



2019

INVESTOR PRESENTATION

İŞ LEASING 



**LEASING SECTOR IN TURKEY**



**COMPANY OVERVIEW**



**LEASING PORTFOLIO**



**FINANCIAL RESULTS**



## LEASING SECTOR IN TURKEY

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## Economy

Increasing protective trend in foreign trade was remarkable in 2018.

Turkish economy slowed down in the second half of 2018.



As growth in developed economies continued at different paces in 2018, risks with potential to impact the global economy in a negative way have increased during the last six months of the year.

Overall expectation for 2019 is a relative slowdown in growth performance in Turkish economy; however a relative recovery trend in the second half of the year is being anticipated.

## Advantages of Leasing

FX borrowing option  
(for selective assets)

VAT is %1 for various  
types of machinery.

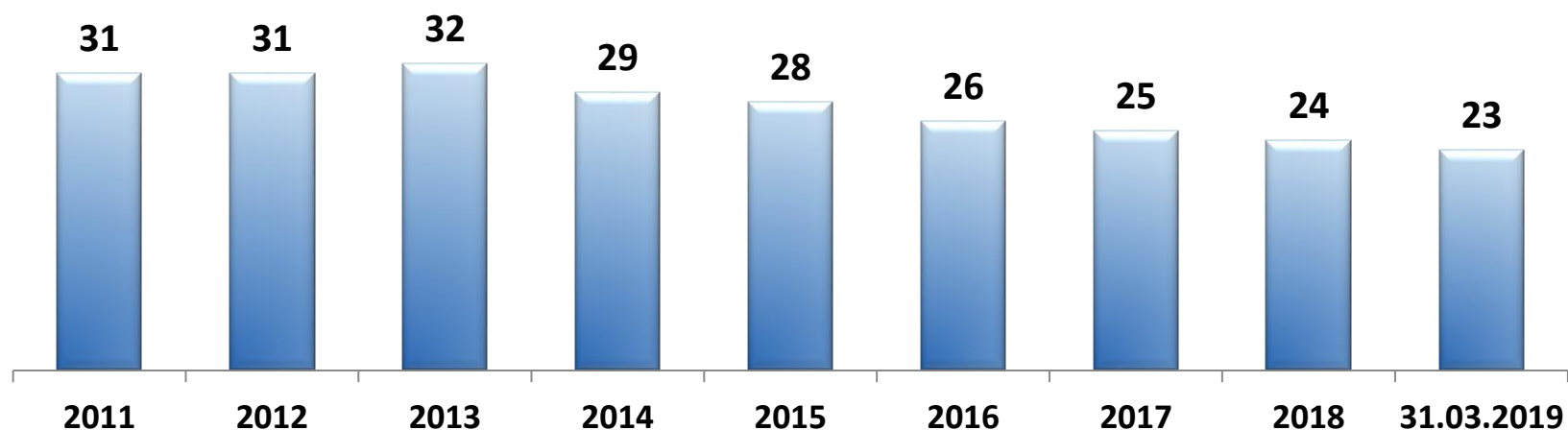
Sale-and-lease back and  
operating leases were  
added to finance leases  
in 2013 by a regulation  
change.

Expertise on SMEs,  
consultancy and know-  
how support in  
addition to funding

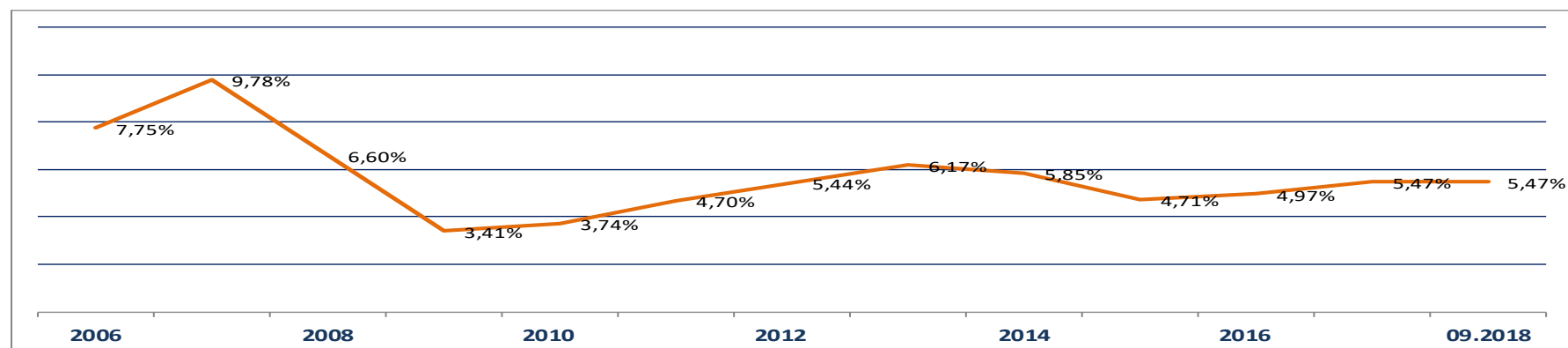
Fast credit approvals  
(leased-asset ownership),  
flexible payment plans

## Number of Leasing Companies and Leasing penetration

### Number of Leasing Companies

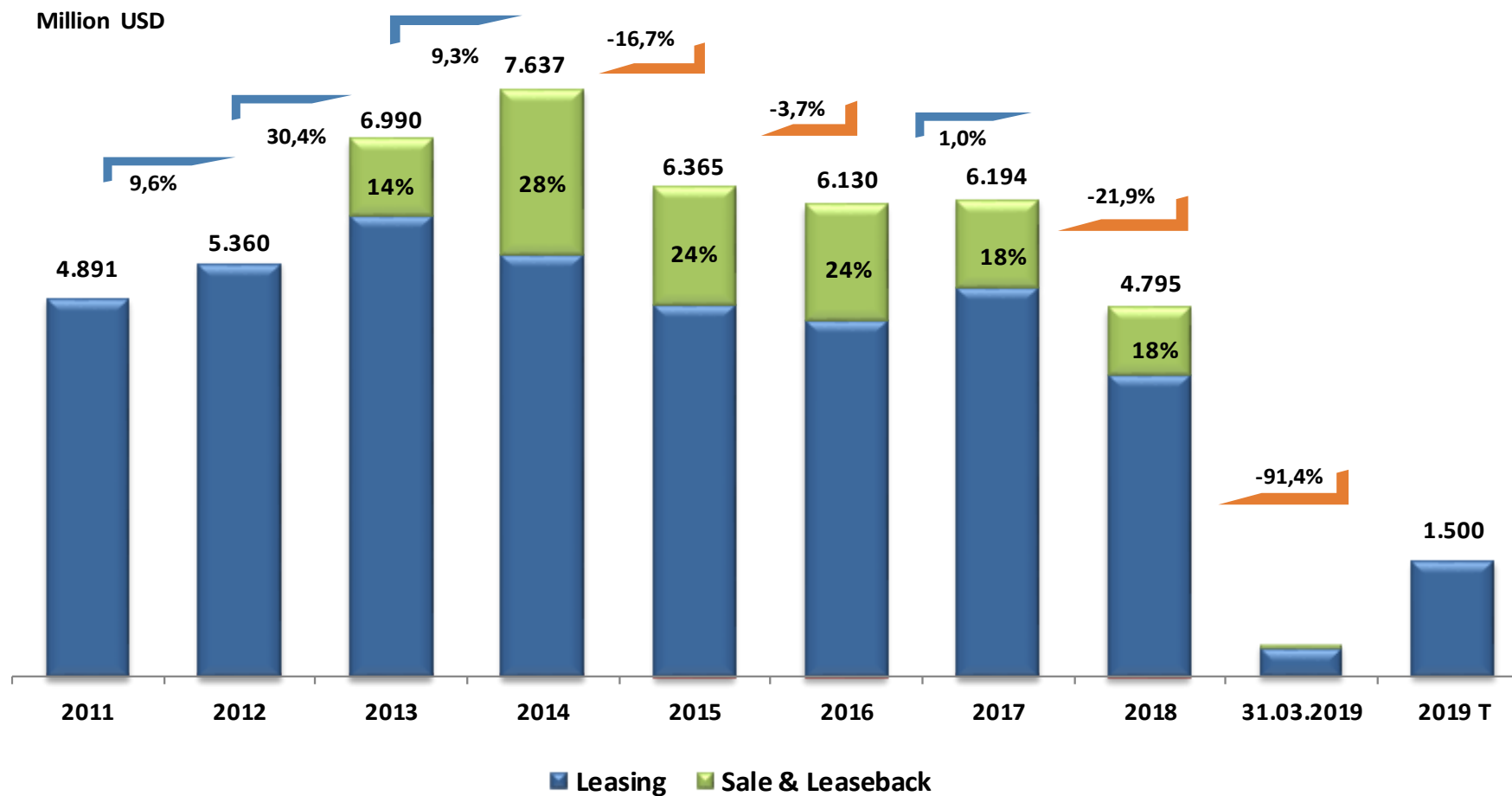


### Leasing Penetration

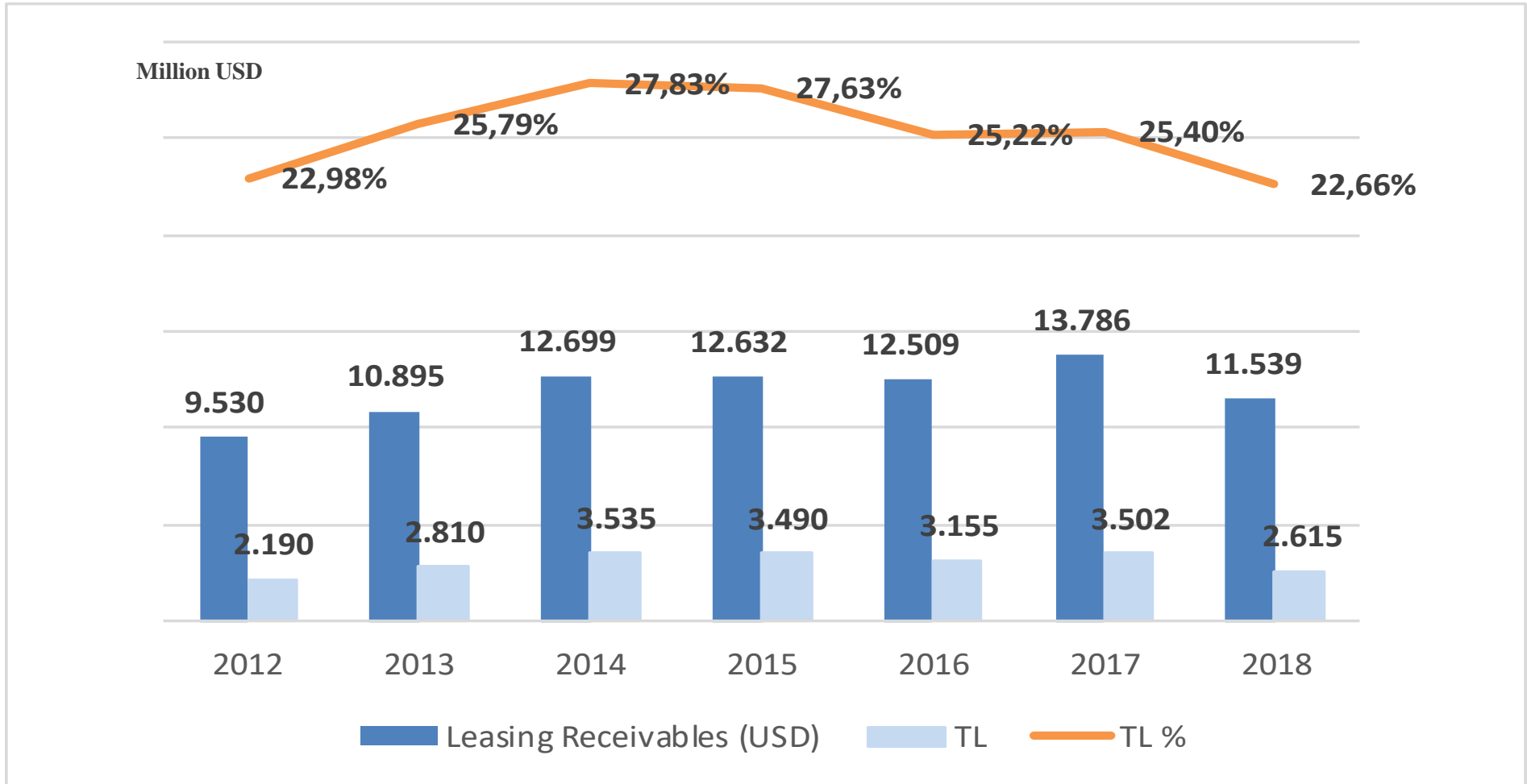


Penetration: Leasing volume/ Private sector fixed investments

## Leasing Volume



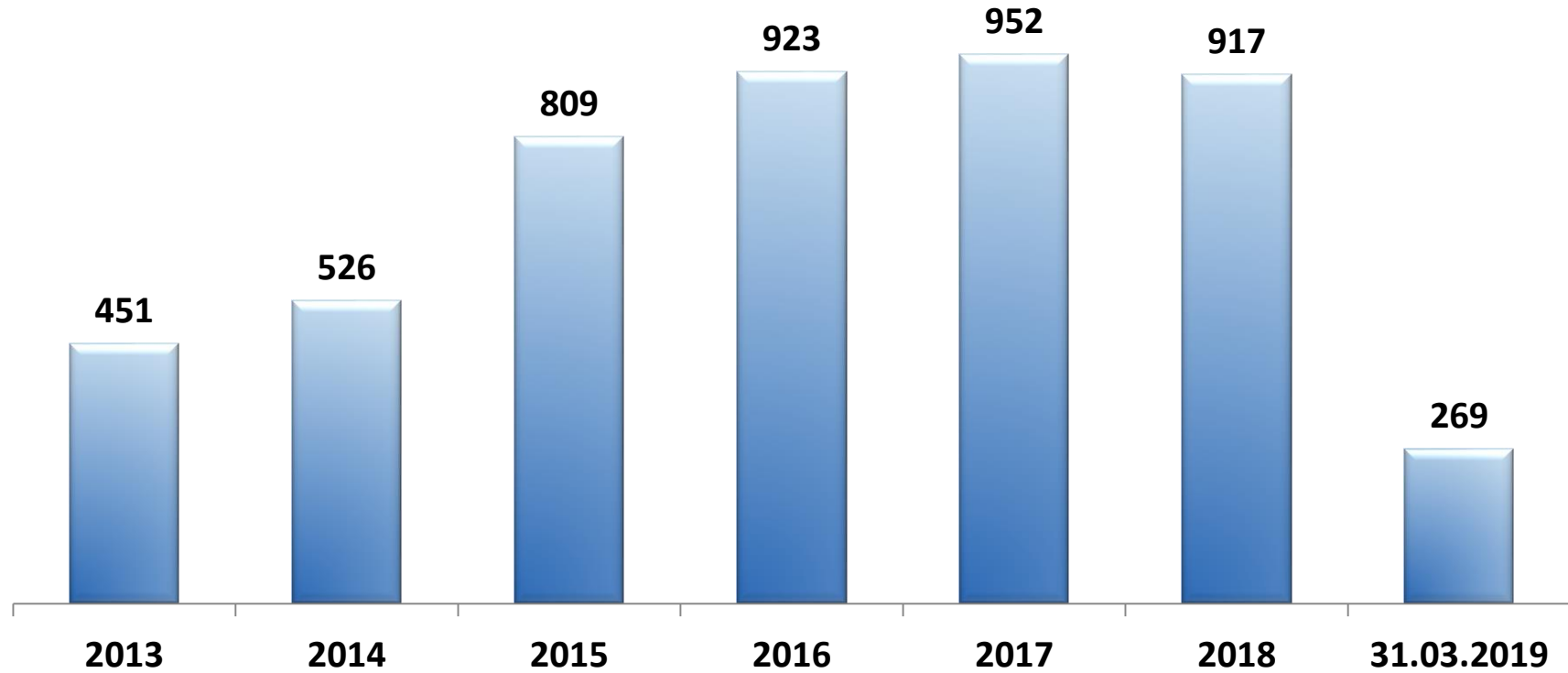
## Leasing Receivables



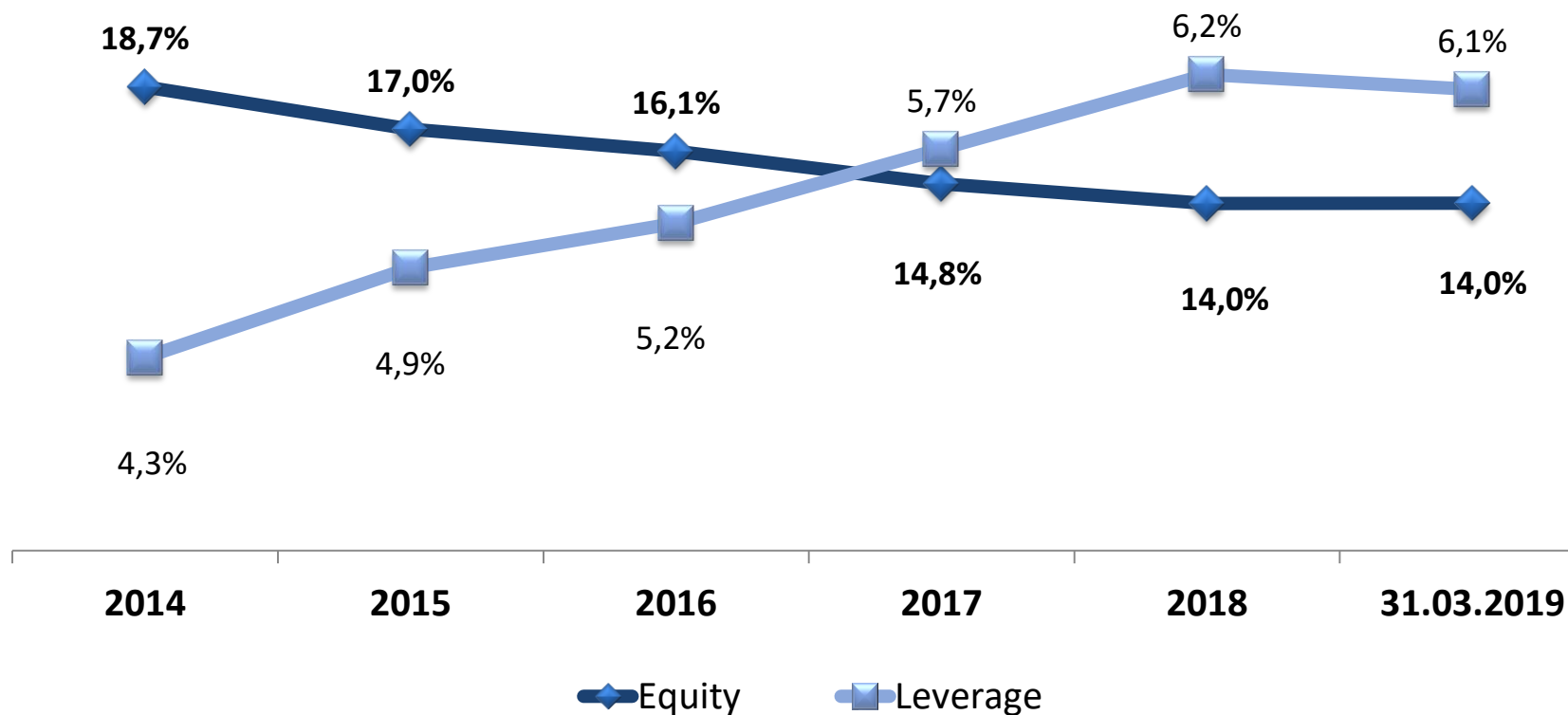


## Net Profit of Sector

Million TL

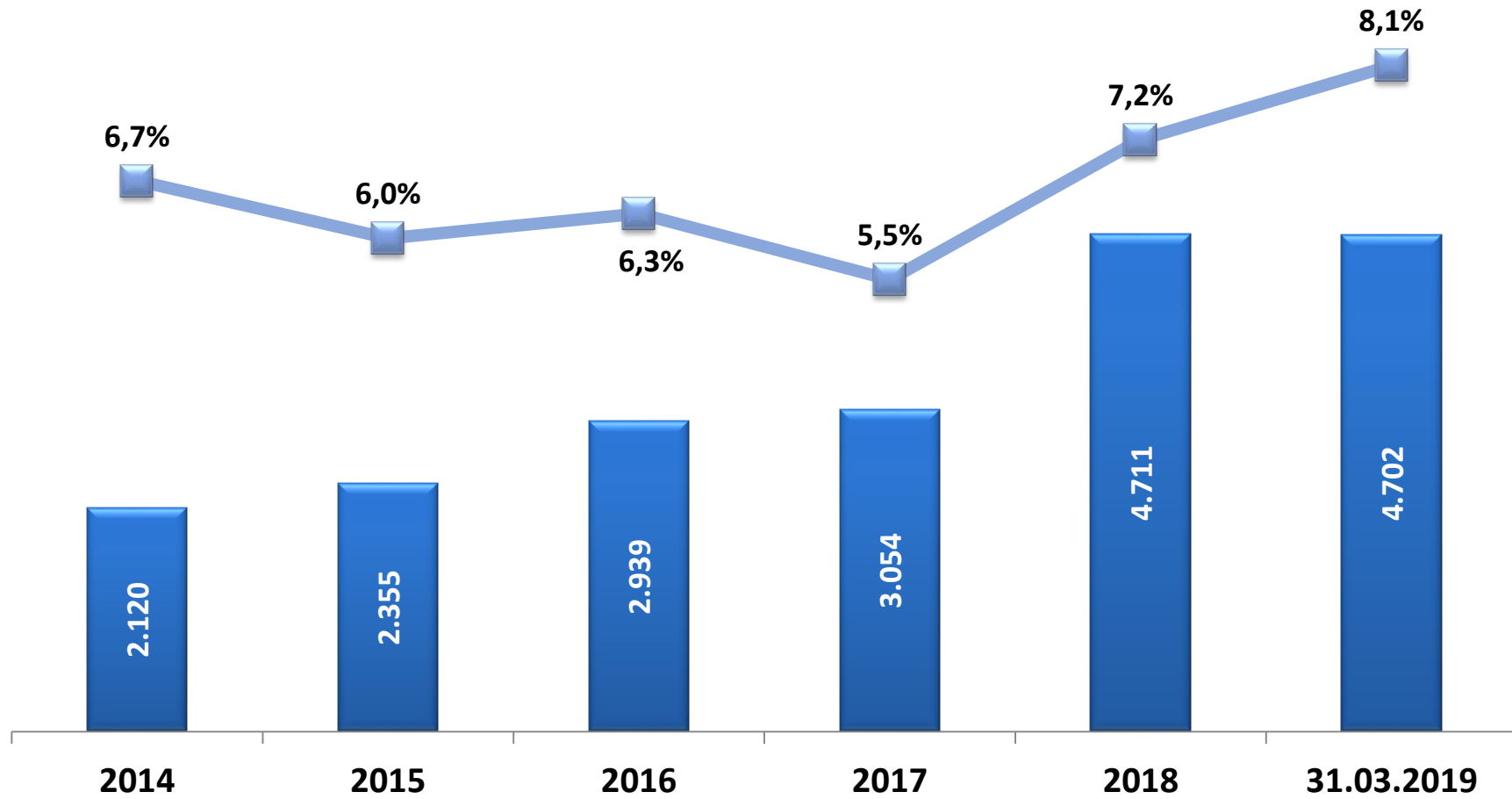


## Equity & Leverage

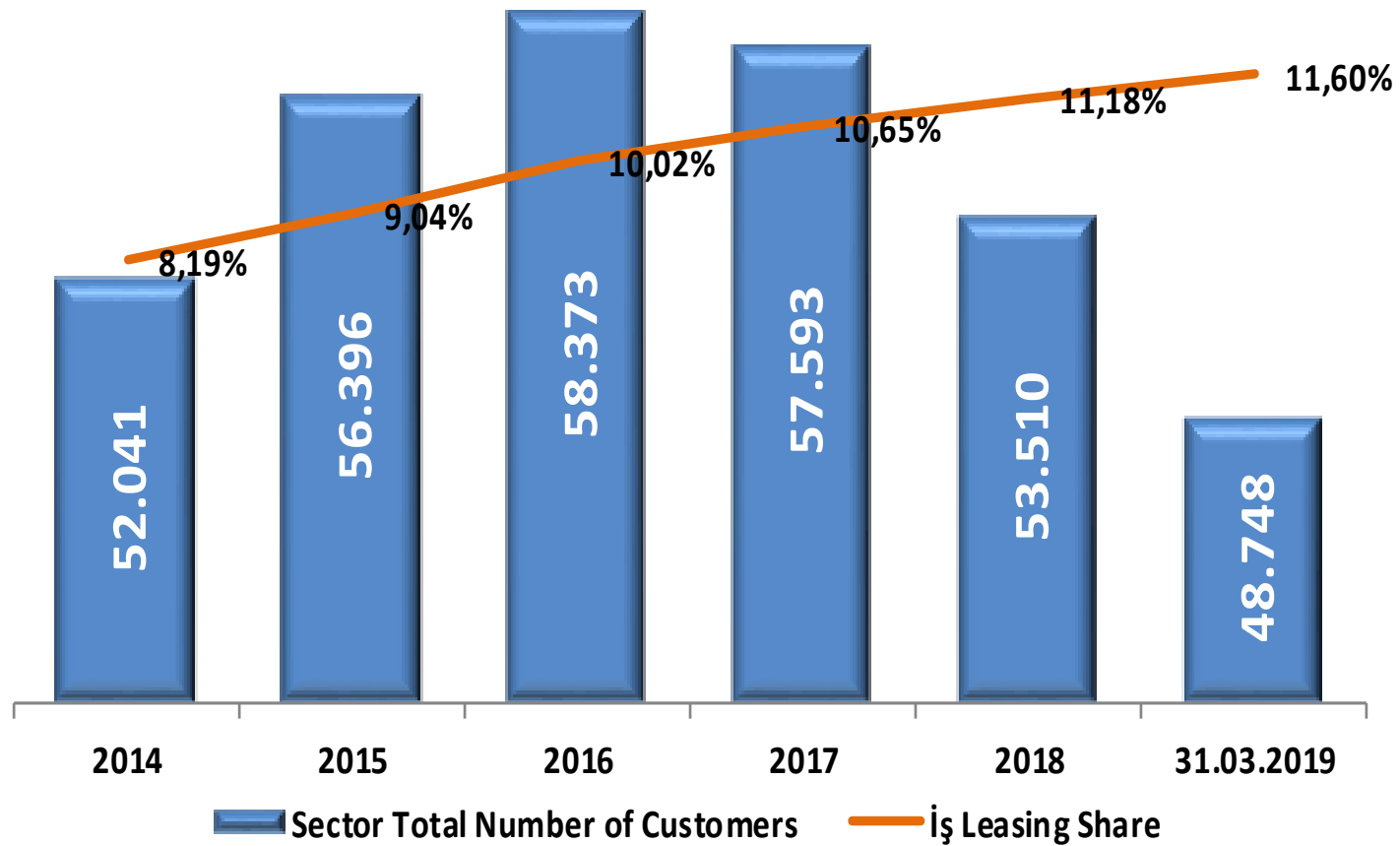


## NPL &amp; NPL Ratio

Million TL



## Customer Base





**LEASING SECTOR IN TURKEY**

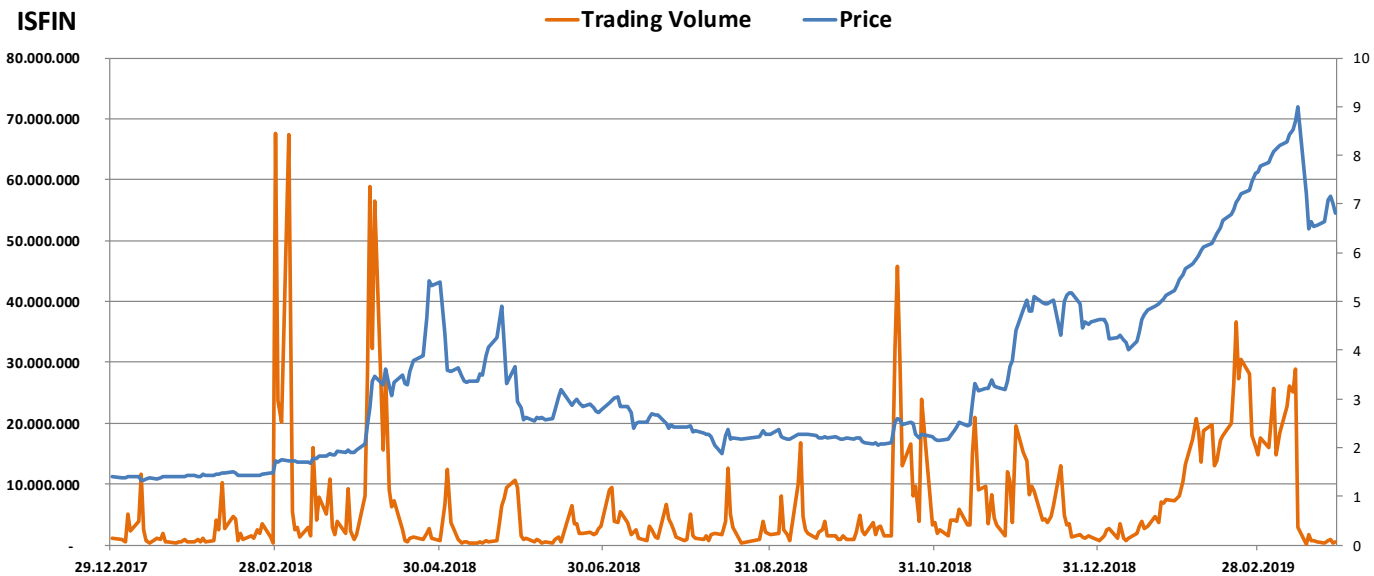
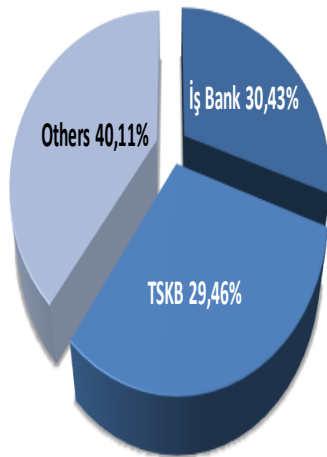
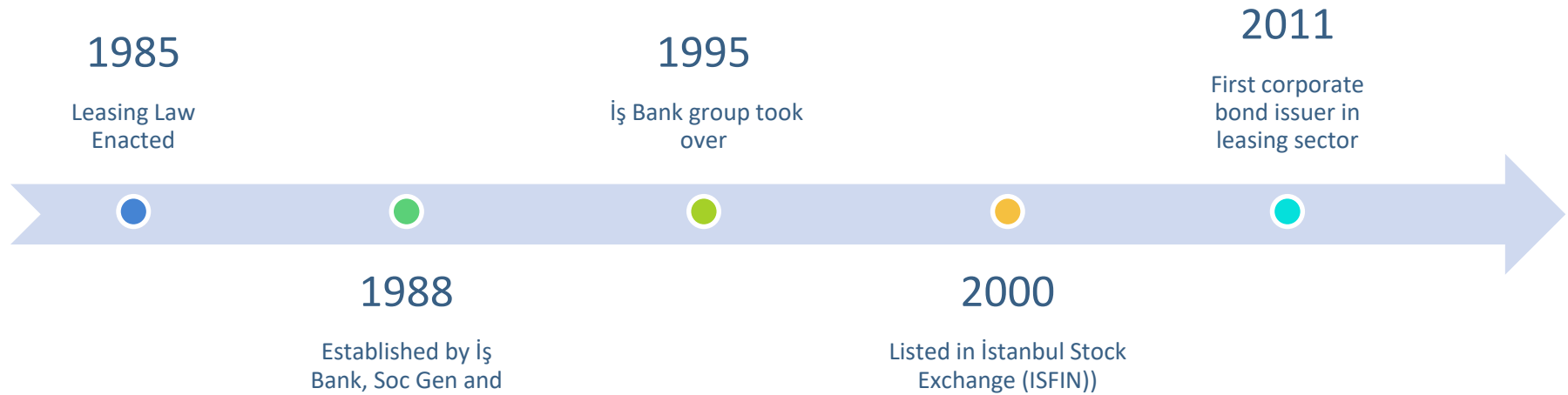
**COMPANY OVERVIEW**

**LEASING PORTFOLIO**

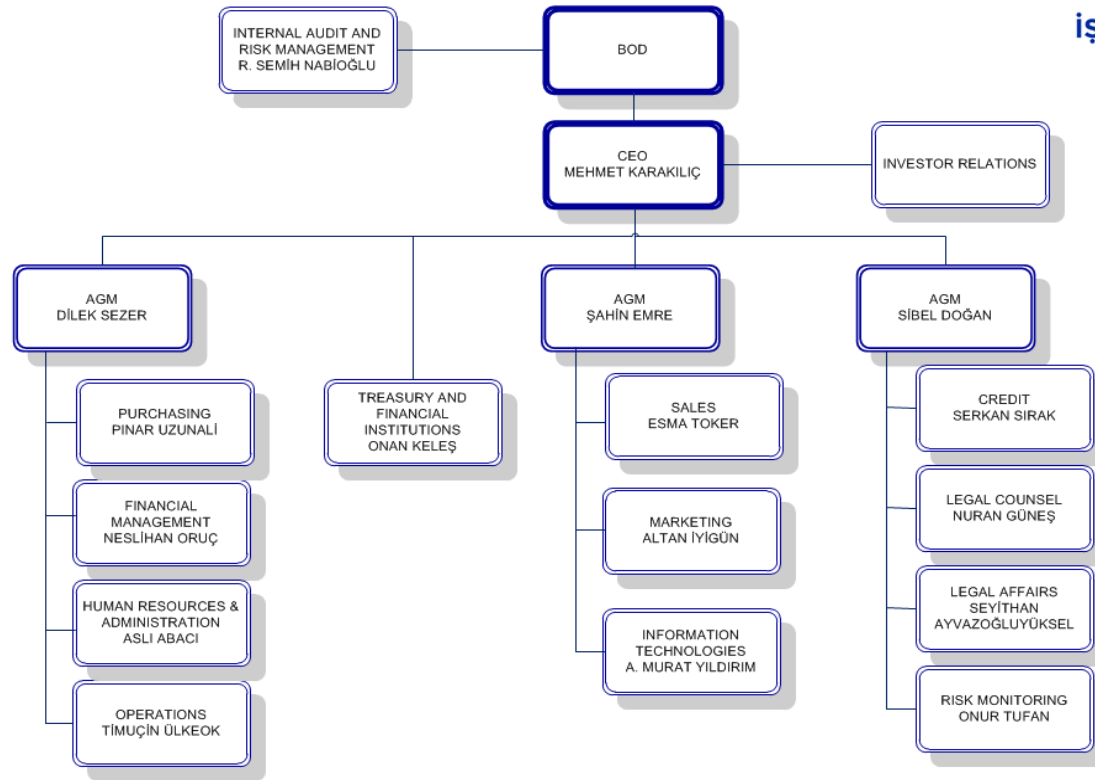
**FINANCIAL RESULTS**



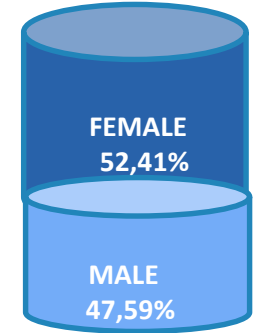
## Milestones & Shareholders



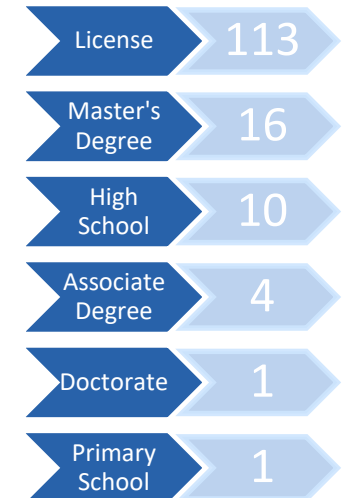
## Organization Chart & Total Staff



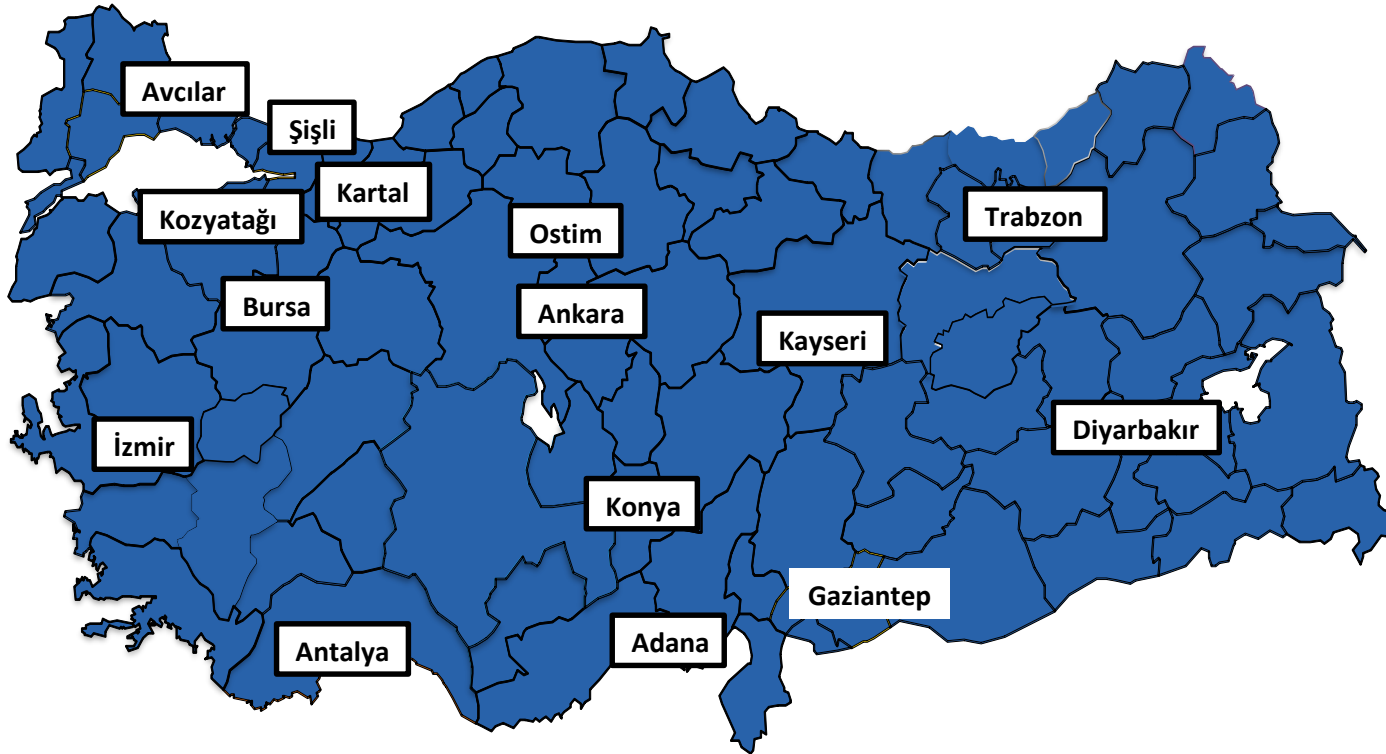
### Gender



### Education



## Branch Network & Employee



15 Branches

46 Sales Staff

145 Total Staff





**LEASING SECTOR IN TURKEY**

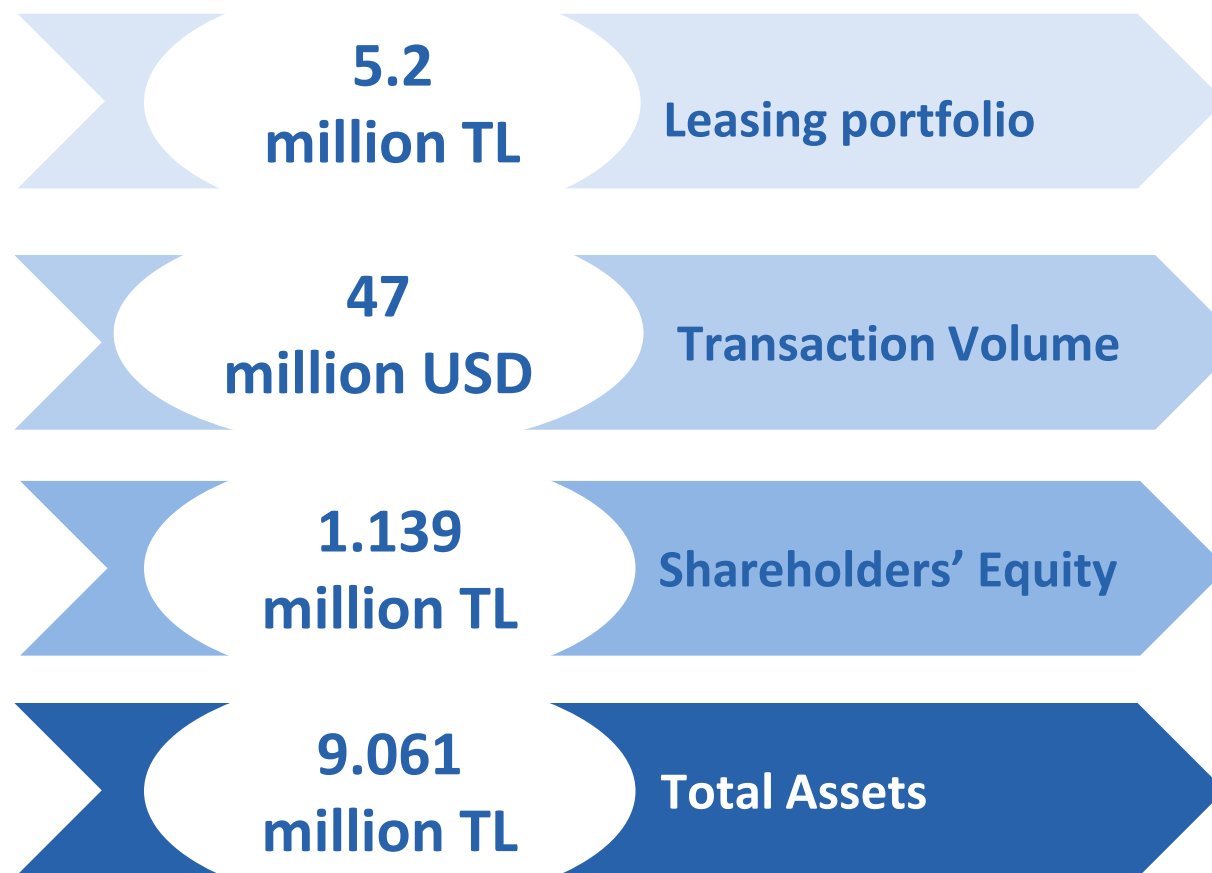
**COMPANY OVERVIEW**

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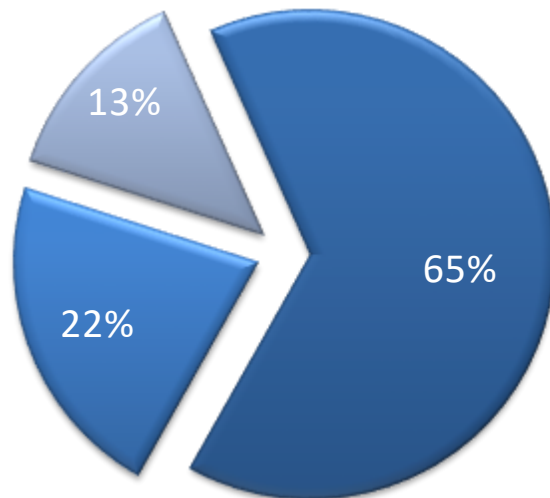
## Consolidated Financial Indicators



## Sales Channels

**2018**

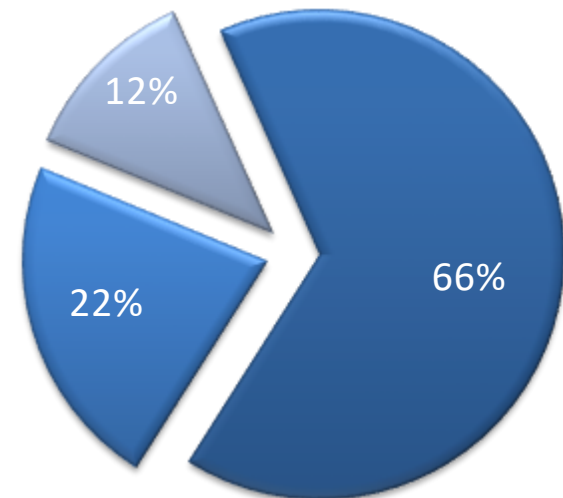
■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS



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

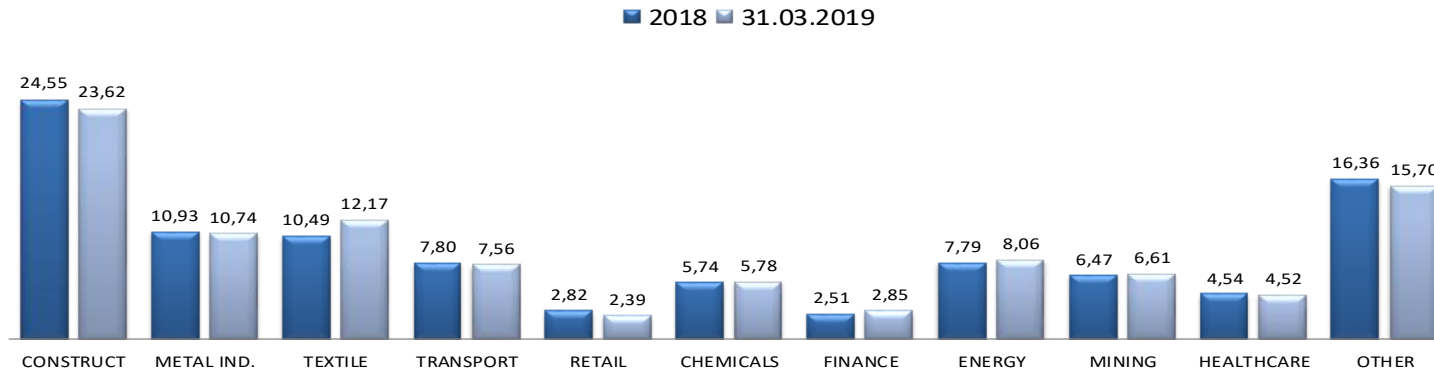
**31.03.2019**

■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS

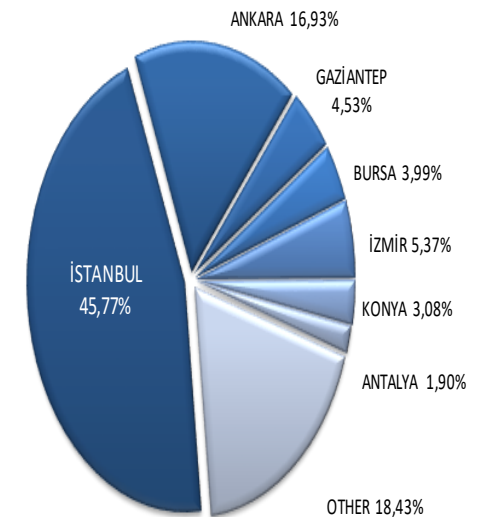


## Sectoral & Asset & Geographical Distribution, %

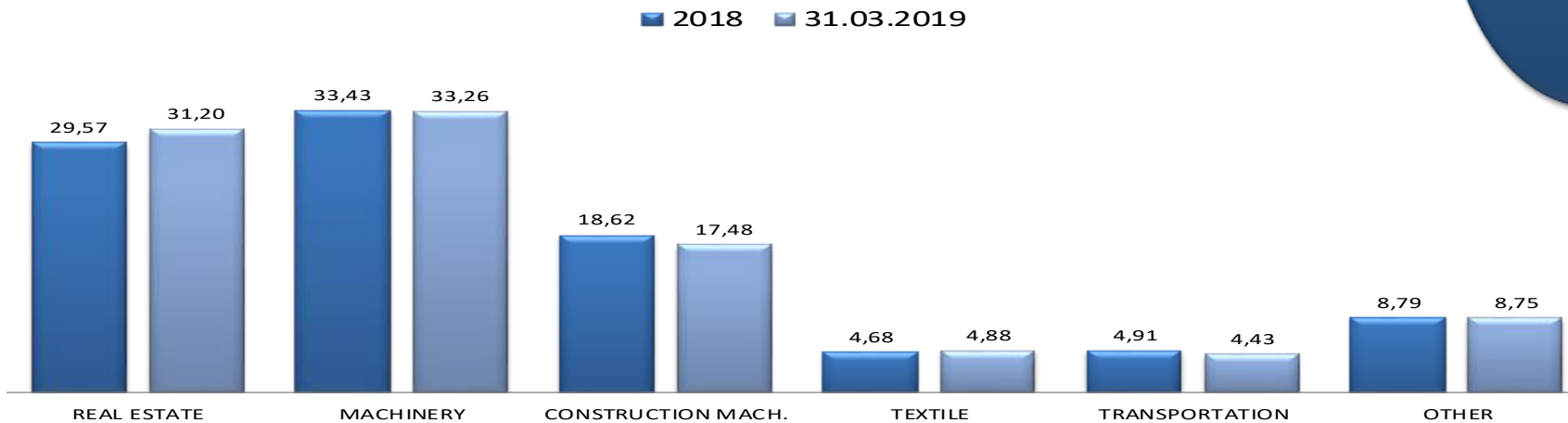
### Sectoral Distribution



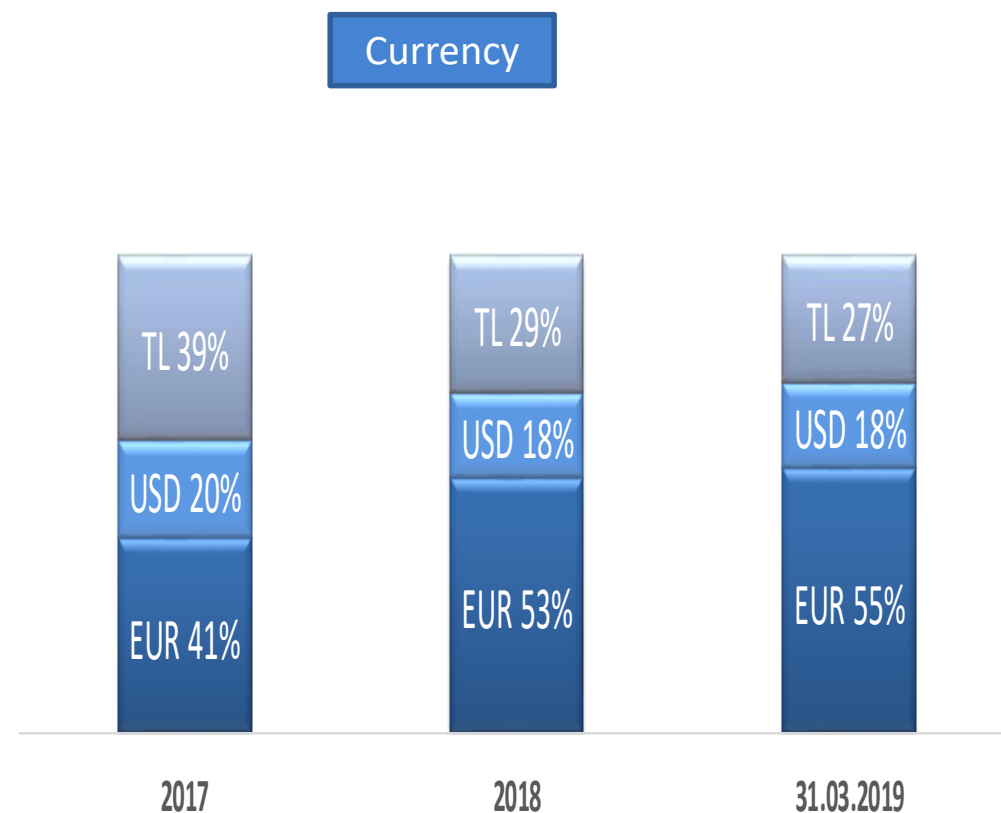
### Geographical Distribution



### Asset Distribution



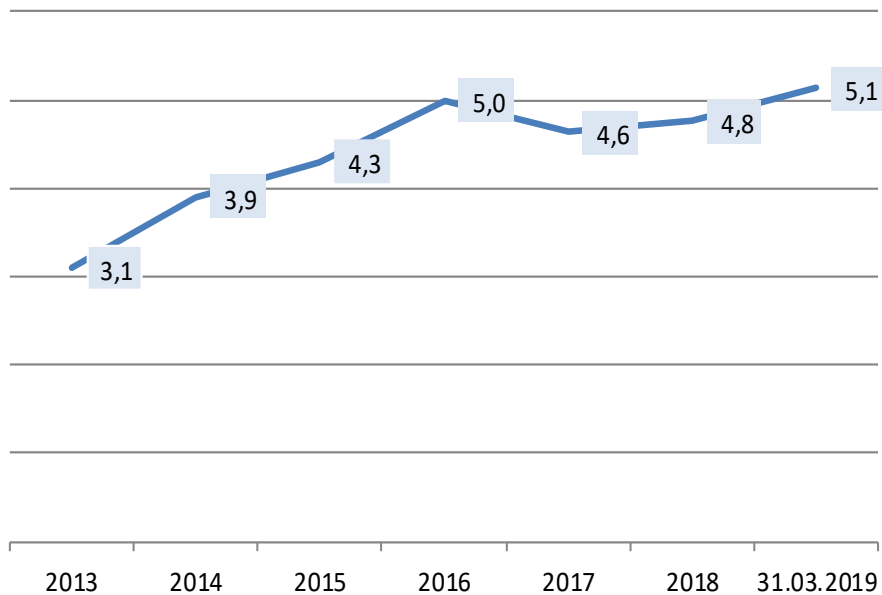
## Maturity & Currency Distribution



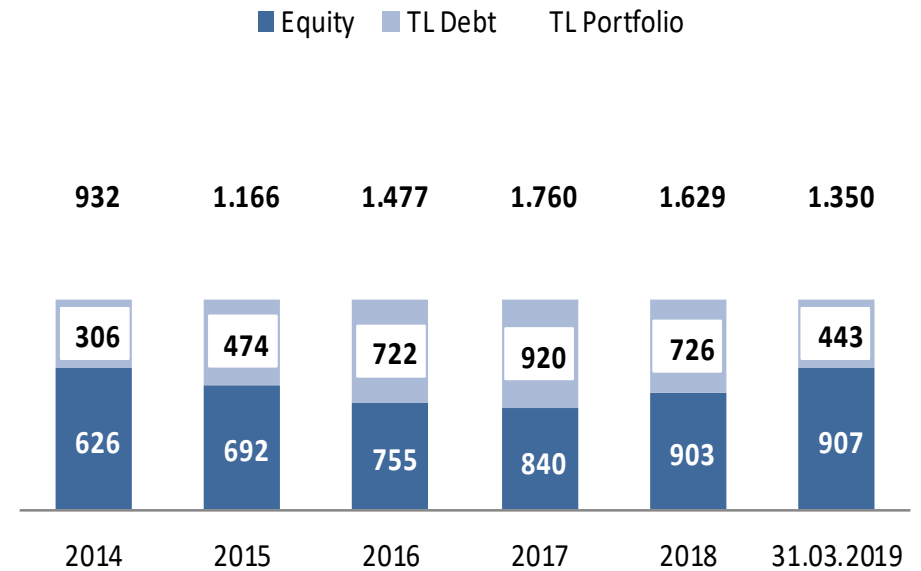
\*TL funded by equity is included in the calculation.

## Leverage

### Leverage(solo)



### TRY Receivables



Increased leverage by gaining market share

## Finansman Politikası

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- 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 1.7 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



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## Financial Highlights

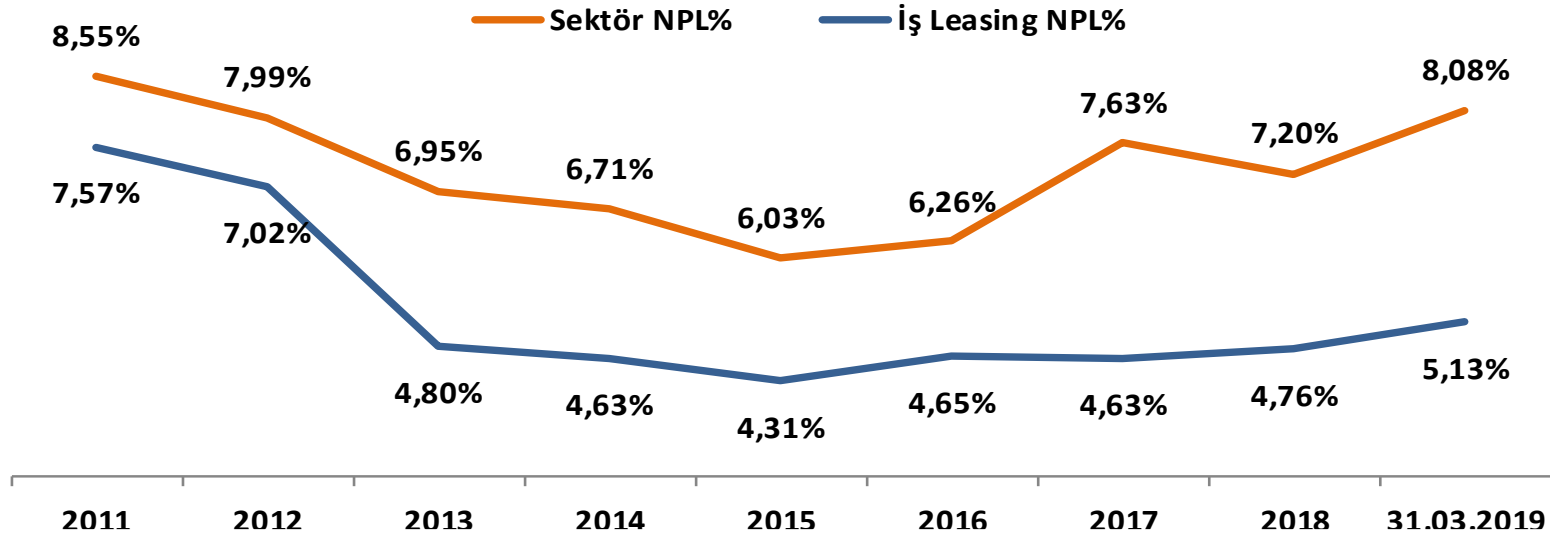
<i>TL Million, consolidated</i>	2015	2016	2017	2018	31.03.2019	Δ
Leasing Receivables, Net	3.287	4.001	4.701	5.435	5.167	-4,9%
Factoring Receivables, Net	1.951	2.986	4.207	2.725	3.083	13,1%
Non Performing Receivables	183	231	266	297	487	63,6%
Provisions	140	150	180	199	285	43,4%
Total Assets	5.581	7.480	9.283	8.682	9.061	4,4%
Financial Liabilities	4.661	6.394	8.038	7.257	7.667	5,6%
Equity	738	830	975	1.151	1.139	-1,0%
					0	
Net Interest Income	121	146	82	131	28	-78,6%
Provisions Expenses	-48	-23	-33	-42	-116	174,4%
Consolidated net Profit	82	104	113	198	-11	-105,5%
<b>RATIOS</b>						
NPL / Receivables	3,4%	3,2%	2,9%	3,6%	5,7%	
Provision Ratio	76,3%	65,1%	67,7%	66,8%	58,6%	
Cost / Income	37,0%	37,7%	66,3%	17,9%	18,8%	
ROE	12,2%	13,2%	12,5%	18,6%	-3,8%	
ROA	1,8%	2,1%	1,3%	2,2%	-0,5%	

## Solo Key Figures

(Million TL)	2015	2016	2017	2018	31.03.2019	Δ	2015	2016	2017	2018	31.03.2019	Δ
Financial Highlights	İş						Sector					
Leasing Receivables	3.249	3.921	4.617	5.331	5.069	-5%	36.728	44.022	51.990	60.707	53.482	-12%
Total Assets	3.656	4.508	5.069	5.965	5.974	0%	40.655	48.500	58.053	68.506	65.753	-4%
Equity	692	755	840	903	907	0%	6.930	7.800	8.567	9.601	9.247	-4%
Net Profit	81	82	74	83	2	-97%	809	922	940	917	269	-71%
NPL Ratio	4,3%	4,7%	4,6%	4,8%	5,1%		6,0%	6,3%	5,5%	7,2%	8,1%	
Debt/Equity	4,0	4,7	5,0	5,6	5,6		4,5	4,8	5,8	6,1	6,1	
ROE *	10,3%	11,7%	10,0%	10,1%	6,1%		13,1%	13,0%	11,5%	9,6%	8,2%	
ROA	2,4%	2,0%	1,5%	1,9%	0,9%		2,1%	2,1%	1,8%	1,5%	3,1%	

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

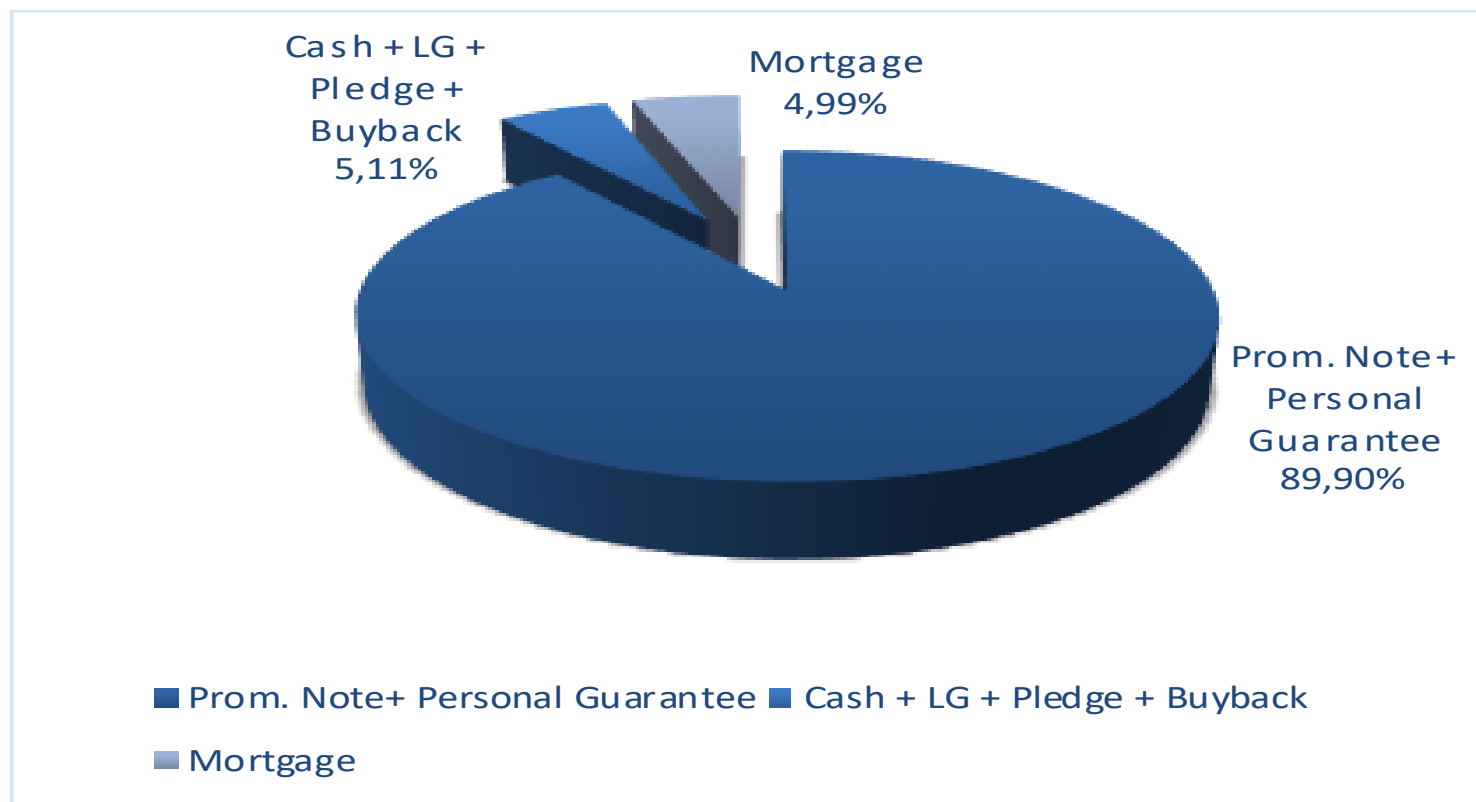
## NPL



Consolidated	31.12.2015	31.12.2016	31.12.2017	31.12.2018	31.03.2019
Gross NPL / Total Receivables	3,40%	3,23%	2,93%	3,56%	5,70%
Net NPL / Net Receivables	0,83%	1,15%	0,97%	1,21%	2,44%

## 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	Short Term	Outlook
B+	B	Negative

## Turkish Lira

Long Term	Short Term	Outlook
BB-	B	Negative

## National

Long Term	Support Rating	Outlook
A+(tur)	4	Stable

Corporate Governance Rating (Saha-2016) : 9.17

## Disclaimer Statement

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