



2019

INVESTOR PRESENTATION

İŞ LEASING 



LEASING SECTOR IN TURKEY



COMPANY OVERVIEW



LEASING PORTFOLIO



FINANCIAL RESULTS



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Economy

Concerns of global growth and protective tendencies on international trade become prominent in 2019.



It is foreseen that, low interest rate and abundant liquidity conditions would subsist in 2020.

Turkish economy has entered into recovery period in the second half of 2019.

Supported by global liquidity conditions and diminishing geo-political risk elements this movement has gained momentum as of the third quarter.

Turkish economy will be reaching a positive growth rate by the end of 2019. It is anticipated that, this rate will improve considerably.

Advantages of Leasing

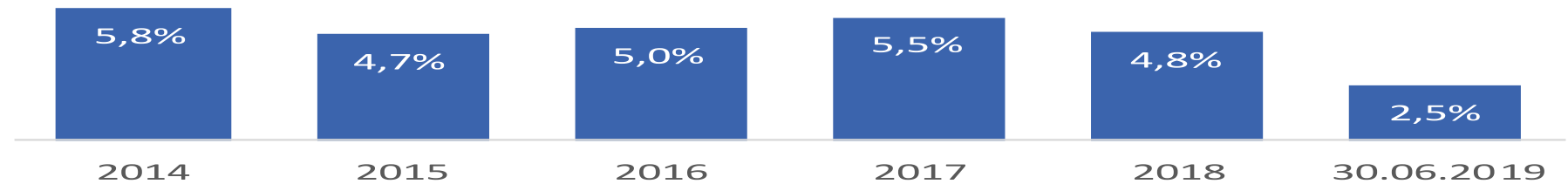


Number of Leasing Companies and Leasing penetration

Number of Leasing Companies

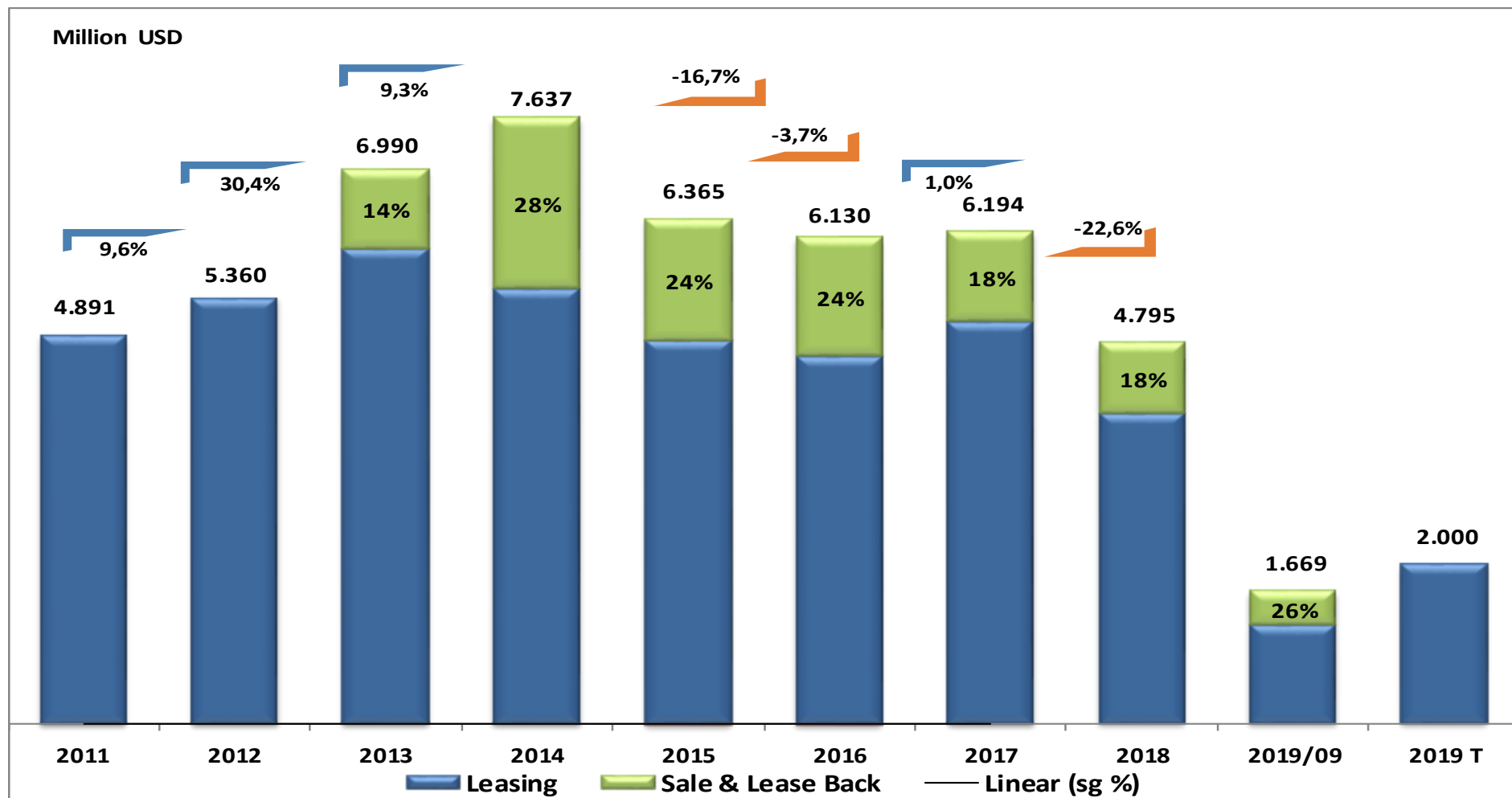


Leasing penetration



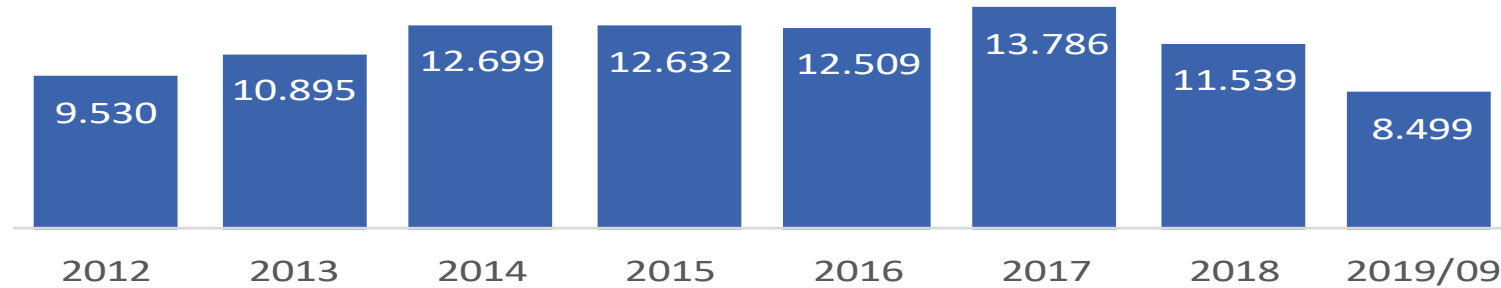
Penetration: Leasing volume/ Private sector fixed investments

Leasing Volume

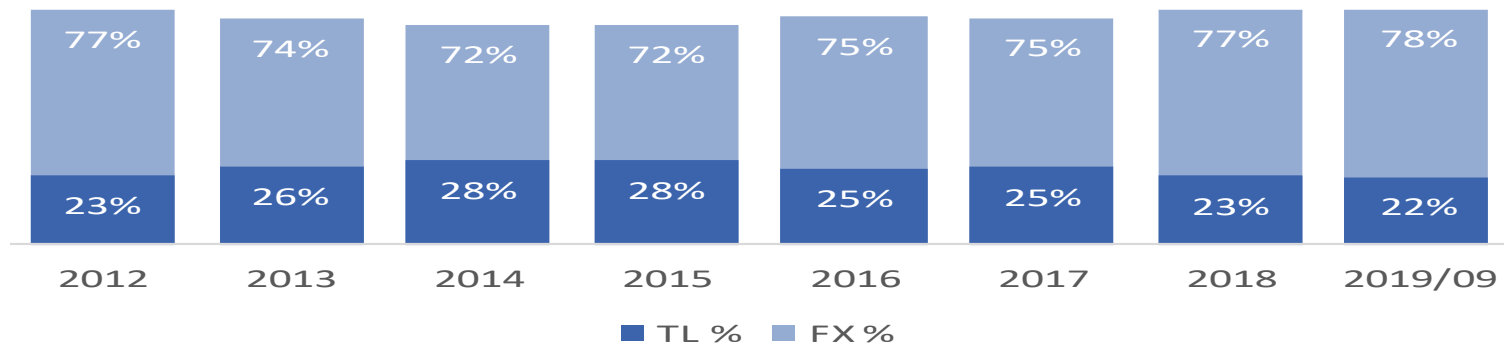


Portfolio Development

Leasing Receivables (USD)

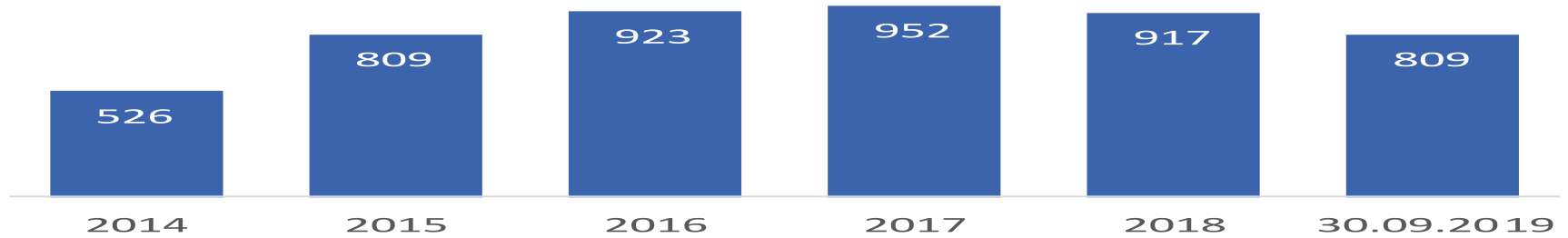


Currency Distribution

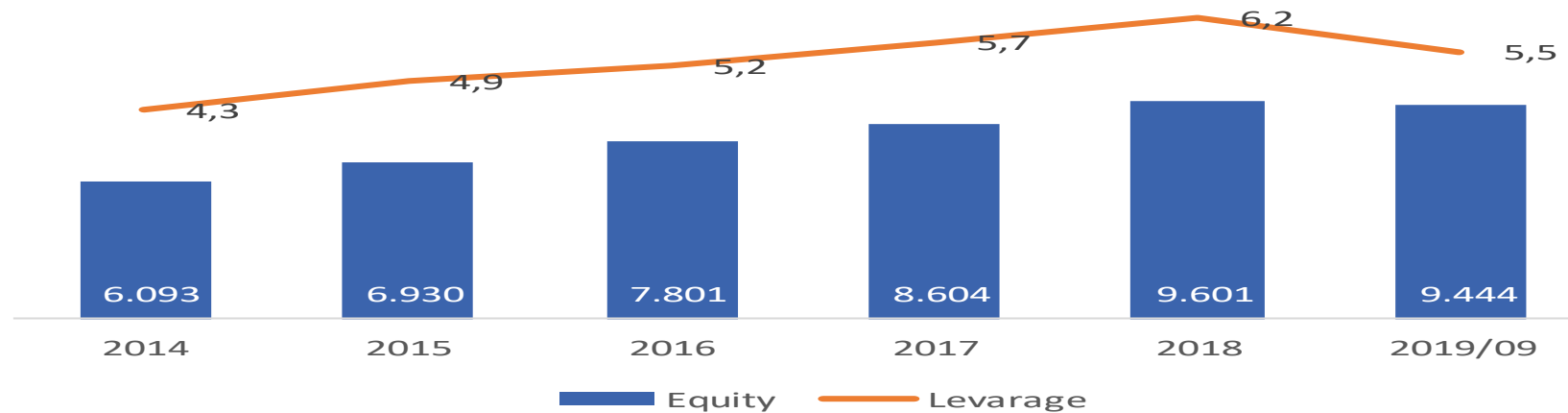


Profitability

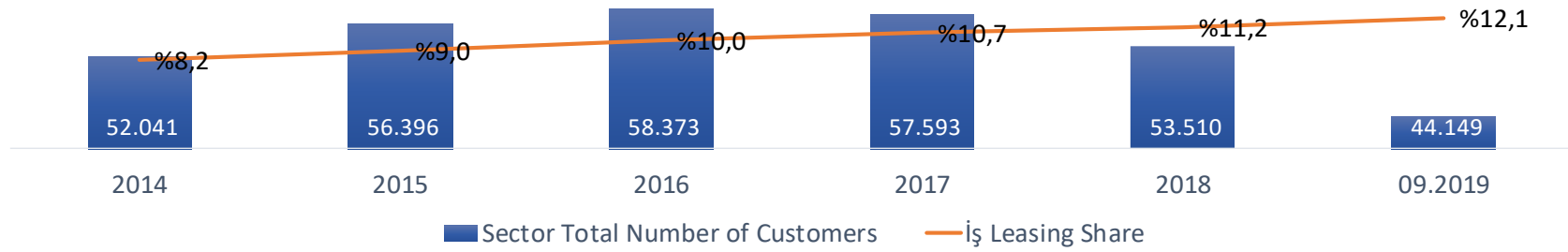
Net Profit of Sector (Million TL)



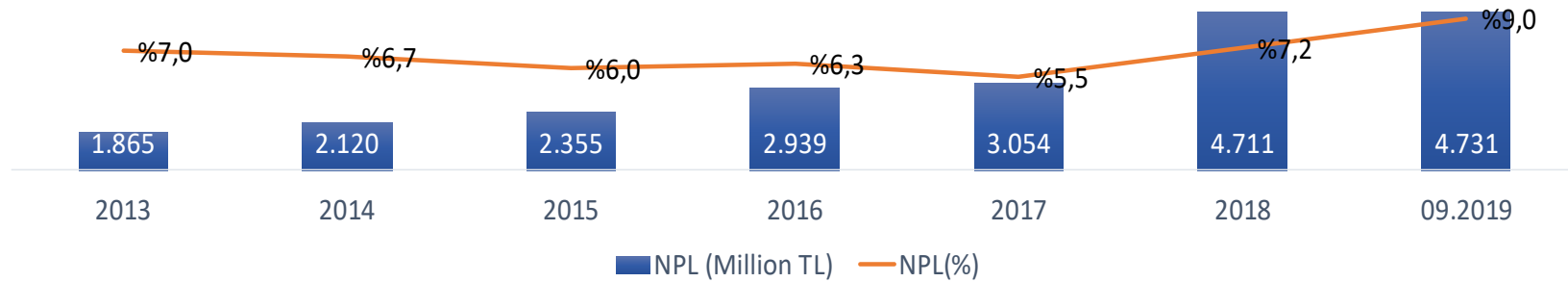
Equity & Leverage



Sektör Müşteri Tabanı



Non Performing Loans





LEASING SECTOR IN TURKEY

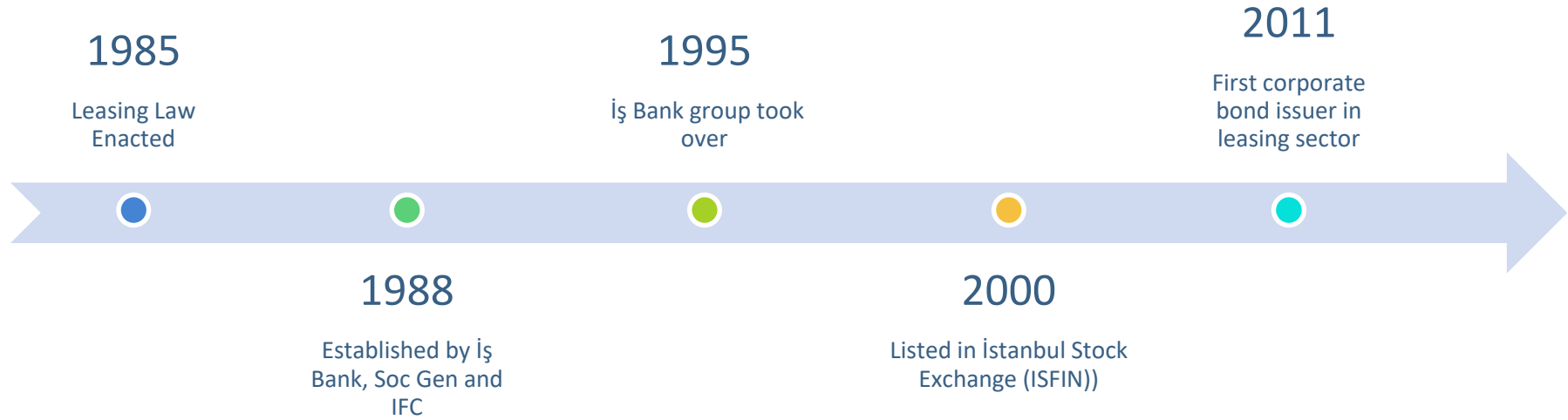
COMPANY OVERVIEW

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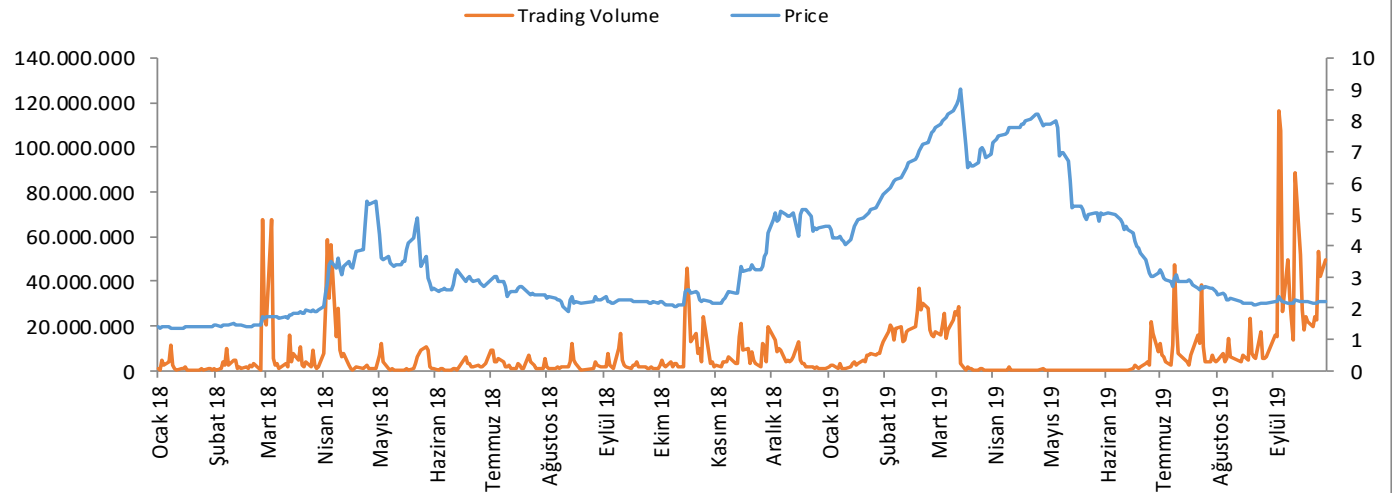
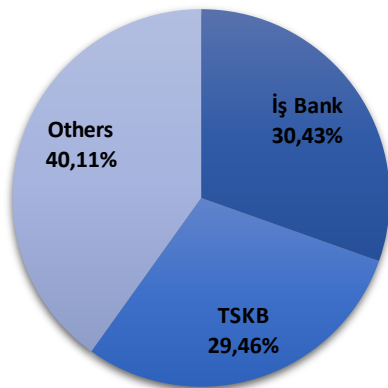
FINANCIAL RESULTS



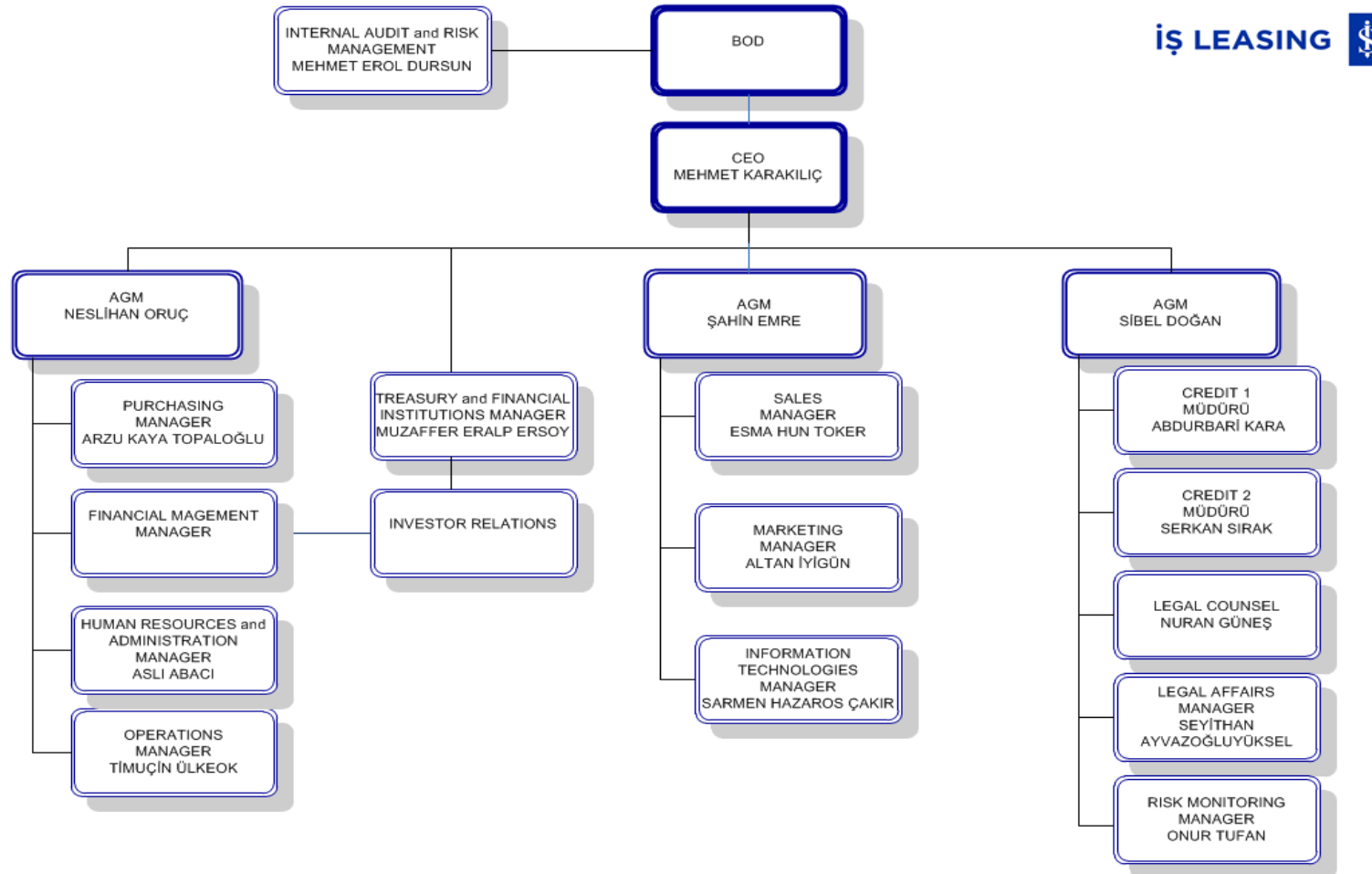
Milestones & Shareholders



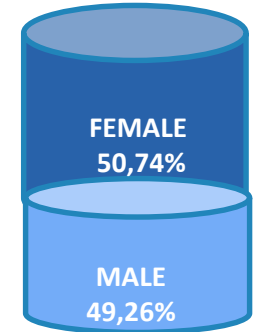
Share Structure(%)



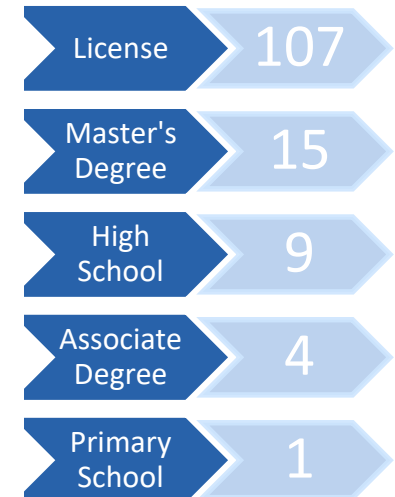
Organization Chart & Total Staff



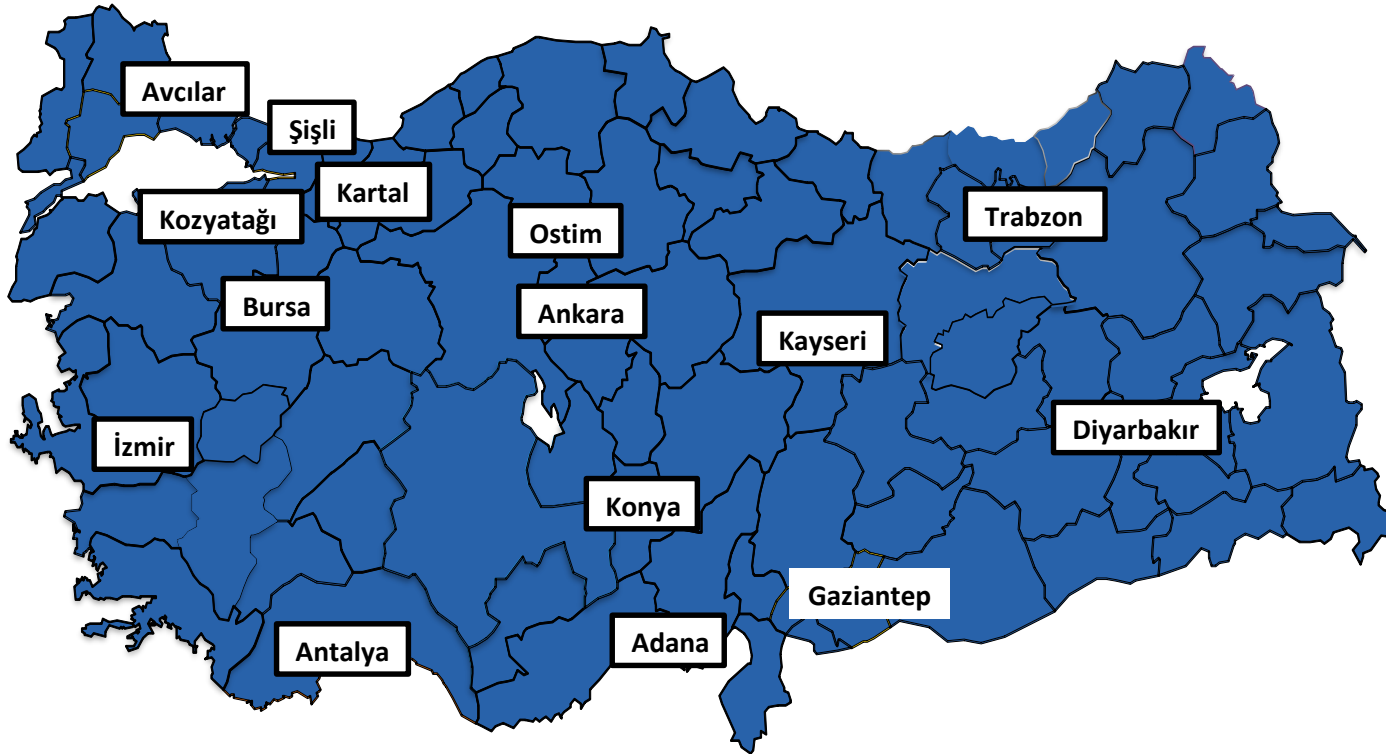
Gender



Education



Branch Network & Employee Base



15 Branches

41 Sales Staff

136 Total Staff



LEASING SECTOR IN TURKEY

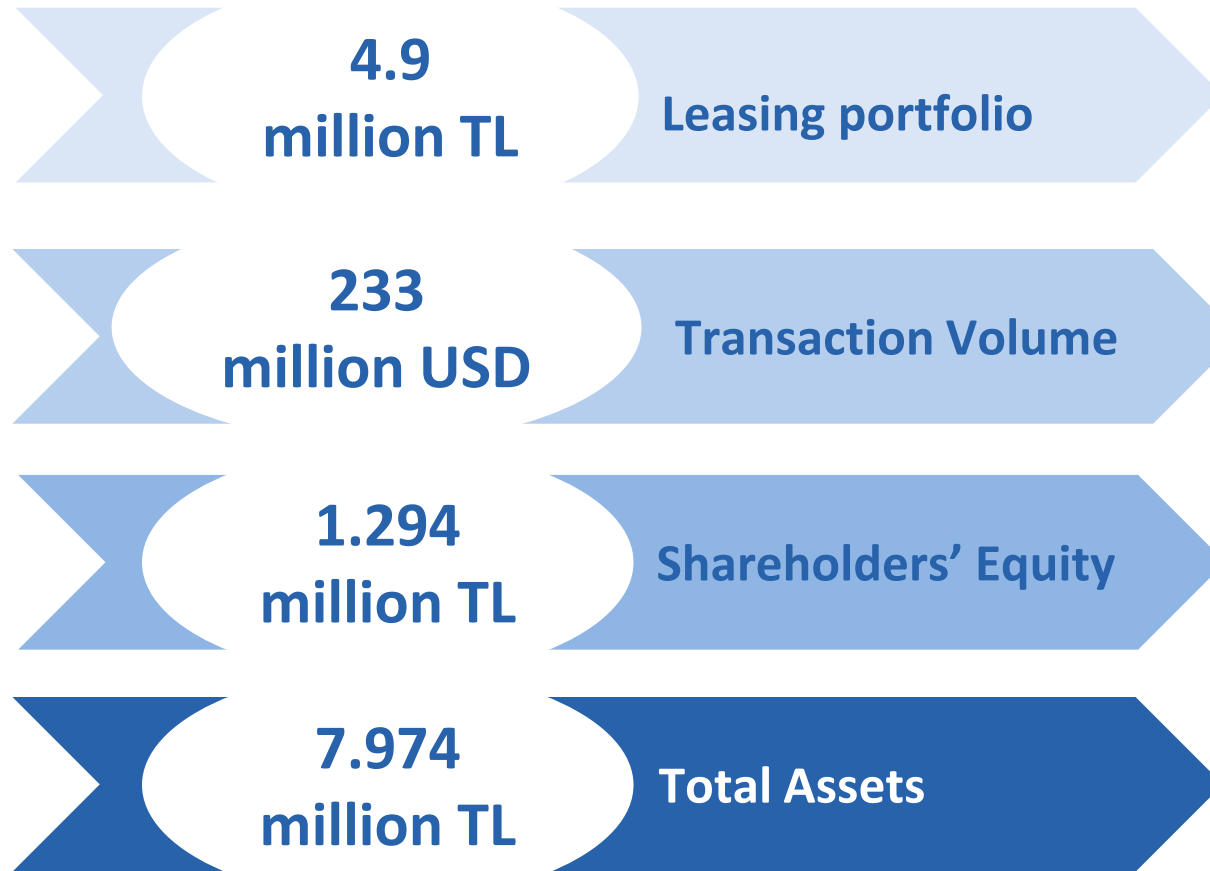
COMPANY OVERVIEW

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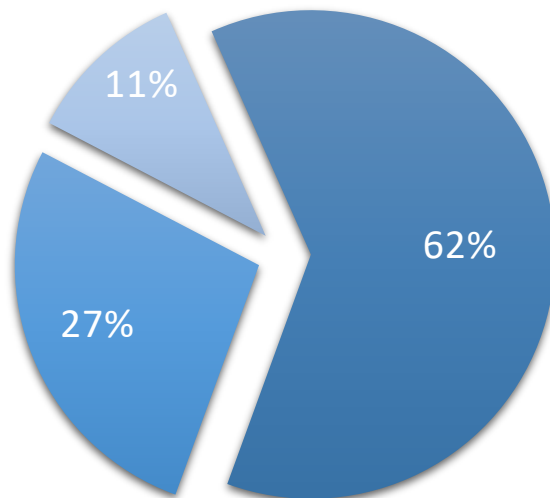
Consolidated Financial Indicators (30.09.2019)



Sales Channels

30.09.2019

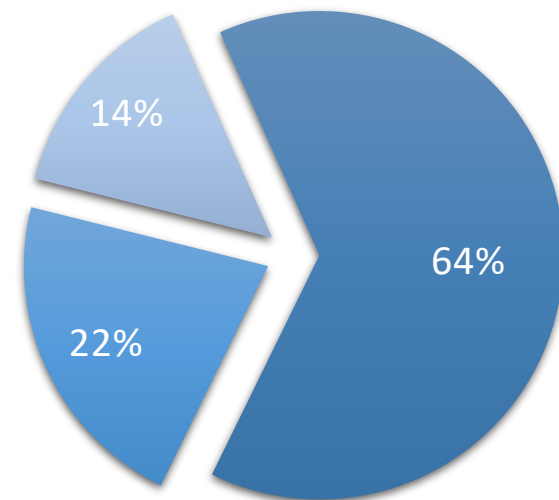
■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS



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

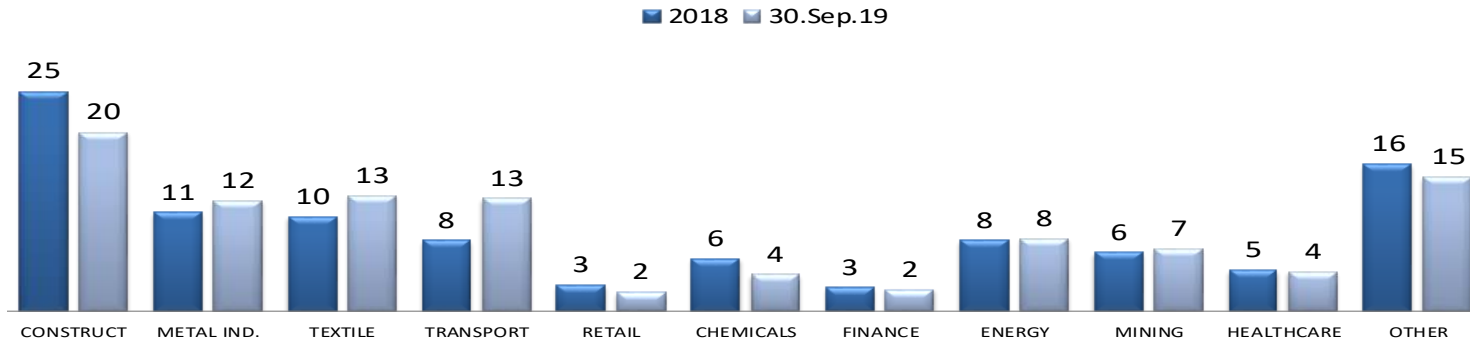
30.09.2018

■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS

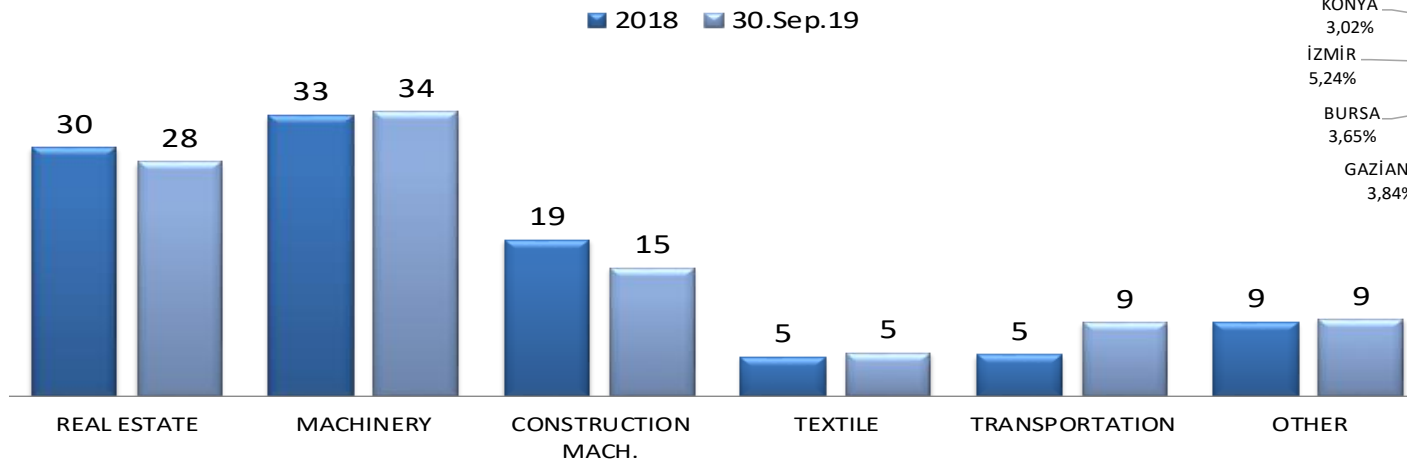


Sectoral & Asset & Geographical Distribution, %

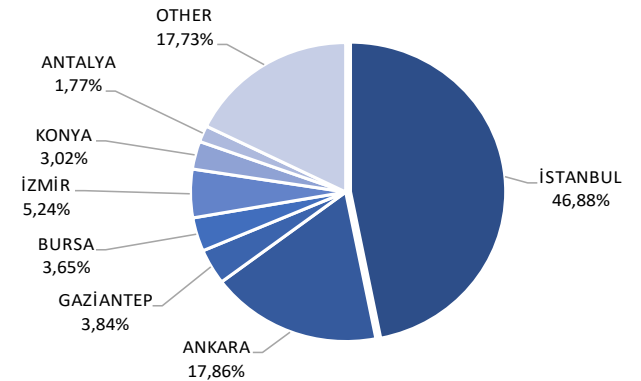
Sectoral Distribution



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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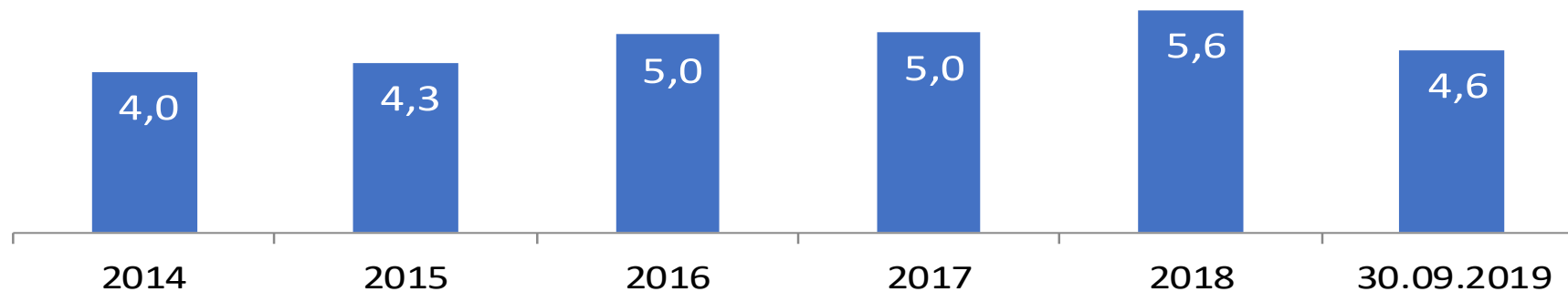
Financial Highlights

<i>TL Million, consolidated</i>	2015	2016	2017	2018	30.09.2019	Δ
Leasing Receivables, Net	3.287	4.001	4.701	5.435	4.891	-10,0%
Factoring Receivables, Net	1.951	2.986	4.207	2.725	2.415	-11,4%
Non Performing Receivables	183	231	266	297	583	95,9%
Provisions	140	150	180	199	335	68,7%
Total Assets	5.581	7.480	9.283	8.682	7.974	-8,1%
Financial Liabilities	4.661	6.394	8.038	7.257	6.498	-10,5%
Equity	738	830	975	1.151	1.294	12,4%
Net Interest Income	121	146	82	131	79	-40,0%
Provisions Expenses	-48	-23	-33	-42	-167	295,5%
Consolidated net Profit	82	104	113	198	103	-47,9%
RATIOS						
NPL / Receivables	3,4%	3,2%	2,9%	3,6%	7,6%	
Provision Ratio	76,3%	65,1%	67,7%	66,8%	57,5%	
Cost / Income	37,0%	37,7%	66,3%	17,9%	17,1%	
ROE	12,2%	13,2%	12,5%	18,6%	11,2%	
ROA	1,8%	2,1%	1,3%	2,2%	1,6%	

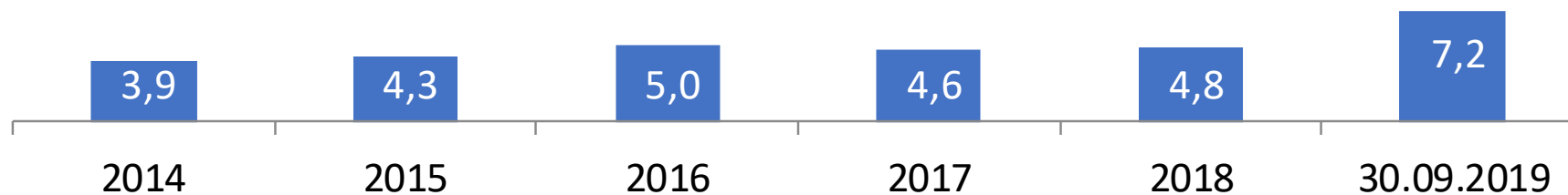
Solo Key Figures

(Million TL)	2017	2018	30.09.20119	Δ	2017	2018	30.09.20119	Δ
Financial Highlights	İş				Sector			
Leasing Receivables	4.617	5.331	4.747	-11%	51.990	60.707	48.099	-21%
Total Assets	5.069	5.965	5.545	-7%	58.053	68.506	59.663	-13%
Equity	840	903	990	10%	8.567	9.601	10.053	5%
Net Profit	74	83	72	-13%	940	917	895	-2%
NPL Ratio	4,6%	4,8%	7,2%		5,5%	7,2%	9,0%	
Debt/Equity	5,0	5,6	4,6		5,8	6,1	4,9	
ROE *	10,0%	10,1%	15,2%		11,5%	9,6%	9,1%	
ROA	1,5%	1,9%	2,2%		1,8%	1,5%	1,3%	

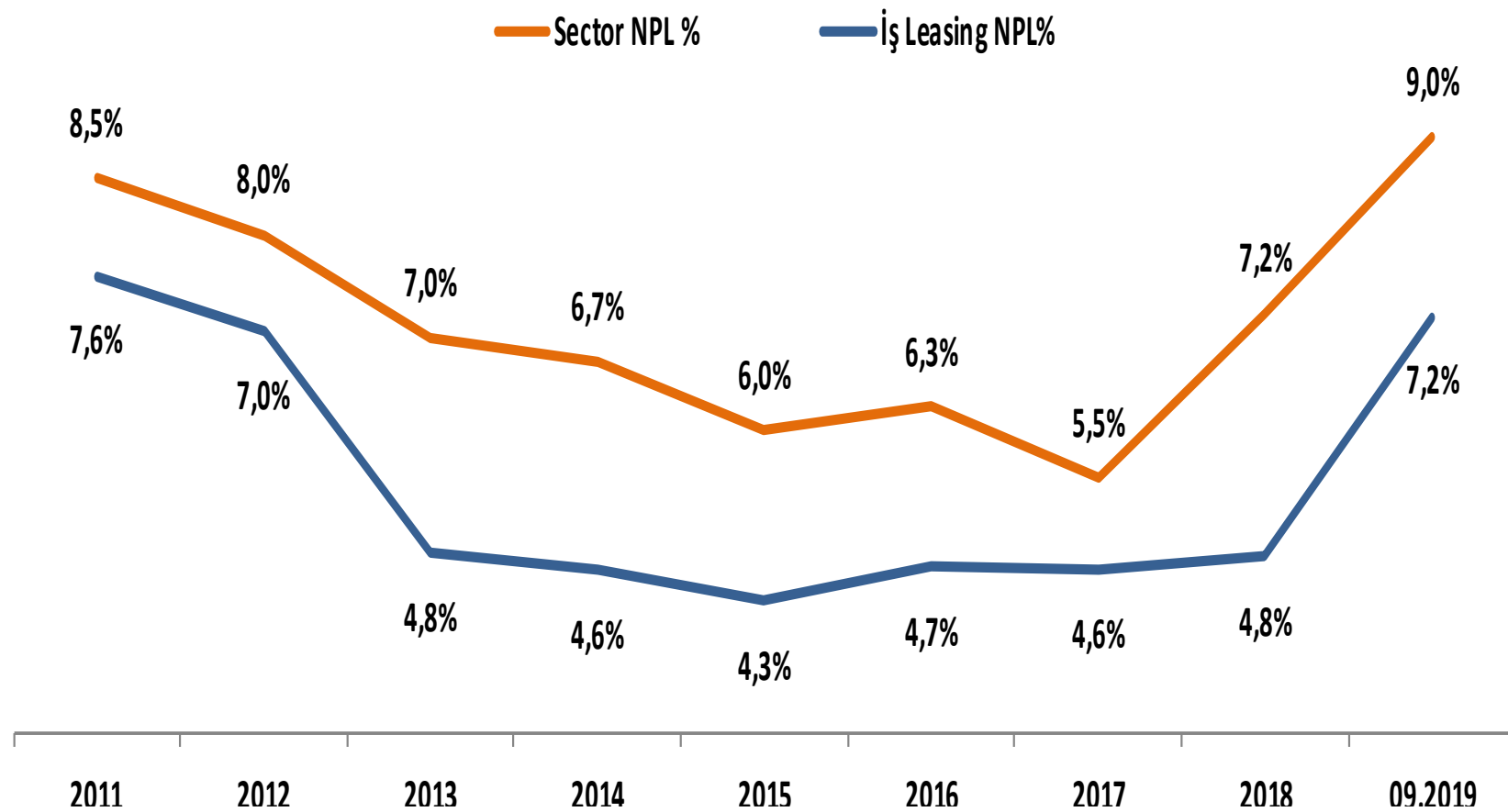
Leverage



NPL



NPL



Rating



Foreign-Currency	
Long-Term	B+
Short-Term	B
Outlook	Negative
Local-Currency	
Long-Term	B+
Short-Term	B
Outlook	Negative
National	
Long-Term	A+(tur)
Outlook	Stable
Support Rating	4

Corporate Governance Rating (Saha-2016) : 9.17

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