




December
2021
INVESTOR PRESENTATION

- 
- LEASING SECTOR IN TURKEY
 - COMPANY OVERVIEW
 - LEASING PORTFOLIO
 - FINANCIAL RESULTS



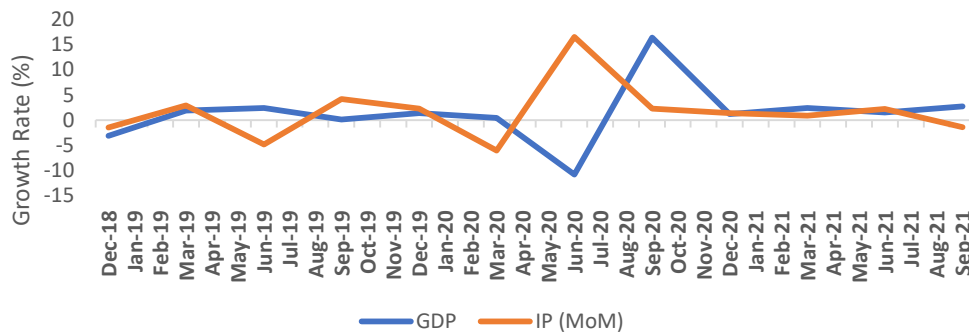
• Leasing Sector In Turkey

• Company Overview

• Leasing Portfolio

• Financial Results

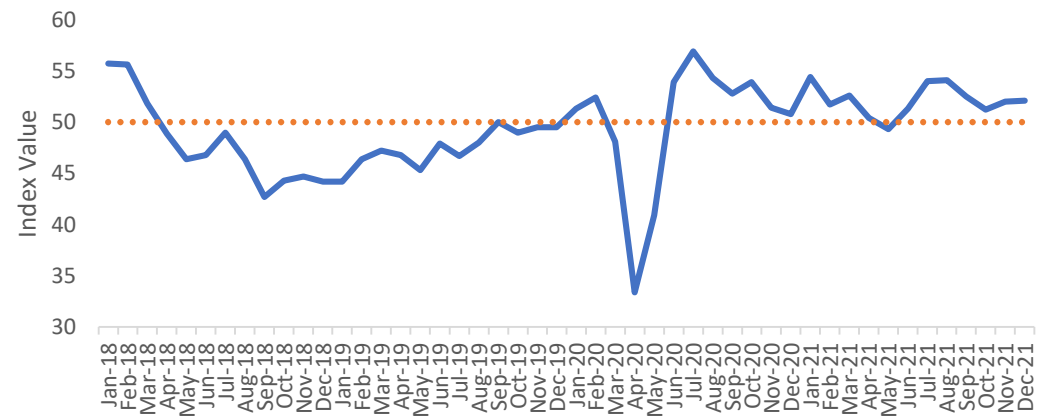
GDP and Industrial Production Growth (SWDA)



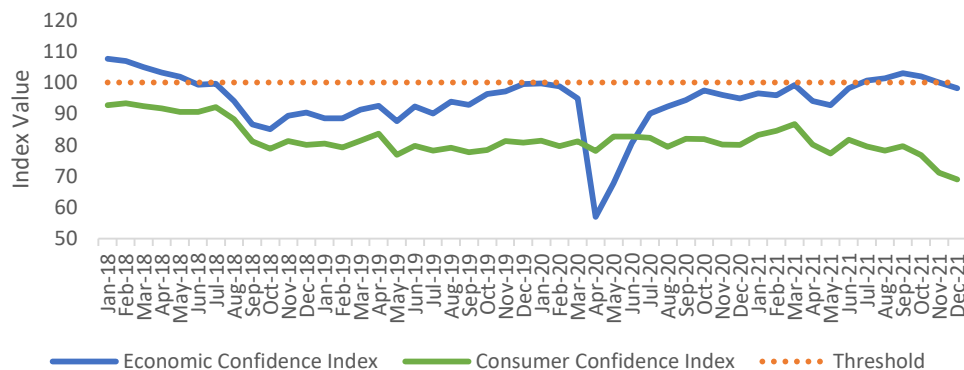
Turkey's 2021 year-end growth is expected to be at double-digits. Although leading indicators such as industrial production show some signs of slowdown in the recent period, there is no observation regarding a deterioration in the trend.

Despite the recent loss of momentum, the manufacturing PMI index continues its course in the growth zone. The significant tightening in financial conditions and risks on raw material flow on the other hand are creating pressure on the trend.

Manufacturing PMI



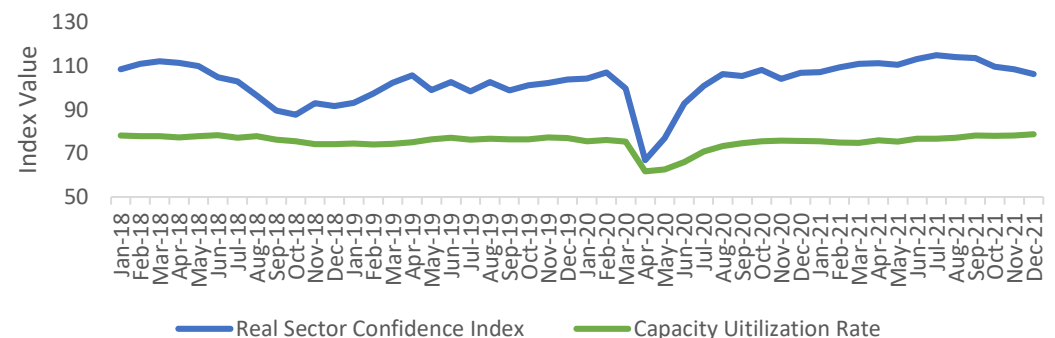
Confidence Indices



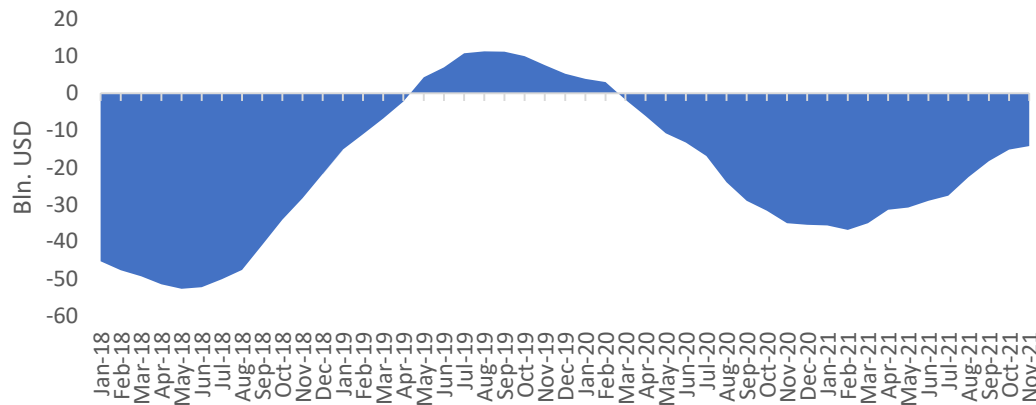
The rapid depreciation of TL, which accelerated in November, ended the five-month course of the economic confidence index above the threshold. Consumer confidence was also adversely affected by these developments.

The course of the real sector confidence index in the growth zone has been extended to 18 months. As the tightening in credit conditions limiting this trend, the index supports the strong growth expected in 2021.

Real Sector Confidence Index and Capacity Utilization Rate



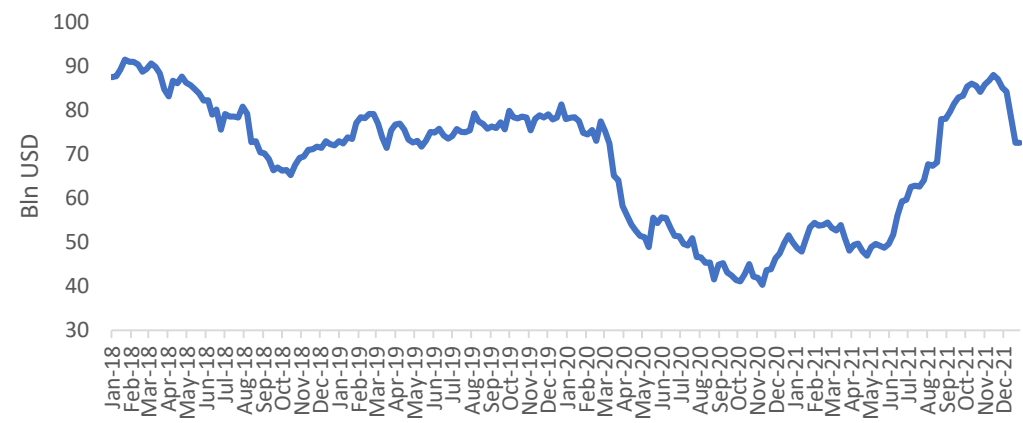
Cumulative Current Account Balance



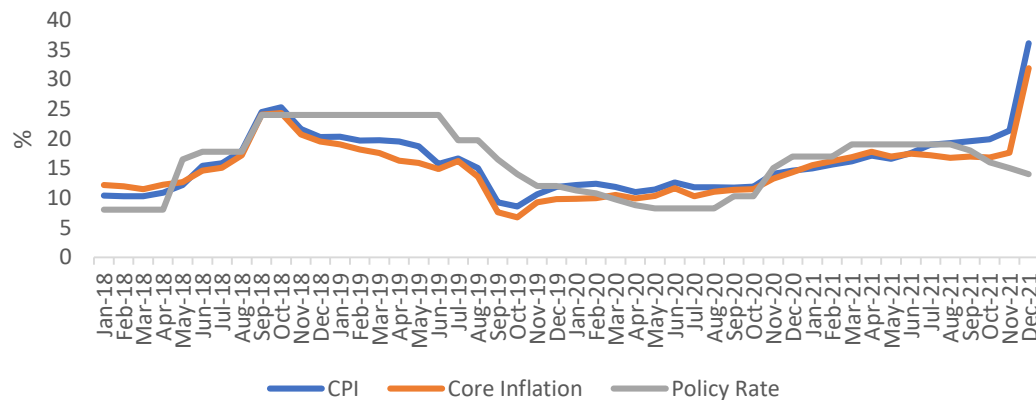
An improvement is observed in the current account balance, which is one of the most crucial indicators of the new economy model. The increase in the economic activities of Turkey's main trade partners and the tourism revenues that were deprived in 2020 supported this process as expected.

The recovery in the CBRT's foreign exchange reserves weakened in the last quarter of the year. Within the framework of the new economic strategy, it is expected that accumulative actions will be taken.

Gross FX Reserves of the CBRT



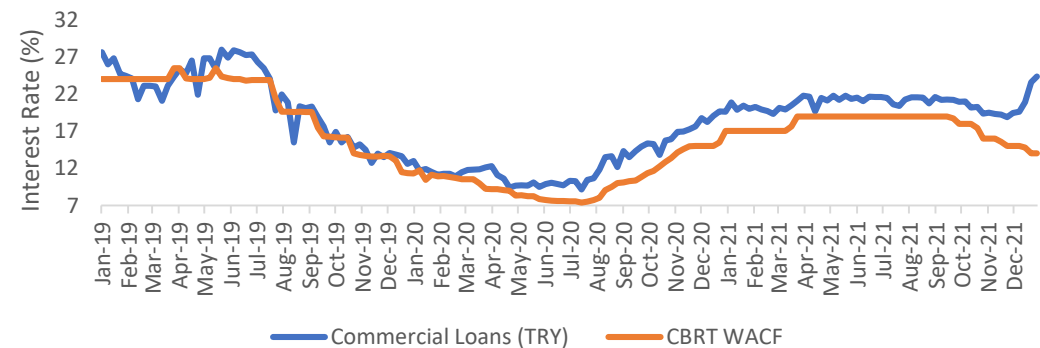
Inflation and Policy Rate



In addition to the global inflationary pressure, the strong depreciation of the TL is increasing the strong local inflationary pressure. Headline inflation exceeding 36% and very strong PPI pressure are expected to continue in the medium term.

The change in risk perception related with the rate cutting policy has led to an increase in market interest rates. This move, which gained momentum especially at the end of the year, is expected to begin to stabilize in the medium term.

Loan Rates and CBRT-Weighted Average Cost of Funding (CBRT-WACF)

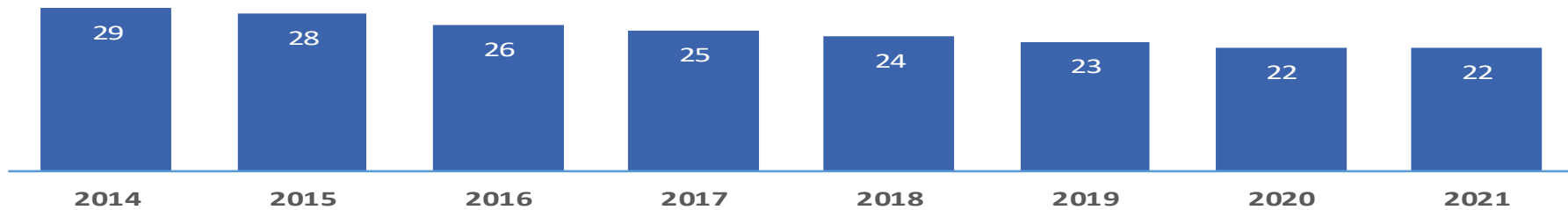


Advantages of Leasing

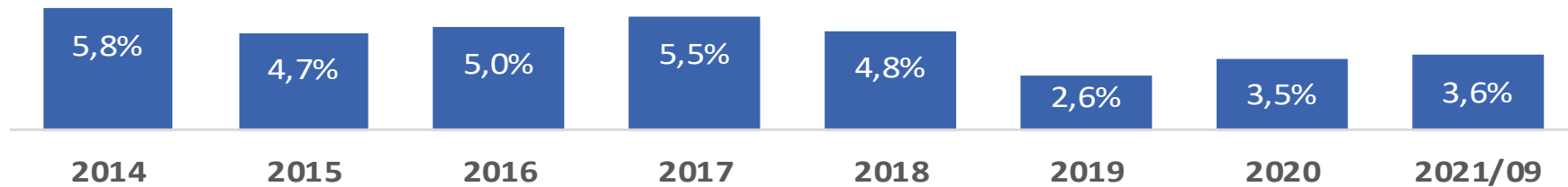


Number of Leasing Companies and Leasing penetration

Number of Leasing Companies

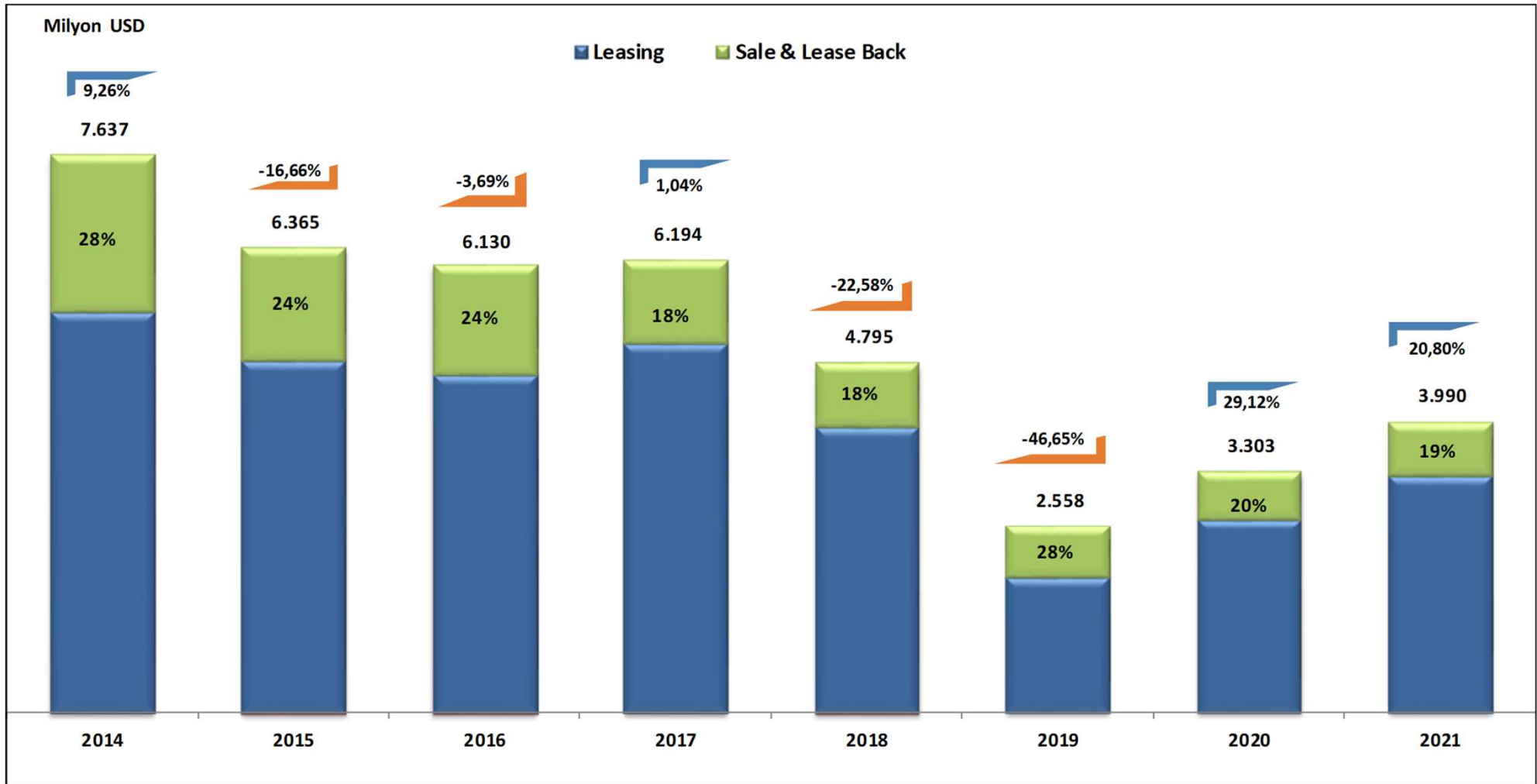


Leasing penetration



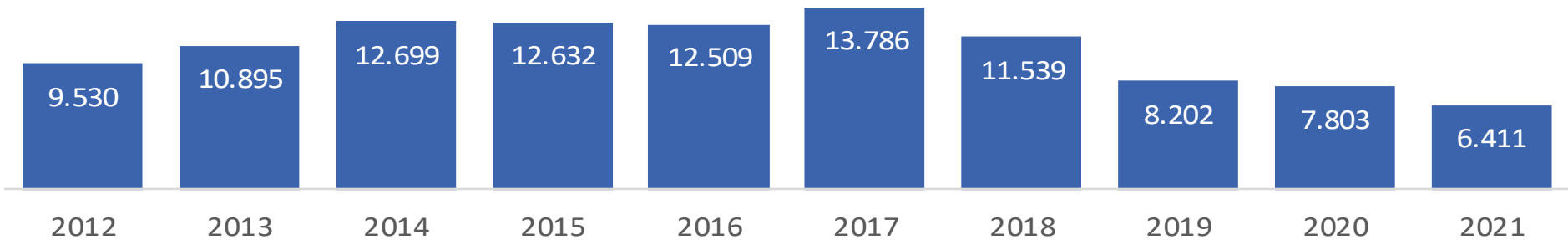
Penetration: Leasing volume/ Private sector fixed investments

Leasing Volume

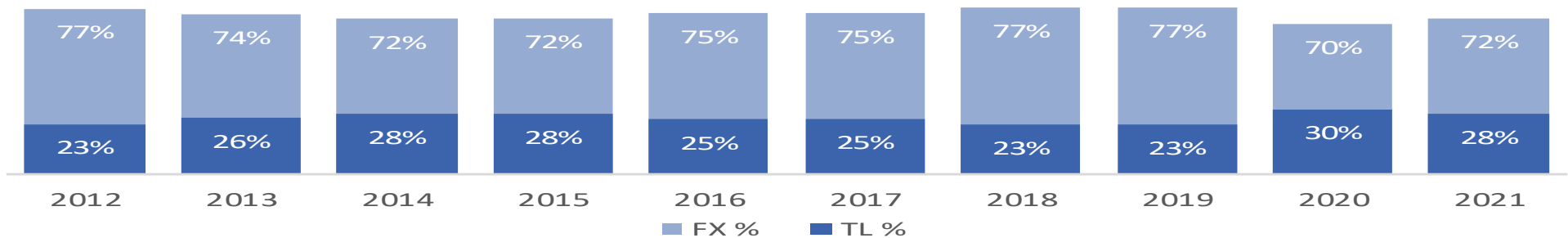


Portfolio Development

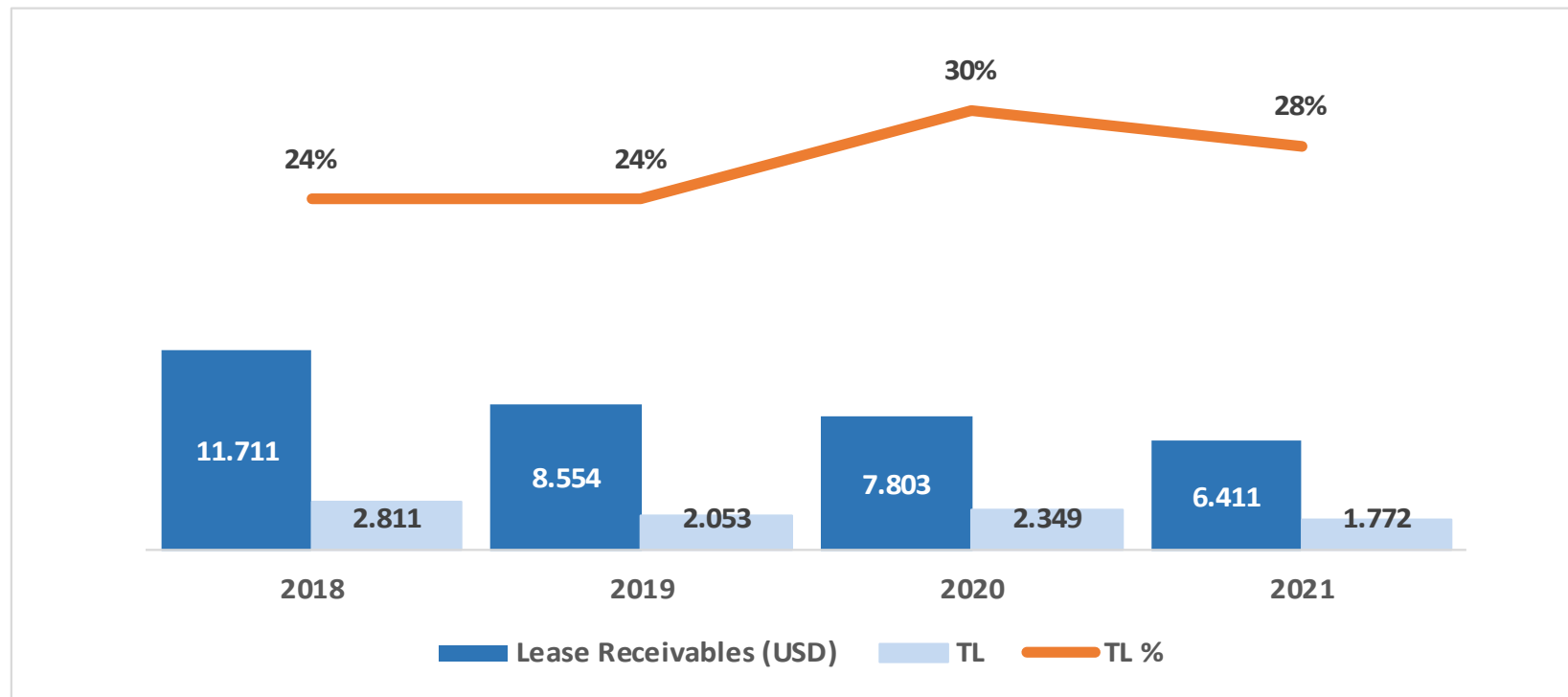
Leasing Receivables (USD)



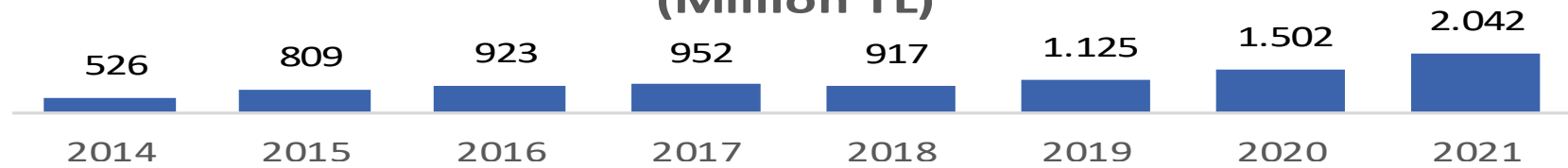
Currency Distribution



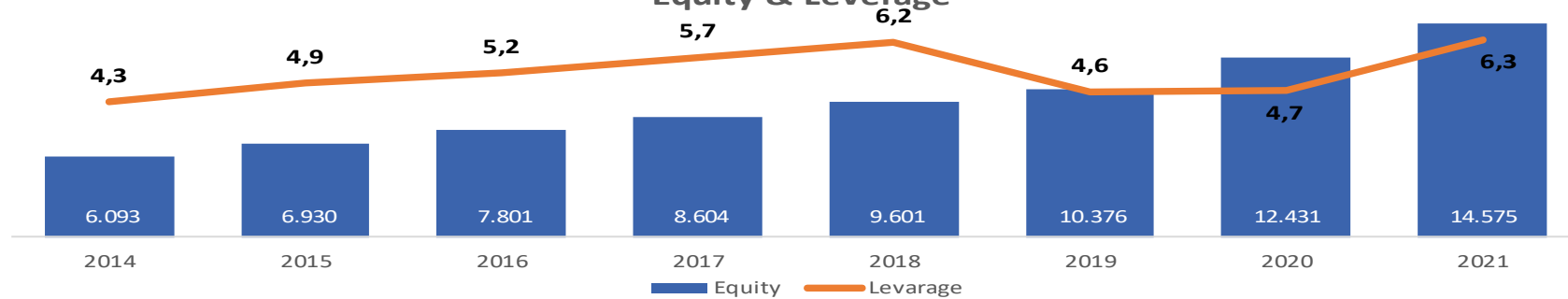
Portfolio Development

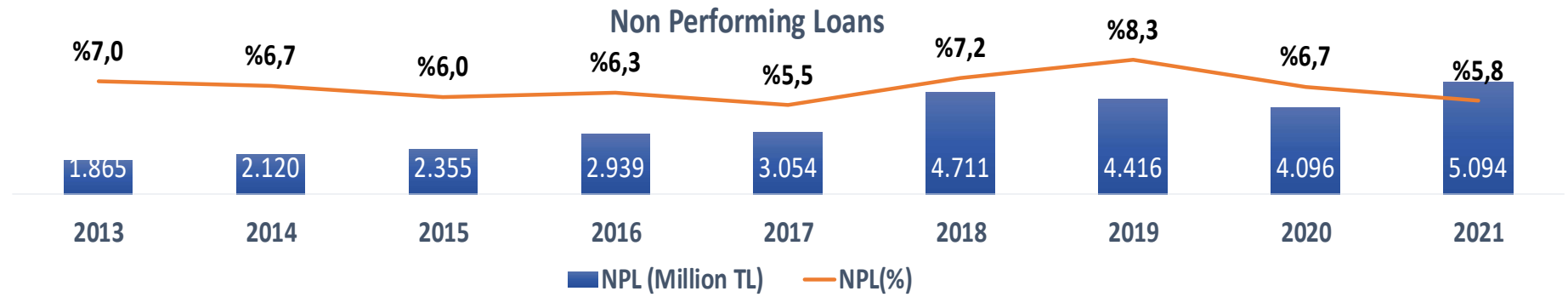
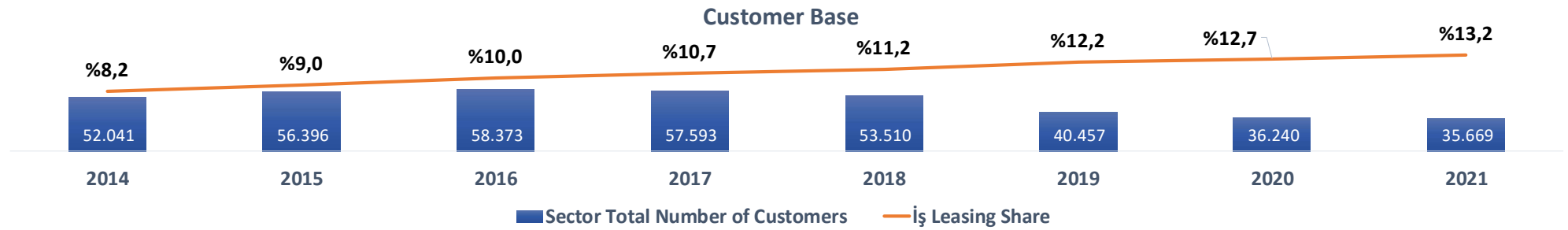


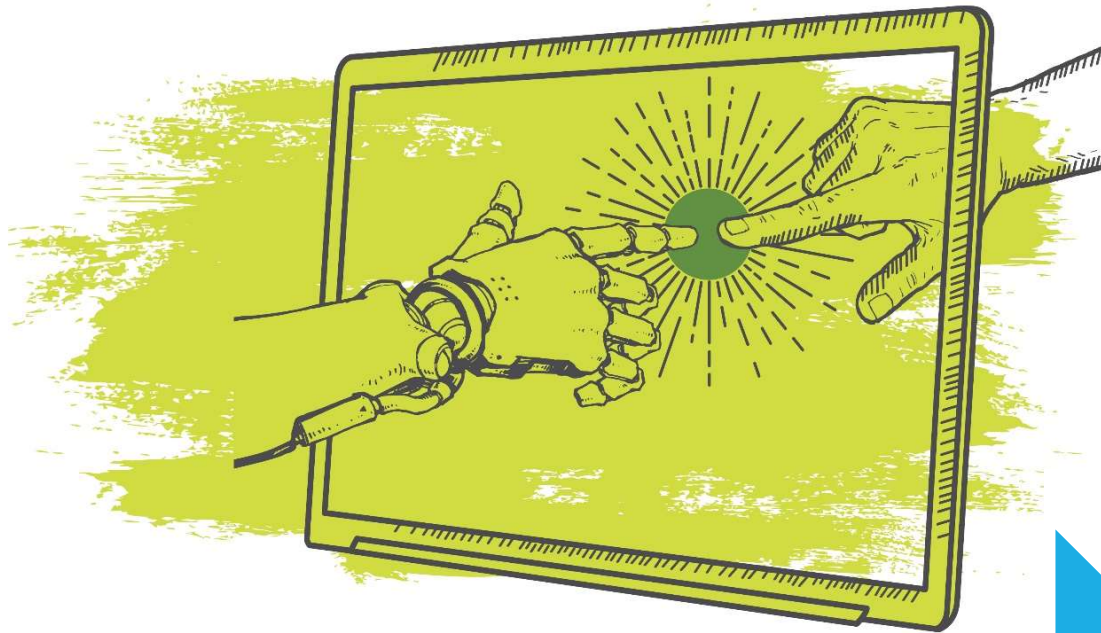
Profitability

Net Profit of Sector
(Million TL)

Equity & Leverage







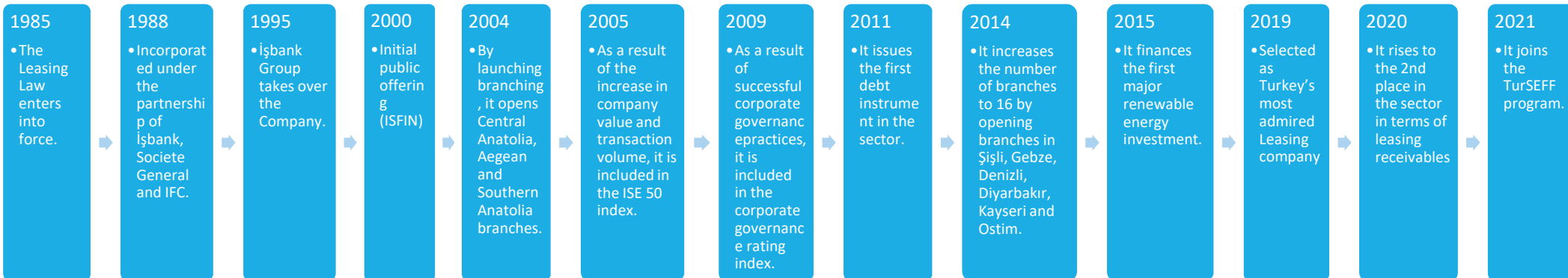
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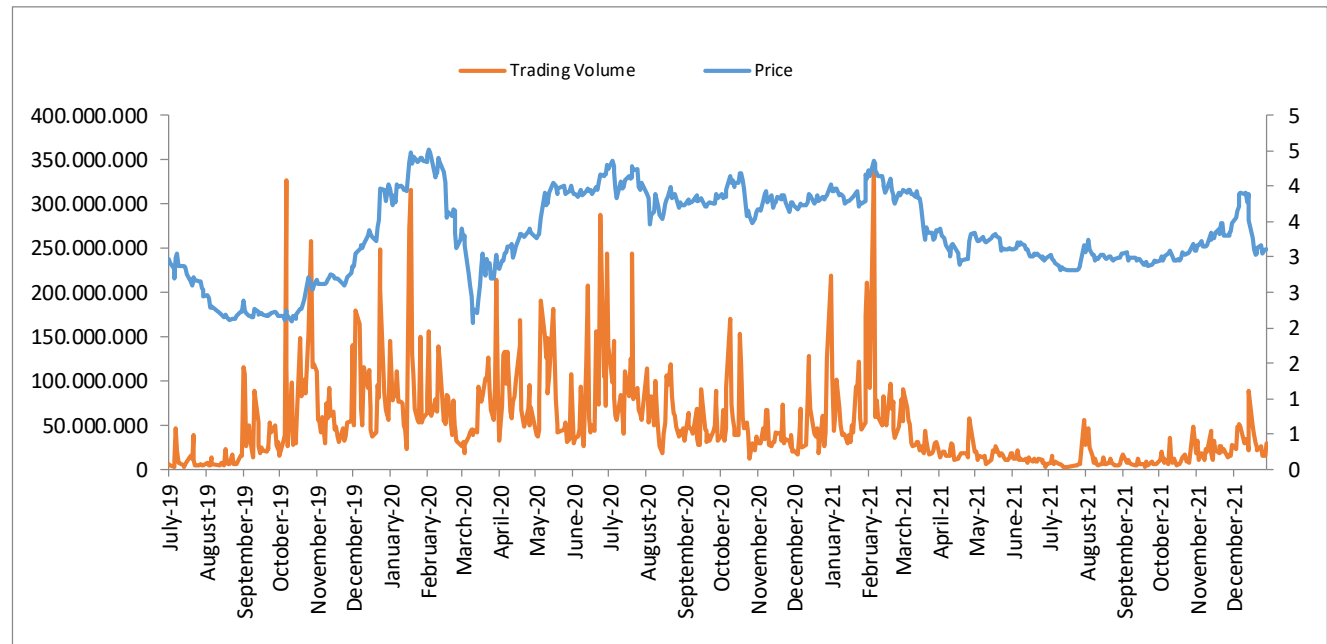
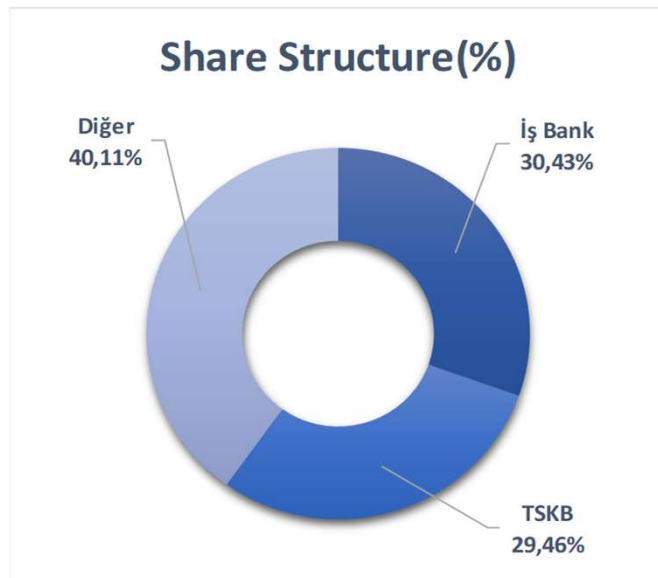
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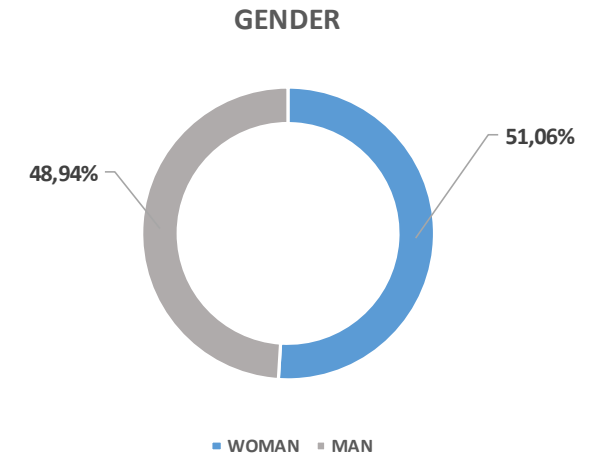
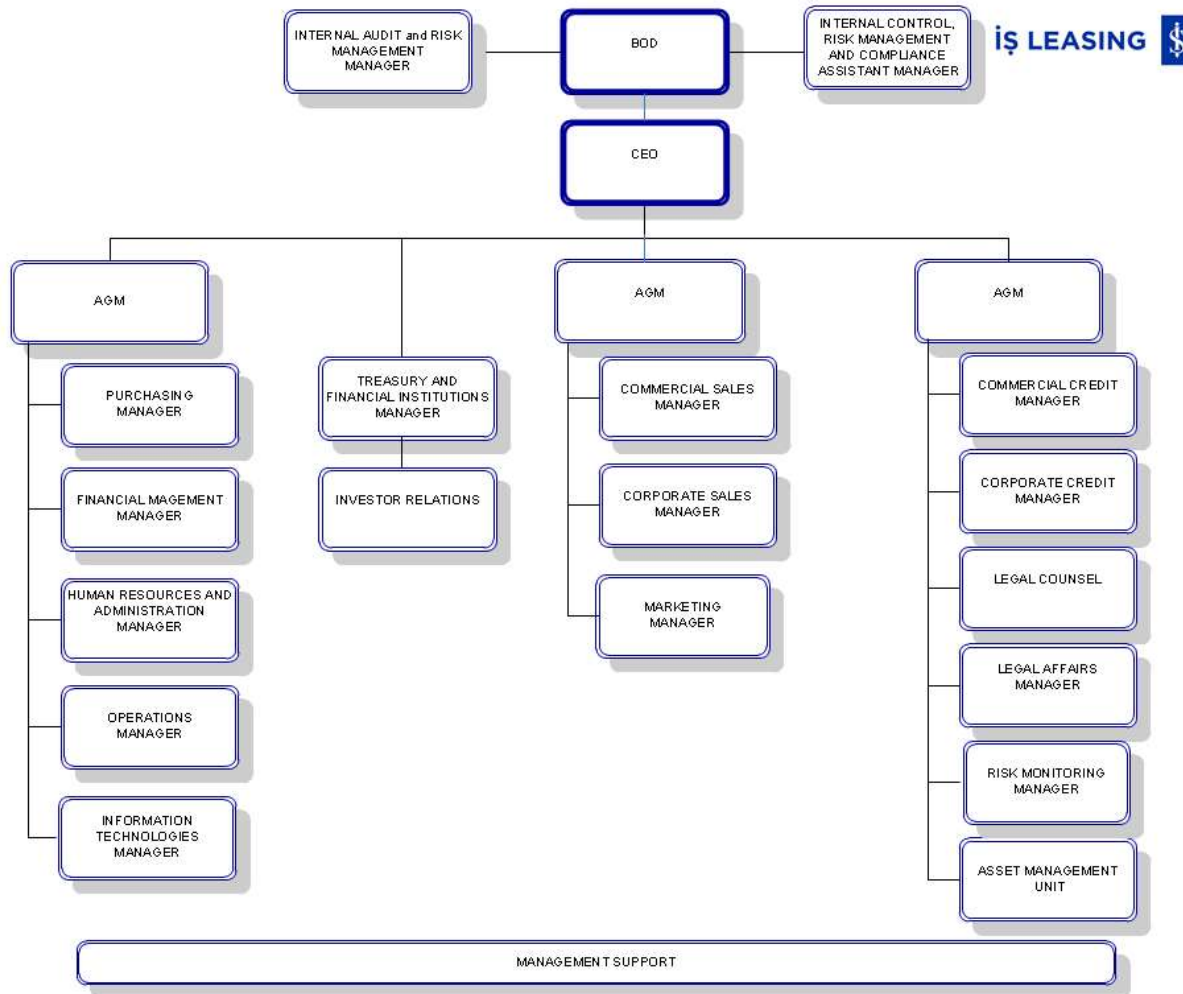
Milestones



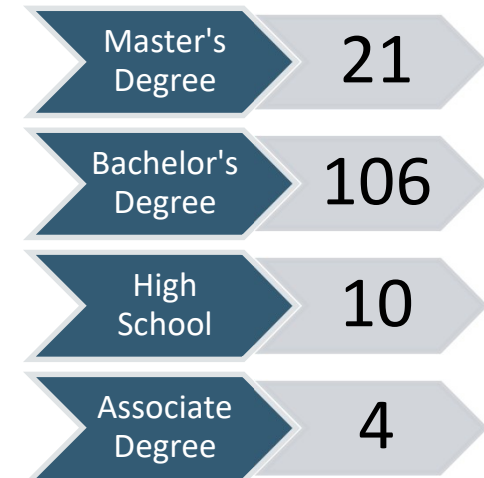
Shareholders



Organization Structure & Employee Base

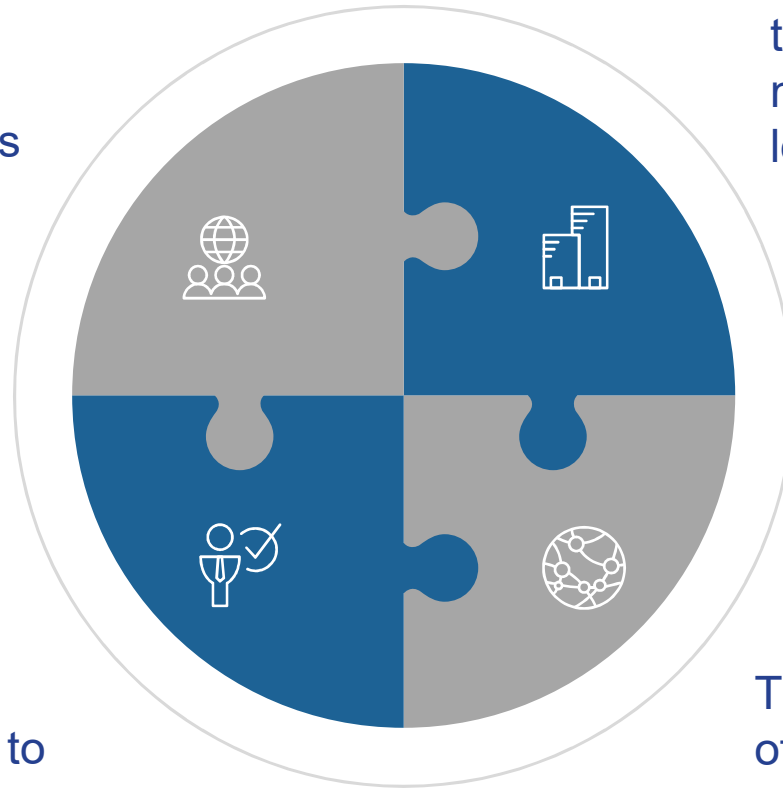


Education



Company Performance

With a new transaction volume of USD 611 million and a market share of 15,32%, İş Leasing carried its strong position in the sector one step further



Leasing receivables amounted to TL 11,4 billion with 13,67% market share on the basis of leasing receivables.

The Company increased its shareholders' equity by 25% to TL 2,1 billion

The Company posted a net profit of TL 310 million.

Figures are as of June,30.09.2021

Branch Network



- Avcılar
- Şişli
- Kartal
- Kozyatağı
- Bursa
- İzmir
- Antalya
- Ostim
- Ankara
- Konya
- Adana
- Kayseri
- Gaziantep
- Trabzon
- Diyarbakır

15
Branches



43
Sales Staff



141
Total Staff



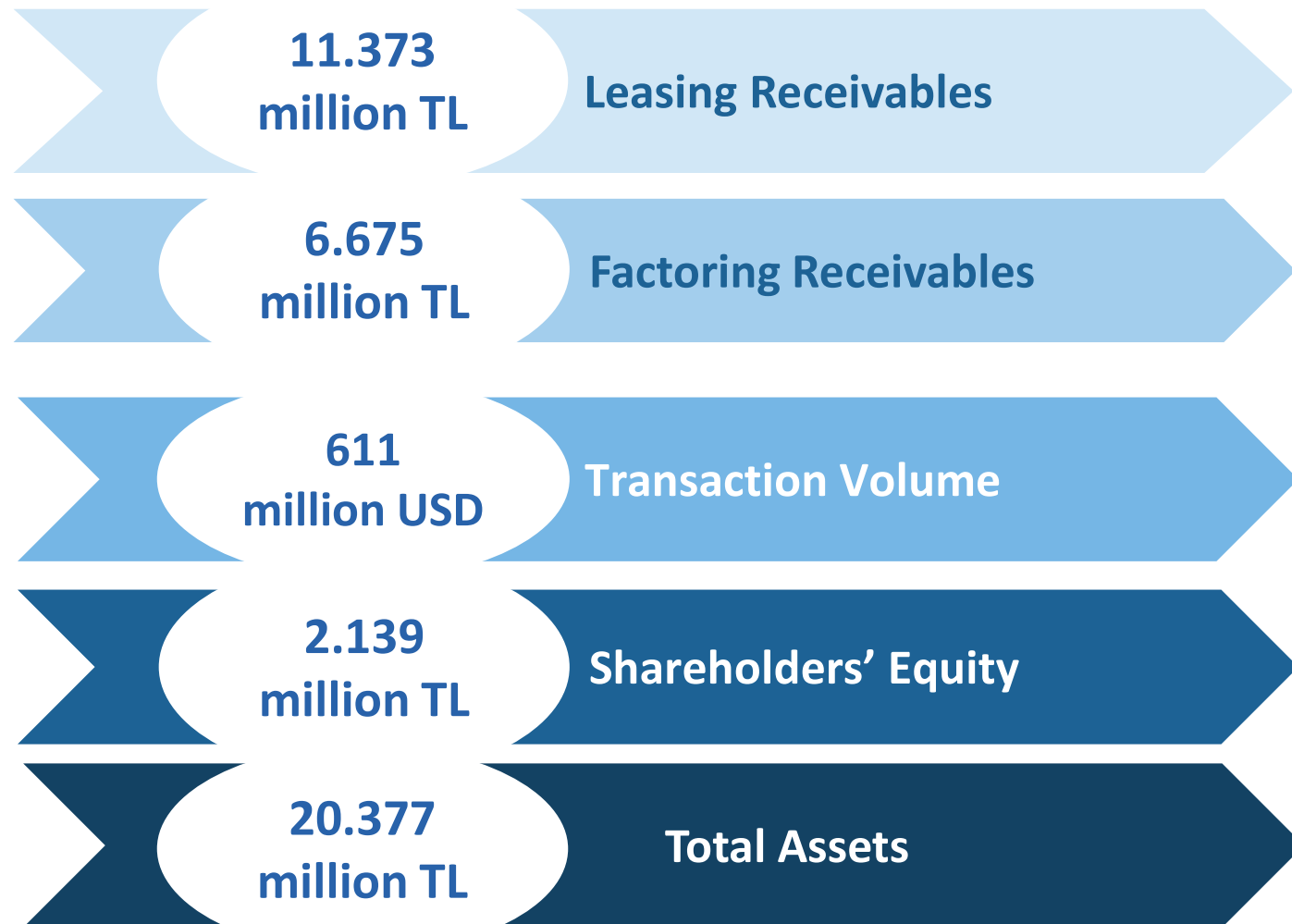
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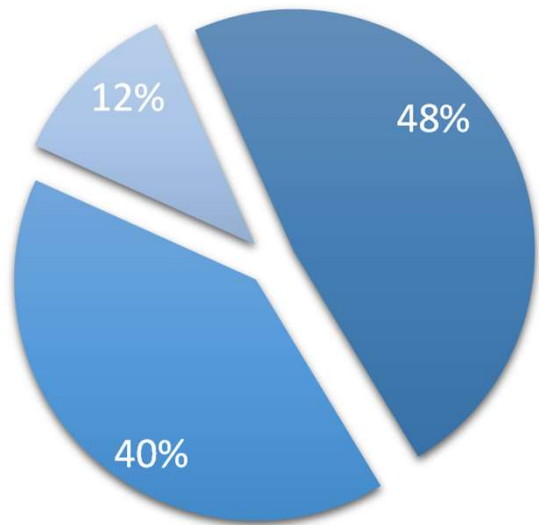
Consolidated Financial Indicators (31.12.2021)



Sales Channels

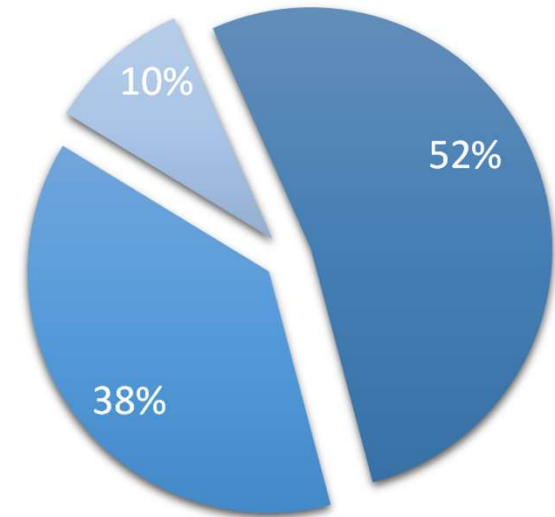
31.12.2021

■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS



31.12.2020

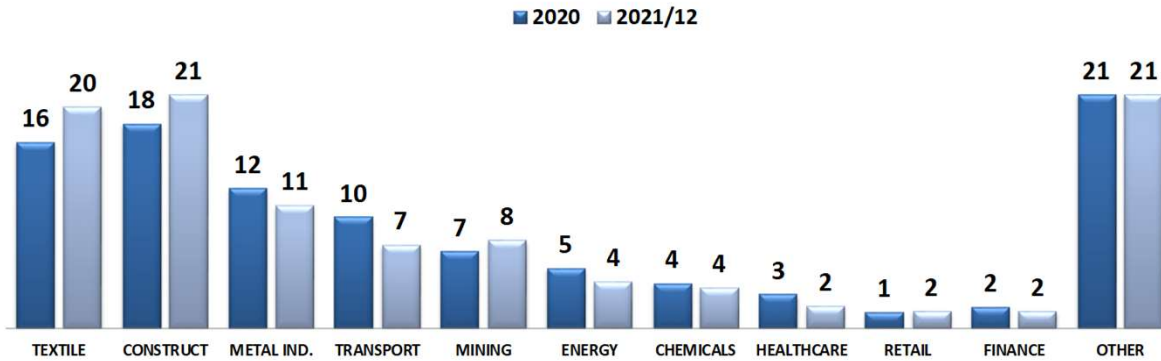
■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS



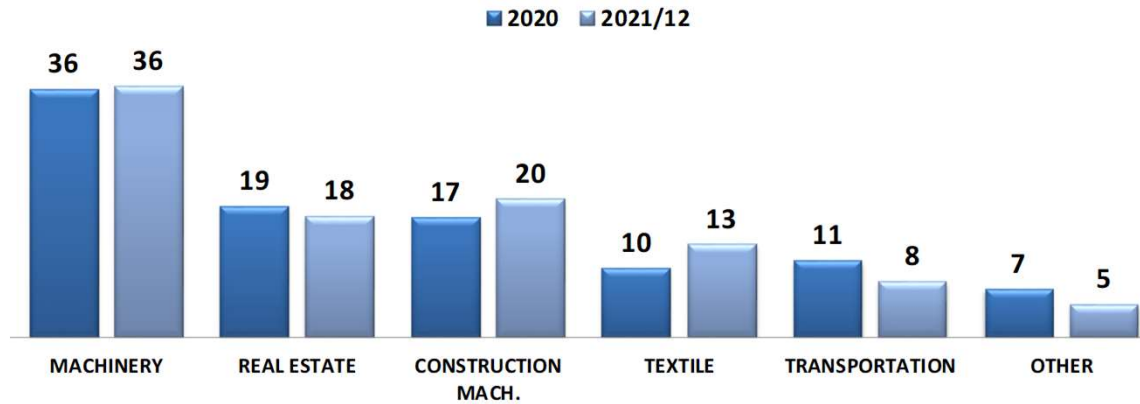
İşbank: 1342 local and 22 foreign branches, largest network among private banks.

Industrial & Asset & Geographical Breakdown, %

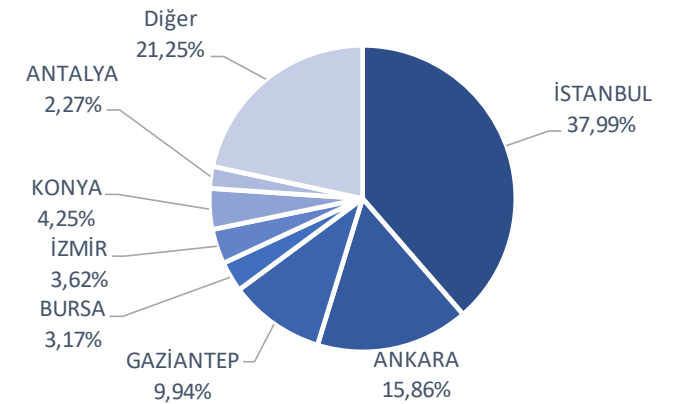
Sectoral Breakdown



Asset Breakdown



Geographical Distribution



Funding Structure

Strong relationships with both domestic and international banks

Efficient use of capital market instruments

Efficient hedging strategy against maturity, interest rate and FX risk by diversifying liabilities.

Allocation of special loan structures

Usage of alternative funding channels



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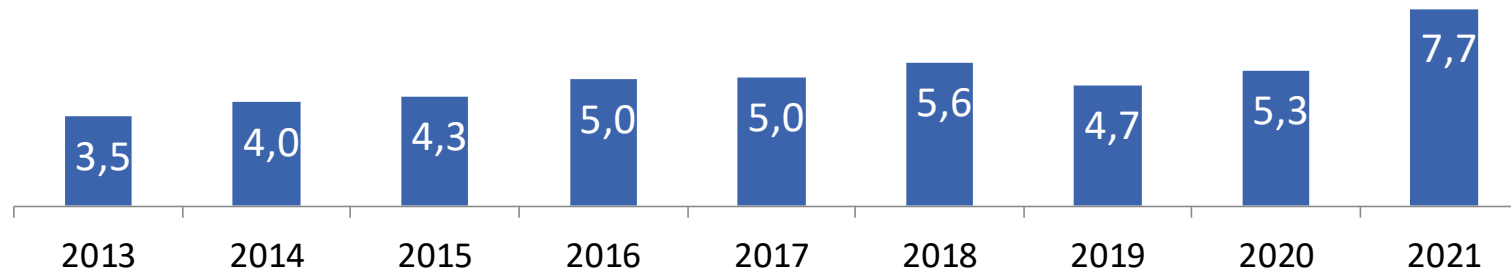
Financial Highlights

<i>TL Million, consolidated</i>	2020	2021	Δ
Leasing Receivables, Net	7.162	11.373	58,8%
Factoring Receivables, Net	4.417	6.672	51,0%
Non Performing Receivables	551	806	46,3%
Provisions	558	805	44,3%
Total Assets	12.761	20.377	59,7%
Financial Liabilities	10.554	17.027	61,3%
Equity	1.718	2.139	24,6%
		0	
Net Interest Income	381	527	38,5%
Provisions Expenses	-197	-323	64,0%
Consolidated net Profit	198	310	56,9%
RATIOS			
NPL / Receivables	4,5%	4,3%	
Provision Ratio	101,3%	100,0%	
Cost / Income	18,5%	12,8%	
ROE	13,2%	16,1%	
ROA	1,8%	1,9%	

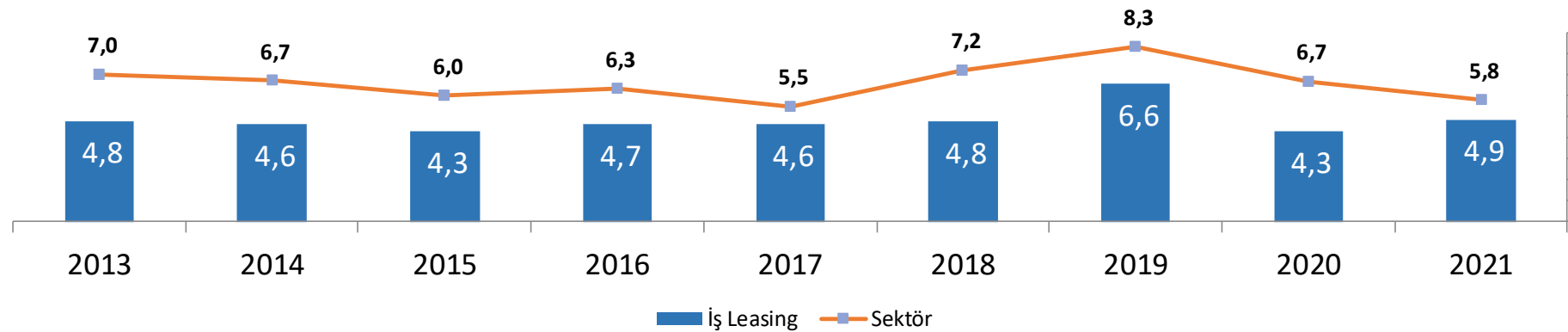
Solo Key Figures

(Million TL)	2020	2021	Δ	2020	2021	Δ
Financial Highlights	Sector			İş		
Leasing Receivables	57.278	83.203	45%	7.162	11.373	59%
Total Assets	70.277	106.048	51%	8.169	13.481	65%
Equity	12.431	14.575	17%	1.295	1.549	20%
Net Profit	1.502	2.042	36%	154	207	34%
NPL Ratio	6,7%	5,8%		4,3%	4,9%	
Debt/Equity	4,7	6,3		5,3	7,7	
ROE *	13,7%	16,1%		15,2%	16,5%	
ROA	2,3%	2,4%		2,3%	2,1%	

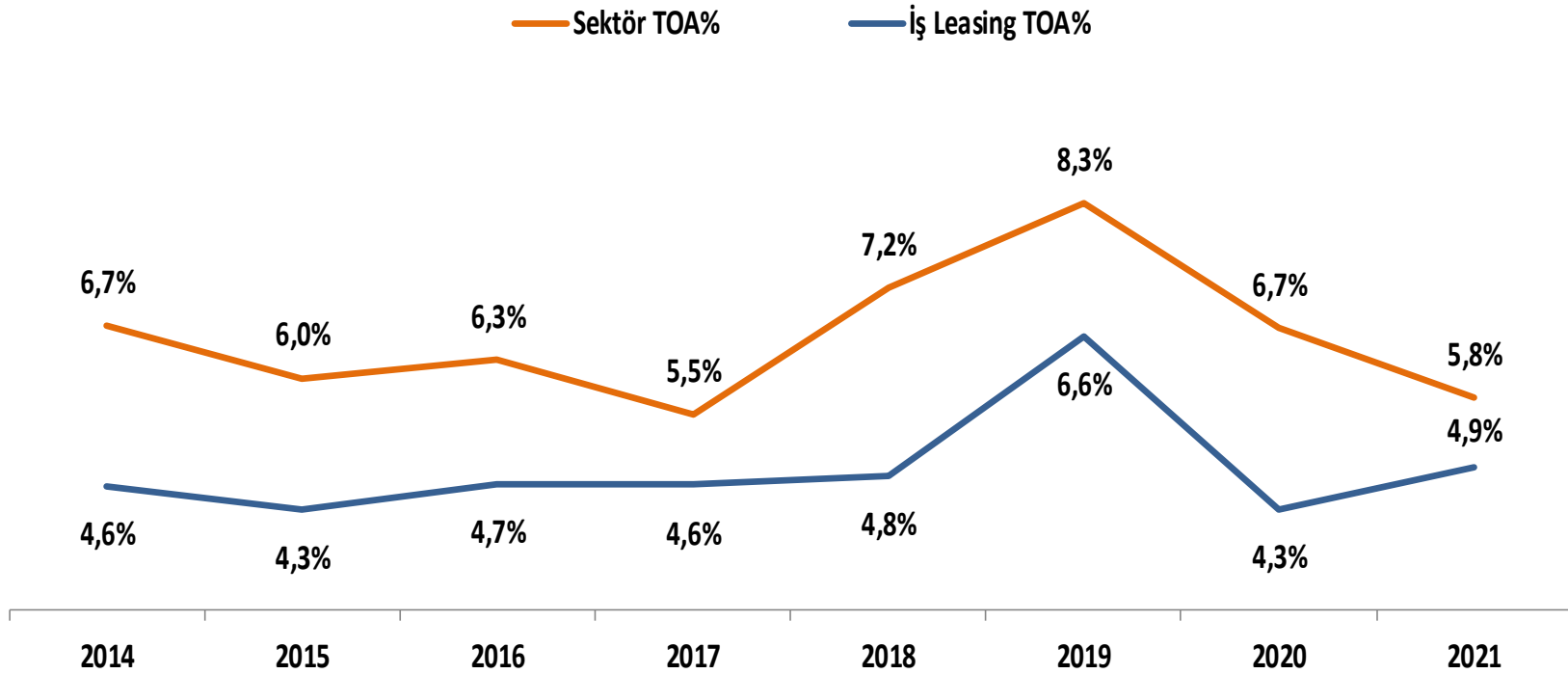
Leverage



NPL



NPL



Rating



Foreign Currency	
Long-Term	B+
Short-Term	B
Outlook	Negative
Turkish Lira	
Long-Term	B+
Short-Term	B
Outlook	Stable
National	
Long-Term	A+(tur)
Outlook	Stable
Support Score	4

Corporate Governance Rating (Saha-2020) : 9.21

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