

Investor Presentation

December 31, 2010





Leasing Sector in Turkey



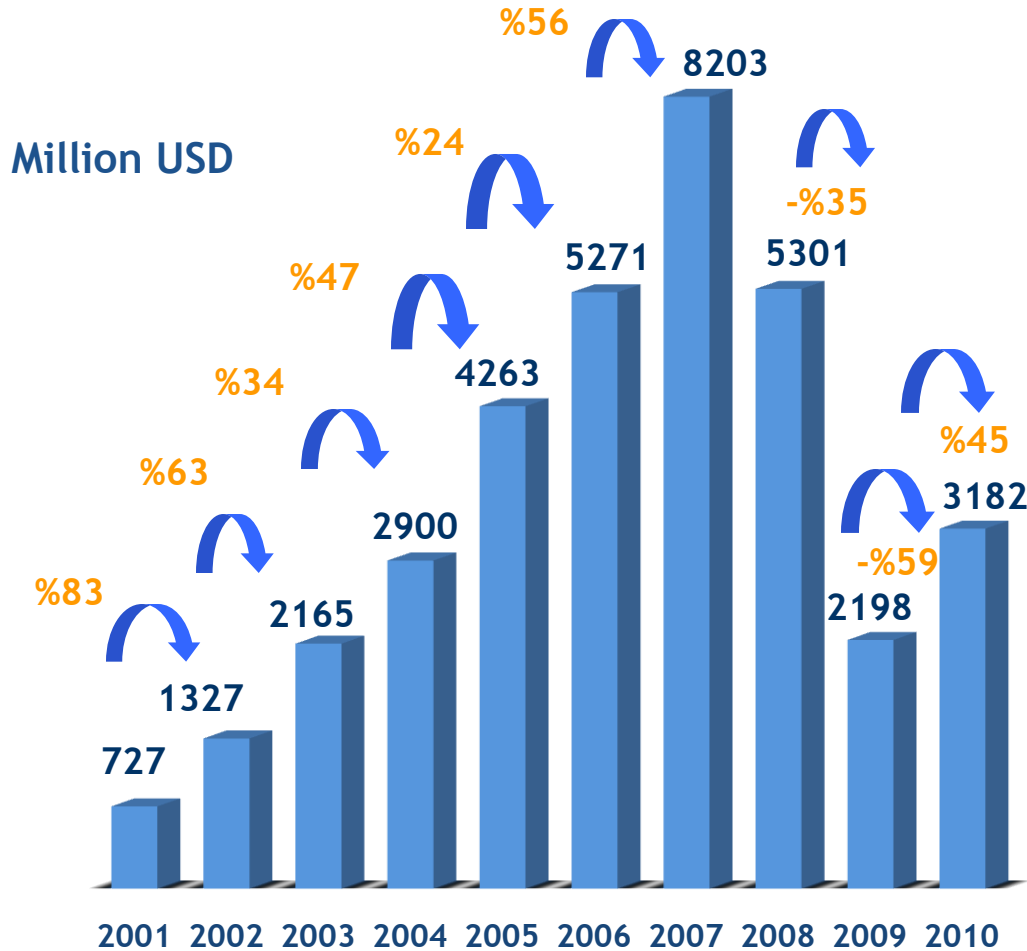


ADVANTAGES OF LEASING

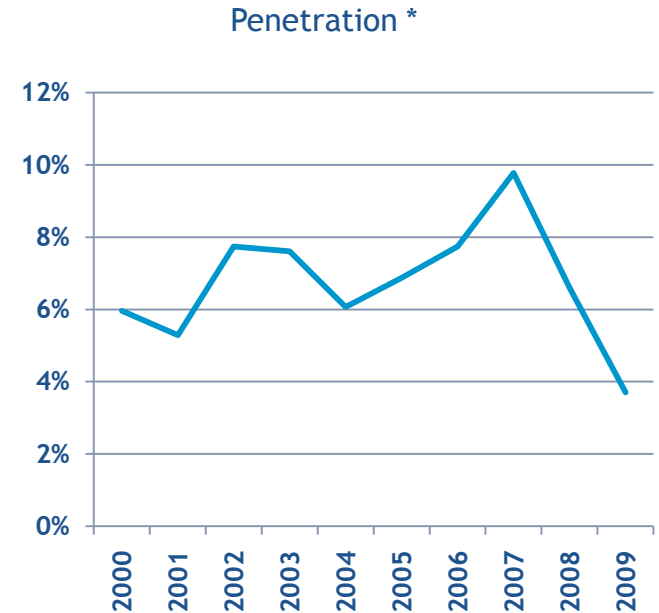
- ✓ Expertise on SMEs, consultancy and know-how support in addition to funding.
- ✓ Fast credit approvals (leased asset ownership), flexible payment plans.
- ✓ FX borrowing option (Bank FX loans have some restrictions)
- ✓ Banks can fund up to %50 of commercial real estate but there is no limit for leasing companies. (BRSA regulation dated 16/12/2010)



TURNOVER



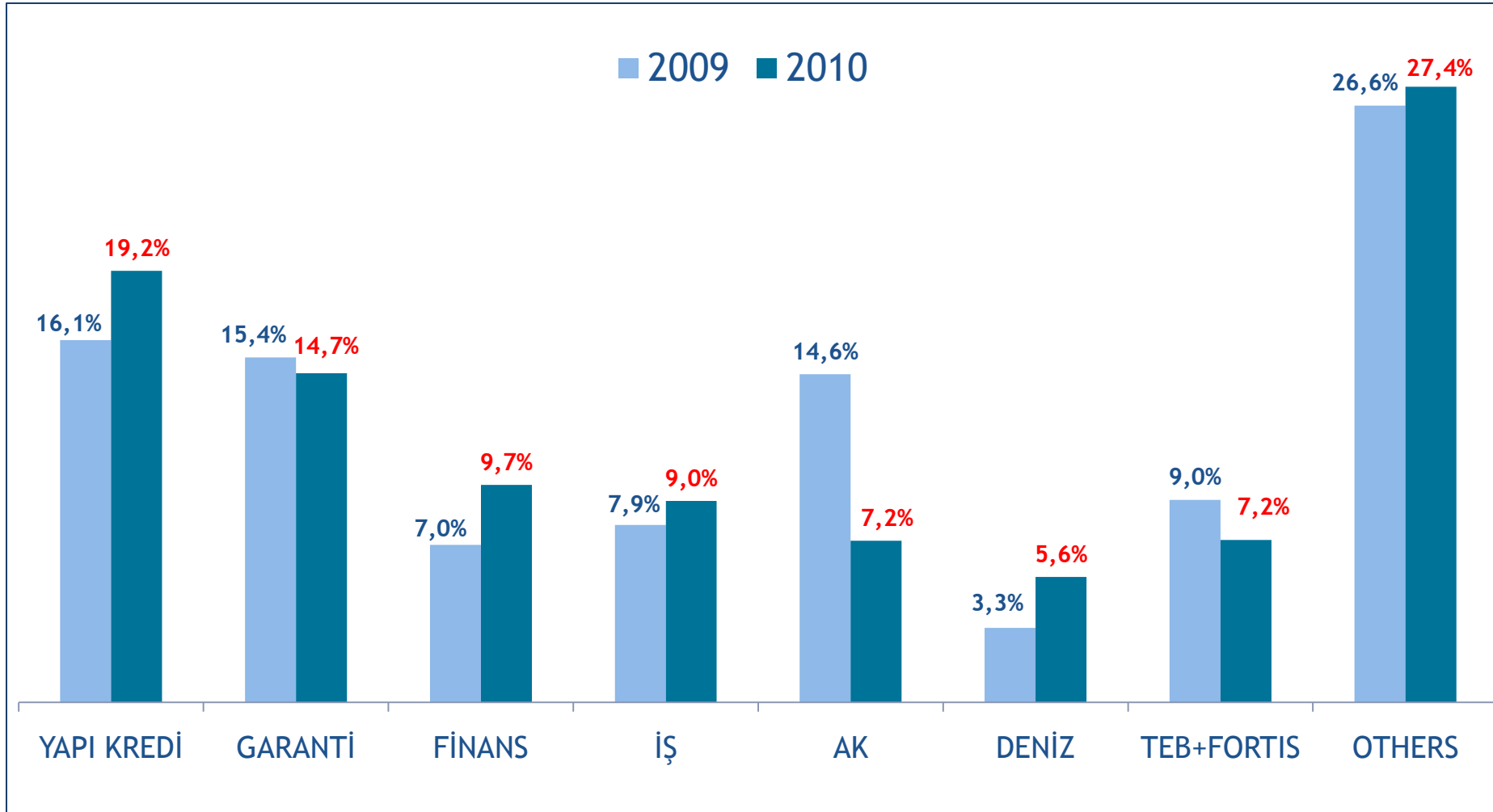
Leasing penetration is still at low levels compared to EU average of 15% and North America average of 18%.



*Leasing volume/ Private sector fixed investments (Buildings excluded)



MARKET SHARES, New Leasing Transactions





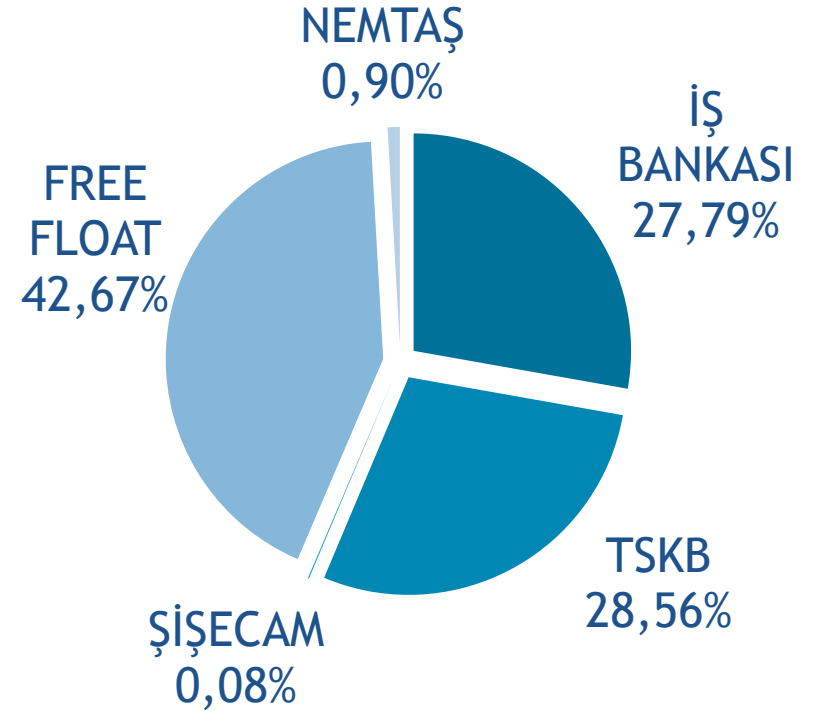
Company Overview





MILESTONES & OWNERSHIP

- Financial leasing law enacted in 1985.
- İş Leasing established in 1988 by İş Bank, IFC and Societe Generale.
- IFC and SocGen transferred leasing know-how and expertise, İş Bank branches provided access to the market.
- İş Group took over in 1995.
- 29,4% public offering in 2000.



İş Bank group controls 57,3% of the shares.



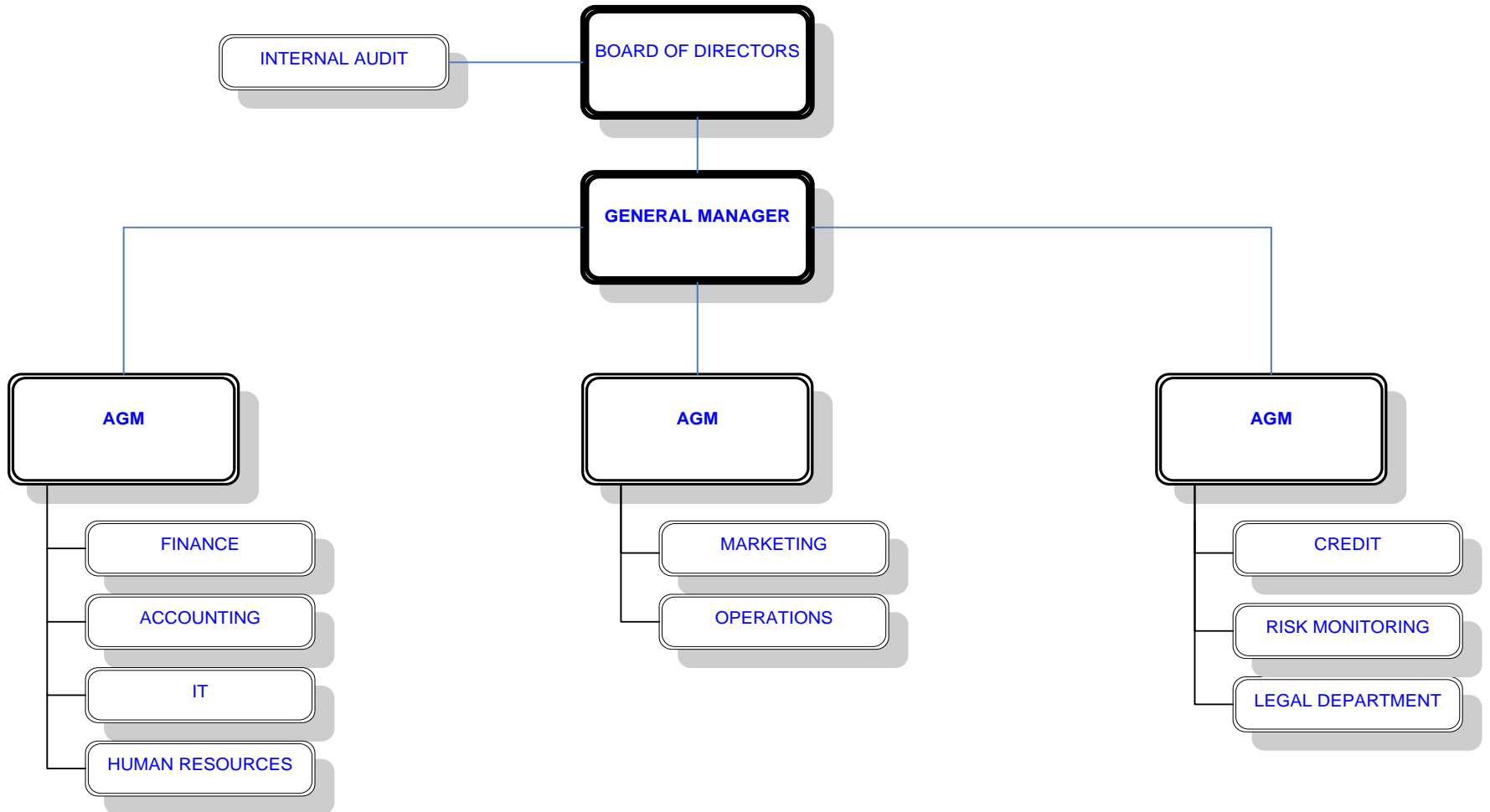
PARTICIPATIONS

<u>Equity Participations</u>	<u>Total Share Capital (TL)</u>	<u>İş Leasing</u>	<u>Share %</u>
İş Yatırım Menkul Değerler A.Ş.	119.387.000	2.904.000	2,43
Camiş Menkul Değerler A.Ş.	1.900.000	1.000	0,05
<u>Subsidaire</u>			
İş Factoring Finansman Hiz. A.Ş.	16.000.000	12.517.000	78,23

İş Yatırım (ISMEN) is a listed company.



ORGANIZATION CHART



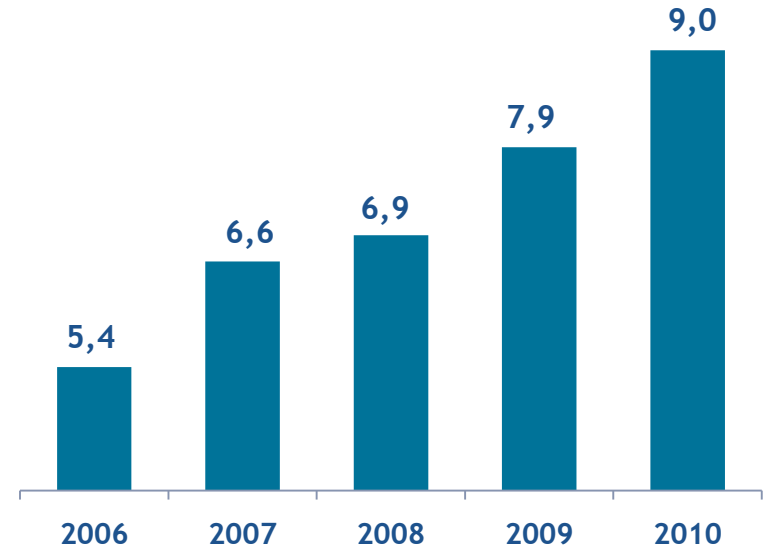
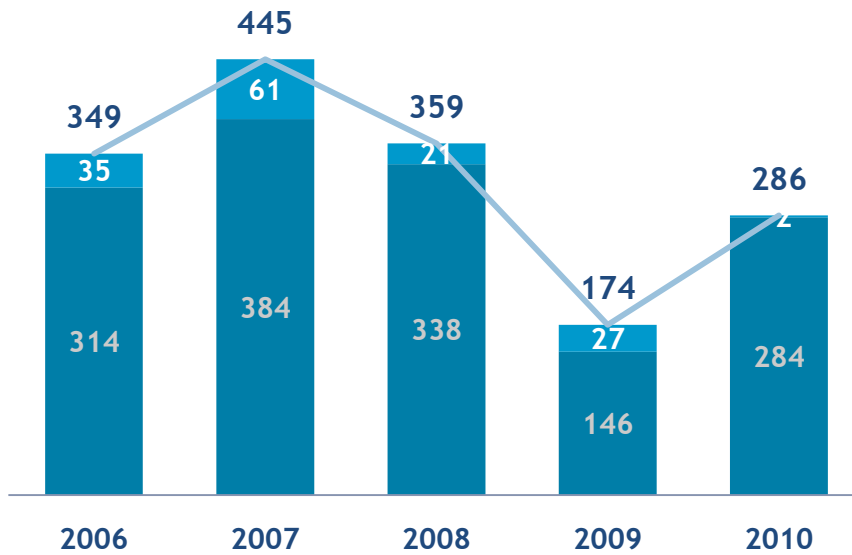


Lease Portfolio





TURNOVER & MARKET SHARE



■ Non-group turnover
 ■ İş group turnover
— Total turnover

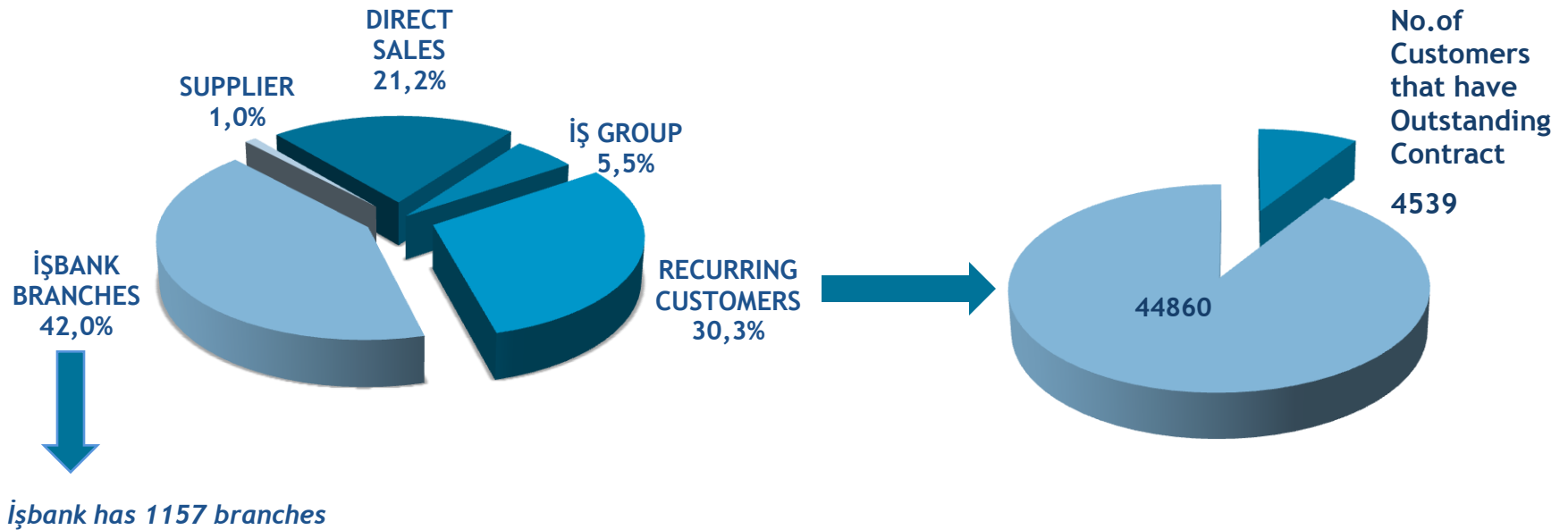
Percentage

Million USD



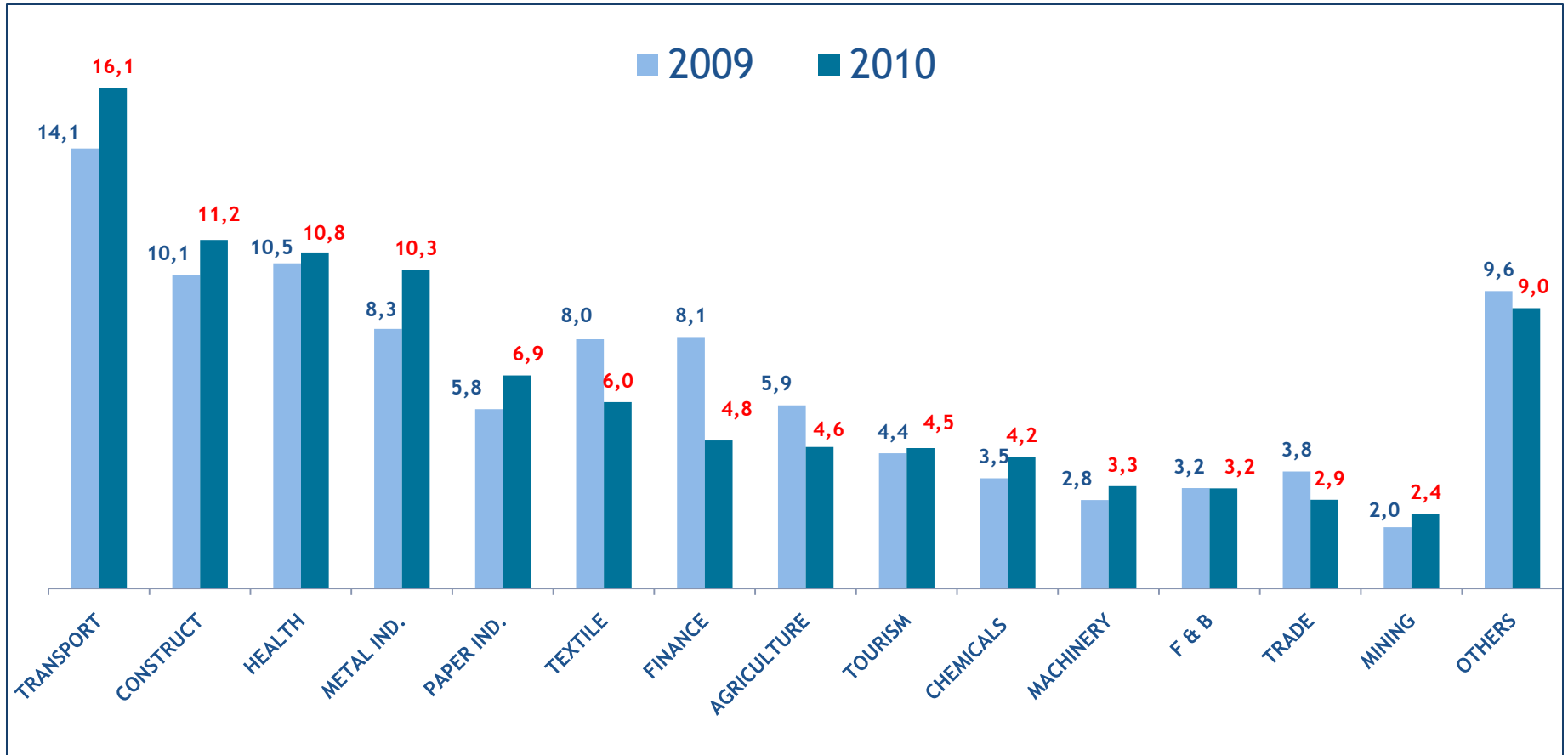
SALES CHANNELS

Total number of customers in CRM database: 49.285



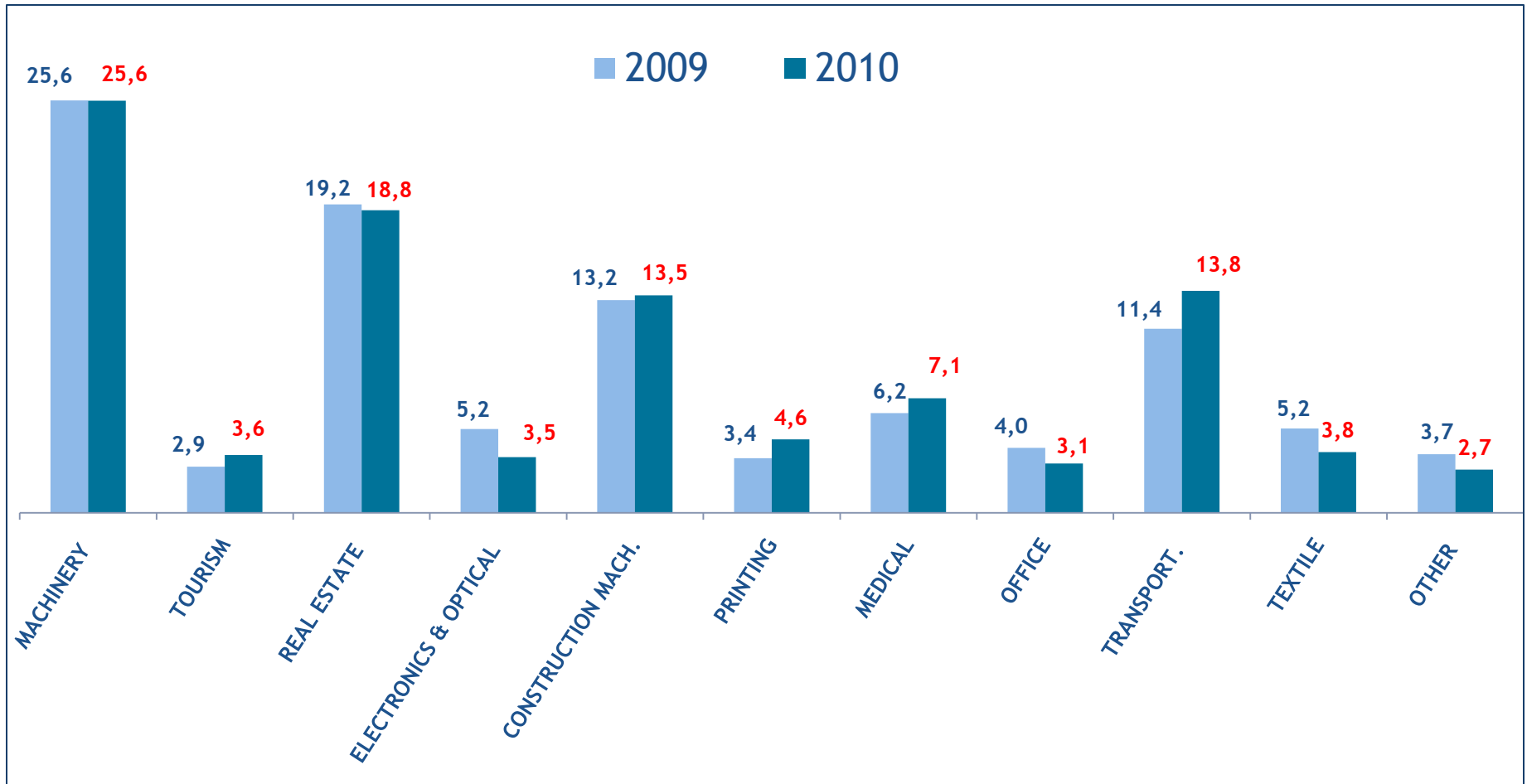


SECTORAL DISTRIBUTION , %





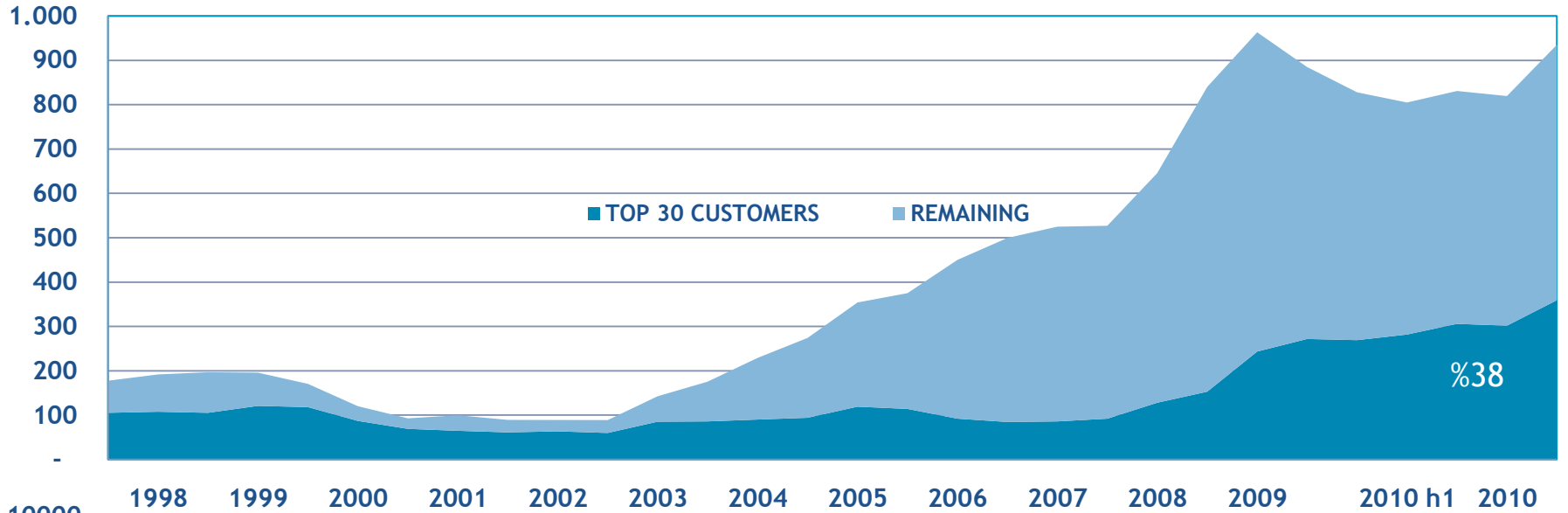
ASSET DISTRIBUTION , %





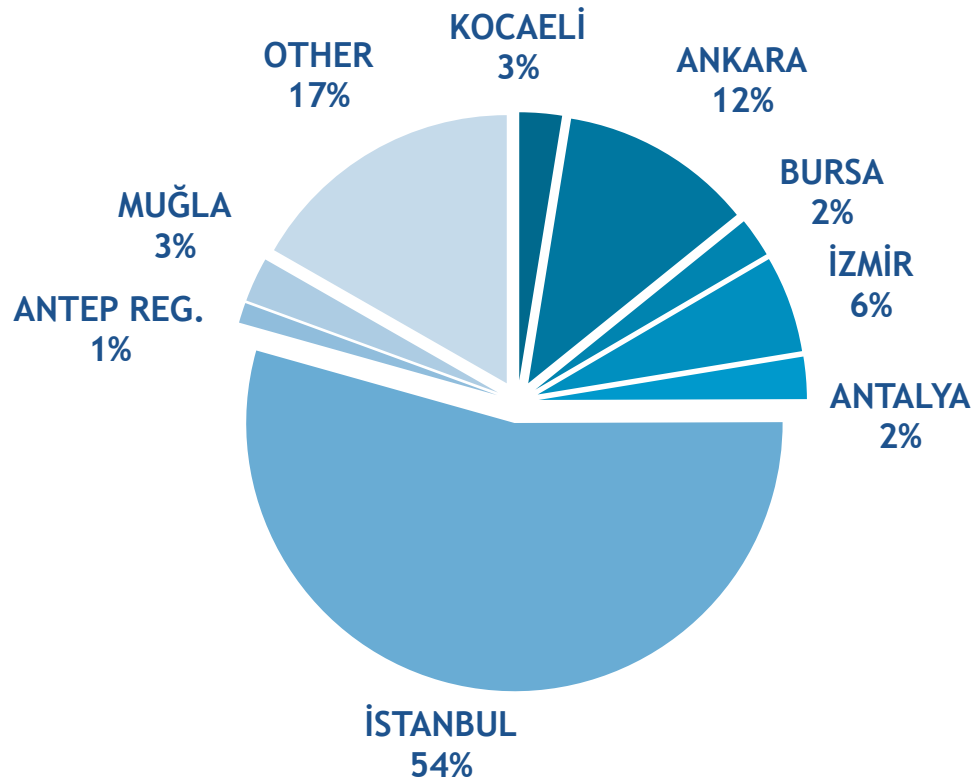
000 TL

PORTFOLIO DEVELOPMENT





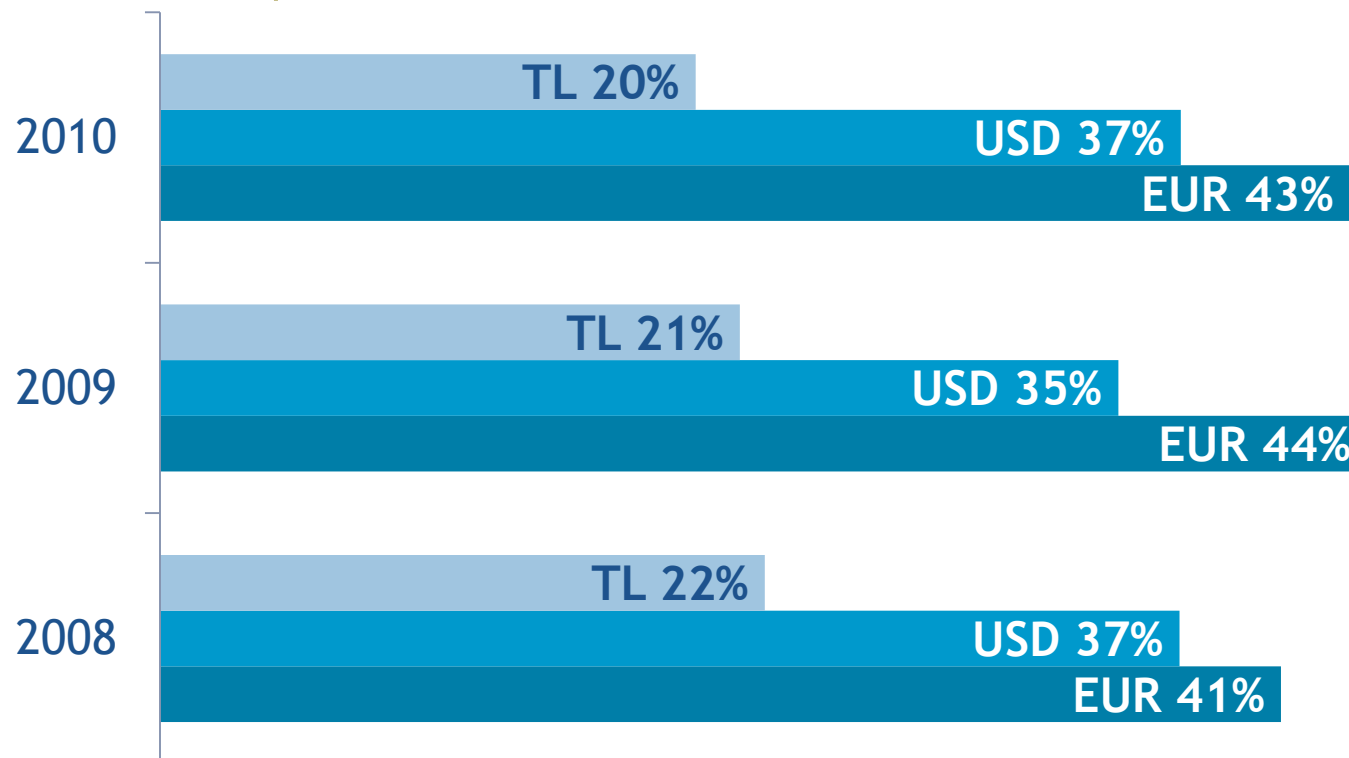
GEOGRAPHICAL DISTRIBUTION



OFFICES	# STAFF
Head Office	4
Istanbul Europe	5
Istanbul Asia	5
Ankara Rep. Office	6
Antep	4
Bursa	2
İzmir	4
Antalya	3
TOTAL SALES STAFF	33
TOTAL HEADCOUNT	95



CURRENCY DISTRIBUTION



TL 000	2009	2010
Net FX position (Long)	4,188	526
Net FX position / Equity	1,04%	0,1%

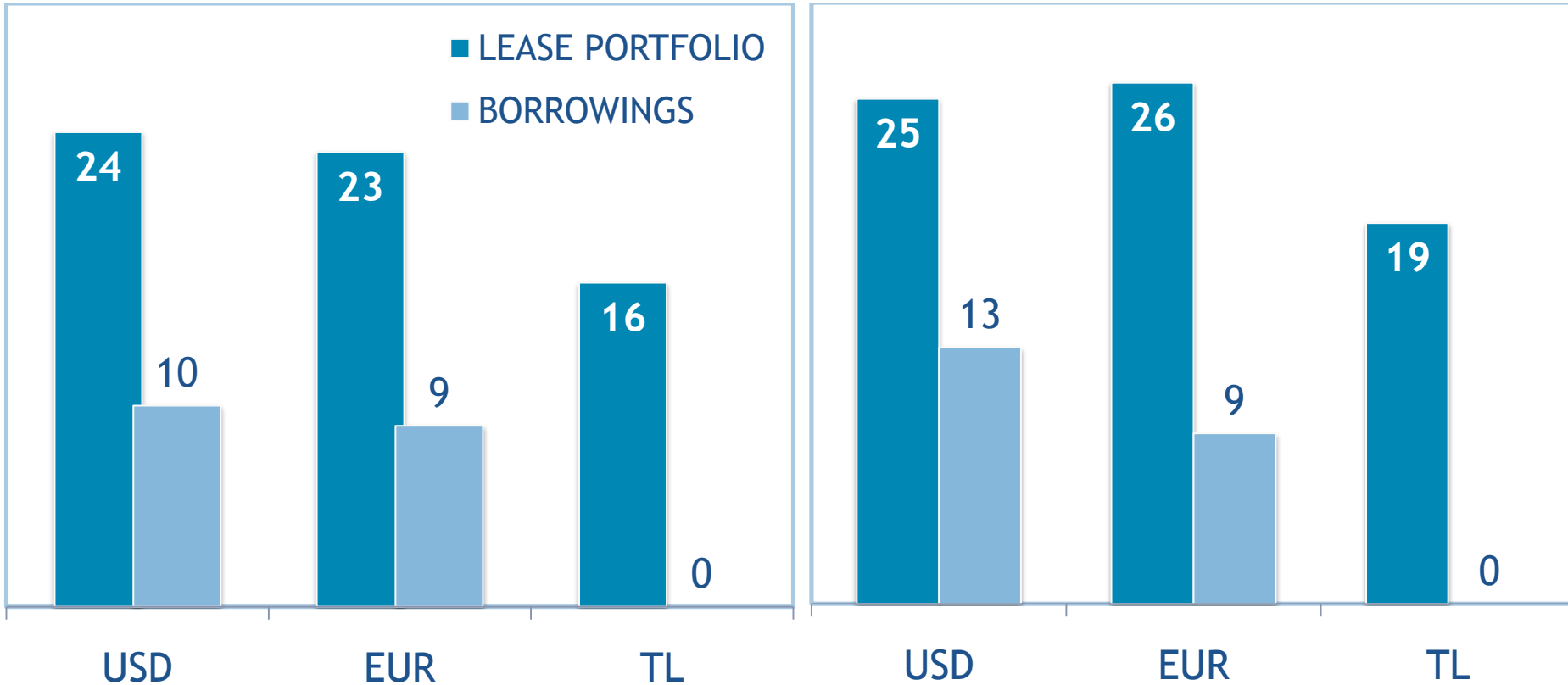


MATURITY DISTRIBUTION

2009

average, months

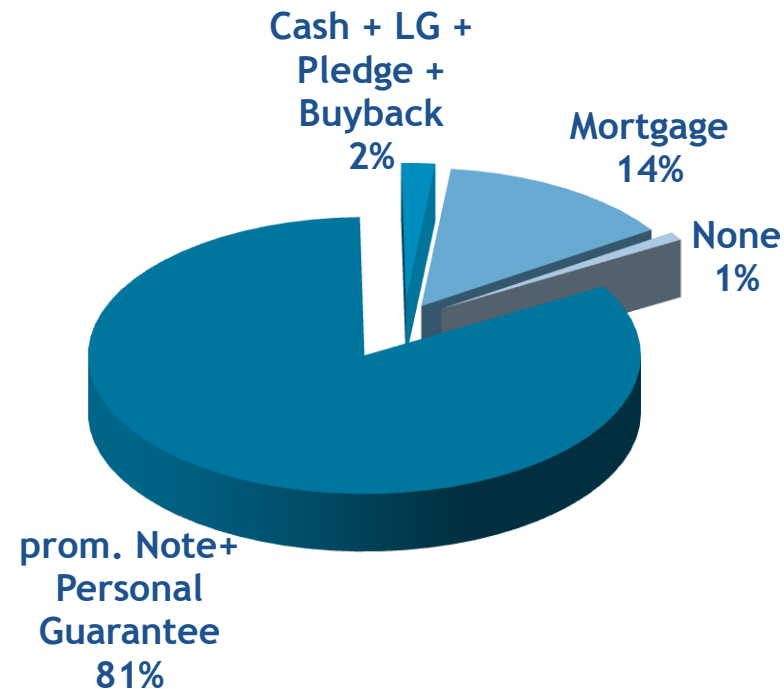
2010





COLLATERALS*

Leased asset, since legally possessed by the lessor, is a collateral. Depending on the lessee's credit ratings and second hand value of the leased asset, additional collaterals might be demanded.



*İş Bank group excluded



Financial Performance





FINANCIAL HIGHLIGHTS

TL Million	31 December 2009	31 December 2010	Change (%)
Leasing Receivables, Net	828	936	13%
Non Performing Receivables	106	89	-16%
Provisions	-40	-45	13%
Total Assets	1.441	2.093	45%
Financial Liabilities	1.008	1.587	57%
Equity	405	476	18%
INCOME STATEMENT			
Net Interest Income	84	83	-1%
Provisions	-18	-12	-33%
Operating Expenses	-15	-18	20%
Net Profit	105	64	-39%
RATIOS			
Gross Non-Performing Rec. / Gross Receivables	12,2%	9,1%	
Provision Ratio	37,7%	50,6%	
Return on Equity	30,5%	14,5%	
Return on Assets	7,9%	3,6%	



BALANCE SHEET (consolidated) 000 TL

	2008	2009	2010		2008	2009	2010
CURRENT ASSETS				CURRENT LIABILITIES			
Cash and cash equivalents	165.411	363.754	691.285	Short-term borrowings	786.580	893.554	1.416.398
Trading Securities (net)	1.904	139	4.364	Trade payables	9.628	12.524	14.480
Leasing Receivables (net)	413.004	348.149	323.529	Advances received	6.088	9.524	8.588
Factoring Receivables	67.098	142.899	331.321	Other current liabilities	4.767	4.182	3.463
Other current assets (net)	29.986	20.987	24.423	Corporate tax payable	442	487	1.789
Total Current Assets	677.402	875.928	1.374.922	Total Current Liabilities	807.505	920.271	1.444.718
LONG TERM ASSETS				LONG TERM LIABILITIES			
Factoring Receivables (net)	0	0	0	Long term borrowings	141.641	114.244	170.501
Leasing receivables (net)	550.325	480.567	612.091	Trade payables	0	0	0
Assets for sale (net)	5.495	18.086	26.516	Reserves for employee benef	1.276	1.563	2.218
Fixed assets (net)	875	778	448	Deferred tax liabilities (net)	0	0	0
Intangible assets (net)	97	74	640	Total Long Term Liabilities	142.917	115.807	172.719
Deferred tax assets (net)	1.163	64.981	78.615	Minority Interest	6.096	8.945	10.861
Goodwill	166	166	166	SHAREHOLDERS' EQUITY			
Total Long Term Assets	558.122	564.652	718.476	Capital	197.581	250.000	295.000
				Reserves	5.116	40.168	106.398
				Net profit for the year	76.309	105.388	63.702
				Total Shareholders' Equity	279.006	395.557	465.100
TOTAL ASSETS	1.235.524	1.440.580	2.093.398	TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	1.235.524	1.440.580	2.093.398



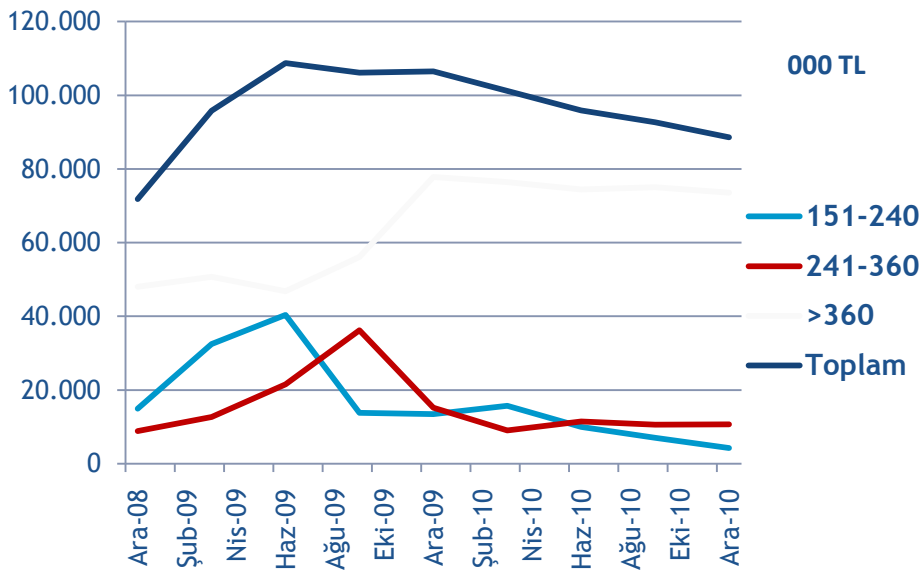
INCOME STATEMENT (consolidated) 000 TL

	2008	%	2009	%	2010	%
Interest income	103.948	11,8	97.986	10,9	81.488	36,9
Interest Expense	(63.131)	(7,3)	(50.739)	(5,2)	(60.230)	(18,6)
Foreign currency gains/(losses)	4.077		1.666		912	
	44.894	5,1	48.913	5,5	22.170	10,0
Factoring Income	16.497		14.147		18.671	
General and administrative expenses	(14.835)	(1,7)	(15.450)	(1,7)	(18.352)	(8,3)
Provision Expenses	(16.085)	(1,8)	(17.886)	(2,0)	(12.372)	(5,6)
Other income/(expenses) (net)	50.228	5,7	28.003	3,1	52.330	23,7
Profit before taxation	80.699	9,2	57.727	6,4	62.447	28,3
Taxation	90		49.107		2.422	
Profit after taxation	80.789	9,2	106.834	11,9	64.869	29,4
Net profit before minority interest	80.789		106.834		64.869	
Minority Interest	(4.480)		(1.446)		(1.167)	
Net profit for the year	76.309	8,7	105.388	11,8	63.702	28,9



NPL

Consolidated	2007	2008	2009	2010
Gross NPL / Total Receivables	% 7,8	% 7,0	% 10,8	% 6,9
Net NPL / Net Receivables	% 4,0	% 4,3	% 6,9	% 3,5



000 TL	LOSS RESERVE
2010 Opening	(42.600)
Reversals	6.090
New provisions	(12.372)
Write-off	1.624
2010 Closing	(47.258)

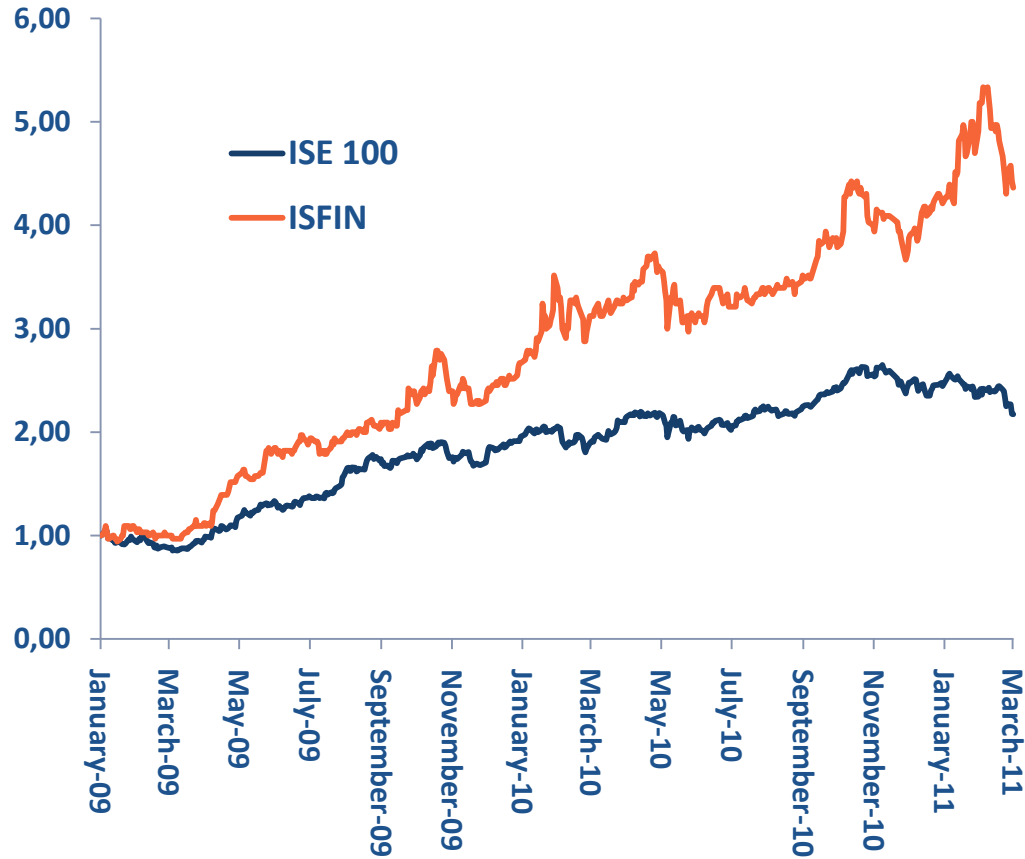


Other Issues





RELATIVE SHARE PERFORMANCE



(TL mn)	2010
Net income	63.7
Book value	465
Mcap @1.39	410
P/BV	0.91
P/E	6.4
Outstanding Shares	295 million
Mcap @1.44 02/03/11	425



RATINGS



Foreign Currency

Long-Term IDR	BBB-
Short-Term IDR	F3
Outlook	Positive

Local Currency

Long-Term IDR	BBB-
Short-Term IDR	F3
Outlook	Positive

National

Long-Term Rating	AAA (tur)
Outlook	Stable
Support Rating	2



AGENDA

- ✓ Increasing synergy with İşbank branches. By using the wide branch network of İşbank, reaching uncovered SME's therefore smaller ticket sizes and higher spreads are targeted.
- ✓ New regulatory changes expected.(probably after June11 elections). Sale and Lease back, Operating Lease, Lease of complementary parts, Software Leasing will be the new products expected after the change.
- ✓ Energy efficiency and renewable energy projects in cooperation with IFI's.
- ✓ Strategic partnerships with vendors to cover new customers. These relations will be an asset for operating leasing when available.



DISCLAIMER

The information in this document has been obtained by İş Finansal Kiralama A.Ş. (“İş Leasing”) from sources believed to be reliable, however, İş Leasing can not guarantee the accuracy, completeness, or correctness of such information. This document has been issued for information purposes only. The financial reports and statements announced by İş Leasing to the public and the relevant corporations are accepted to be the sole material. İş Leasing does not accept any liability whatsoever for any direct or consequential loss arising from any use of this document or its contents due to the misleading information in this document. All estimations, if any, contained in this document are the opinions of İş Leasing and can be subject to change without notice. This document can not be interpreted as an advice to the investors and İş Leasing can not be held responsible for the results of the investment decisions made on the account of this document.