



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.

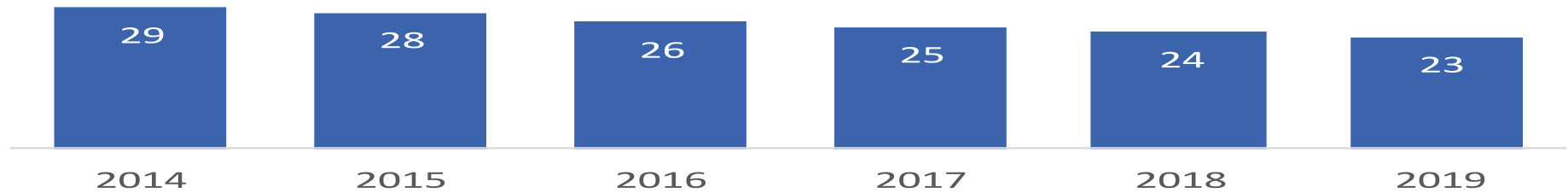
Turkish economy will be reaching a positive growth rate by the end of 2019. It is anticipated that, this rate will improve considerably.

Advantages of Leasing

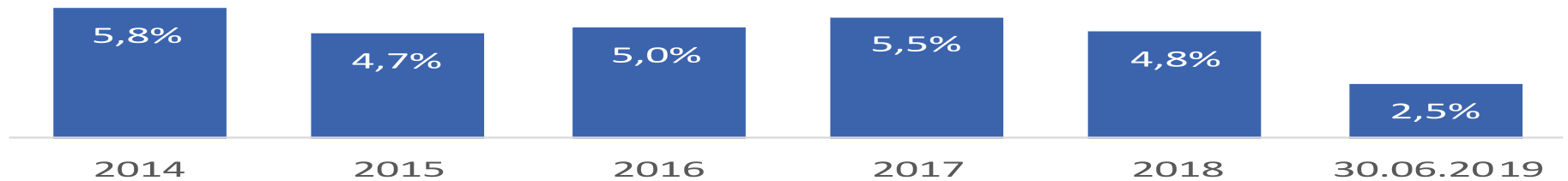


Number of Leasing Companies and Leasing penetration

Number of Leasing Companies

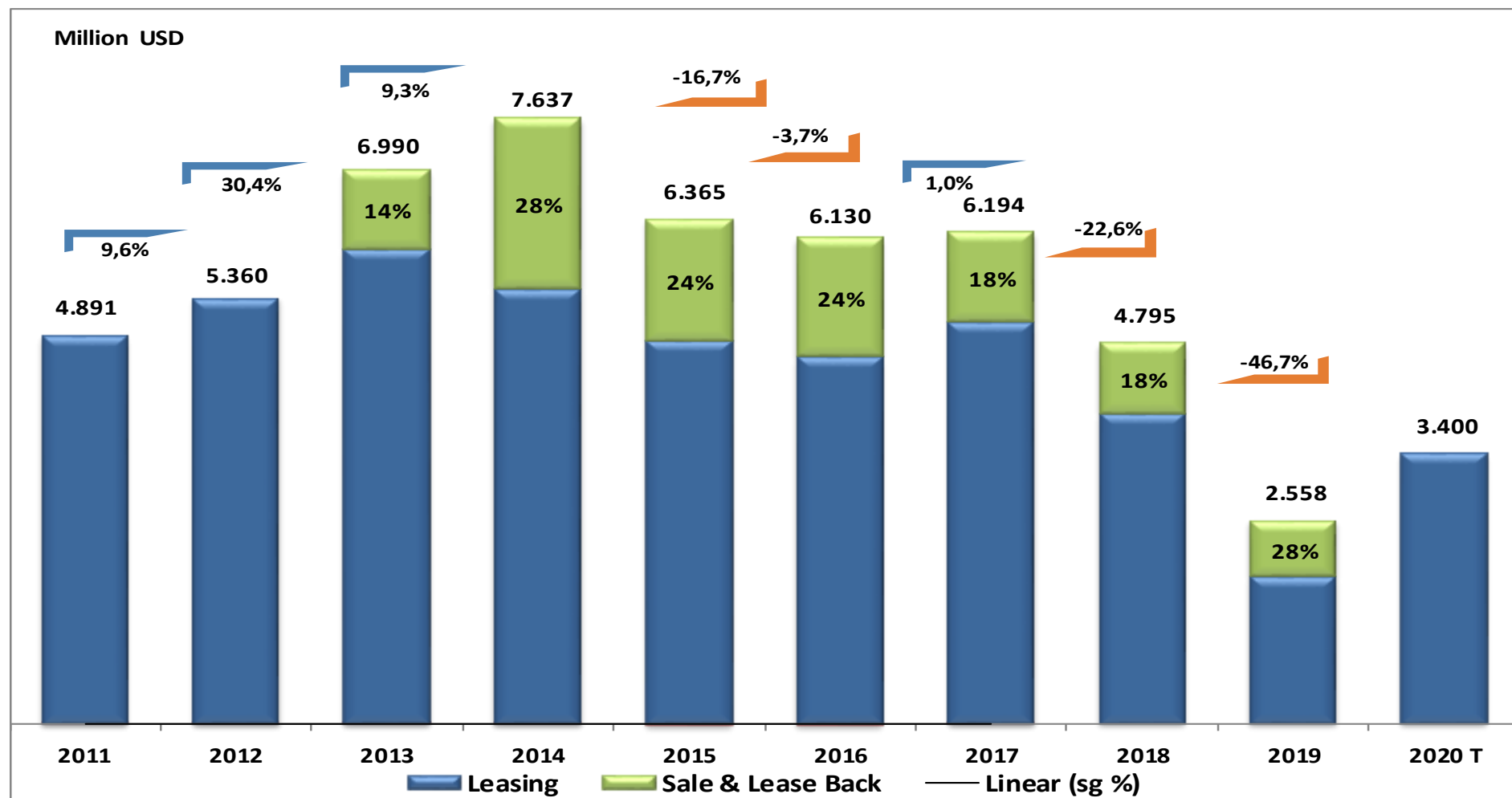


Leasing penetration



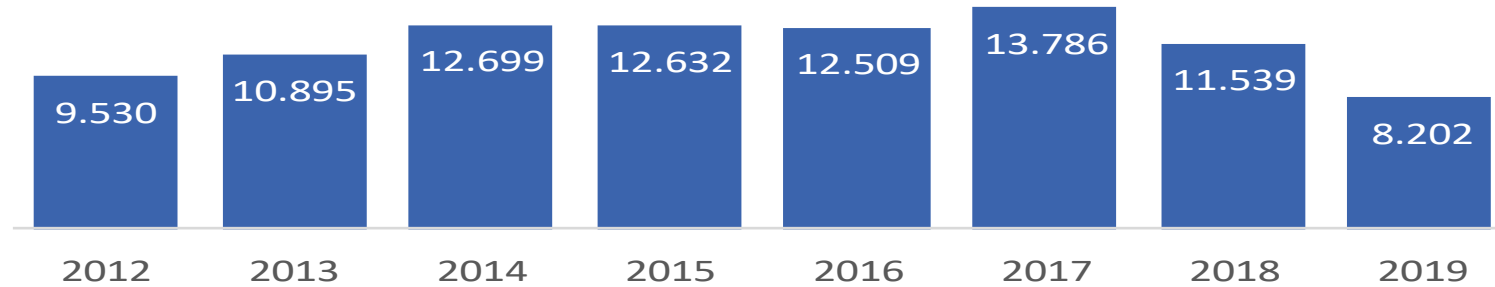
Penetration: Leasing volume/ Private sector fixed investments

Leasing Volume

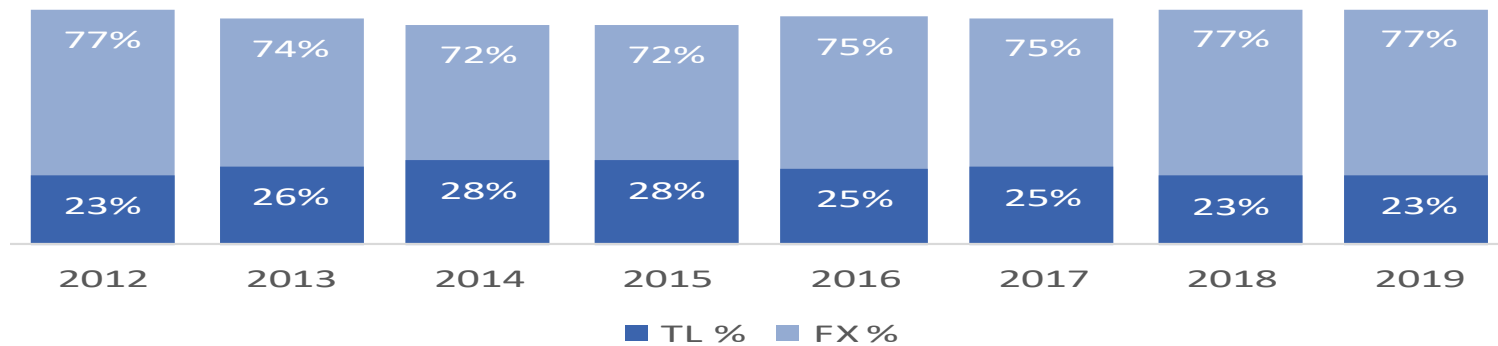


Portfolio Development

Leasing Receivables (USD)

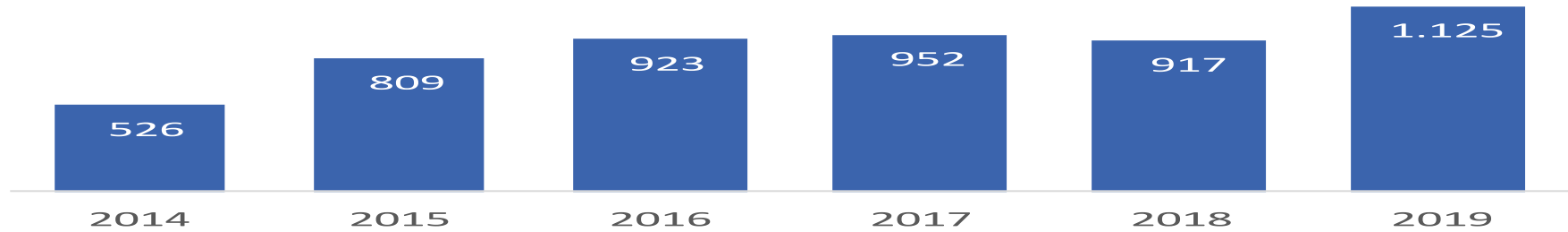


Currency Distribution

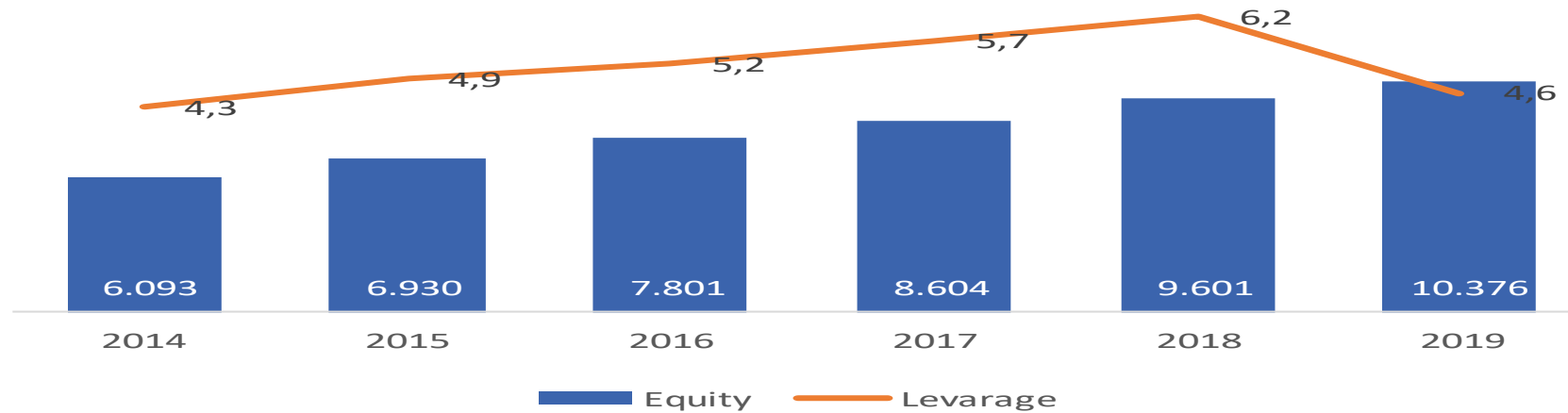


Profitability

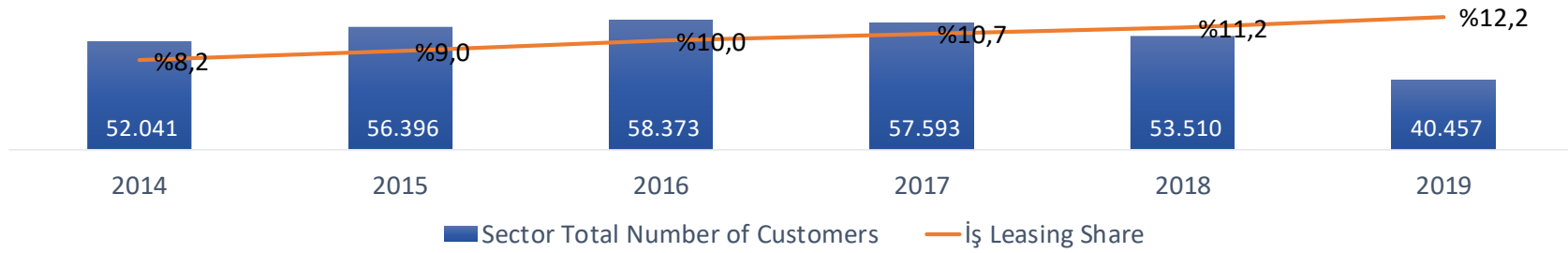
Net Profit of Sector (Million TL)



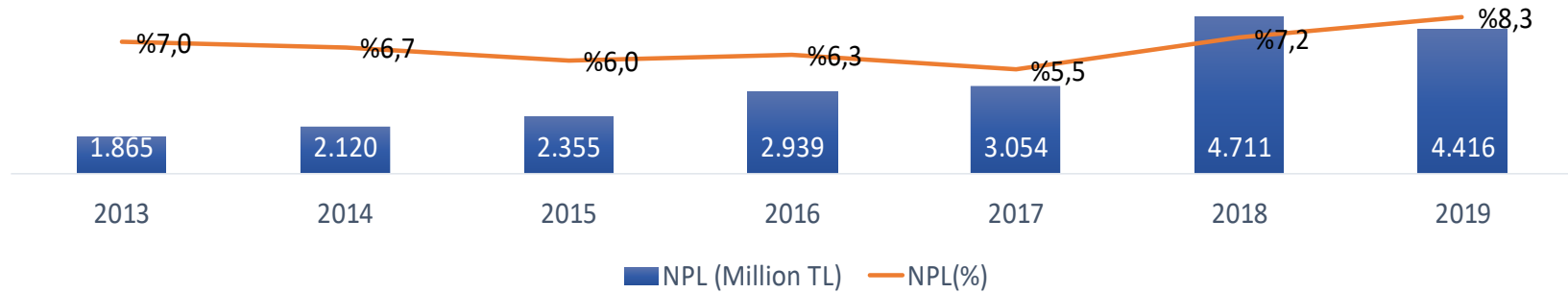
Equity & Leverage



Sektör Müşteri Tabanı



Non Performing Loans





LEASING SECTOR IN TURKEY

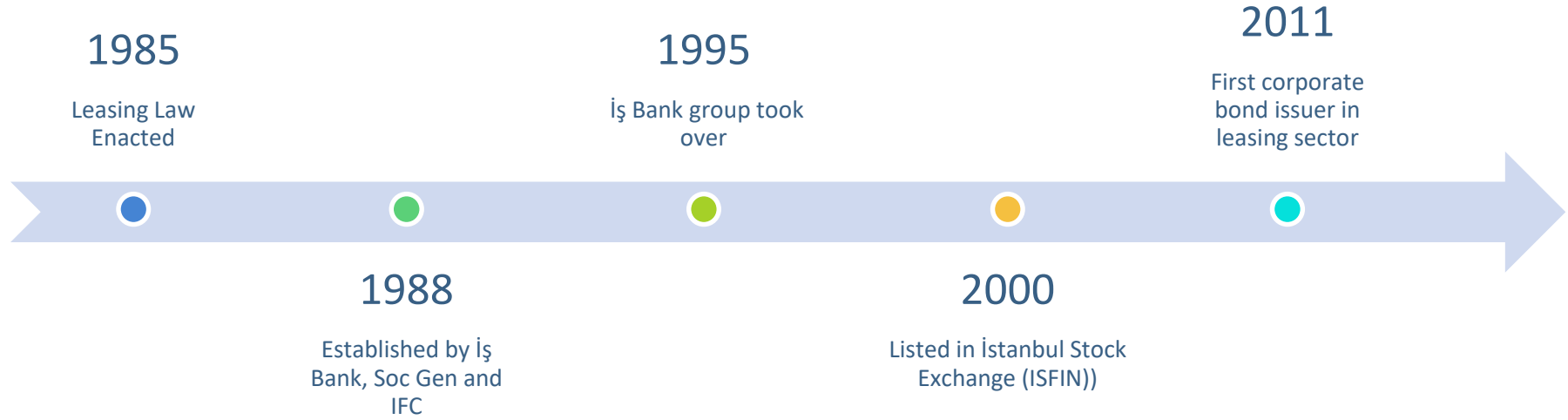
COMPANY OVERVIEW

LEASING PORTFOLIO

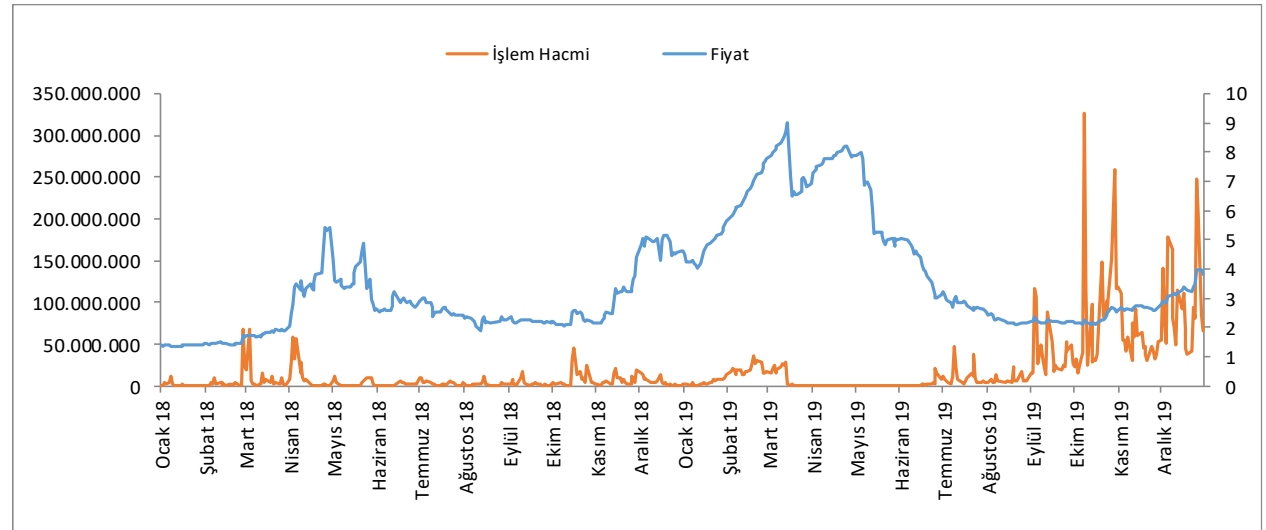
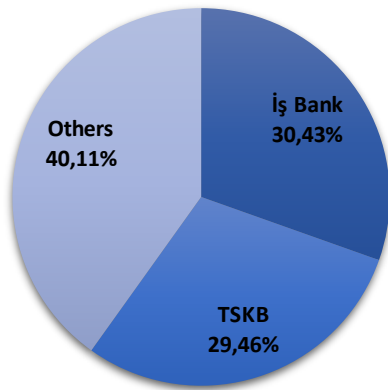
FINANCIAL RESULTS



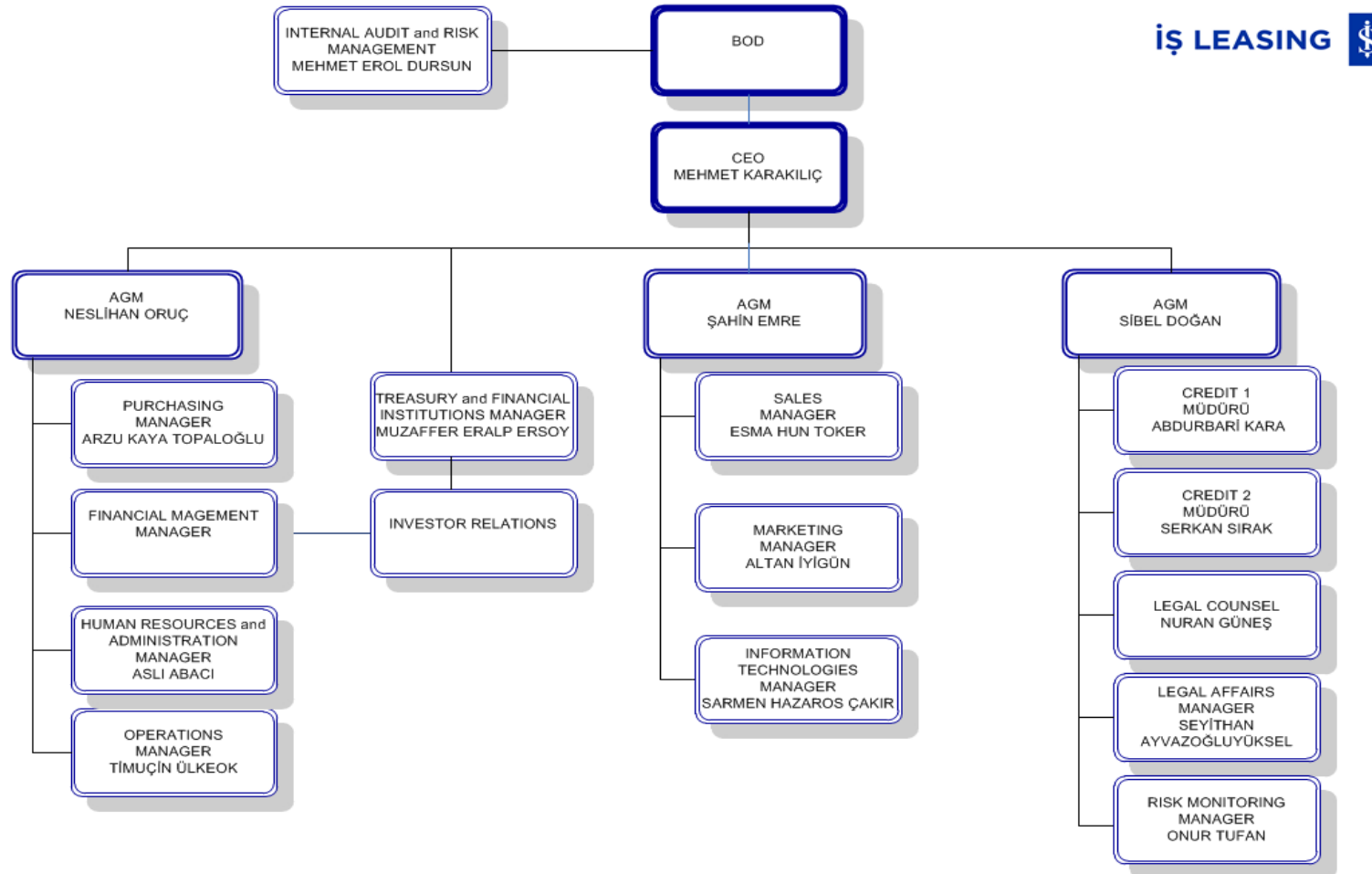
Milestones & Shareholders



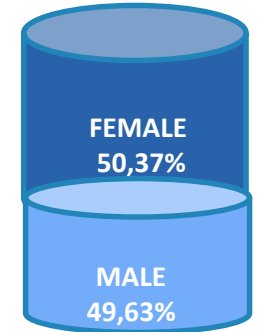
Share Structure(%)



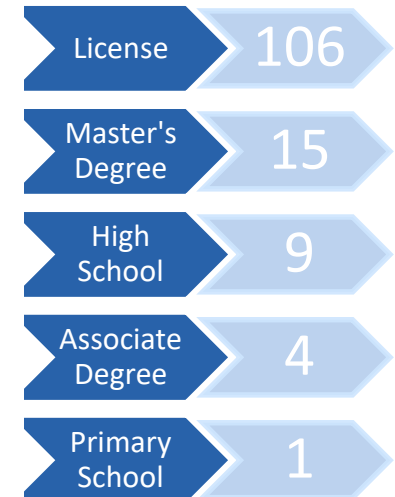
Organization Chart & Total Staff



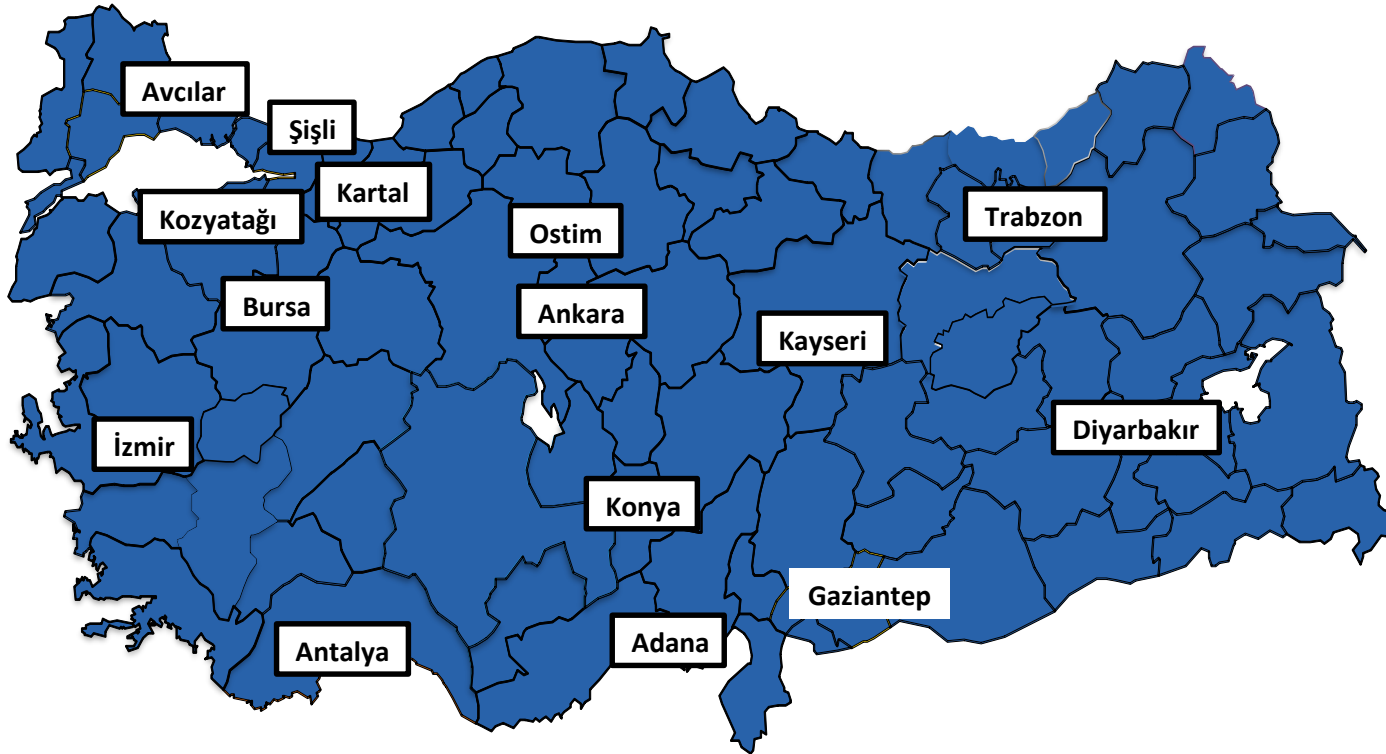
Gender



Education



Branch Network & Employee Base



15 Branches

41 Sales Staff

135 Total Staff



LEASING SECTOR IN TURKEY

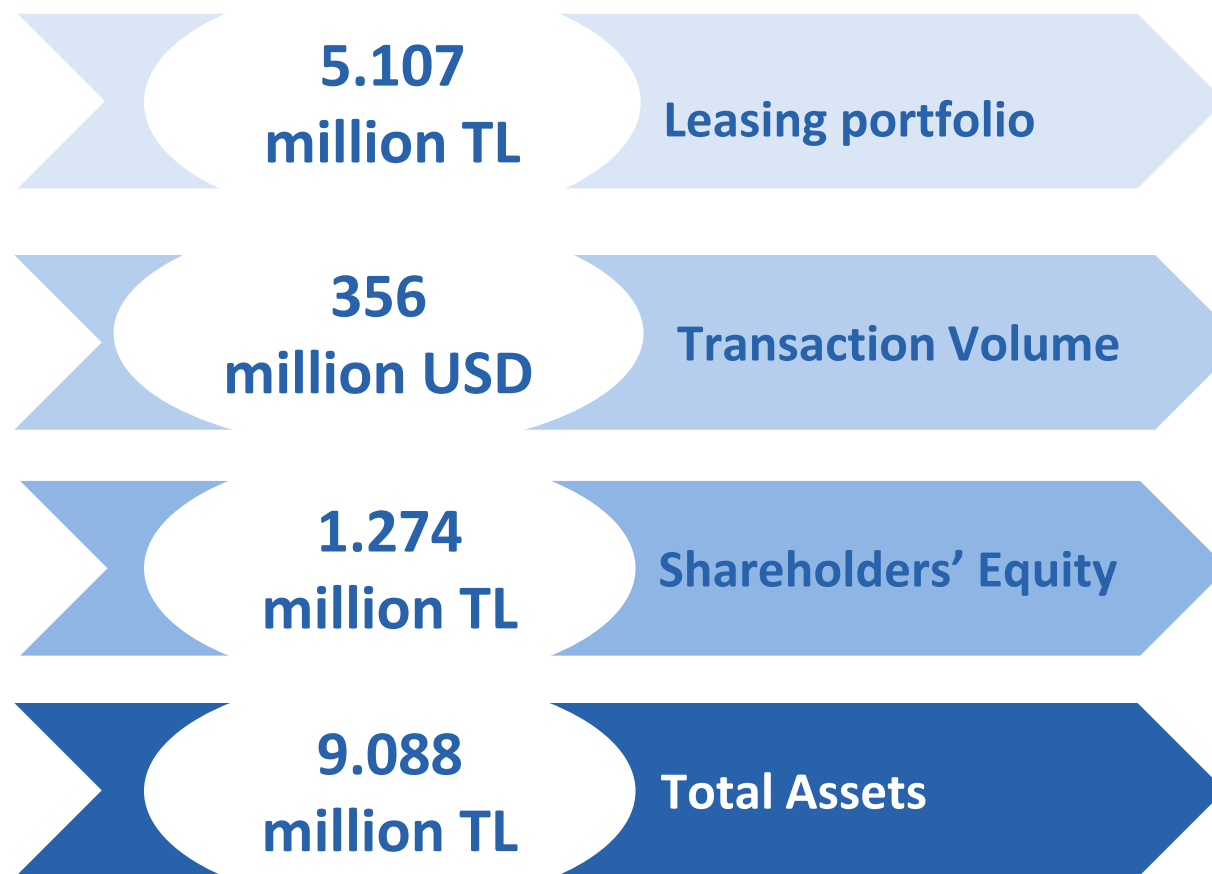
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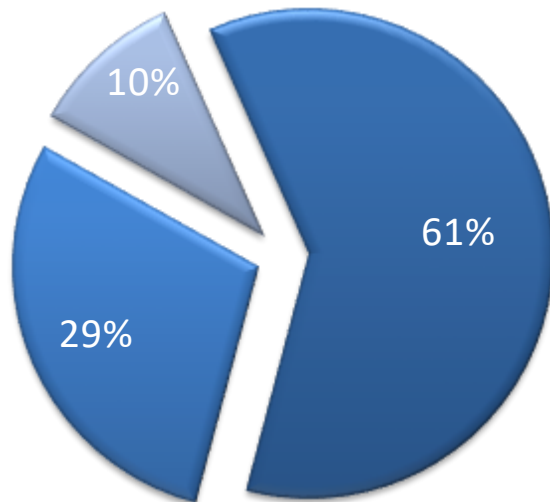
Consolidated Financial Indicators (30.09.2019)



Sales Channels

31.12.2019

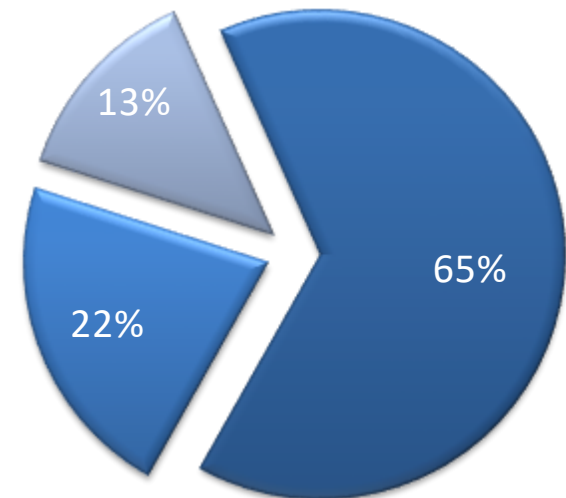
İŞ BANK DIRECT MARKETING VENDORS



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

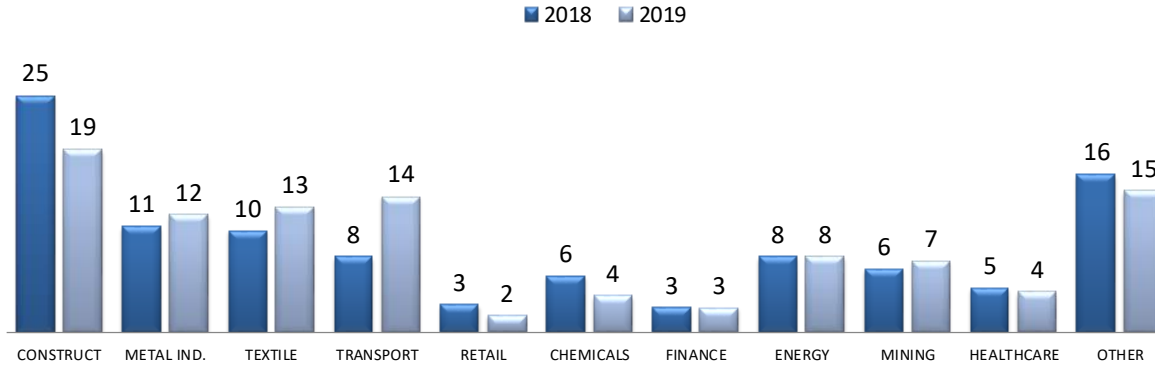
31.12.2018

İŞ BANK DIRECT MARKETING VENDORS

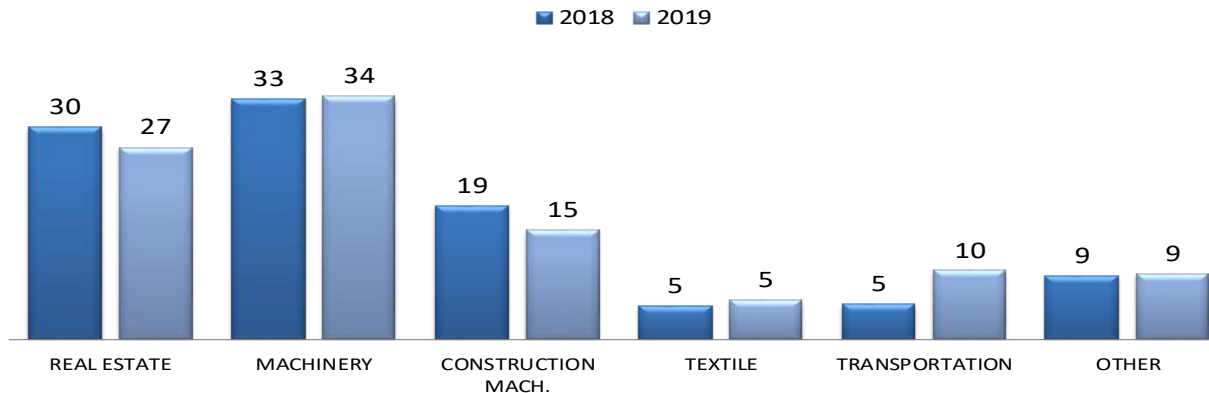


Sectoral & Asset & Geographical Distribution, %

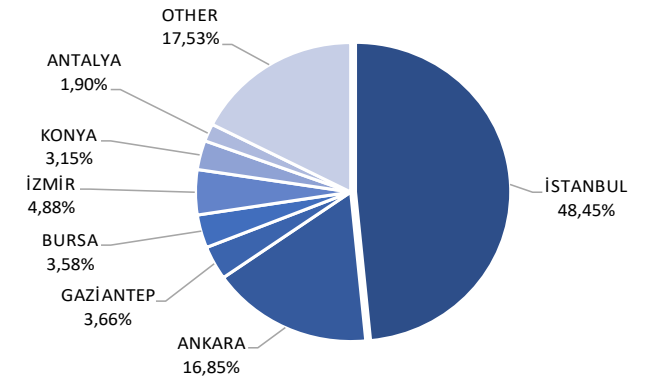
Sectoral Distribution



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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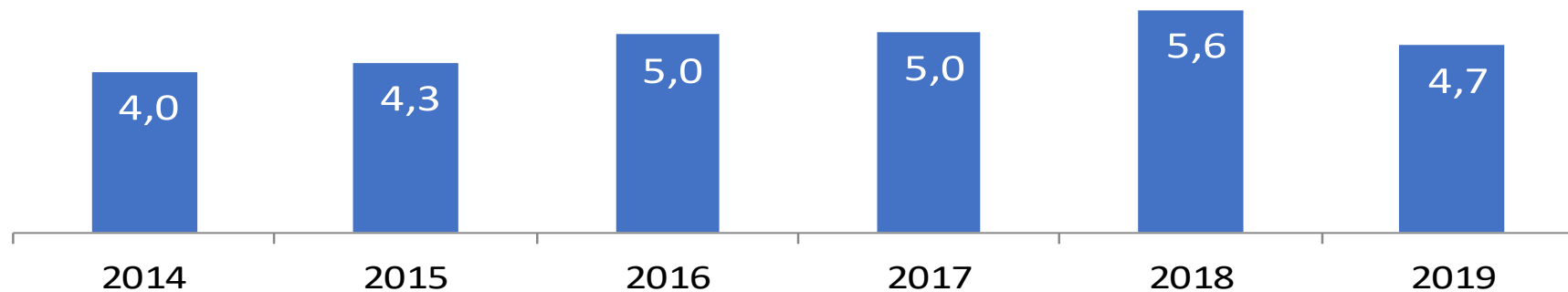
Financial Highlights

<i>TL Million, consolidated</i>	2015	2016	2017	2018	2019	Δ
Leasing Receivables, Net	3.287	4.001	4.701	5.435	5.107	-6,0%
Factoring Receivables, Net	1.951	2.986	4.207	2.725	3.179	16,7%
Non Performing Receivables	183	231	266	297	580	95,0%
Provisions	140	150	180	199	462	132,4%
Total Assets	5.581	7.480	9.283	8.682	9.088	4,7%
Financial Liabilities	4.661	6.394	8.038	7.257	7.541	3,9%
Equity	738	830	975	1.151	1.274	10,7%
Net Interest Income	121	146	82	131	167	27,8%
Provisions Expenses	-48	-23	-33	-42	-312	640,3%
Consolidated net Profit	82	104	113	198	84	-57,3%
RATIOS						
NPL / Receivables	3,4%	3,2%	2,9%	3,6%	6,6%	
Provision Ratio	76,3%	65,1%	67,7%	66,8%	79,6%	
Cost / Income	37,0%	26,5%	26,5%	17,9%	18,9%	
ROE	12,2%	13,2%	12,5%	18,6%	7,0%	
ROA	1,8%	2,1%	1,3%	2,2%	0,9%	

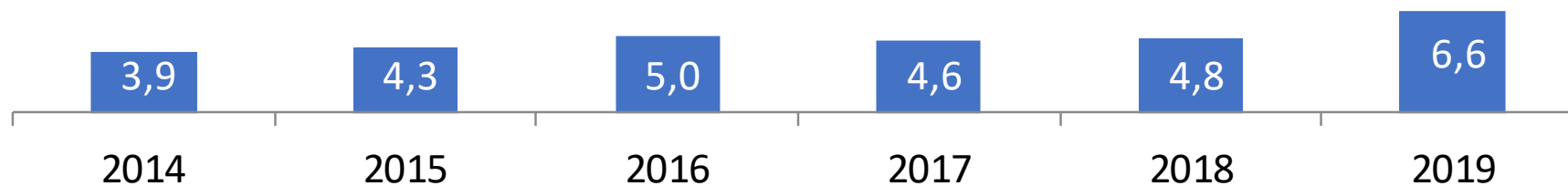
Solo Key Figures

(Million TL)	2017	2018	2019	Δ	2017	2018	2019	Δ
Financial Highlights	İş				Sector			
Leasing Receivables	4.617	5.331	5.008	-6%	51.990	60.707	48.721	-20%
Total Assets	5.069	5.965	5.877	-1%	58.053	68.506	58.176	-15%
Equity	840	903	1.027	14%	8.567	9.601	10.376	8%
Net Profit	74	83	103	24%	940	917	1.125	23%
NPL Ratio	4,6%	4,8%	6,6%		5,5%	7,2%	8,3%	
Debt/Equity	5,0	5,6	4,7		5,8	6,1	4,6	
ROE *	10,0%	10,1%	11,5%		11,5%	9,6%	11,6%	
ROA	1,5%	1,9%	1,8%		1,8%	1,5%	1,8%	

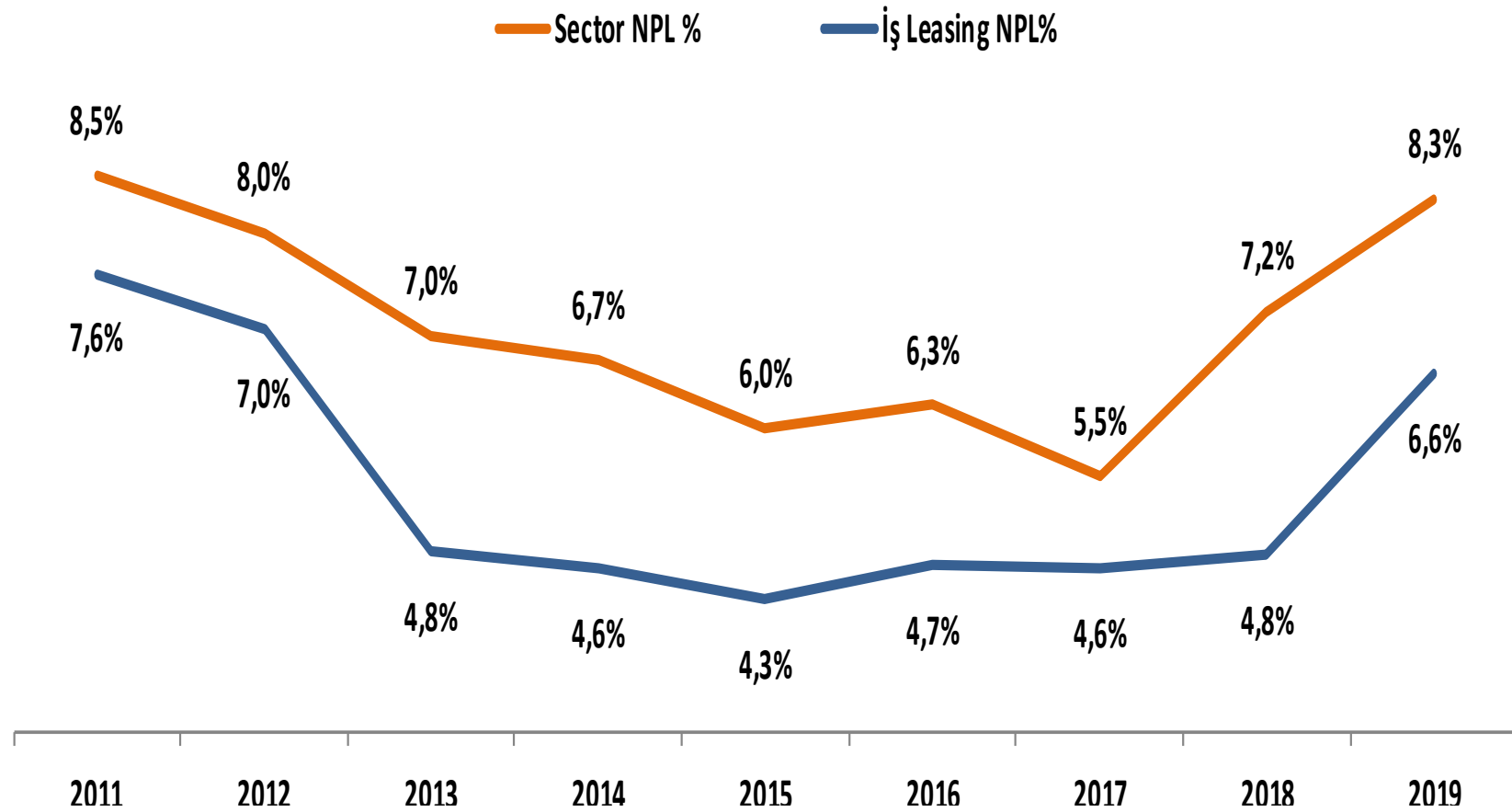
Leverage



NPL



NPL



Rating



Yabancı Para	
Uzun Vadeli	B+
Kısa Vadeli	B
Görünüm	Negatif
Türk Lirası	
Uzun Vadeli	B+
Kısa Vadeli	B
Görünüm	Negatif
Ulusal	
Uzun Vadeli	A+(tur)
Görünüm	Durağan
Destek Notu (Support)	4

Corporate Governance Rating (Saha-2016) : 9.17

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