





LEASING SECTOR IN TURKEY



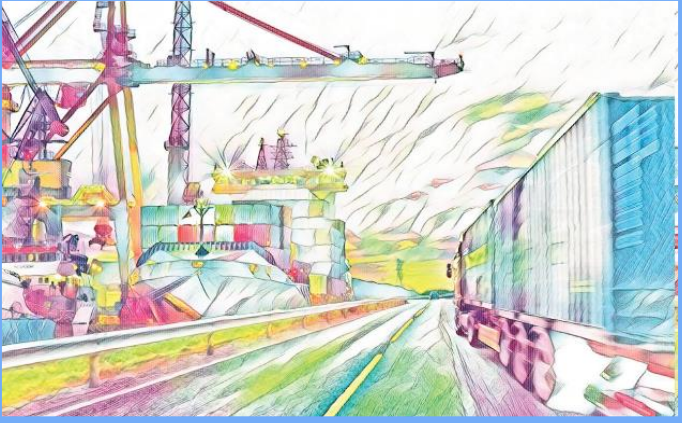
COMPANY OVERVIEW



LEASING PORTFOLIO



FINANCIAL RESULTS



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FINANCIAL RESULTS

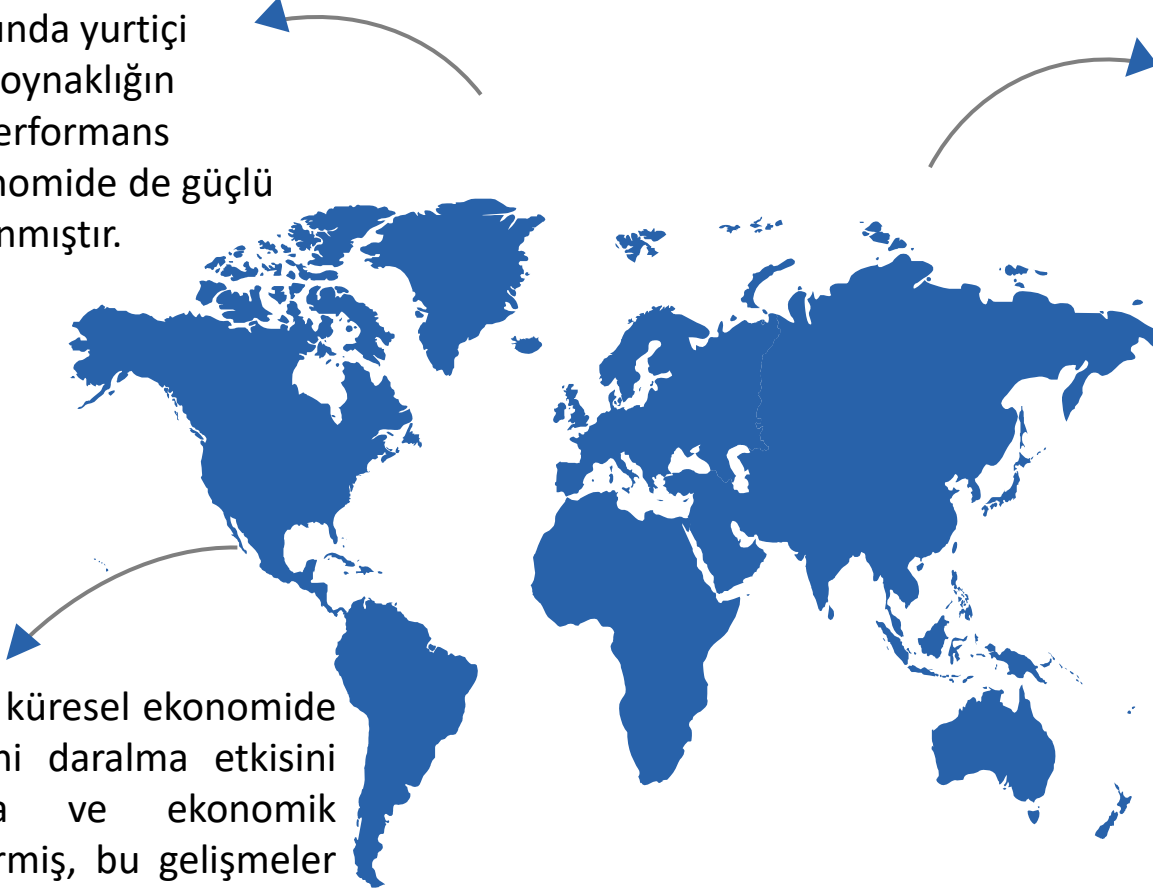


Economy

2020 yılının ilk iki ayında yurtiçi finansal piyasalarda oynaklığın azaldığı ve olumlu performans gözlemlenirken ekonomide de güçlü bir toparlanma yaşanmıştır.

Covid-19 pandemisine karşı alınan tedbirlerin etkisiyle küresel ekonomik aktivitede sert düşüş yaşanmış aynı dönemde finansal piyasalarda da artan belirsizlikle beraber aşırı oynaklık ve fiyatlamlalarda bozulmalar gözlenmiştir.

Mart ayı ile beraber küresel ekonomide yaşanan sert ve ani daralma etkisini yurtiçi piyasalarda ve ekonomik aktivitede de göstermiş, bu gelişmeler uluslararası kuruluşların da sene başında olumlu büyüme tahminlerini aşağıya doğru revize etmelerine neden olmuştur.

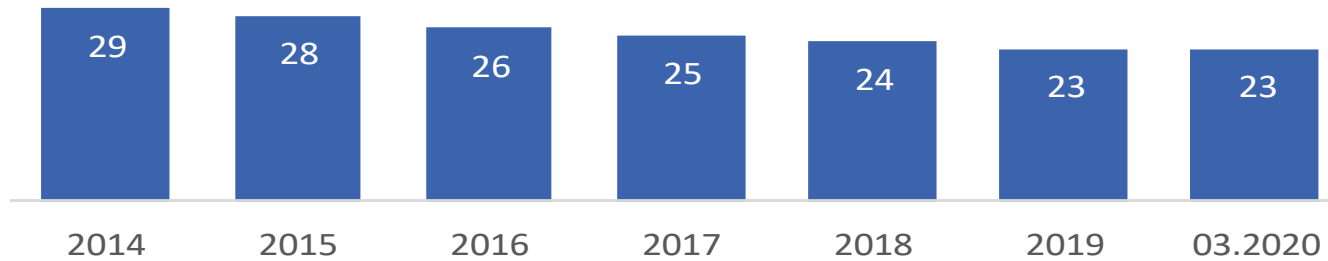


Advantages of Leasing

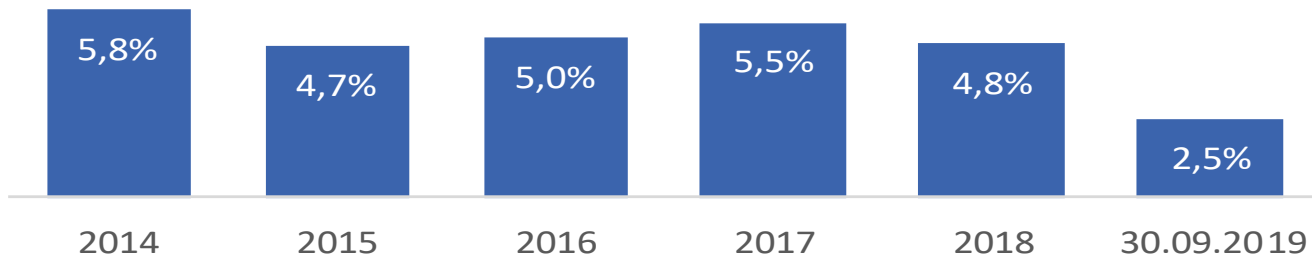


Number of Leasing Companies and Leasing penetration

Number of Leasing Companies



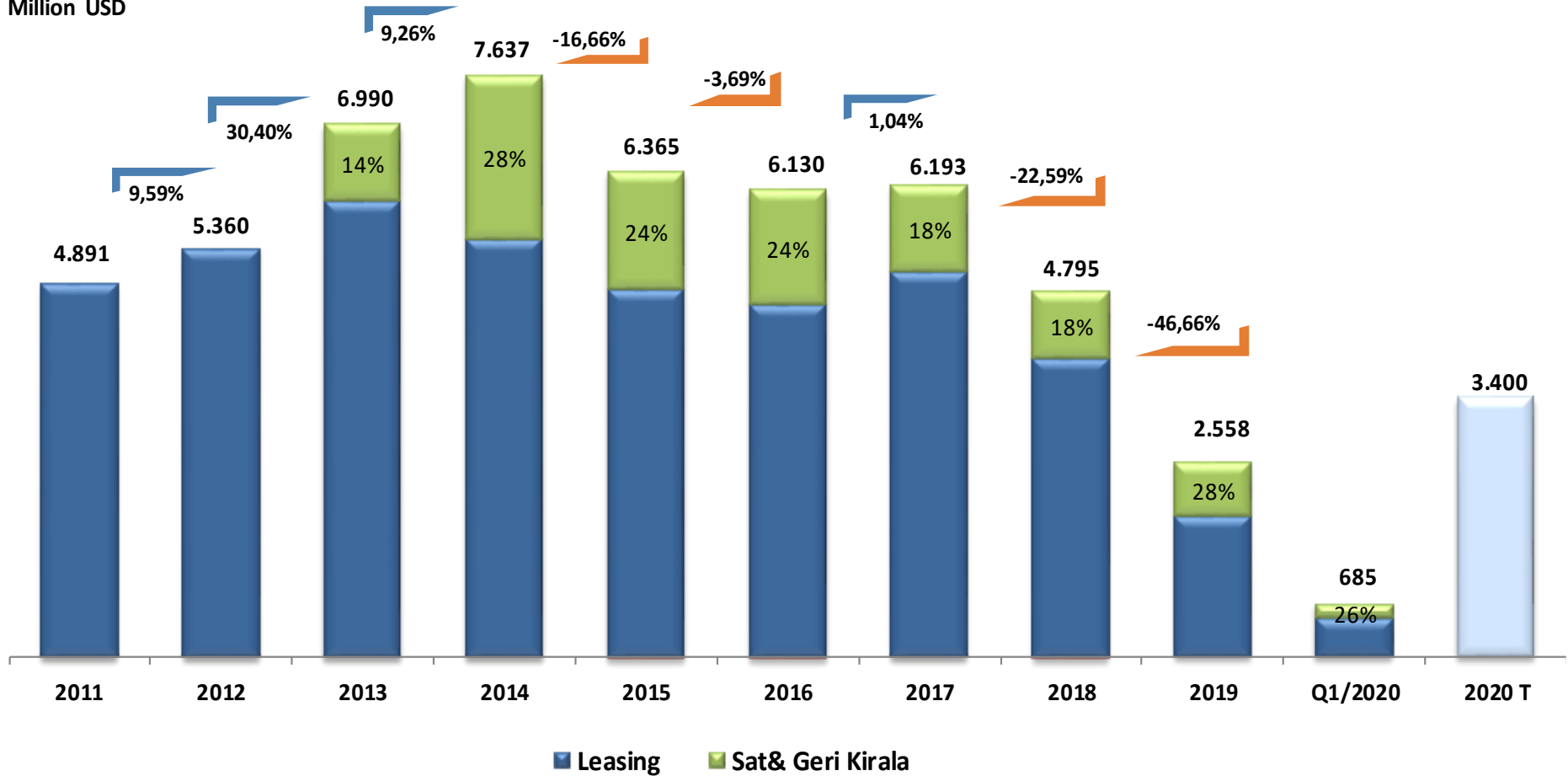
Leasing penetration



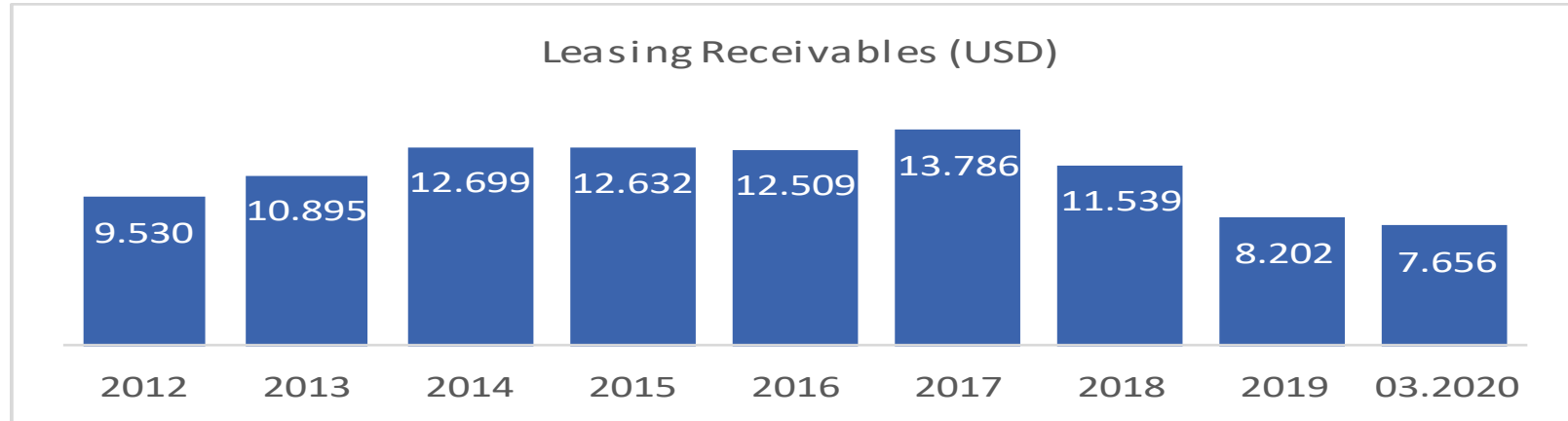
Penetration: Leasing volume/ Private sector fixed investments

Leasing Volume

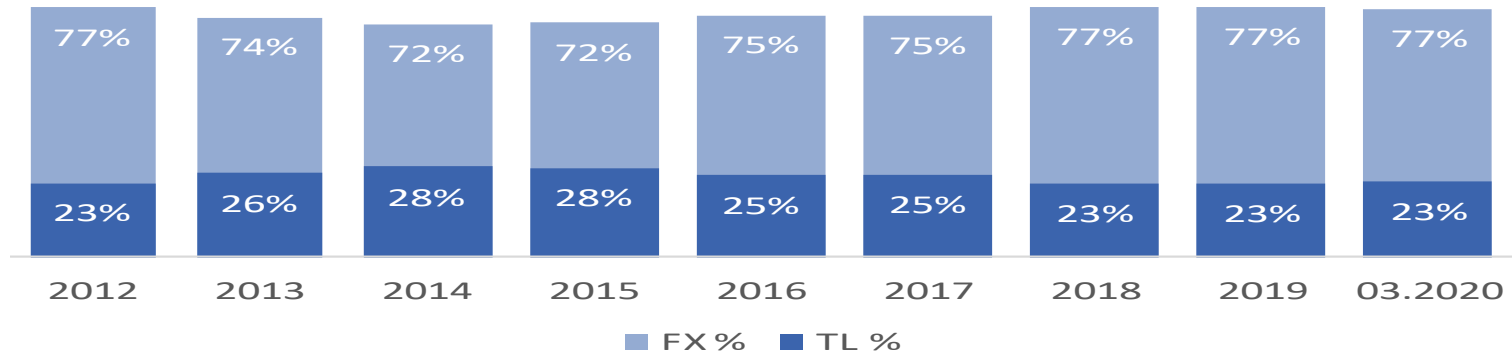
Million USD



Portfolio Development



Currency Distribution

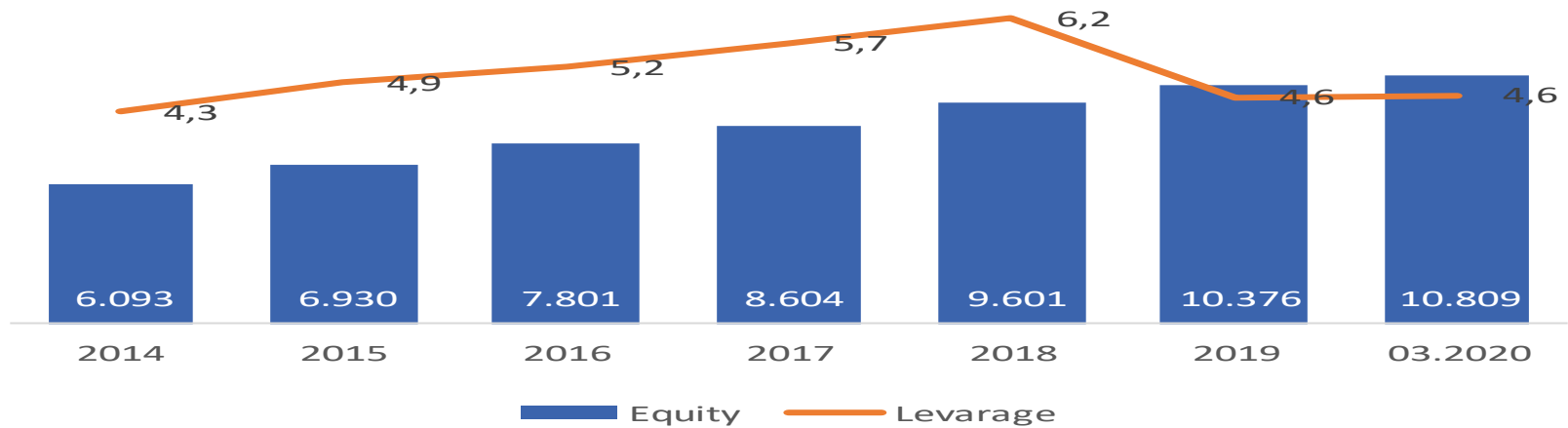


Profitability

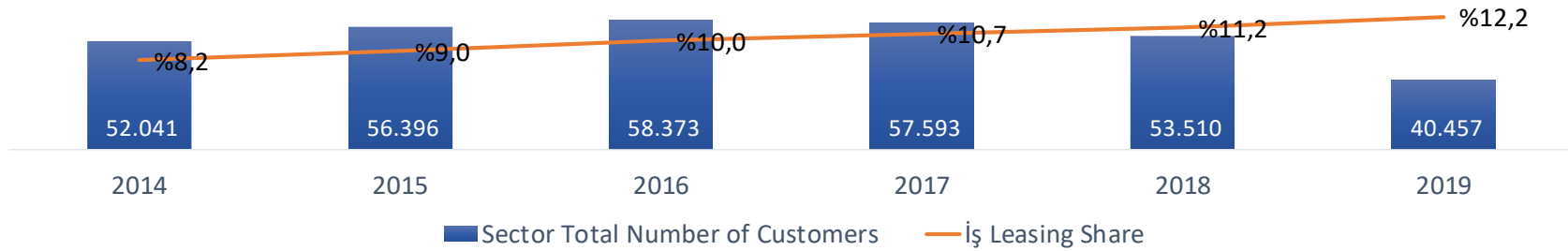
Net Profit of Sector (Million TL)



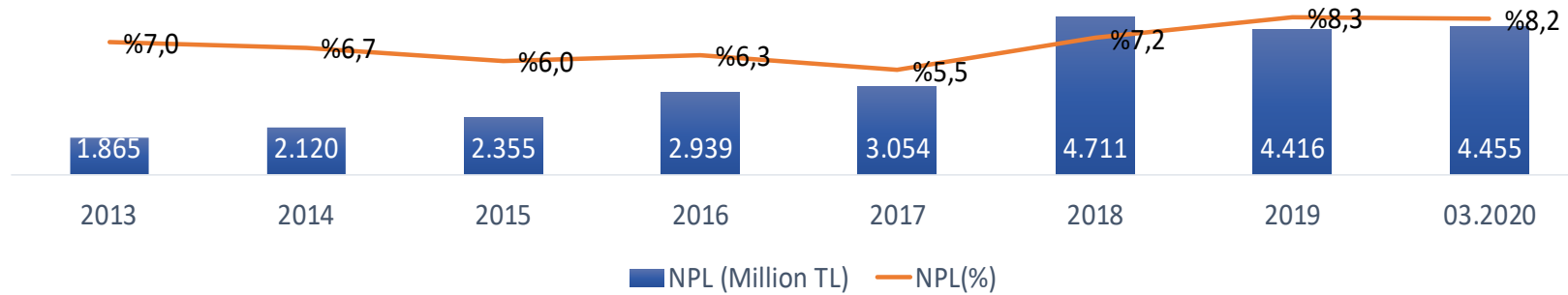
Equity & Leverage

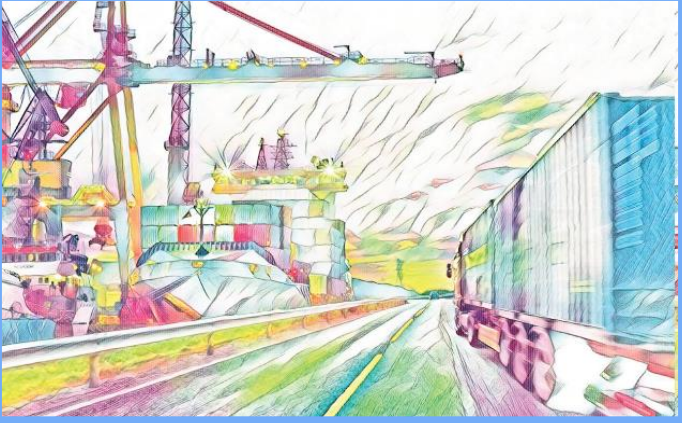


Sektör Müşteri Tabanı



Non Performing Loans





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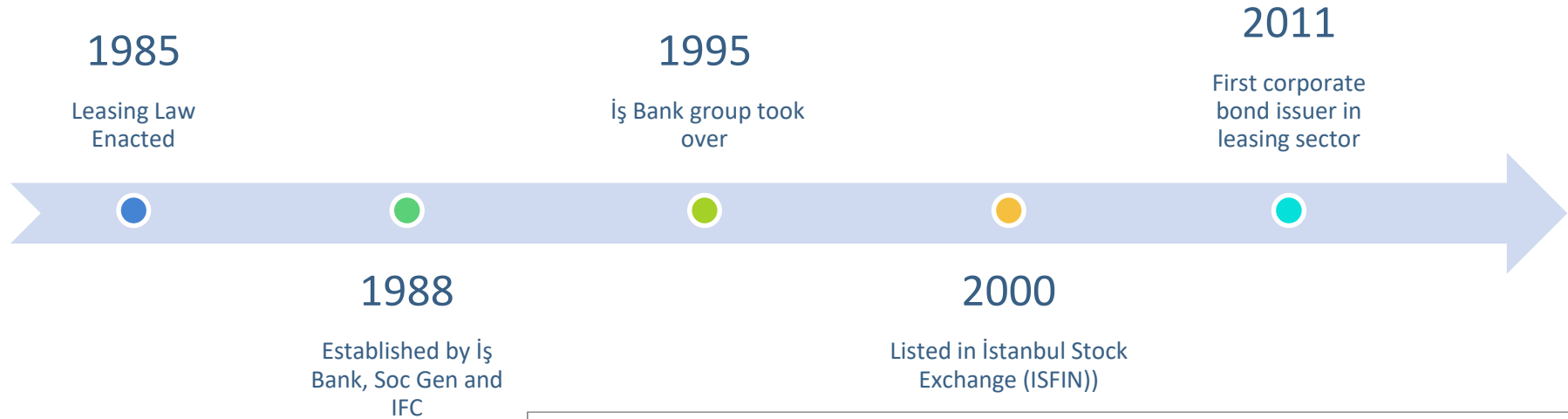
COMPANY OVERVIEW

LEASING PORTFOLIO

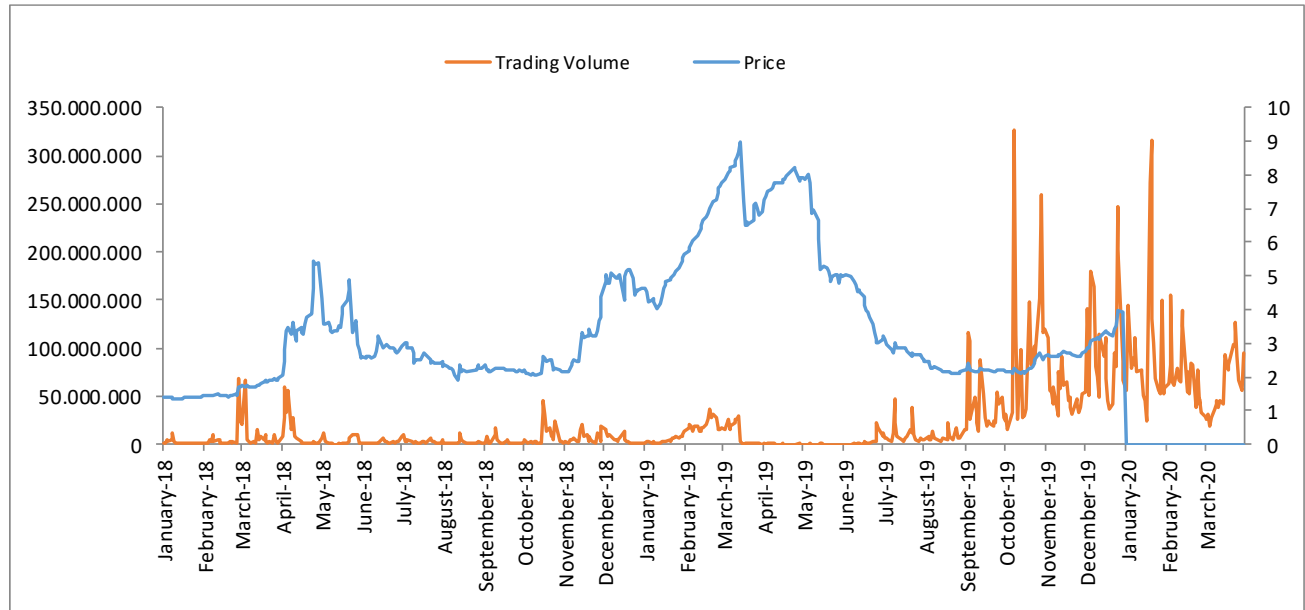
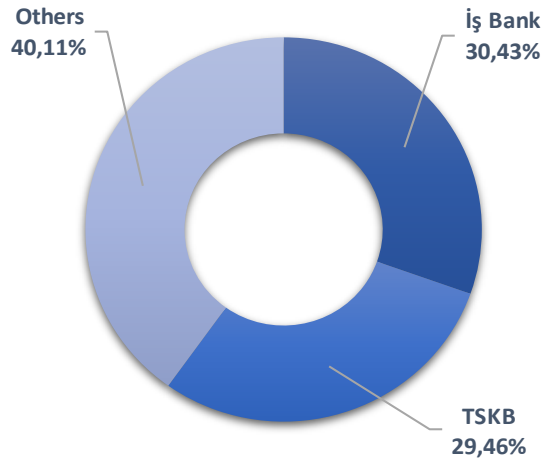
FINANCIAL RESULTS



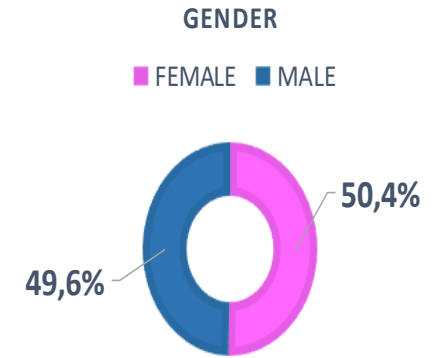
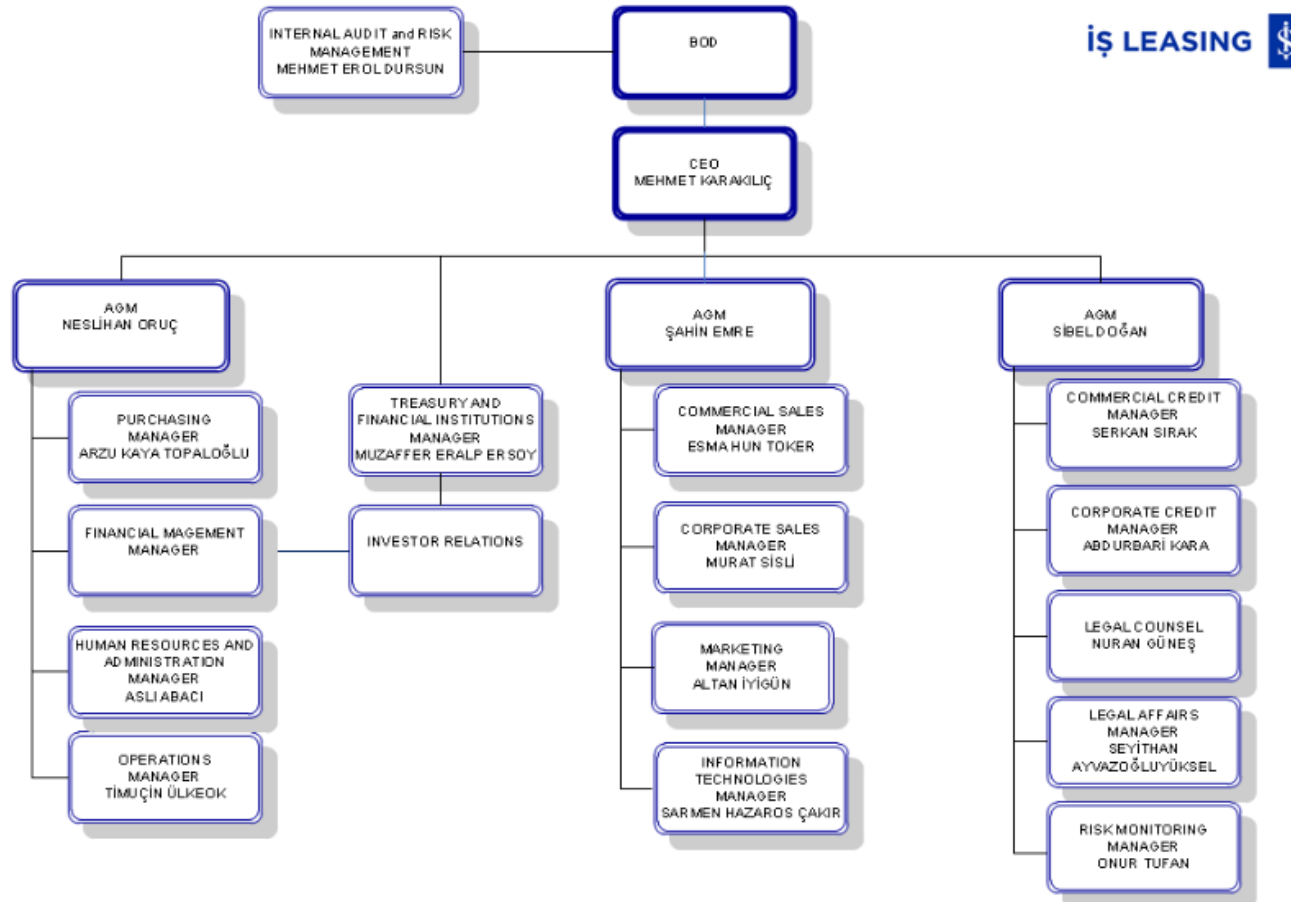
Milestones & Shareholders



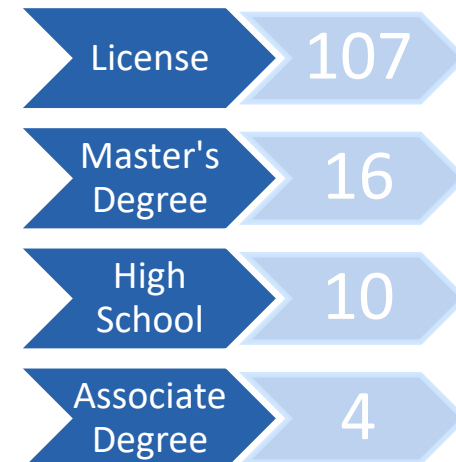
Share Structure(%)



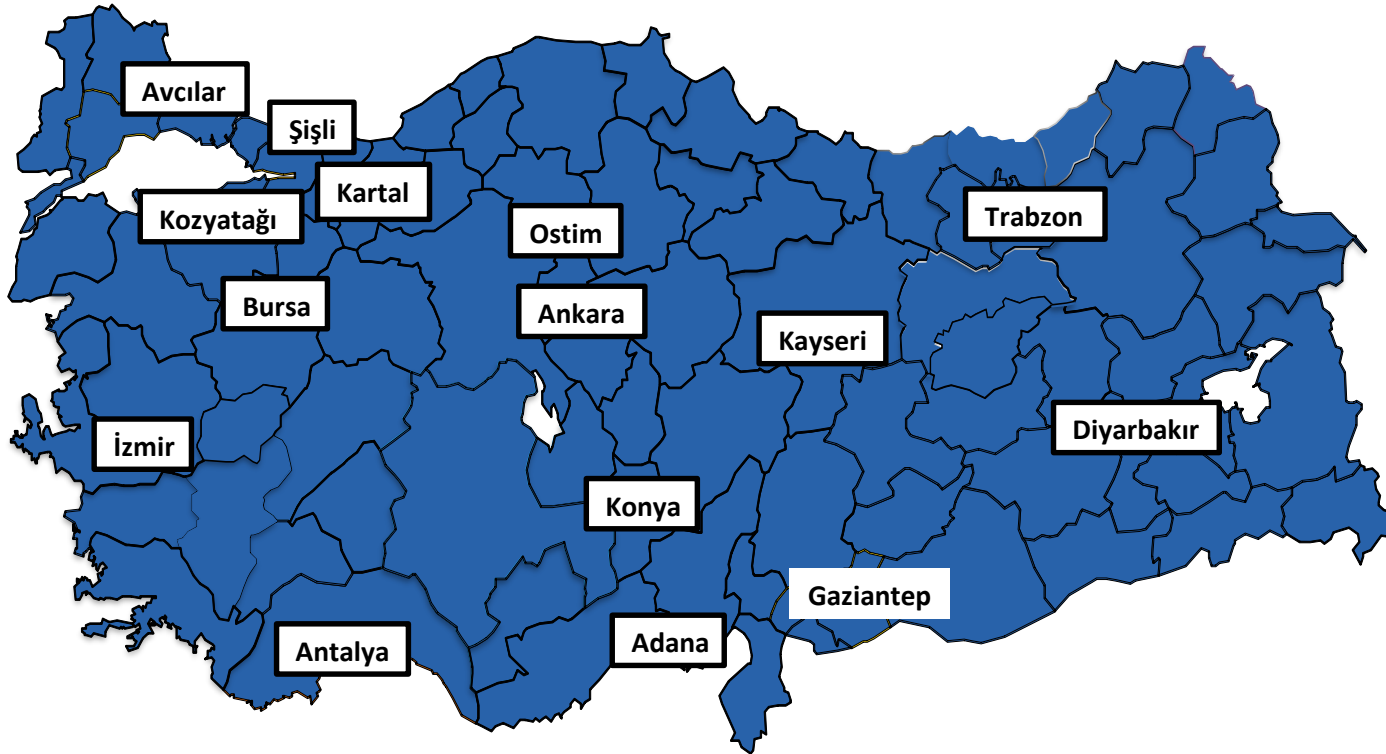
Organization Chart & Total Staff



Education



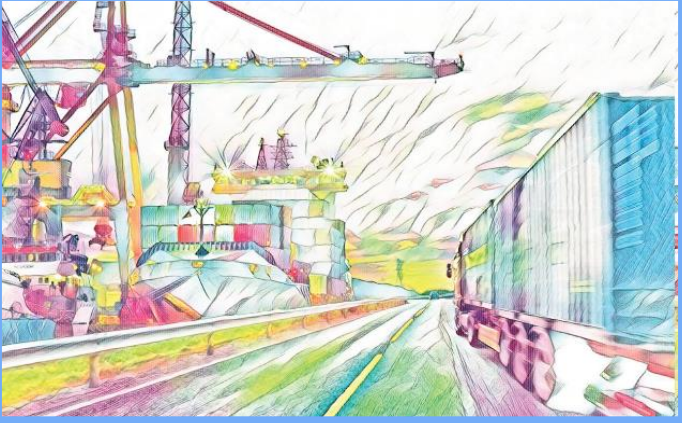
Branch Network & Employee Base



15 Branches

41 Sales Staff

137 Total Staff



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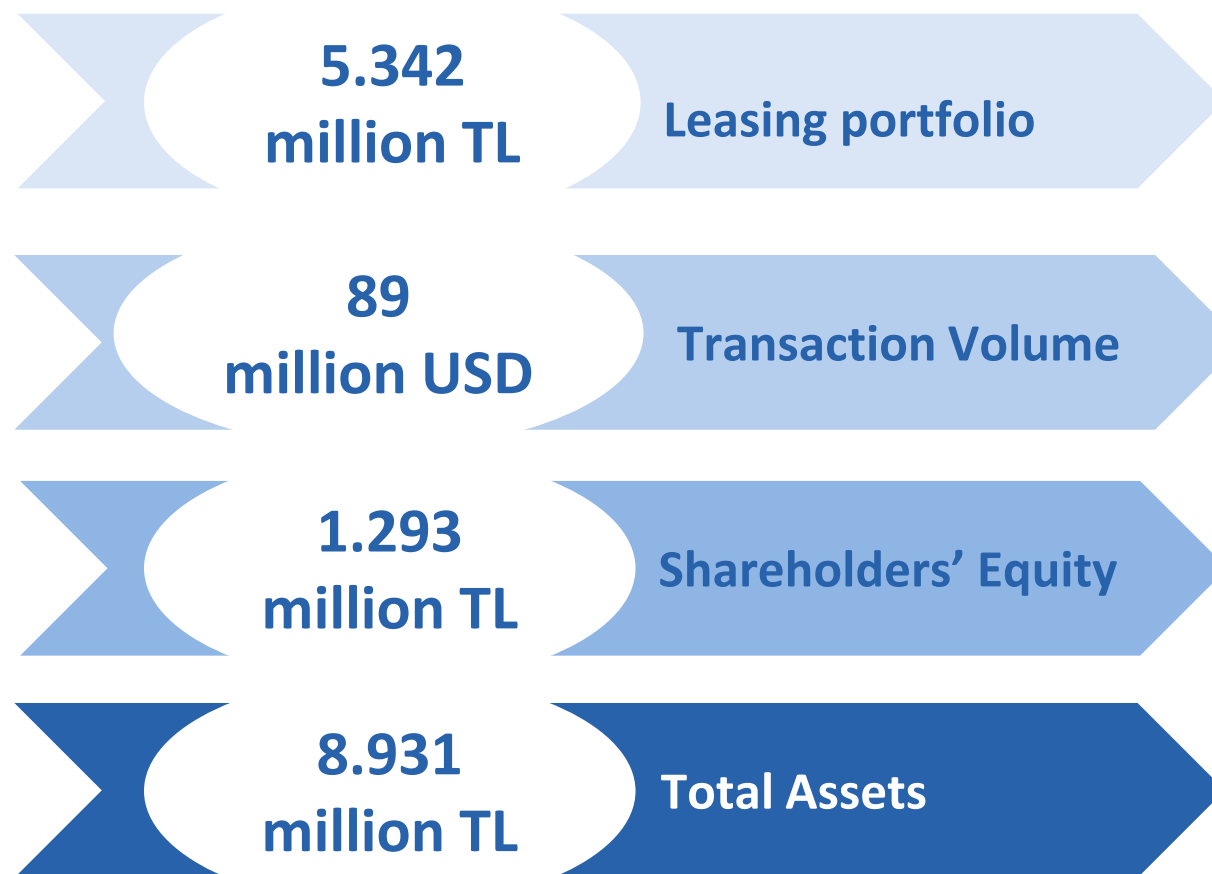
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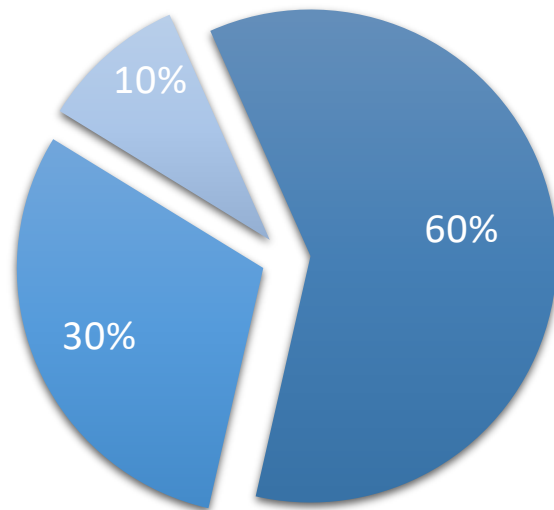
Consolidated Financial Indicators (31.03.2020)



Sales Channels

31.03.2020

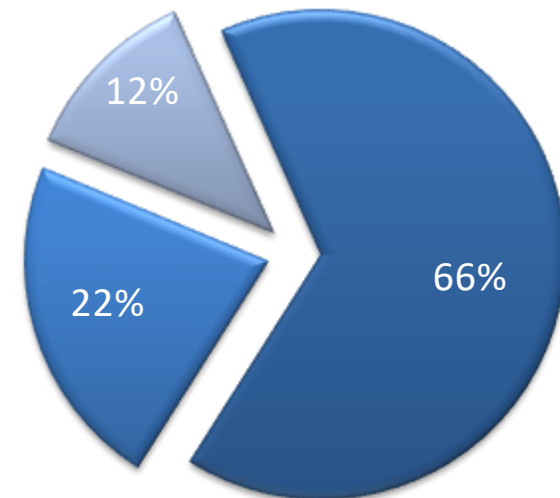
■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS



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

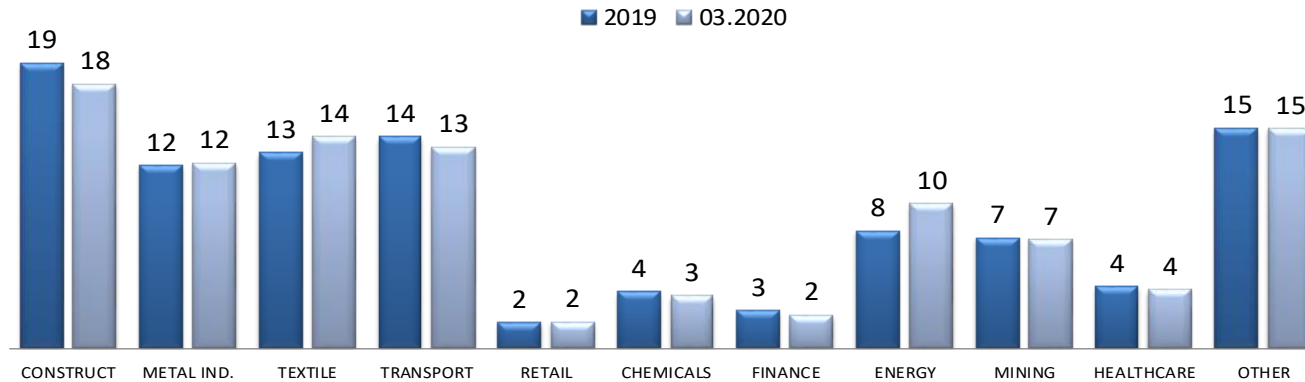
31.03.2019

■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS

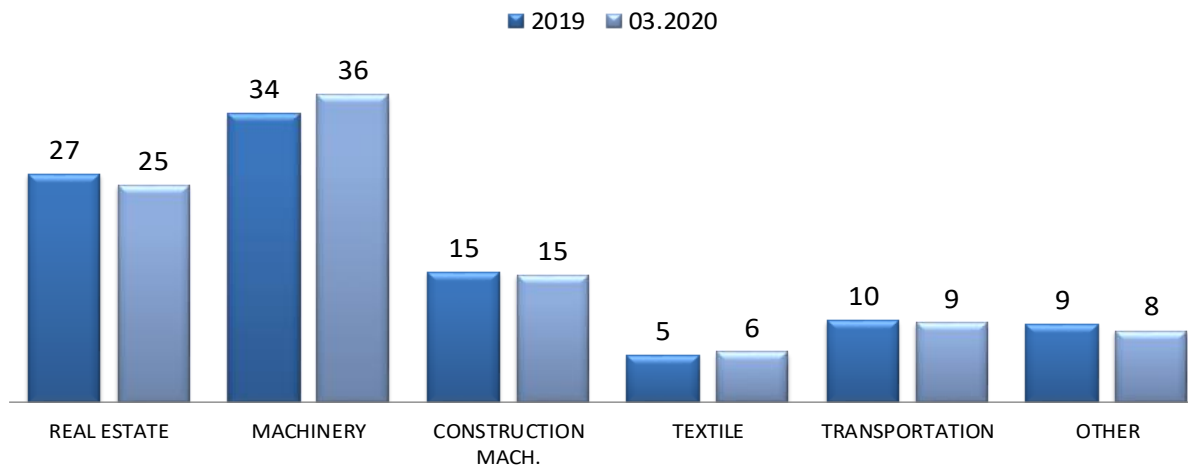


Sectoral & Asset & Geographical Distribution, %

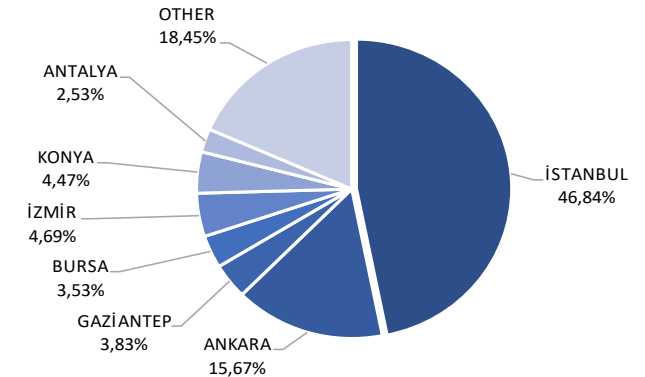
Sectoral Distribution



Asset Distribution



Geographical Distribution



Funding Structure

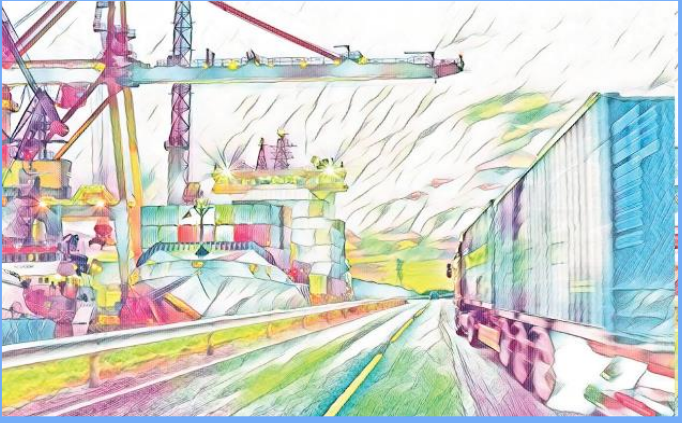
Strong
relationships with
both domestic
and international
banks

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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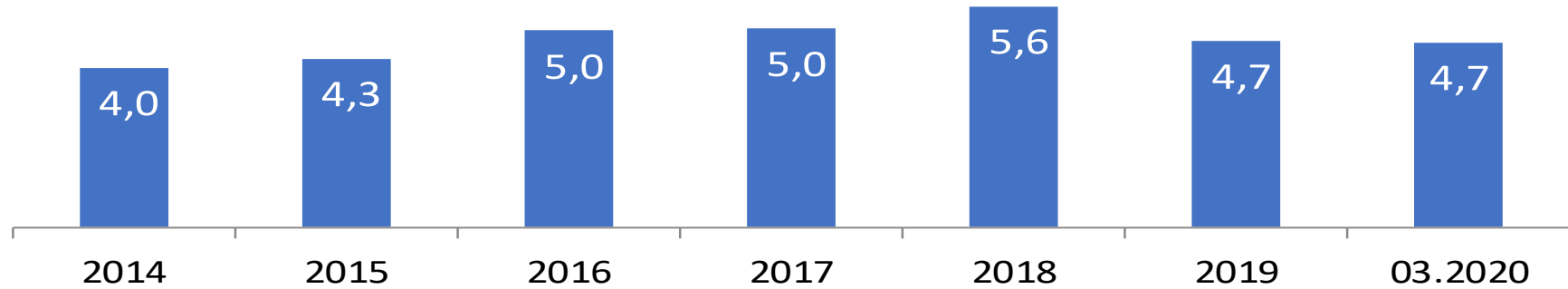
Financial Highlights

<i>TL Million, consolidated</i>	2015	2016	2017	2018	2019	31.03.2020	Δ
Leasing Receivables, Net	3.287	4.001	4.701	5.435	5.107	5.342	4,6%
Factoring Receivables, Net	1.951	2.986	4.207	2.725	3.179	2.937	-7,6%
Non Performing Receivables	183	231	266	297	580	561	-3,3%
Provisions	140	150	180	199	462	521	12,8%
Total Assets	5.581	7.480	9.283	8.682	9.088	8.931	-1,7%
Financial Liabilities	4.661	6.394	8.038	7.257	7.541	7.379	-2,1%
Equity	738	830	975	1.151	1.274	1.293	1,5%
Net Interest Income	121	146	82	131	167	80	-52,1%
Provisions Expenses	-48	-23	-33	-42	-312	-76	-75,8%
Consolidated net Profit	82	104	113	198	84	25	-69,9%
RATIOS							
NPL / Receivables	3,4%	3,2%	2,9%	3,6%	6,6%	6,4%	
Provision Ratio	76,3%	65,1%	67,7%	66,8%	79,6%	92,9%	
Cost / Income	37,0%	26,5%	26,5%	17,9%	18,9%	18,2%	
ROE	12,2%	13,2%	12,5%	18,6%	7,0%	7,9%	
ROA	1,8%	2,1%	1,3%	2,2%	0,9%	1,1%	

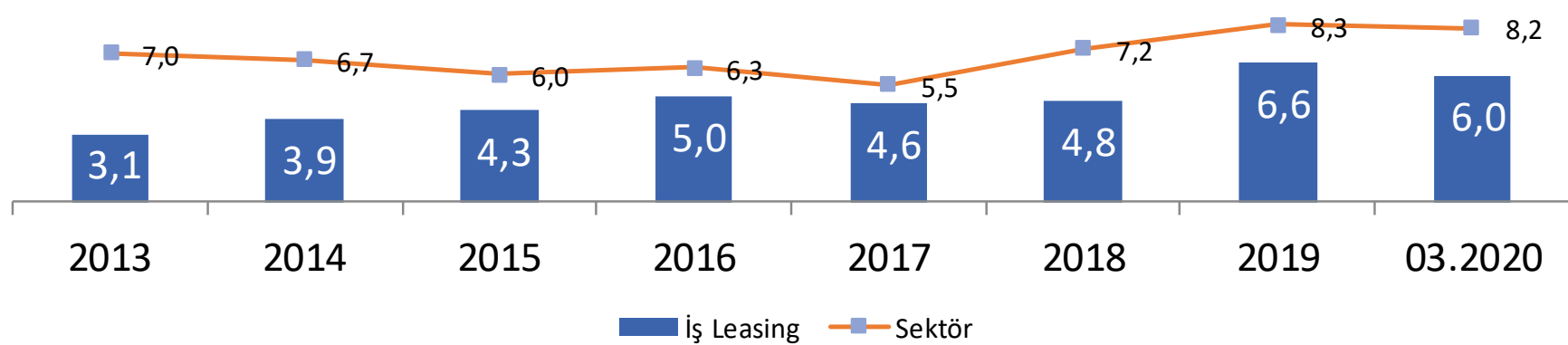
Solo Key Figures

(Million TL)	2017	2018	2019	03.2020	Δ	2017	2018	2019	03.2020	Δ
Financial Highlights	İş					Sector				
Leasing Receivables	4.617	5.331	5.008	5.301	6%	51.990	60.707	48.721	49.887	2%
Total Assets	5.069	5.965	5.877	5.960	1%	58.053	68.506	58.176	49.887	-14%
Equity	840	903	1.027	1.048	2%	8.567	9.601	10.376	10.809	4%
Net Profit	74	83	103	24	-77%	940	917	1.125	484	-57%
NPL Ratio	4,6%	4,8%	6,6%	6,0%		5,5%	7,2%	8,3%	8,2%	
Debt/Equity	5,0	5,6	4,7	4,7		5,8	6,1	4,6	4,6	
ROE *	10,0%	10,1%	11,5%	13,4%		11,5%	9,6%	11,6%	13,8%	
ROA	1,5%	1,9%	1,8%	2,1%		1,8%	1,5%	1,8%	2,0%	

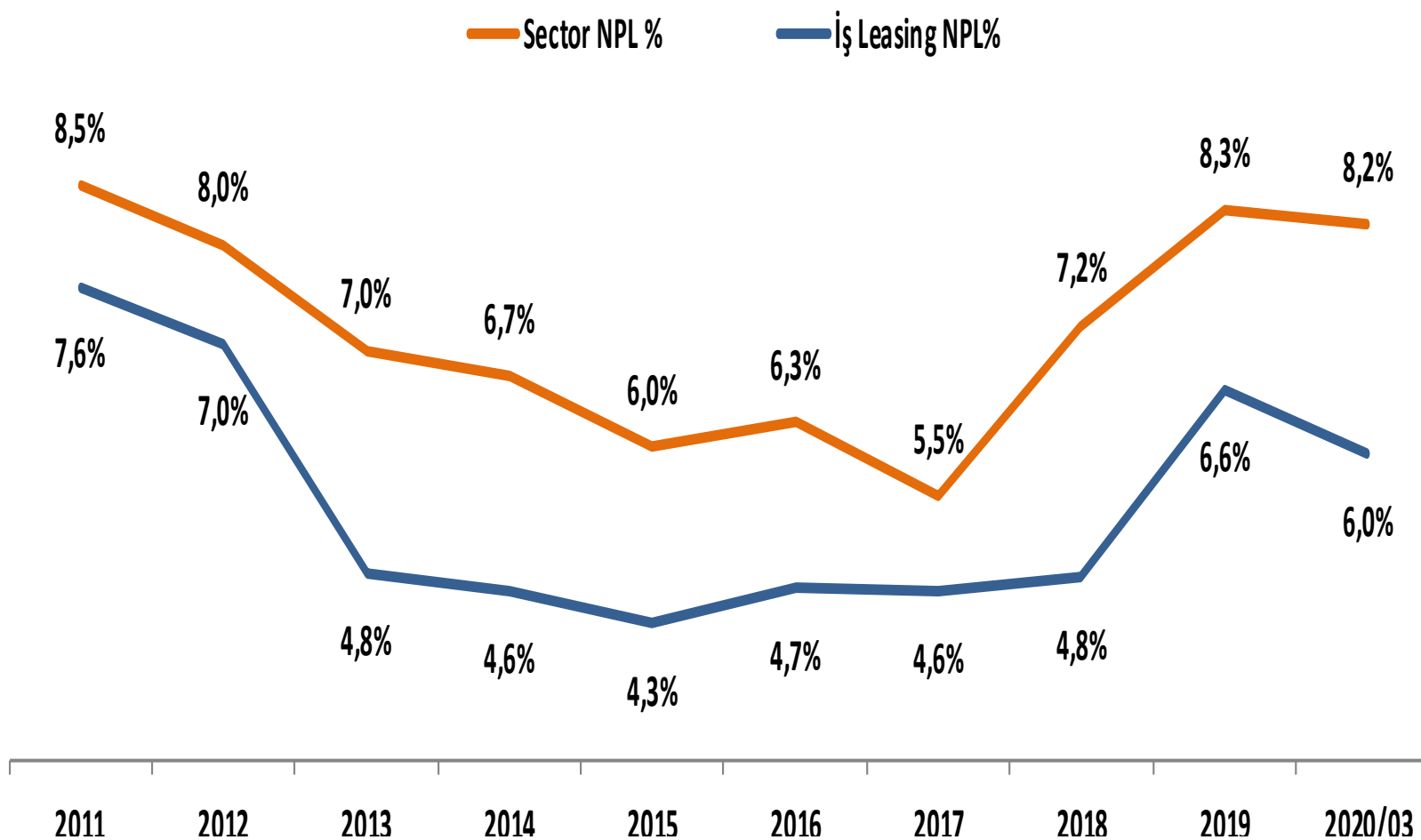
Leverage



TAO



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-2016) : 9.17

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