



INVESTOR PRESENTATION

31 MARCH 2018



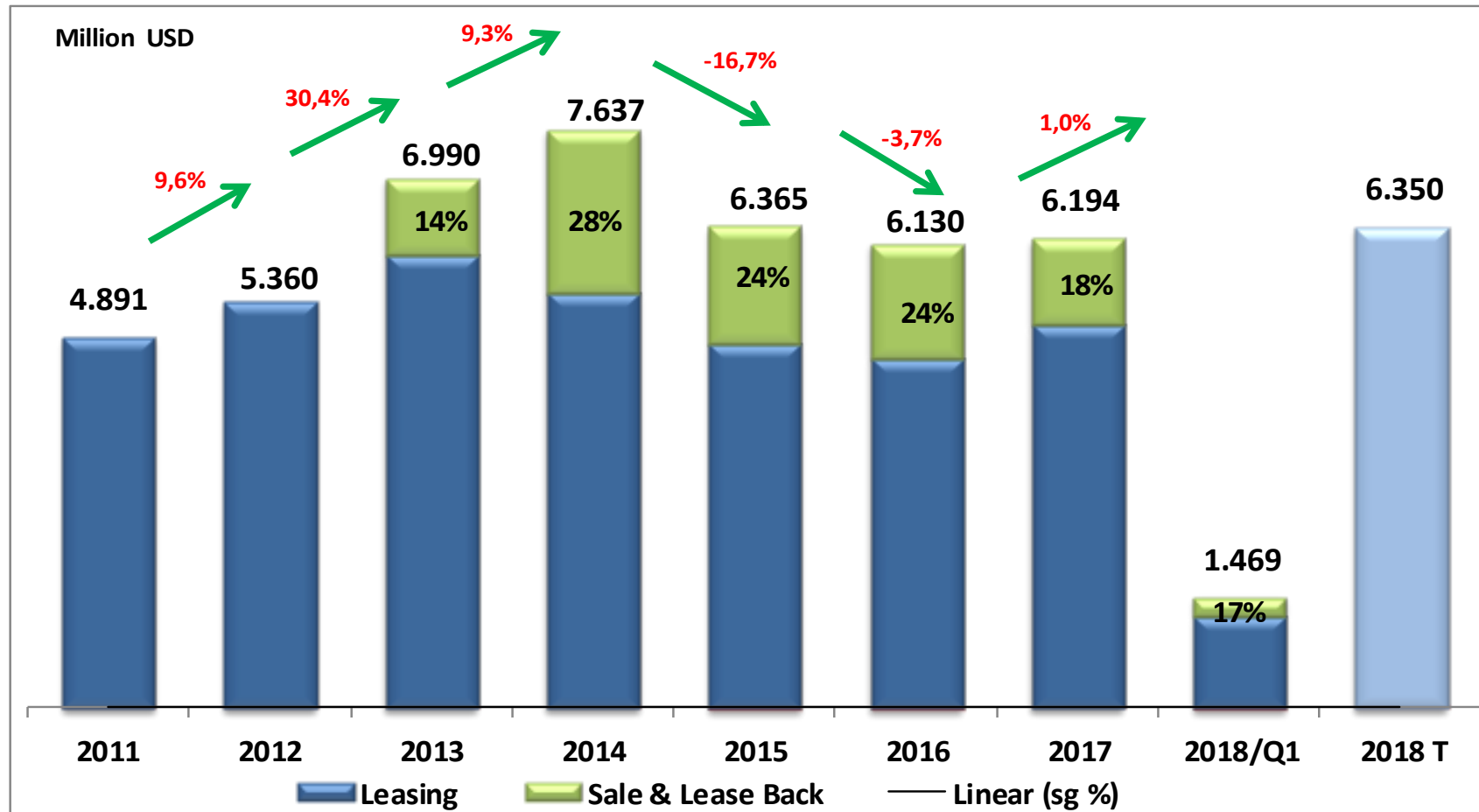
Leasing Sector in Turkey



Leasing advantages

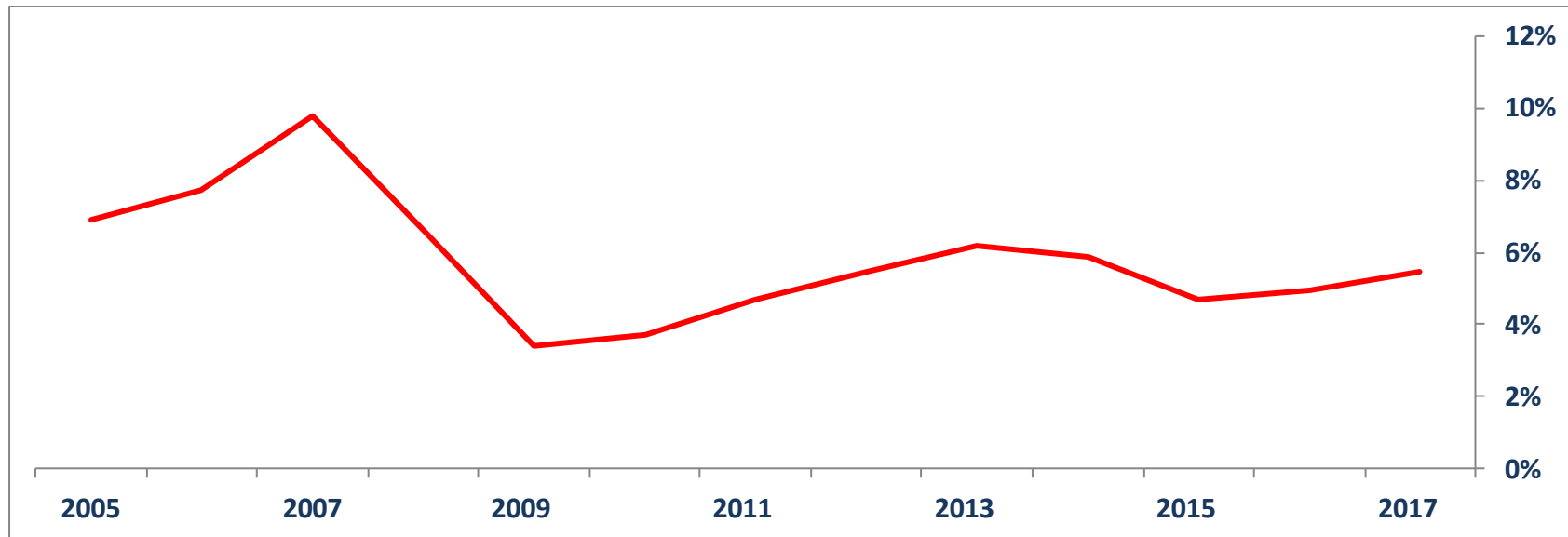
- ✓ VAT is %1 for various types of machinery
- ✓ Expertise on SMEs, consultancy and know-how support in addition to funding
- ✓ FX borrowing option (for selective assets)
- ✓ Fast credit approvals (leased-asset ownership), flexible payment plans
- ✓ Sale-and-lease back and operating leases were added to finance leases in 2013 by a regulation change.

Leasing Volume



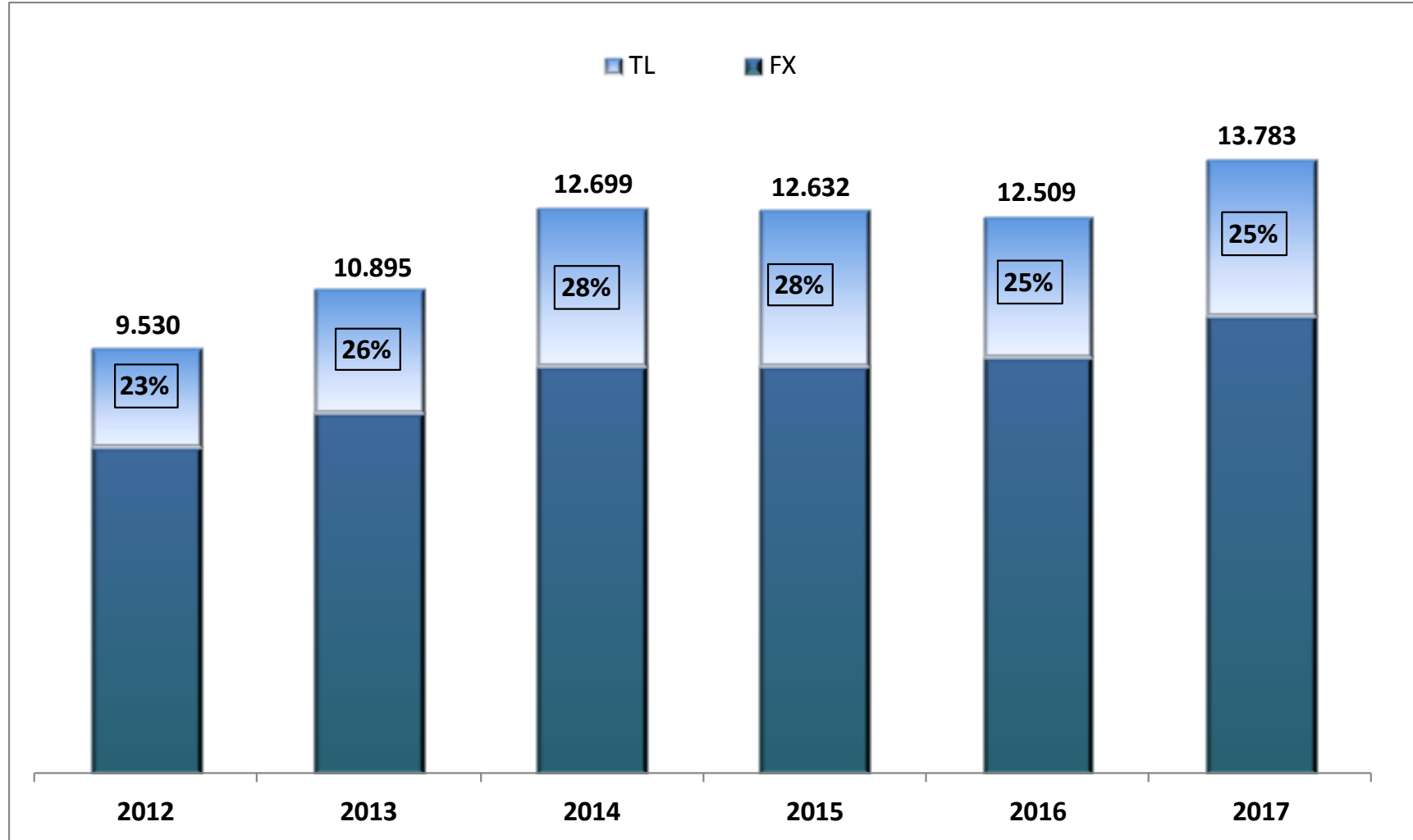
Turkey Leasing Penetration

Leasing penetration is still at low levels compared to EU average of 15% and North America average of 21,5%.

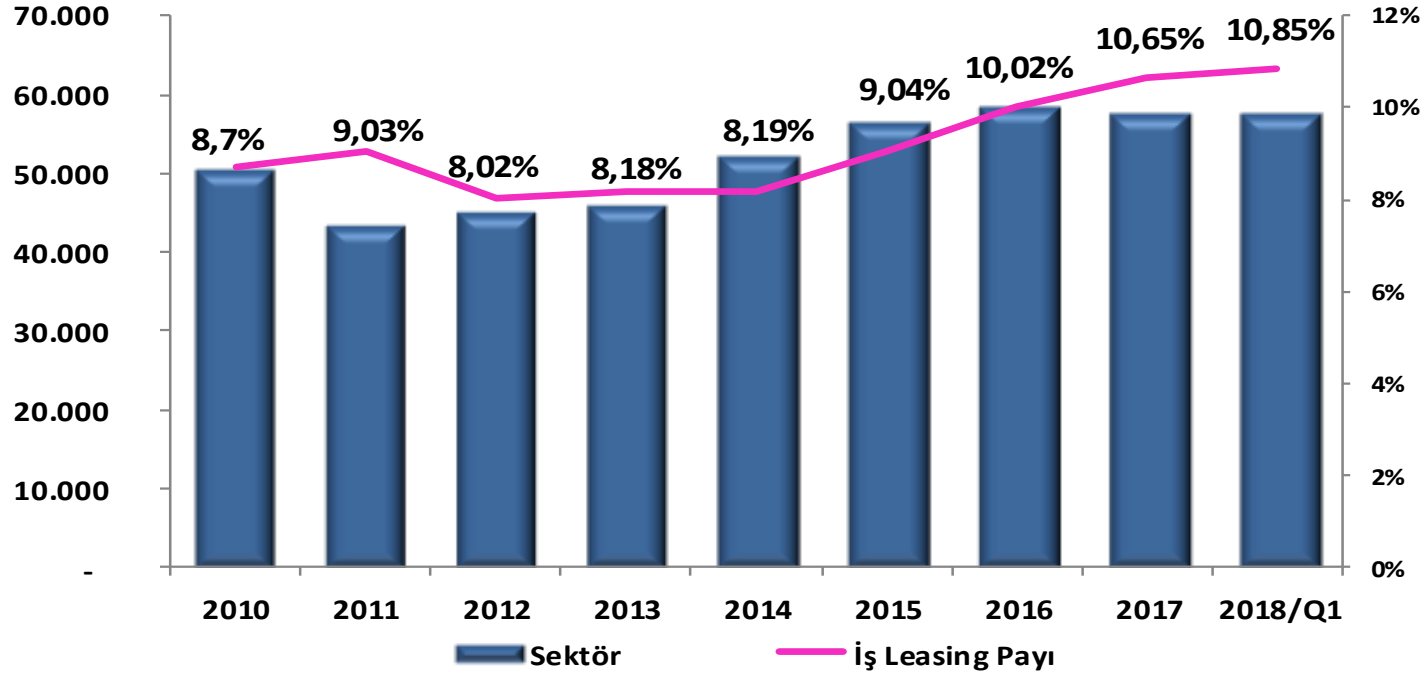


Penetration: Leasing volume/ Private sector fixed investments

Leasing Receivables



Customer Base



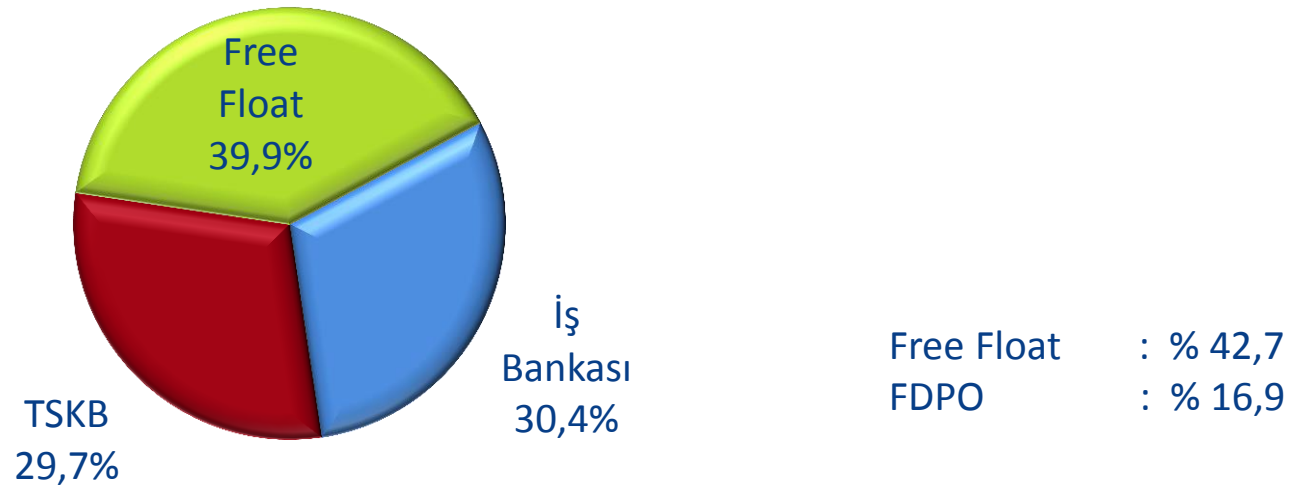
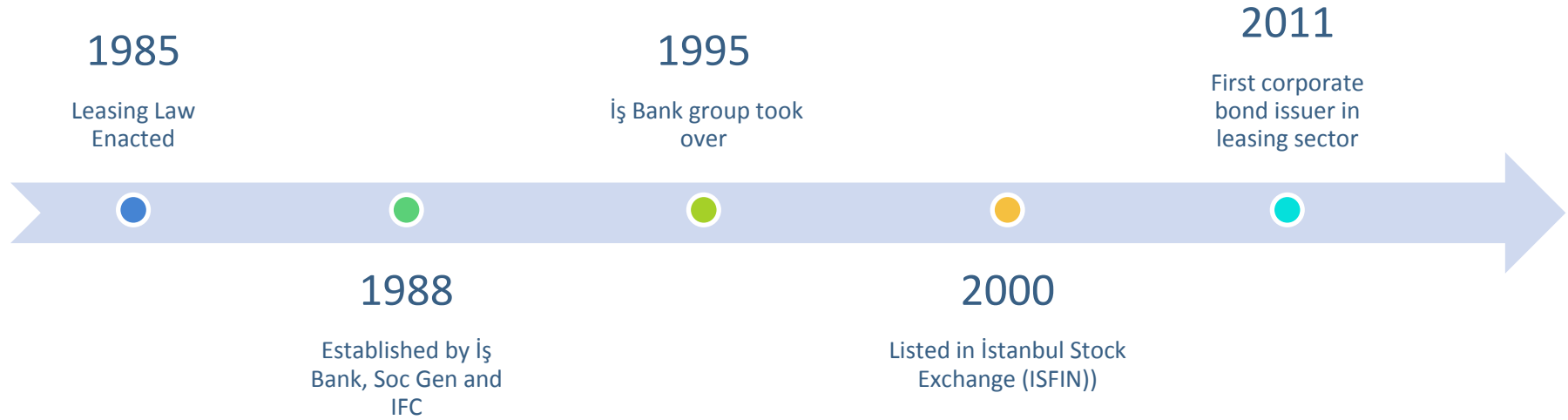
Customer growth	2018/Q1 vs. 2017	
	Customers Δ	Contracts Δ
İŞ LEASING	2%	2%



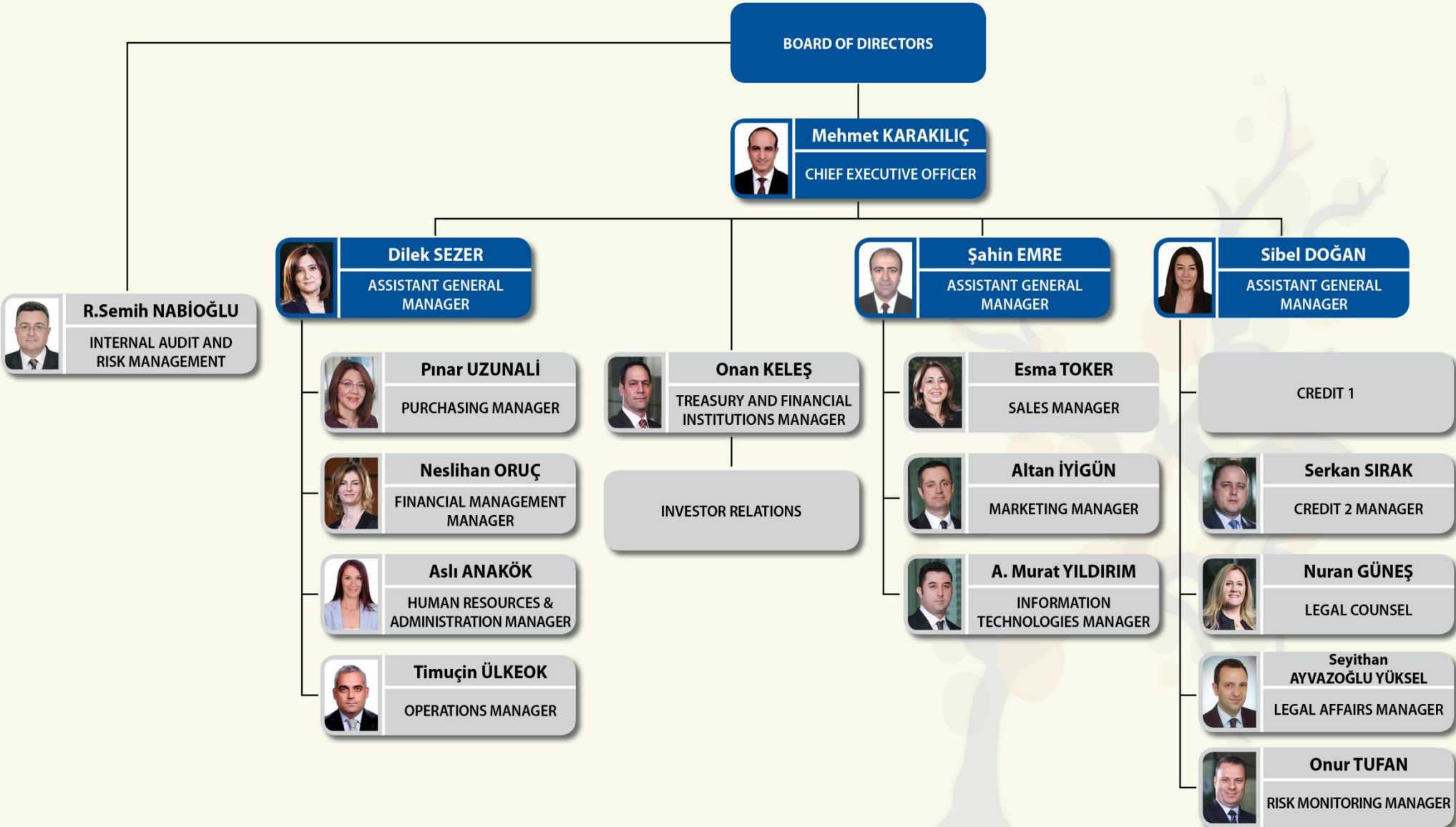
Company Overview



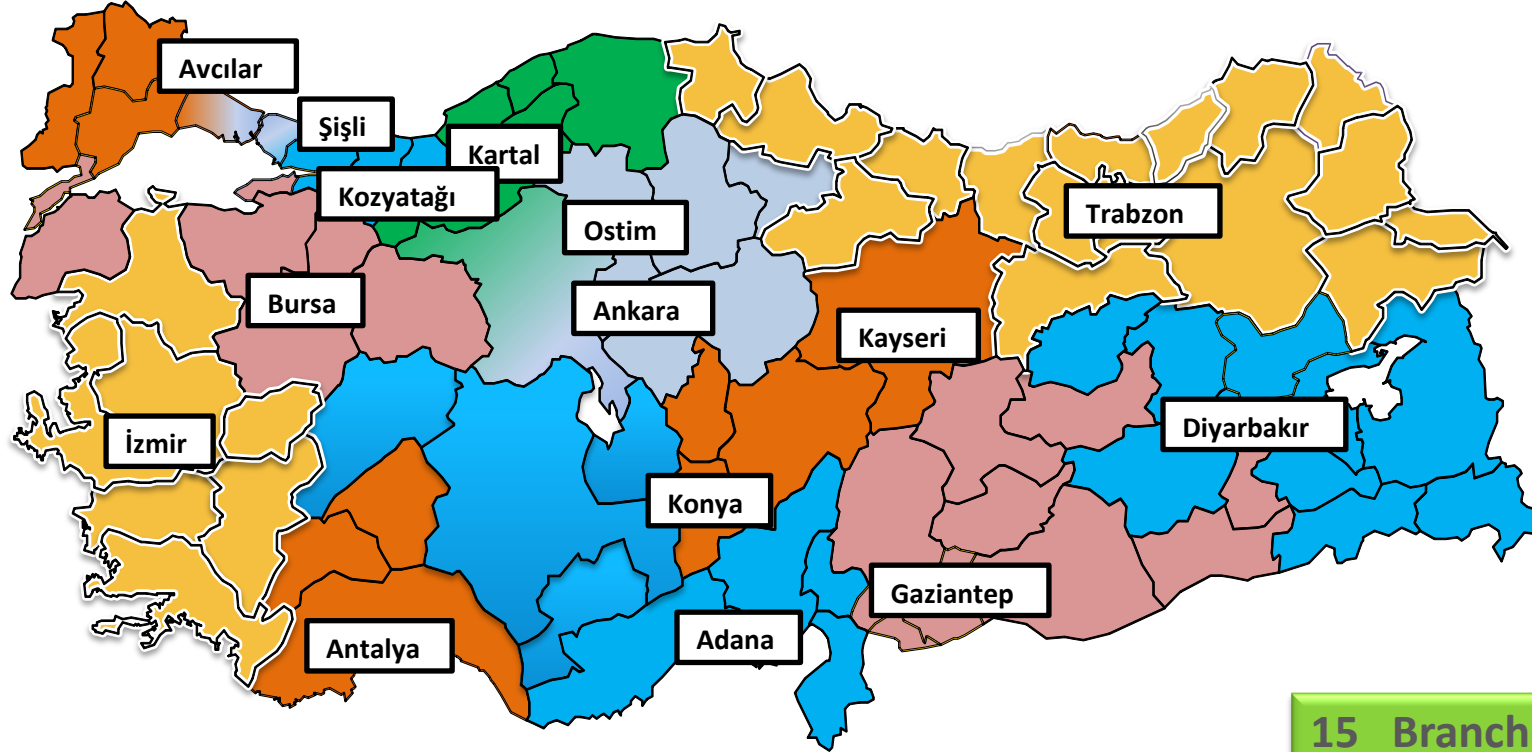
Milestones & Shareholders



ORGANIZATION CHART



BRANCH NETWORK



15 Branches
51 Sales staff
153 Total staff



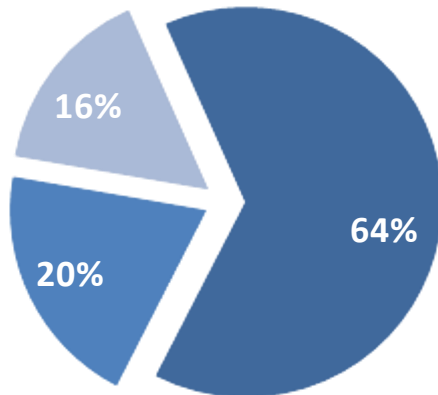
Lease Portfolio



SALES CHANNELS

2017

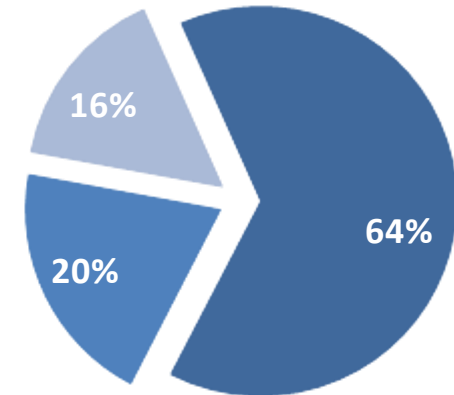
■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS



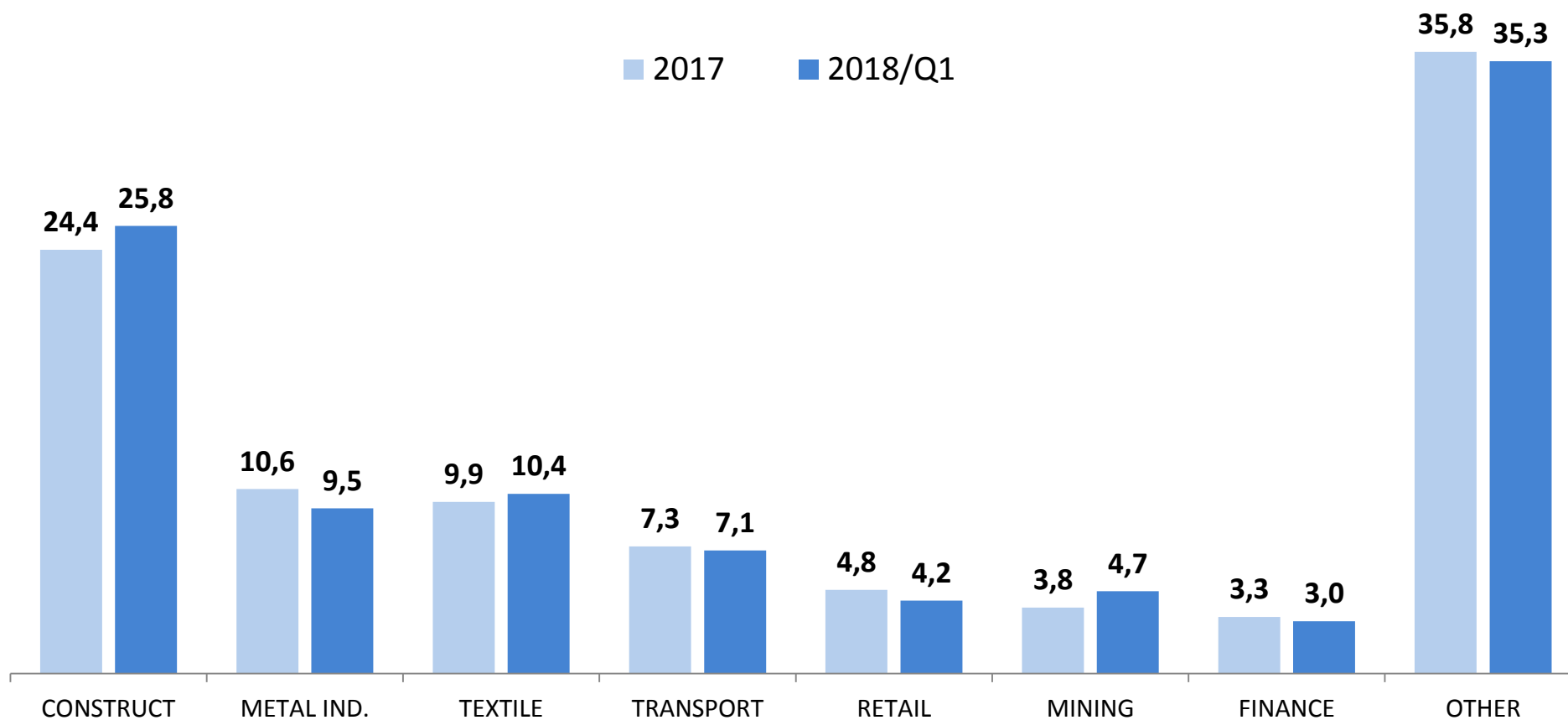
İşbank: 1342 local and 22 foreign branches, largest network among private banks.

2018/Q1

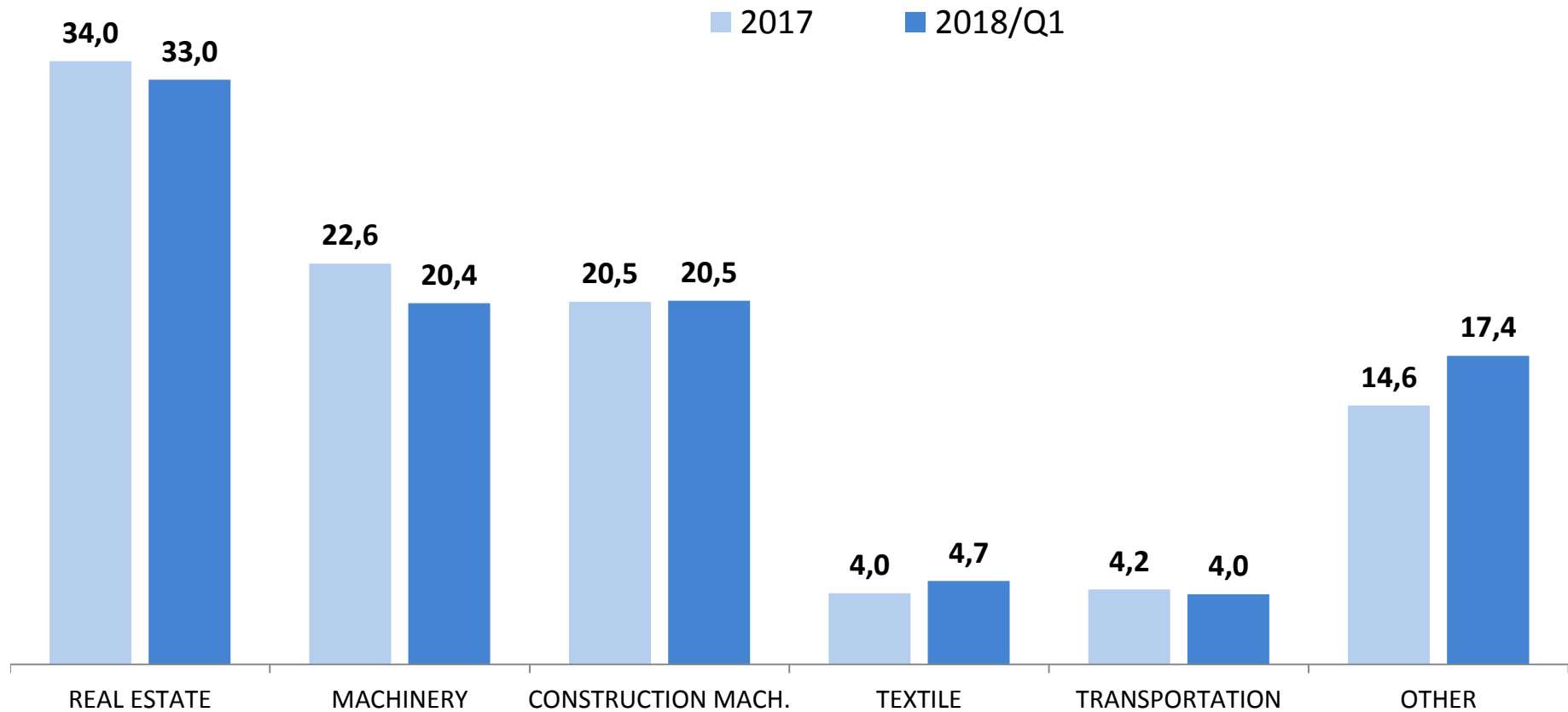
■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS



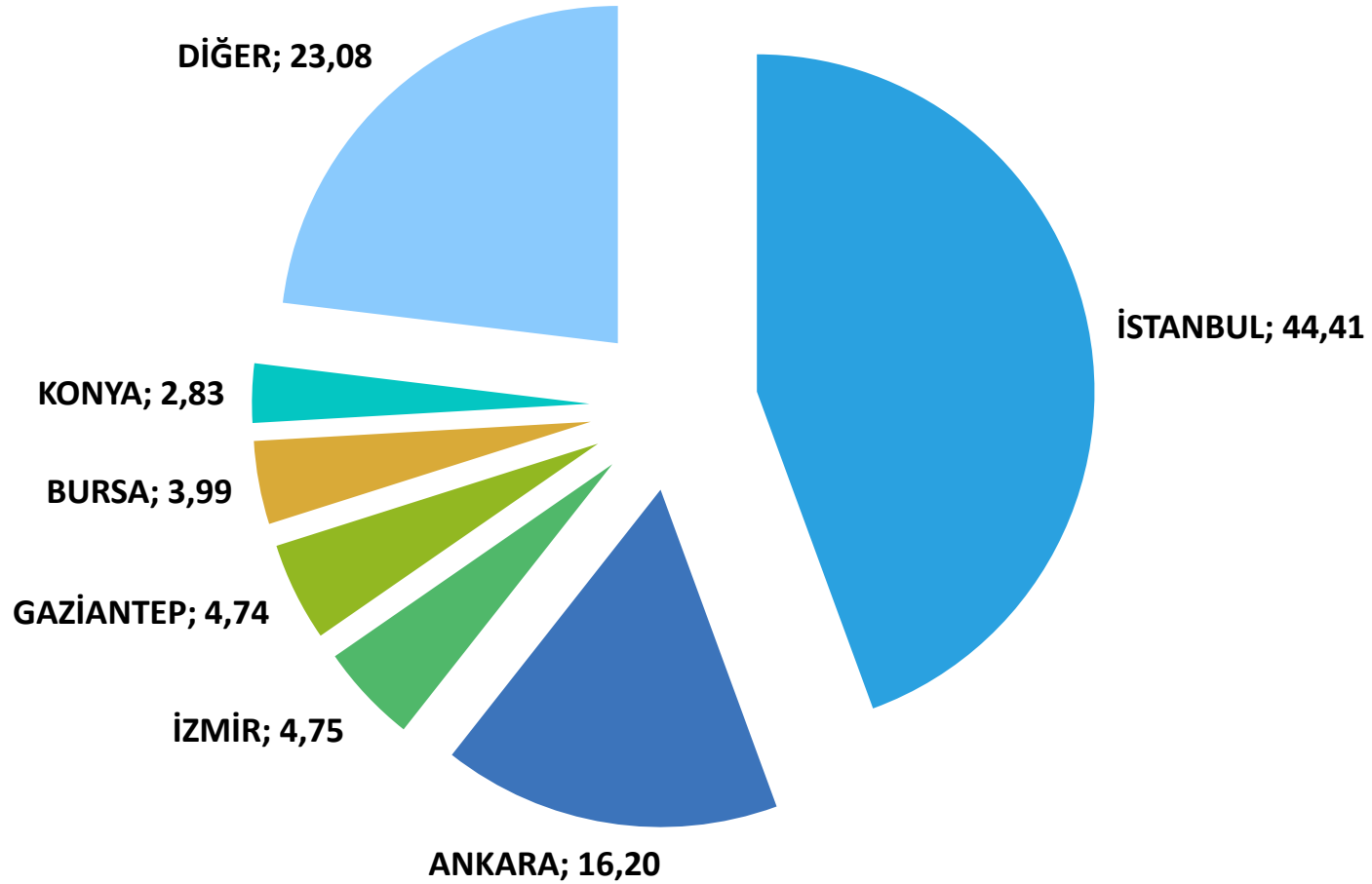
SECTORAL DISTRIBUTION, %



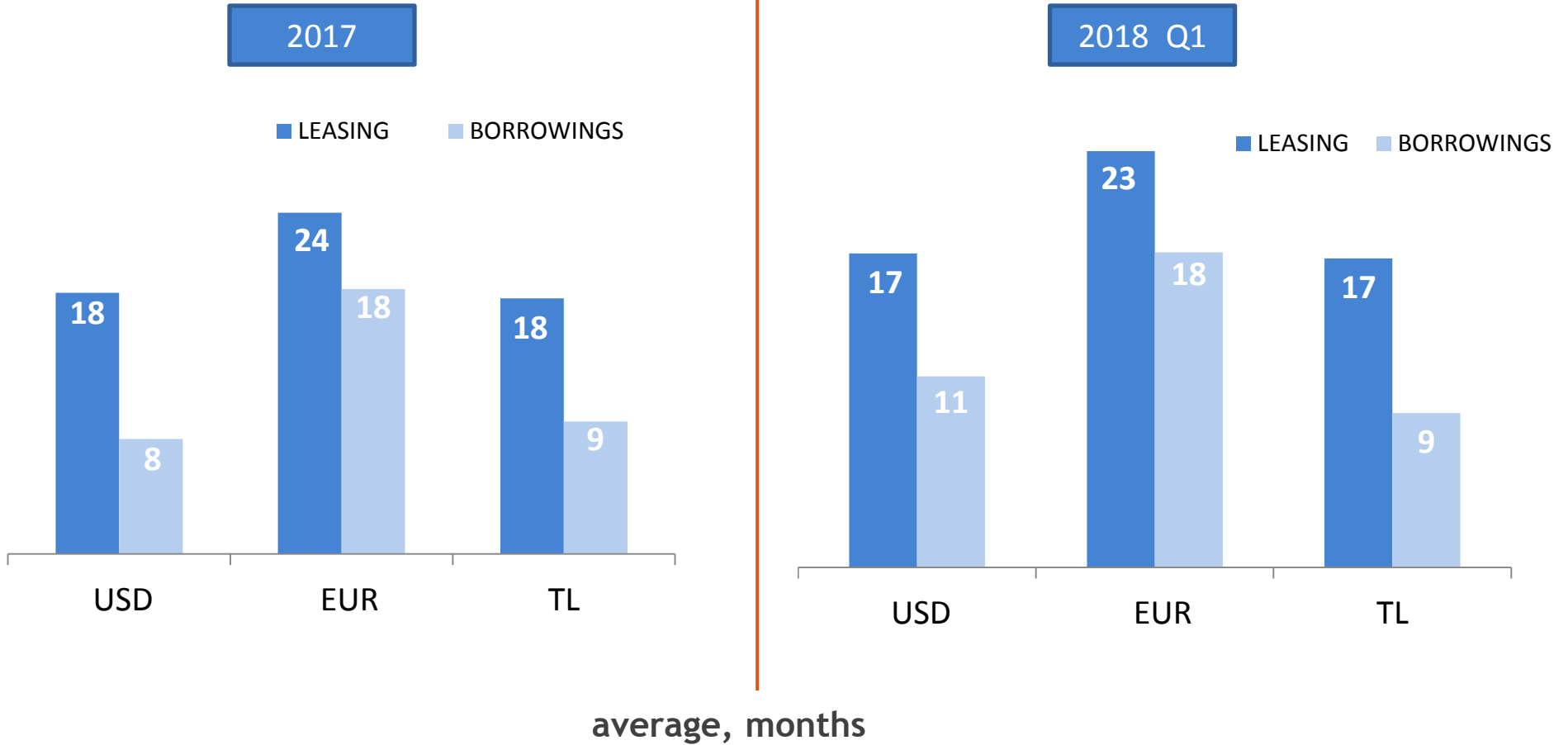
ASSET DISTRIBUTION, %



GEOGRAPHICAL DISTRIBUTION, %

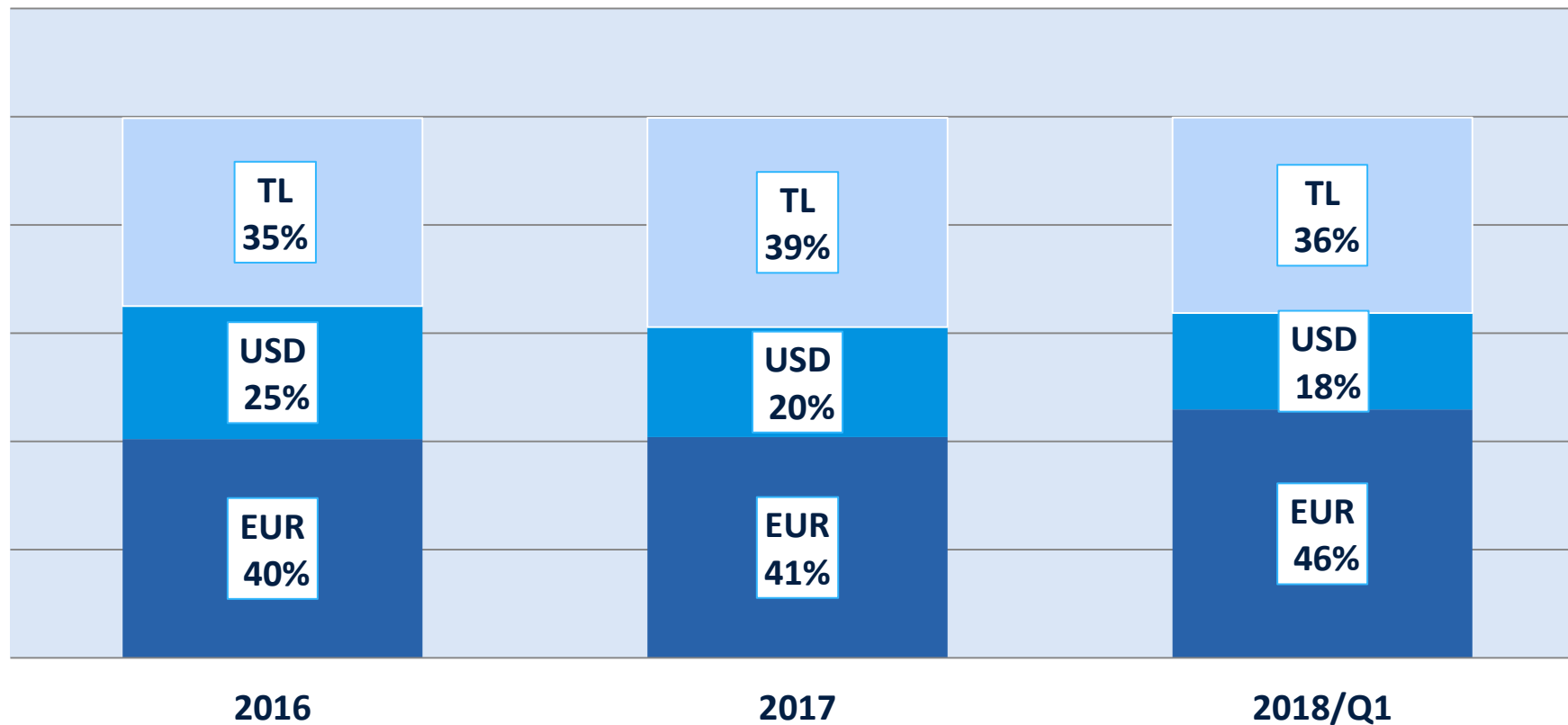


MATURITY DISTRIBUTION, %



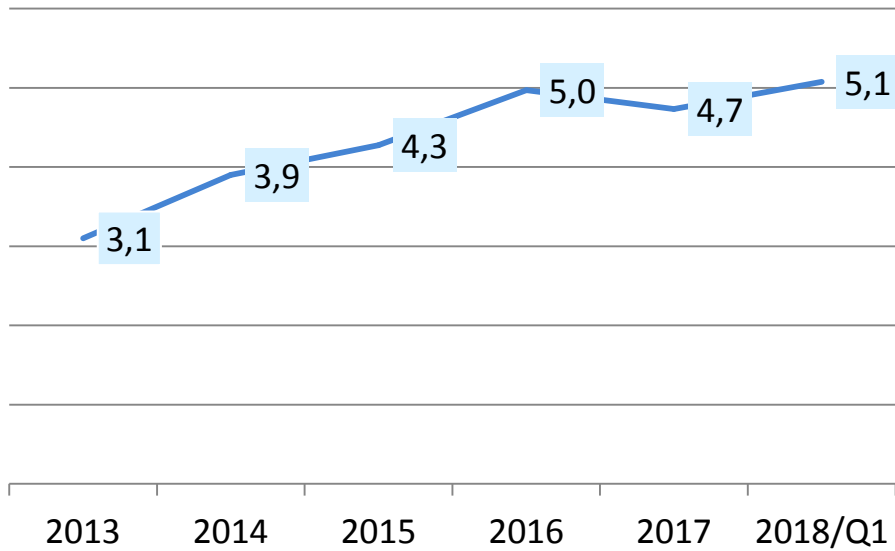
*TL funded by equity is included in the calculation.

CURRENCY DISTRIBUTION, %



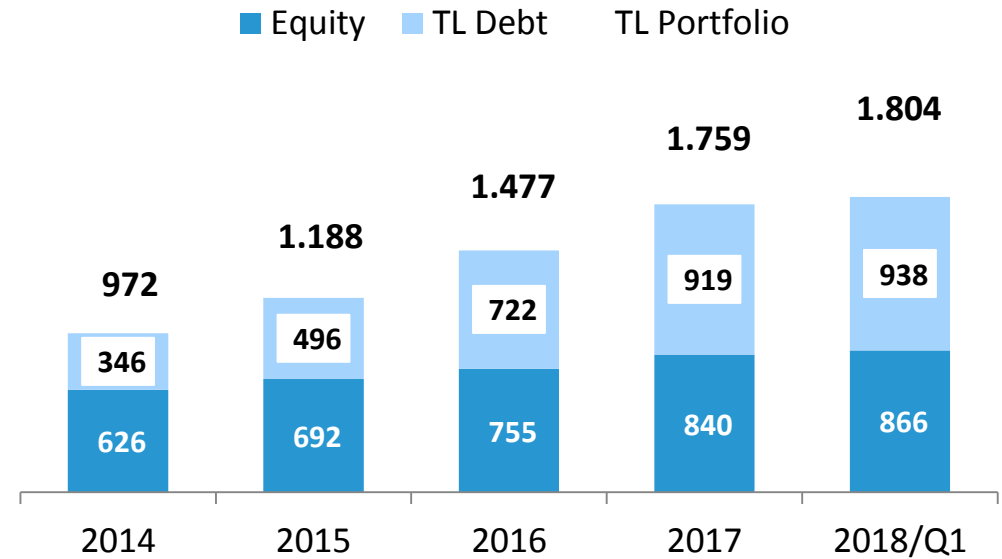
LEVERAGE

Leverage(solo)



Increased leverage by gaining market share

TRY Receivables



FUNDING POLICY

- Strong relations with international and local banks.
 - Closed a club loan transaction of 80 million US\$ in 2018.
 - Bilateral loans (all unsecured)
- First TL corporate bond issuer in leasing sector, outstanding nominal balance 1.4 billion TL, maturities range between 3 months to 18 months.
- IFI and ECA Funding
 - IFC renewable energy and energy efficiency facility, World Bank EFIL- SME loans, CEB SME loans, BSTDB SME loan, ECO-Trade Bank,
 - Eximbank loans to support exporters
- Islamic Debt Markets
 - Closed two Murabaha facilities
- Strategy aiming diversification of creditors and debt products, maturity mismatch within manageable limits



Financial Performance



FINANCIAL HIGHLIGHTS

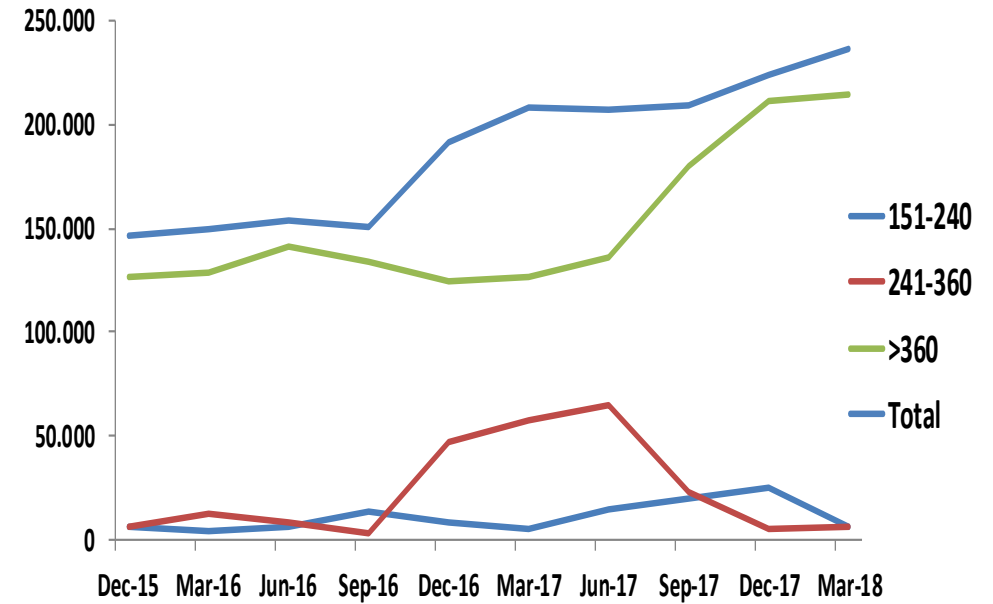
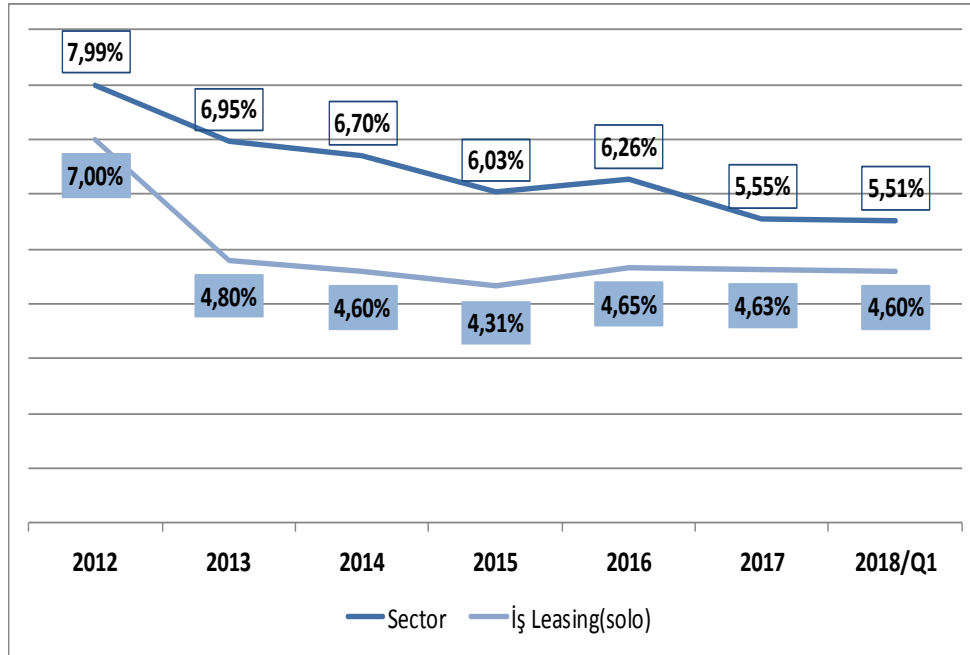
<i>TL Million, consolidated</i>	2015	2016	2017	2018/Q1	Δ
Leasing Receivables, Net	3.287	4.001	4.701	5.007	6,5%
Factoring Receivables, Net	1.951	2.986	4.207	3.955	-6,0%
Non Performing Receivables	183	231	266	280	5,0%
Provisions	140	150	180	184	2,2%
Total Assets	5.581	7.480	9.283	9.509	2,4%
Financial Liabilities	4.661	6.394	8.038	8.181	1,8%
Equity	738	830	975	1.021	4,7%
Net Interest Income	121	146	82	28	
Provisions Expenses	-48	-23	-33	-6	
Consolidated net Profit	82	104	113	48	
RATIOS					
NPL / Receivables	3,4%	3,2%	2,9%	3,1%	
Provision Ratio	76,3%	65,1%	67,7%	65,9%	
Cost / Income	37,0%	37,7%	66,3%	49,8%	
ROE	12,2%	13,2%	12,5%	19,2%	
ROA	1,8%	2,1%	1,3%	2,0%	

SOLO KEY FIGURES

(Million TL)	2015	2016	2017	2018/Q1	Δ	2015	2016	2017	2018/Q1	Δ
Financial Highlights	İş					Sector				
Leasing Receivables	3.249	3.921	4.617	4.914	6%	36.728	44.022	51.990	54.547	5%
Total Assets	3.656	4.508	5.069	5.556	10%	40.655	48.500	58.053	61.288	6%
Equity	692	755	840	866	3%	6.930	7.800	8.567	8.890	4%
Net Profit	81	82	74	30	-59%	809	922	940	366	-61%
NPL Ratio	4,3%	4,7%	4,6%	4,6%		6,0%	6,3%	5,5%	5,5%	
Debt/Equity	4,0	4,7	5,0	5,4		4,5	4,8	5,8	5,8	
ROE *	10,3%	11,7%	10,0%	11,5%		13,1%	13,0%	11,5%	11,5%	
ROA	2,4%	2,0%	1,5%	2,3%		2,1%	2,1%	1,8%	1,8%	

*: Bonus shares from İş Factoring (19 million TL) in 2015 have been off-set

NPL

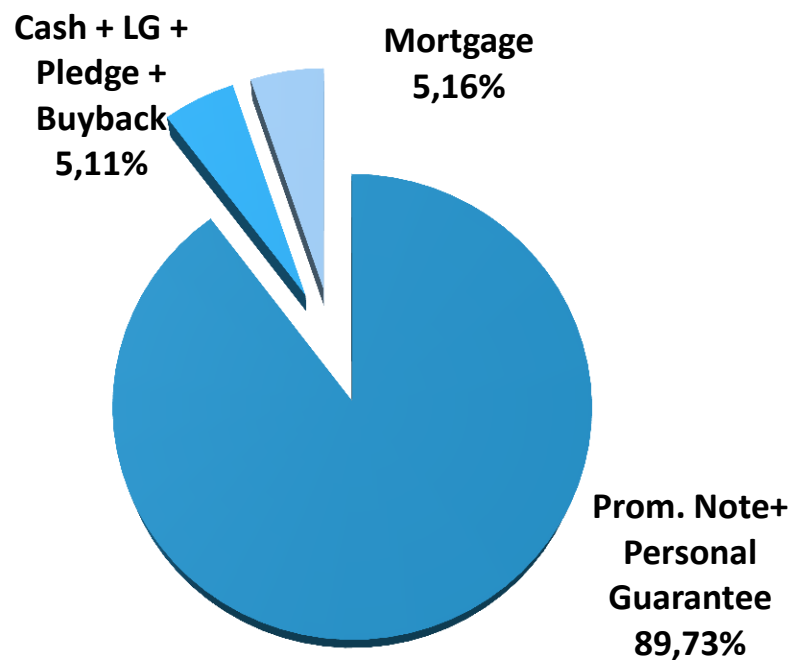


Consolidated	31.12.2015	31.12.2016	31.12.2017	31.03.2018
Gross NPL /Total Receivables	3,40%	3,23%	2,93%	3,06%
Net NPL / Net Receivables	0,83%	1,15%	0,97%	1,07%

000 TL	LOSS RESERVE
2017 Opening	(180.256)
Reversals	2.415
New provisions	(6.463)
31.03.2018 Closing	(184.304)

COLLATERALS

Leased assets are legally possessed by the lessor so they are the collateral of the leasing loan. Depending on the lessee's credit ratings and second hand value of the leased asset, additional collaterals might be demanded.



*Group leasing transactions excluded

RATING



Foreign Currency	
Long-Term IDR	BB+
Short-Term IDR	B
Outlook	Stable
Local Currency	
Long-Term IDR	BB+
Short-Term IDR	B
Outlook	Stable
National	
Long-Term Rating	AA + (tur)
Outlook	Stable
Support Rating	3

Corporate Governance Rating (Saha-2016) : 9.17

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.