	-1.1	-0.3	-0.3	-0.5	-0.6	-1.2	-0.4	-0.4	0.9	0.3	-0.3	0.3	-0.4

*Havas Solo defined as all companies under HAVAS consolidation – TGS
**BTA defined as all companies under BTA consolidation – BTA IDO

Izmir Ege and Milas Bodrum Rent Accounting Change

(€m) Year	Bodrum Cash Payment	Before Concession Rent Expense	After Amortization	After Finance Expense	After Total
2014	143.4	3.5	1.0	2.2	3.2
2015	28.7	12.8	4.0	7.5	11.5
2016	28.7	35	11.1	18.8	29.9
2017	28.7	35	11.9	18.2	30.1
2018	28.7	35	13.0	17.6	30.6
2019	28.7	35	14.2	16.9	31.1
2020	28.7	35	15.5	16.3	31.8
2021	28.7	35	17.0	15.5	32.5
2022	28.7	35	18.4	14.8	33.2
2023	28.7	35	20.0	14.0	33.9
2024	28.7	35	21.6	13.1	34.8
2025	28.7	35	23.3	12.2	35.5
2026	28.7	35	25.1	11.2	36.3
2027	28.7	35	26.7	10.2	37.0
2028	28.7	35	28.4	9.2	37.6
2029	28.7	35	30.0	8.0	38.1
2030	28.7	35	31.5	6.8	38.4
2031	28.7	35	33.0	5.6	38.5
2032	28.7	35	34.3	4.2	38.5
2033	28.7	35	35.6	2.8	38.4
2034	28.7	35	36.8	1.3	38.1
2035	-	35	37.9	-	37.9
TOTAL	**717**	**717**	**490.5**	**226.5**	**717**

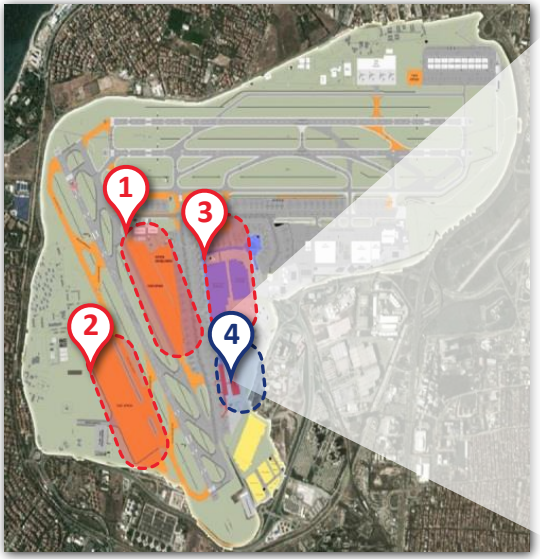
(€m) Year	Izmir Cash Payment	Before Concession Rent Expense	After Amortization	After Finance Expense	After Total	Izmir Domestic Terminal Depreciation
2011	12.2	-	-	-	-	
2012	18.3	8.7	2.7	5.9	8.6	
2013	29	8.7	3.0	5.7	8.7	
2014	29	8.7	3.1	5.5	8.7	6.1
2015	29	32.4	13.6	17.8	31.4	9.5
2016	29	32.4	14.4	17.3	31.6	10.1
2017	29	32.4	15.2	16.5	31.7	10.6
2018	29	32.4	16.0	15.8	31.8	11.2
2019	29	32.4	17.0	15.1	32.0	11.9
2020	29	32.4	18.0	14.3	32.3	12.6
2021	29	32.4	19.0	13.4	32.4	13.3
2022	29	32.4	20.1	12.5	32.6	14.0
2023	29	32.4	21.2	11.5	32.7	14.8
2024	29	32.4	22.3	10.5	32.9	15.6
2025	29	32.4	23.5	9.5	32.9	16.4
2026	29	32.4	24.6	8.3	33.0	17.2
2027	29	32.4	25.9	7.1	33.0	18.1
2028	29	32.4	27.1	5.9	33.0	18.9
2029	29	32.4	28.4	4.5	32.9	19.8
2030	29	32.4	29.7	3.1	32.8	20.7
2031	29	32.4	31.0	1.6	32.6	21.7
2032	29	32.4	32.4	0	32.4	22.6
TOTAL	**610**	**610**	**408.1**	**201.9**	**610**	**285**

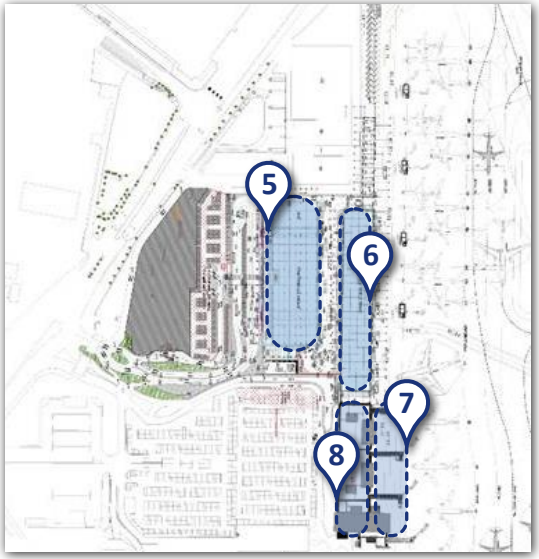
Ataturk Airport Capacity Expansion

1
- Additional 17 new parking positions at the opposite of international terminal

2
- Additional 26 new parking positions and taxiway in former military area (Nov 2014)
- **Parking capacity increased from 102 to 145 (+42%)**
- Construction is **funded by DHMI.**

3
- International Terminal





- **Baggage handling system** capacity increase
- Mezzanine floor on the land side has been moved to the air side **increasing the passenger area and commercial spaces** in the air side.
- 32 additional **check-in islands** - in addition to the existing 224 (May 2015)

4
- THY's cargo terminal was being replaced with a 27.000 m² passenger terminal - the total number of **bridges** at the International Terminal increased from 26 to 34.

5
- New Departures Terminal (11K m²)

6
- 8 Additional Gates (4 Wide Body)

7
- International Terminal

8
- TAV Airports Headquarters

Istanbul Runway Capacity Variables

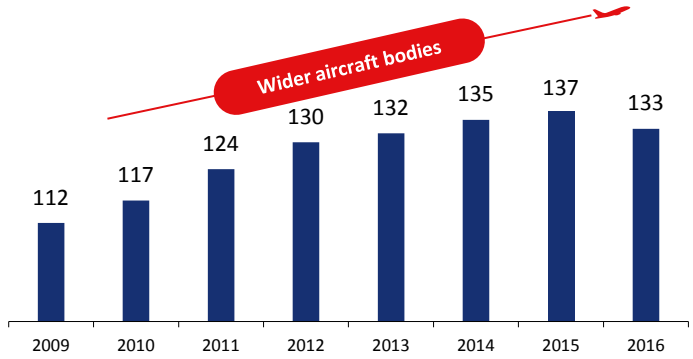
ATM/hr[1]:	58 ATM/hr	▲	upside to 70s
Active Usage Hours:	21 hrs		limited upside*
Daily ATM:	1.218	▲	upside to 1400s ››››››
Passenger per Aircraft:	137 [2]	▲	upside with more wide bodies
Daily Passenger:	166,866	▲	upside on many variables
Days / year:	365		
Yearly Passenger:	61 million	▲	upside on many variables

1.500
ATMs handled on Sept. 18, 2016!

(1) Source: DHMI (2) Source: DHMI, 2015 average pax per ATM

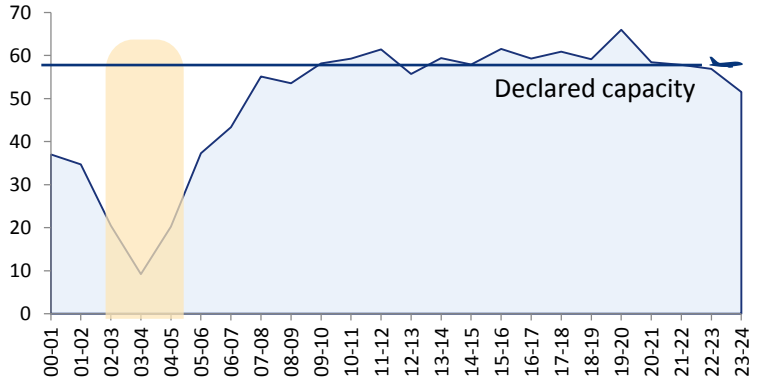
**Airport is open 24 hrs while 98% of traffic is handled in 21 hrs.*

Pax per ATM



Source: DHMI

Runway Usage (ATM/hr, 2016)



Source: TAV Istanbul

Concession Overview

Airport	Type/Expire	TAV Stake	Scope	2016 Pax (mppa)	fee/pax Int'l	fee/pax Dom.	Volume Guarantee	Yearly Lease/ Concession Fee Paid	Net Debt [1]
Istanbul Ataturk	Lease (January 2021)	100%	Terminal	60.1	US$15 €2.5 (Transfer)	€3	No	$140m + VAT	€-32m
Ankara Esenboga	BOT (May 2023)	100%	Terminal	13.0	€15 €2.5 (Transfer)	€3	0.6m Dom. , 0.75m Int'l for 2007+5% p.a	-	€48m
Izmir A.Menderes	Concession (December 2032)	100%	Terminal	12.0	€15 €2.5 (Transfer)	€3	No	€29m+VAT [2]	€198m
Gazipasa Alanya	Lease (May 2034)	100%	Airport	0.7	€10[3]	TL7.5[3]	No	$50,000+VAT[4]	€46m
Milas Bodrum	Concession (December 2035)	100%	Terminal	3.2	€15	€3	No	€143.4m upfront+ €28.7m+VAT [5]	€124m
Tbilisi	BOT (February 2027)	80%	Airport	2.2	US$24 [9]	US$6	No	-	€-15m
Batumi	BOT (August 2027)	76%	Airport	0.3	US$12	US$7	No	-	€-2m
Monastir&Enfidha	BOT+Concession (May 2047)	67%	Airport	1.6	€9	€1	No	11-26% of revenues from 2010 to 2047	€338m
Skopje & Ohrid	BOT+Concession (March 2030)	100%	Airport	1.8	€17.5 in Skopje, €16.2 in Ohrid	-	No	4% of the gross annual turnover [6]	€45m
Medinah	BTO+Concession (2037)	33%	Airport	6.6	SAR 87 [7]	-	No	54.5% [8]	-
Zagreb	BOT+Concession (April 2042)	15%	Airport	2.8	€15 €4 (Transfer)	€7	No	€2.0 - €11.5m fixed 0.5% (2016) - 61% (2042) variable	-

1) As of 31 December 2016
2) Accrual basis: Depreciation expense of €13.5m in 2015 to €32.4m in 2032 plus finance expense of €17.8m in 2015 to €0m in 2032
3) Gazipasa tariff increased on January 1, 2015
4) TAV Gazipasa will make a yearly rent payment of US$ 50,000 + VAT plus 65% of net profit to DHMI.
5) Yearly payments start October 2015. Accrual basis: Depreciation expense of €11.1m in 2016 to €38.0m in 2032 plus finance expense of €18.8m in 2016 to €0m in 2032
6) The percentage will be tapered towards 2% as passenger numbers increase.
7) SAR 87 from both departing and arriving international pax. Pax charge will be increase as per cumulative CPI in Saudi Arabia every three years
8) The concession charge will be reduced to 27.3 % for the first two years that follow the completion of the construction.
9) Tbilisi pax fee increased from $22 to $24 as of March 1, 2017.

IFRIC 12 & Our Adjusted Financials Policy

Introduction to IFRIC 12

- IFRIC 12- is an accounting application treating BOT assets with special provisions for guaranteed income. Ankara Esenboga Airport and Izmir Adnan Menderes Airport International Terminal, with their guaranteed passenger fee structures, fall under the scope.
- The capex we incur on our BOT assets, is routinely booked as "airport operation right" in the balance sheet. However when there are guaranteed passenger fees in question, these fees are discounted to their NPV and subtracted from the "airport operation right" of the BOT in question. The remaining capex amount gets booked as "airport operation right" and the NPV of guaranteed passenger fees gets booked as "trade receivables."
- When the guaranteed passenger fees become earned during the course of operations, these are credited from the balance sheet and the difference between discounted (NPV of) guaranteed passenger fees and the actual fees as they are earned are booked as finance income.
- Due to the application of IFRIC 12, guaranteed passenger fees stop being P&L items and get treated as Balance Sheet/Cash Flow items, while at the same time, part of these fees gets shown as finance income. This unduely decreases aviation income and increases finance income and distorts our P&L. To adjust for the distortion we add back guaranteed passenger fees while reporting our adjusted revenues.
- On the other hand the capex incurred during the construction phase is immediately transferred to P&L with an offsetting construction income assigned to it. This income may or may not carry a mark-up on it. Since this method of booking also distorts both the P&L and the Balance Sheet we adjust our financials to disregard the effects of both "construction expense" and "construction income."

IFRIC 12 booking model

		Debit	Credit
1. During Construction			
	BS		Debt
	BS		Cash
	BS	Construction in progress	
	PL	Construction Expense	Construction Income
2. Completion of Construction			
	BS		Construction in progress
	BS	(NPV of) Passenger Revenue Receivable (Trade Receivables)	
	BS	Airport Operation Right *	
3. Operations During Year			
	PL		Aviation Income for the Current Year **
	BS	Cash **	
4. Year Close			
	PL	Aviation Income for the Current Year ***	
	PL		Finance Income (Difference between discounted receivables and the actual receivables)
	BS		Passenger Revenue Receivable****
	PL	Amortisation of Airport Operation Right	
	BS		Accumulated Amortisation of Airport Operation Right

* AOR = Construction in progress-(NPV of Passenger Revenue Receivable
** TR-GAAP
*** IFRS (IFRIC 12 application)
**** Discounted guaranteed passenger revenues for that period

	Guaranteed Pax Structure	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Ankara	International Departing Pax (m)	0.8	0.8	0.9	0.9	1.0	1.0	1.1	1.1	1.2	1.2	1.3	1.3	1.4	1.5	1.6	0.6
	Guaranteed Pax Income (€m)	11.8	12.4	13.0	13.7	14.4	15.1	15.8	16.6	17.5	18.3	19.2	20.2	21.2	22.3	23.4	9.6
	Domestic Departing Pax (m)	0.6	0.7	0.7	0.7	0.8	0.8	0.8	0.9	0.9	1.0	1.0	1.1	1.1	1.2	1.2	0.5
	Guaranteed Pax Income (€m)	1.9	2.0	2.1	2.2	2.3	2.4	2.5	2.7	2.8	2.9	3.1	3.2	3.4	3.6	3.7	1.5
	Total Guaranteed Pax Income (€m)	13.7	14.4	15.1	15.9	16.7	17.5	18.4	19.3	20.2	21.3	22.3	23.4	24.6	25.8	27.1	11.1
Izmir	International Departing Pax (m)	1.1	1.1	1.1	1.2	1.2	1.2	1.3									
	Guaranteed Pax Income (€m)	15.9	16.4	16.9	17.4	17.9	18.4	19.0									
Total	Guaranteed Pax Income (€m)	29.6	30.8	32.0	33.3	34.6	35.9	37.4	19.3	20.2	21.3	22.3	23.4	24.6	25.8	27.1	11.1

Income Statement / Balance Sheet

INCOME STATEMENT (€m)	FY15	FY16
Construction revenue	**19.6**	**31.5**
Total operating income	**1,059.8**	**1,072.0**
Aviation income	321.2	332.4
Ground handling income	156.5	141.4
Commission from sales of duty free goods	254.5	241.5
Catering services and retail income	110.9	113.0
Other operating income	216.8	243.7
Construction expenditure	**(19.3)**	**(31.5)**
Operating expenses	**(697.2)**	**(769.7)**
Cost of catering inventory sold	(50.9)	(52.9)
Cost of services rendered	(53.0)	(68.3)
Personnel expenses	(254.6)	(257.7)
Concession rent expenses	(132.7)	(152.2)
Depreciation and amortization expense	(85.3)	(105.3)
Other operating expenses	(120.6)	(133.3)
Equity pick-up	20.8	17.1
Operating profit	**383.6**	**319.4**
Finance income	**14.7**	**15.3**
Finance expenses	**(118.2)**	**(124.4)**
Profit before tax	**280.1**	**210.3**
Income tax expense	(79.8)	(90.7)
Profit for the period attributable to:		
Owners of the Company	**209.7**	**127.1**
Non-controlling interest	(9.3)	(7.5)
Profit for the period	**200.3**	**119.7**

ASSETS (€m)	FY15	FY16
Property and equipment	210	230
Intangible assets	16	14
Airport operation rights	1,727	1,694
Other investments	0	0
Goodwill	136	136
Prepaid concession expenses	15	9
Trade receivables	100	90
Other non-current assets	6	3
Deferred tax assets	58	37
Equity pick-up assets	106	94
Total non-current assets	**2,372**	**2,308**
Inventories	11	9
Prepaid concession expenses	102	92
Trade receivables	98	130
Due from related parties	32	20
Derivative financial instruments	18	0
Other receivables and current assets	44	61
Cash and cash equivalents	212	317
Restricted bank balances	418	164
Total current assets	**935**	**793**
TOTAL ASSETS	**3,306**	**3,101**

EQUITY AND LIABILITIES (€m)	FY15	FY16
EQUITY		
Share capital	162	162
Share premium	220	220
Legal reserves	115	111
Other reserves	(61)	(68)
Revaluation surplus	0	0
Purchase of shares of entities under common control	40	40
Cash flow hedge reserve	(65)	(59)
Translation reserves	(21)	(33)
Retained earnings / (Accumulated losses)	417	435
Total equity attributable to equity holders of the Company	**808**	**808**
Non-controlling interest	6	(1)
Total Equity	**813**	**807**
Loans and borrowings	857	674
Reserve for employee severance indemnity	18	21
Due to related parties	0	0
Derivative financial instruments	61	49
Deferred income	45	36
Other payables	608	598
Deferred tax liabilities	5	15
Total non-current liabilities	**1,593**	**1,394**
Bank overdraft	0	1
Loans and borrowings	612	566
Trade payables	50	56
Due to related parties	5	3
Current tax liabilities	15	23
Other payables	193	230
Provisions	7	7
Deferred income	17	14
Total current liabilities	**900**	**900**
Total Liabilities	**2,493**	**2,294**
TOTAL EQUITY AND LIABILITIES	**3,306**	**3,101**

Cash Flow Statement

CASH FLOWS FROM OPERATING ACTIVITIES	FY15	FY16
Profit for the period	**200.3**	**119.7**
Adjustments for:		
Amortization of airport operation right	50.7	60.1
Depreciation of property and equipment	30.1	40.7
Amortization of intangible assets	4.6	4.5
Concession and rent expenses	132.7	152.2
Provision for employee severance indemnity	7.9	5.3
Provision for doubtful receivables	3.5	1.5
Discount on receivables and payables, net	-0.1	0.0
Loss / (gain) on sale of property and equipment	-0.1	0.2
Provision set for unused vacation	0.3	0.5
Interest income	-9.2	-9.0
Interest expense on financial liabilities	92.7	87.1
Tax expense	79.8	90.7
Unwinding of discount on concession receivable and payable	12.7	24.3
Share of profit of equity-accounted investees, net of tax	-20.8	-17.1
Unrealized foreign exchange differences on statement of financial position items	-61.1	-3.1
Cash flows from operating activities	**524.0**	**557.6**
Change in current trade receivables	8.0	-31.9
Change in non-current trade receivables	20.3	21.2
Change in inventories	-1.0	2.3
Change in due from related parties	-8.3	14.5
Change in restricted bank balances	-31.6	246.7
Change in other receivables and other assets	163.1	-7.8
Change in trade payables	5.9	6.0
Change in due to related parties	-8.5	-2.6
Change in other payables and provisions	527.6	-29.4
Cash provided from operations	**1199.5**	**776.6**
Income taxes paid	-73.6	-50.9
Interest paid	-87.5	-72.6
Retirement benefits paid	-3.8	-4.2
Additions to prepaid concession and rent expenses	-117.4	-130.3
Dividends from equity-accounted investees	24.4	24.2
Net cash provided from operating activities	**941.7**	**542.9**

CASH FLOWS FROM INVESTING ACTIVITIES	FY15	FY16
Interest received	5.9	7.0
Proceeds from sale of property, equipment and intangible assets	3.3	10.0
Acquisition of property and equipment	-62.8	-74.8
Additions to property, plant and equipment and intangible assets related with acquisition of subsidiary	-8.5-	
Decrease in capital of subsidiary	-6.4-	
Cash and cash equivalents acquired on acquisition of subsidiary	0.1-	
Additions to airport operation right	-692.7	-29.5
Acquisition of intangible assets	-2.2	-3.3
Net cash used in investing activities	**-763.3**	**-90.6**
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from borrowings	243.9	284.3
Repayment of borrowings	-171.4	-514.7
Acquisition of non-controlling interest	-4.6-	
Dividends paid	-104.5	-115.7
Change in finance lease liabilities	14.6	-2.4
Net cash used in financing activities	**-22.0**	**-348.6**
NET INCREASE IN CASH AND CASH EQUIVALENTS	**156.4**	**103.7**
CASH AND CASH EQUIVALENTS AT 1 JANUARY	**55.3**	**211.7**
CASH AND CASH EQUIVALENTS AT 30 DECEMBER	**211.7**	**315.3**

Timeline

2014

Q1
- Milas-Bodrum Airport tender was won
- Dividend policy of 50% payout implemented
- Cash Dividend of €65m paid
- Izmir Domestic Terminal opened

Q2
- ATU shop renovations completed
- Competition Board approved Milas-Bodrum tender
- Ankara AOR reclassified to trade receivables, which had a net effect of increasing net income €4.7m

Q3
- Milas Bodrum Airport domestic terminal taken over
- ATU started operations at Monastir Airport
- ATU won the duty free concession in Salalah Airport, Oman
- Havas divested CAS with a write-off of €1.1m

Q4
- One-off income of €15m , due to projects followed
- ATU started operations in 5 Tunisian airports including Carthage
- Accounting policy change for Izmir Ege and Milas Bodrum rent

2015

Q1
- 4% of TAV Georgia (Tbilisi) bought for USD 5.2m
- Ten year duty-free concession at Houston George Bush Airport, USA won
- Harsh winter conditions led to flight cancellations and unbudgeted de-icing revenue

Q2
- The consortium including TAV was not selected as preferred bidder in LaGuardia tender.
- New terminal building of Medinah Airport opened.
- ATU operation in Oman Salalah started
- Dividends paid

Q3
- Gazipasa runway extension complete
- Philippines PQ received
- Mezzanine floor opens in Ataturk Airport International Terminal
- ATU started in Houston.

Q4
- Milas-Bodrum Airport international terminal taken over
- Gazipasa runway extension complete
- Havas became 100% shareholder of Havas Europe

2016

Q1
- TRY 348 million cash dividends paid
- Macedonia loan refinanced with one-off cost of ~EUR7m

Q2
- Istanbul loan refinanced with one-off cost of ~EUR11m (will be net income neutral by year-end)
- Tunisia deferred tax asset reversal of ~EUR14m
- Ataturk extension complete
- Tbilisi runway and taxiway rehabilitation complete
- Attack on the airport (June 28), coup attempt (July 15)

Q3
- Consortium with TAV invited to exclusive negotiations for Havana Airports, Cuba
- Started negotiations with Saudi Oger Ltd. to purchase half of its 33.3% shares of Tibah

Q4
- ~EUR15m software sales revenue accrued in Q4, mostly from Abu Dhabi project
- MoU signed to undertake exclusive negotiations with the Cuban government for Havana Airport

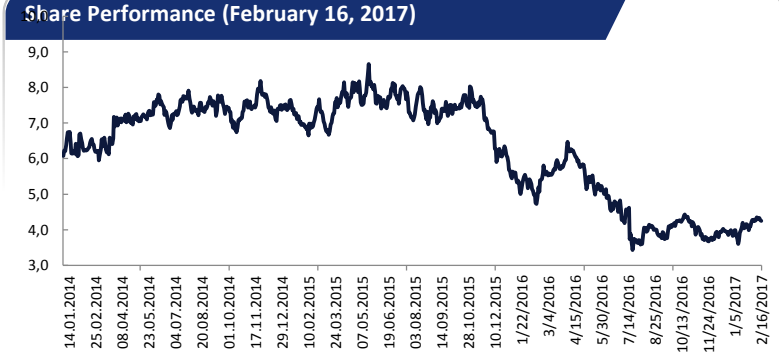
Tax Regimes

Turkey	Corporate income tax rate of 20% Advance tax returns are filed on a quarterly basis. Losses can be carried forward for offsetting against future taxable income for up to 5 years
Georgia	Corporate income tax rate of 15%
Tunisia	Corporate income tax rate of 25% TAV Tunisia is exempt from corporate tax for a period of 5 years starting from the concession agreement date
Macedonia	Corporate income tax rate of 10%
Latvia	Corporate income tax rate of 15%
Saudi Arabia	Corporate income tax rate of 20% for non-residents
Croatia	Corporate income tax rate of 20%

ESG & Share Performance

Third highest Corporate governance rating in Turkey in 2016.

Share Performance (February 16, 2017)



Corporate Governance Rating	Weight	Grade
Shareholders	25%	94.94
Public Disclosure and Transparency	25%	97.34
Stakeholders	15%	98.82
Board of Directors	35%	92.83
Total	**100%**	**95.38**

The Corporate Governance rating of our Company has increased to **95.38 (9.54 out of 10)** on 19.08.2016 from a rating of 95.19 (9.52 out of 10) which was announced on 21.08.2015, owing to our strong emphasis on developing good corporate governance practices.

Share Price Performance	1M	3M	2017
TRY	4%	26%	12%
USD	7%	14%	8%
Relative to BIST -100	-8%	10%	0%

Closing Price (TRY)
15.6

Market Cap
USD 1.5bn

Avg. Daily Volume**
USD 11m

Free Float*
44%

Effective Free Float*
41%

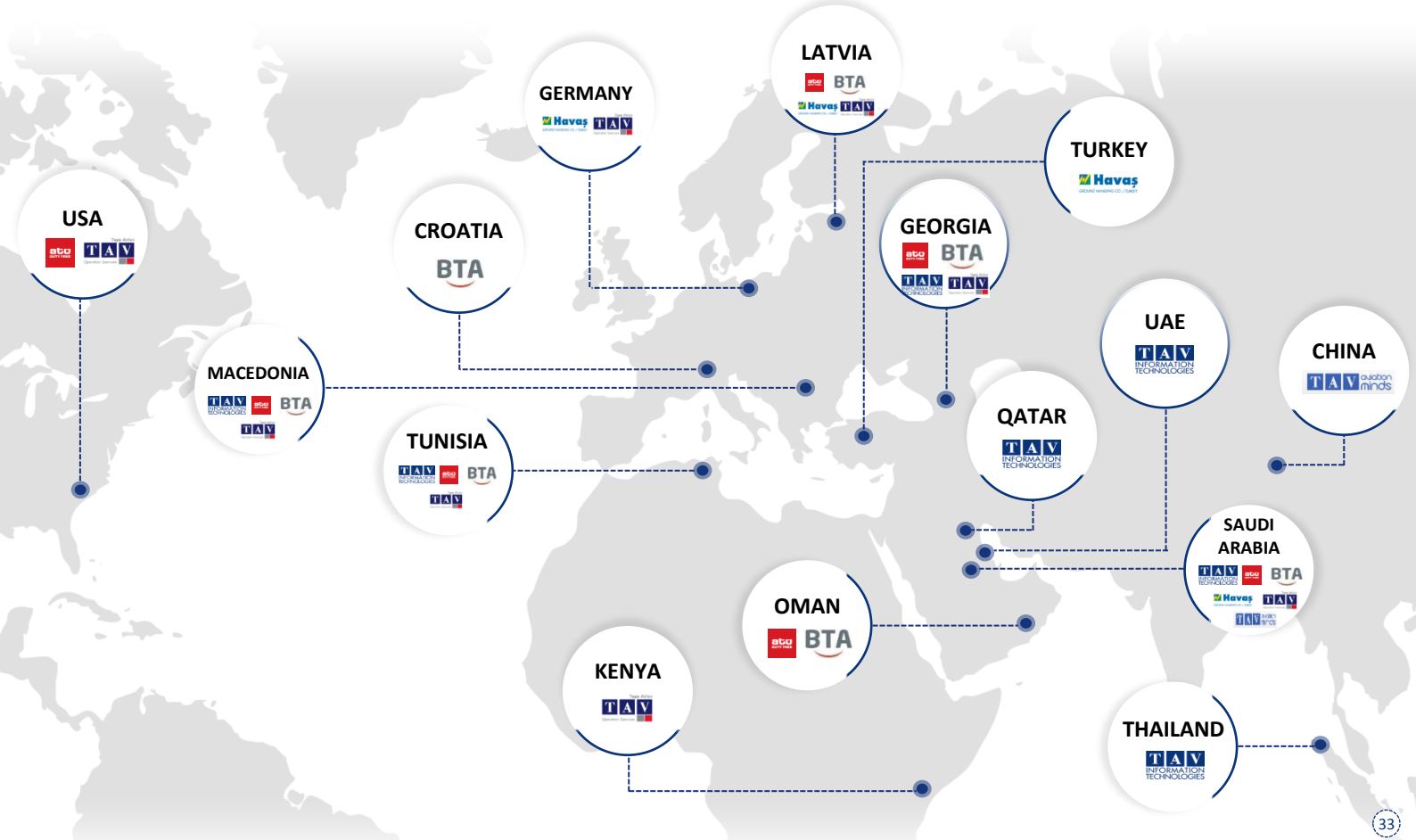
Foreign Ownership
~80%

Sustainability

TAV Airports was included in the BIST Sustainability Index on November 4, 2014.

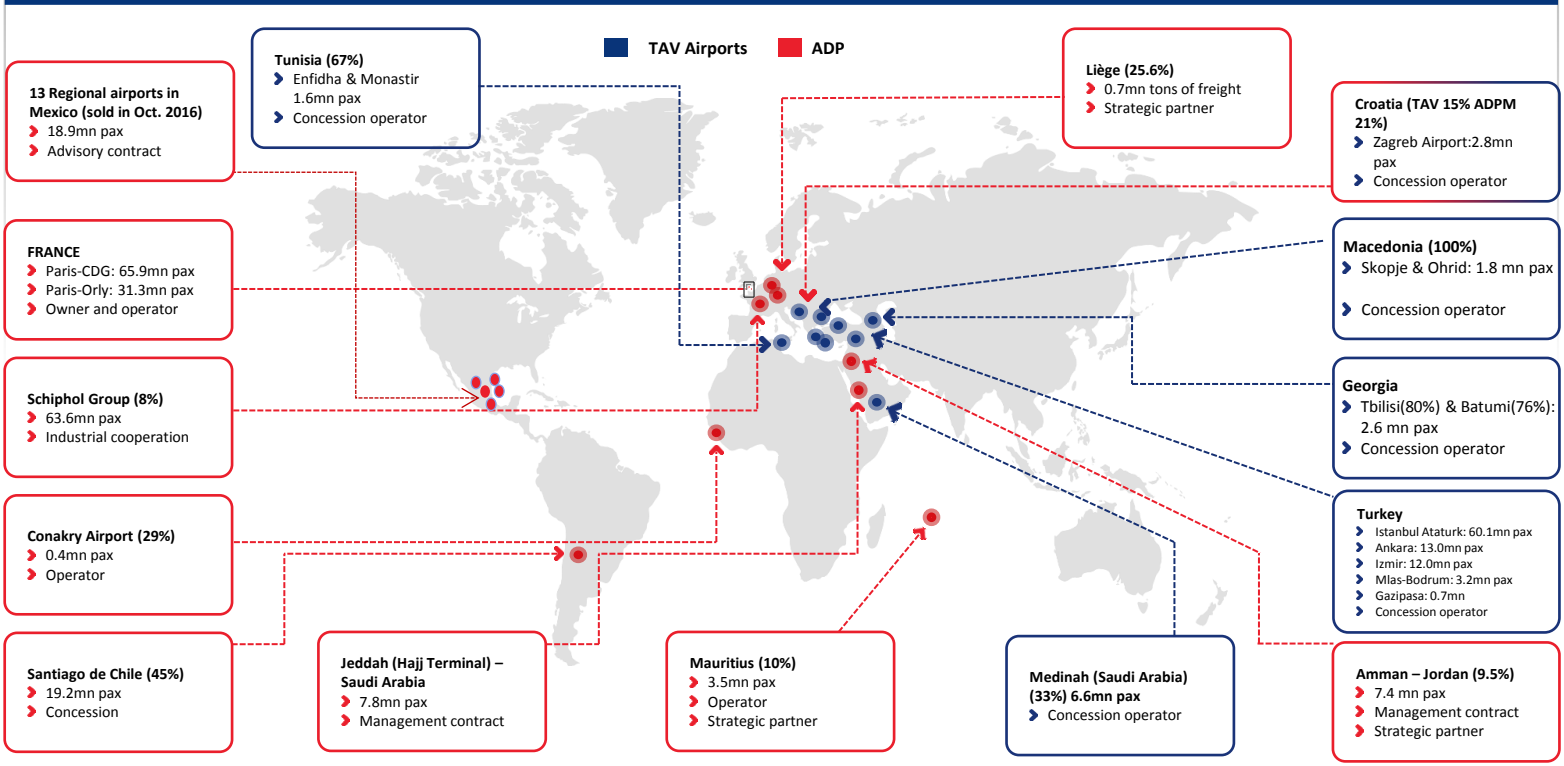
* Source: Central Registry Agency (MKK)
** 2016 yearly average

Global Presence with Service Companies in 15 Countries and 69 Airports



ADP – TAV Airports: A Global Footprint

A Platform of 23 airports* and 240 million passengers**

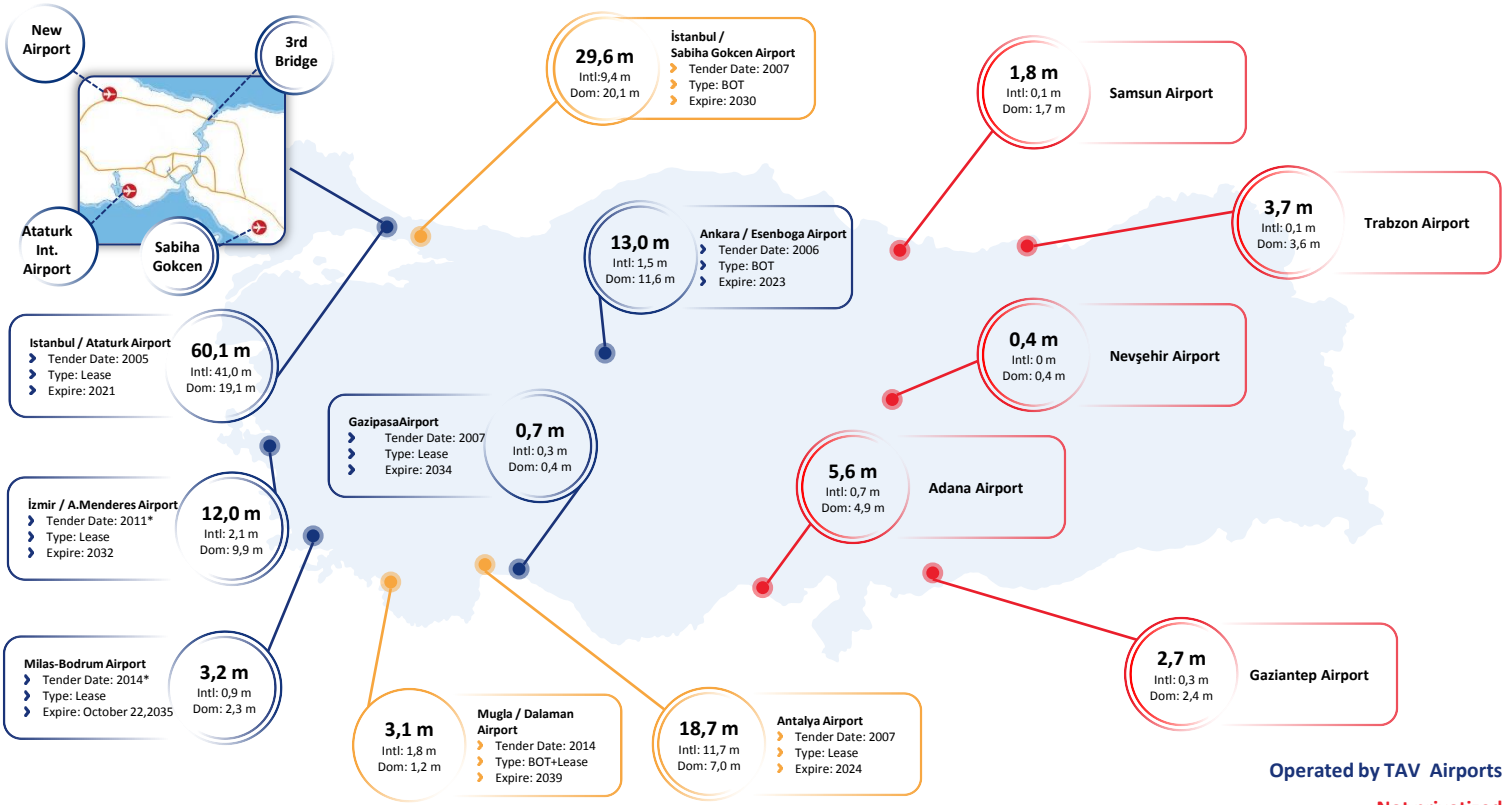


Source: ADP, TAV Airports

* Groupe ADP sold its stake in the Mexican company Servicios de Tecnología Aeroportuaria (SETA), which itself has a 16.7% stake in holding company Grupo Aeroportuario del Centro Norte (GACN), which controls 13 airports in the north and centre of Mexico, including Monterrey International Airport. Since end of December 2016, Groupe ADP manages Antananarivo & Nosy Be airports in Madagascar but Group traffic figures do not include yet in 2016 their traffic figures.

** Passenger numbers are for FY 2016, Excluding passenger numbers for Schiphol and Riga Airports

Major Airports in Turkey



* International terminal to be taken over October 2015

** Pax numbers are for 2016.

Macro Outlook

Country	Subject Descriptor	Units	Scale	2014	2015	2016	2017	2018	2019	2020	2021
Croatia	Gross domestic product, current prices	U.S. dollars	Billions	57.2	48.9	49.9	51.5	53.5	56.0	58.9	61.1
	Gross domestic product per capita, current prices	U.S. dollars	Thousand	13.5	11.6	11.9	12.3	12.8	13.5	14.2	14.8
	Inflation, average consumer prices	Percent change		-0.2	-0.5	-1.0	0.8	1.7	1.9	2.0	2.0
	Population	Persons	Millions	4.2	4.2	4.2	4.2	4.2	4.2	4.1	4.1
Georgia	Gross domestic product, current prices	U.S. dollars	Billions	16.5	14.0	14.5	15.7	17.2	18.7	20.3	22.1
	Gross domestic product per capita, current prices	U.S. dollars	Thousand	4.4	3.8	3.9	4.3	4.7	5.1	5.5	6.0
	Inflation, average consumer prices	Percent change		3.1	4.0	2.6	3.6	3.5	3.0	3.0	3.0
	Population	Persons	Millions	3.7	3.7	3.7	3.7	3.7	3.7	3.7	3.7
Latvia	Gross domestic product, current prices	U.S. dollars	Billions	31.3	27.0	27.9	29.6	31.5	33.6	35.9	38.0
	Gross domestic product per capita, current prices	U.S. dollars	Thousand	15.7	13.6	14.1	15.1	16.1	17.2	18.4	19.5
	Inflation, average consumer prices	Percent change		0.7	0.2	0.2	1.7	2.0	2.0	2.0	2.0
	Population	Persons	Millions	2.0	2.0	2.0	2.0	2.0	2.0	2.0	1.9
FYR Macedonia	Gross domestic product, current prices	U.S. dollars	Billions	11.3	10.0	10.5	11.1	11.7	12.5	13.3	14.1
	Gross domestic product per capita, current prices	U.S. dollars	Thousand	5.5	4.9	5.1	5.4	5.6	6.0	6.4	6.8
	Inflation, average consumer prices	Percent change		-0.1	-0.2	0.1	0.8	1.5	2.0	2.0	2.0
	Population	Persons	Millions	2.1	2.1	2.1	2.1	2.1	2.1	2.1	2.1
Saudi Arabia	Gross domestic product, current prices	U.S. dollars	Billions	753.8	646.0	637.8	689.0	740.2	777.8	816.6	854.6
	Gross domestic product per capita, current prices	U.S. dollars	Thousand	24.5	20.6	19.9	21.1	22.2	22.9	23.6	24.2
	Inflation, average consumer prices	Percent change		2.7	2.2	4.0	2.0	4.7	2.0	2.0	2.0
	Population	Persons	Millions	30.8	31.4	32.0	32.7	33.3	34.0	34.7	35.3
Tunisia	Gross domestic product, current prices	U.S. dollars	Billions	47.6	43.6	42.4	41.7	42.1	44.2	46.8	49.5
	Gross domestic product per capita, current prices	U.S. dollars	Thousand	4.3	3.9	3.8	3.7	3.7	3.8	4.0	4.2
	Inflation, average consumer prices	Percent change		4.9	4.9	3.7	3.9	3.8	3.7	3.5	3.5
	Population	Persons	Millions	11.0	11.1	11.2	11.3	11.5	11.6	11.7	11.8
Turkey	Gross domestic product, current prices	U.S. dollars	Billions	798.7	718.0	735.7	769.5	811.9	861.0	912.5	964.8
	Gross domestic product per capita, current prices	U.S. dollars	Thousand	10.4	9.2	9.3	9.6	10.1	10.6	11.1	11.7
	Inflation, average consumer prices	Percent change		8.9	7.7	8.4	8.2	6.8	6.7	6.5	6.5
	Population	Persons	Millions	76.9	78.2	79.0	79.8	80.6	81.3	82.1	82.8

IMF, World Economic Outlook Database, October 2016

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Available on the App Store

ANDROID APP ON Google play

About TAV Airports

Turkey	Istanbul Ataturk Ankara Esenboga Izmir Adnan Menderes Gazipasa Alanya Milas Bodrum
Georgia	Tbilisi and Batumi
Tunisia	Monastir and Enfidha
Macedonia	Skopje and Ohrid
Saudi Arabia	Medinah
Latvia	Riga (only commercial areas)
Croatia	Zagreb

TAV Airports through its affiliates and subsidiaries, in auxiliary airport services including duty free, food and beverage, ground handling services, IT, security and operation services. As part of these diversified services TAV Airports also operates the duty-free, food and beverage and other commercial areas at Riga Airport in Latvia. In 2016, the company provided services for 808K flights and more than 104 million passengers. The Company's shares are listed in Borsa Istanbul since February 23, 2007, under the ticker code "TAVHL"

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