





LEASING SECTOR IN TURKEY



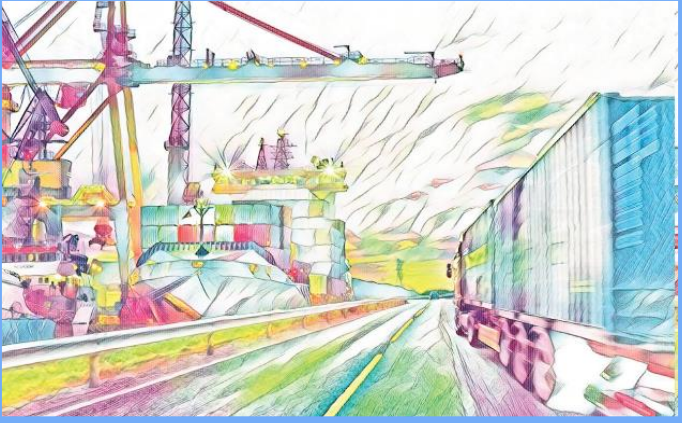
COMPANY OVERVIEW



LEASING PORTFOLIO



FINANCIAL RESULTS



LEASING SECTOR IN TURKEY

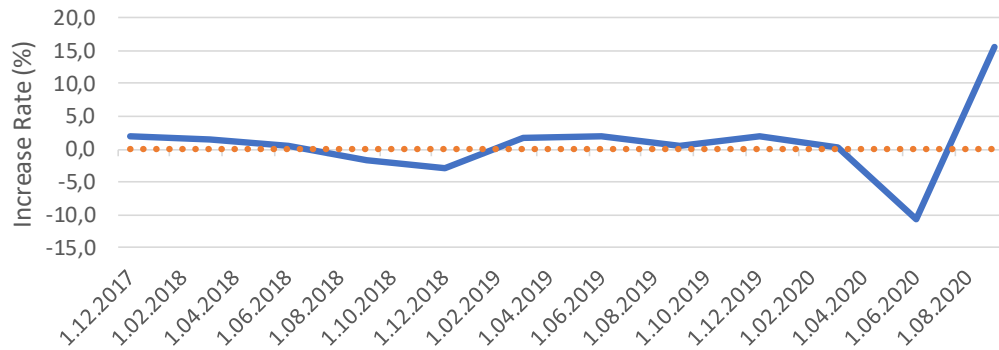
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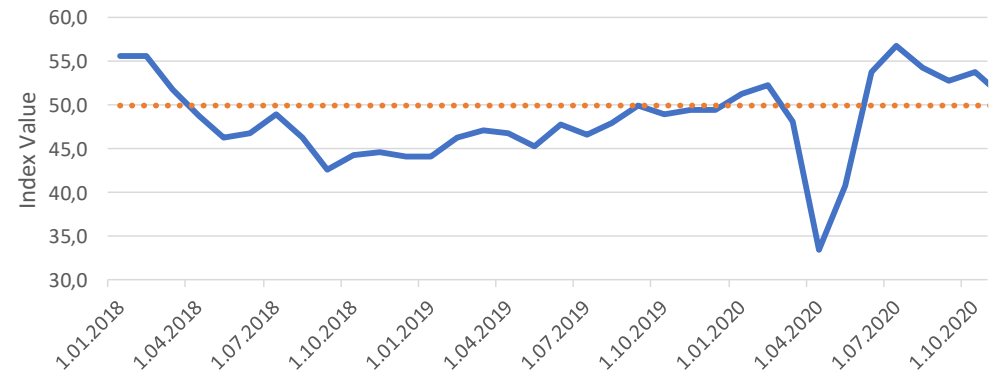
GDP QoQ (SWDA-Seasonally & Working Days Adjusted)



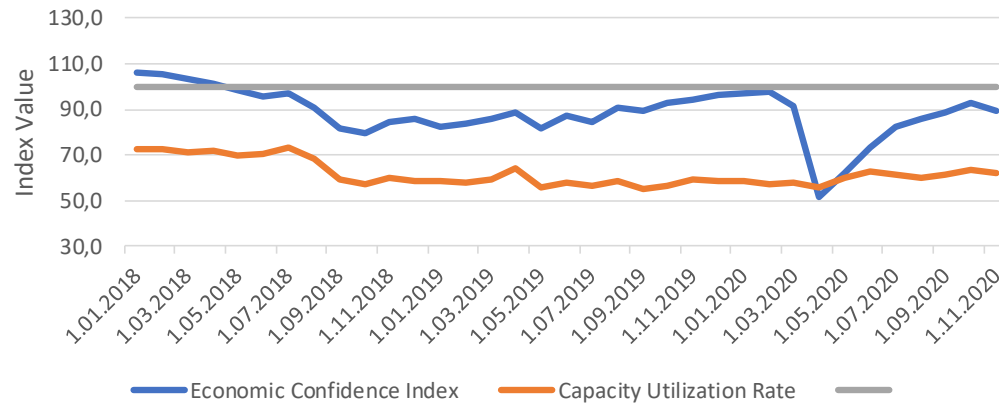
Growth performance of Turkey is affected in parallel with pandemic's global impact. Following a decrease in the second quarter of 2020, the quarterly contraction ratio adjusted for seasonal and calendar effects is 15,6% as of the third quarter.

Manufacturing PMI data showed a strong recovery after a rapid contraction. Loosening protective measures taken against the pandemic and revival of the economic activities are the main driving forces of the recovery process.

Manufacturing PMI of Turkey



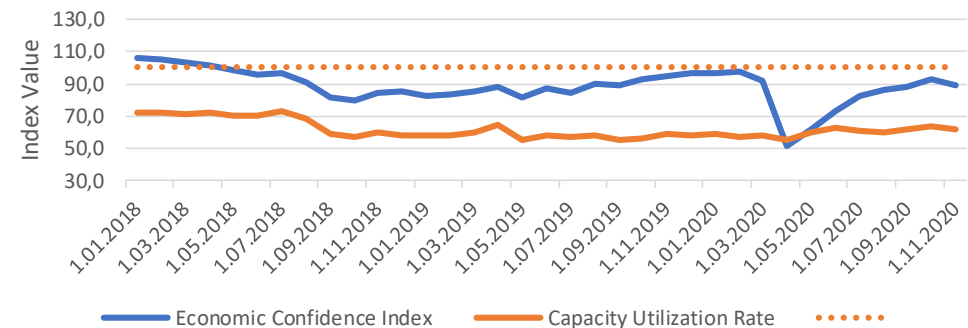
Confidence Indices



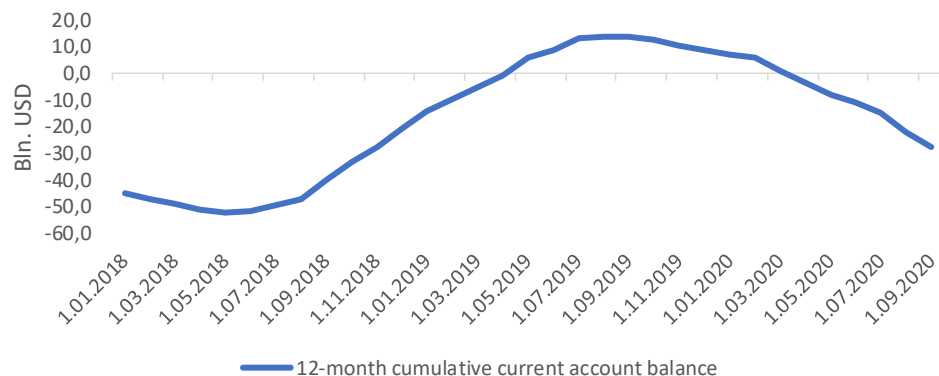
A similar outlook is observed in the economic confidence index. The data announced in May and afterwards show the signals of resolving the rapid contraction.

Real sector confidence index also shows the recovery signals. The recovery process observed in capacity utilization rates is expected to continue in the upcoming period.

Real Sector Confidence Index and Capacity Utilization Rate



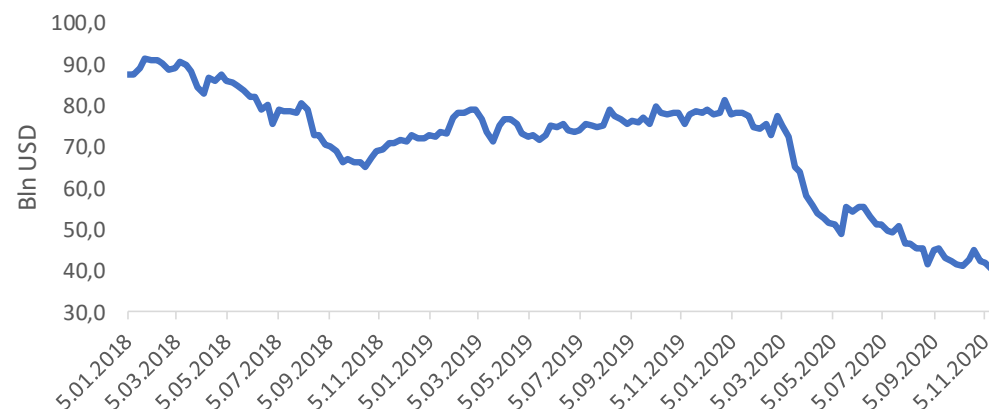
Current Account Balance



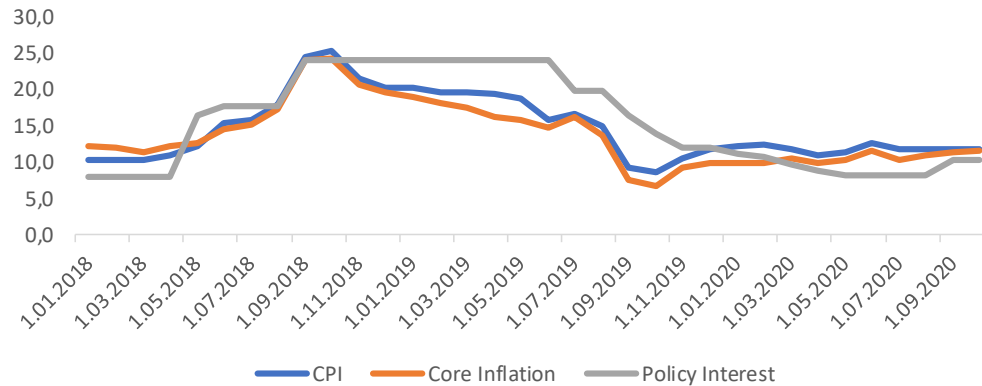
The deterioration in the global trade volume has also adversely affected the export potential of Turkey. On the other hand, the contraction in tourism revenues and the increase in the demand for imported intermediate goods caused a deficit of 11 billion USD in total in the current account balance.

The deterioration of global risk perception and the difficulties experienced by developing countries' economies due to risk avoidance required some actions to be taken for supporting local currencies. The decline observed in the Central Bank reserves since the beginning of 2020 continues.

Gross Reserves of the CBRT



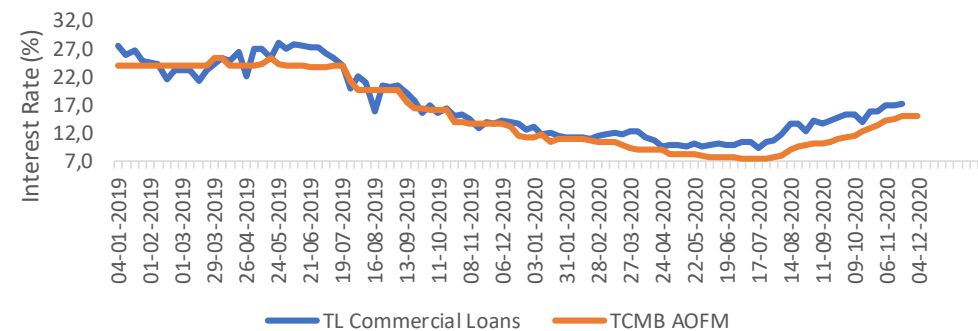
Inflation and Policy Rates



Liquidity tightening measures were taken by the Central Bank in order to alleviate the inflationary pressure created by monetary expansion and rapid credit growth. In this framework, the funding costs of banks were increased and this increase was reflected in the market by the banks.

The depreciation of the Turkish Lira against foreign currencies is one of the main reasons for its differentiation in a negative way from the global disinflationary environment. Aim for the single digit figures is getting difficult for headline inflation as it is realized at 11.7% in August.

Loan Rates and CBRT-Weighted Average Cost of Funding (CBRT-WACF)

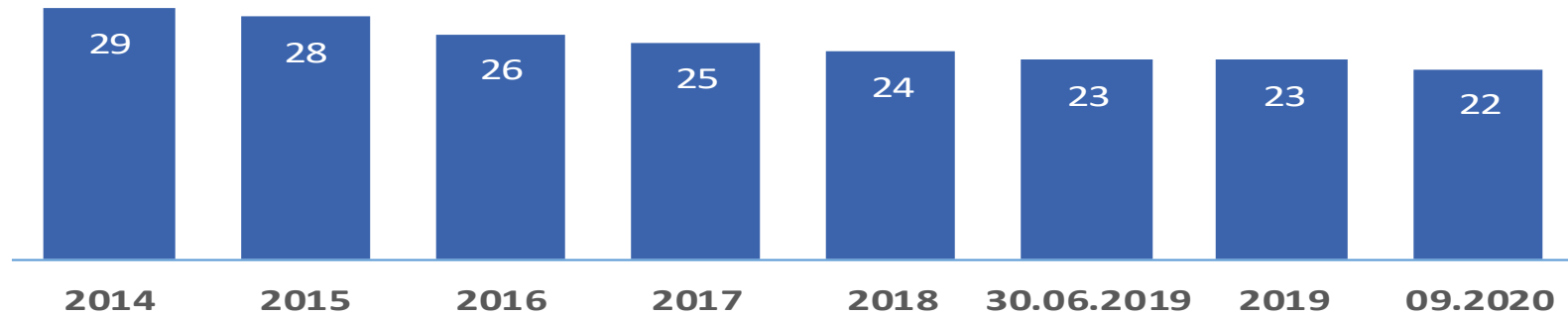


Advantages of Leasing

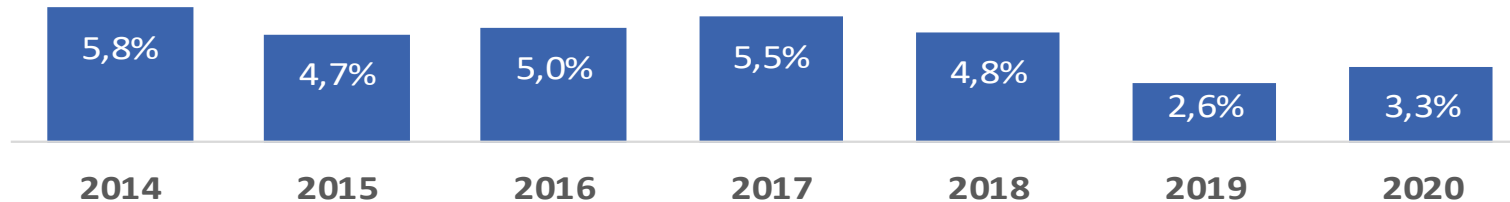


Number of Leasing Companies and Leasing penetration

Number of Leasing Companies

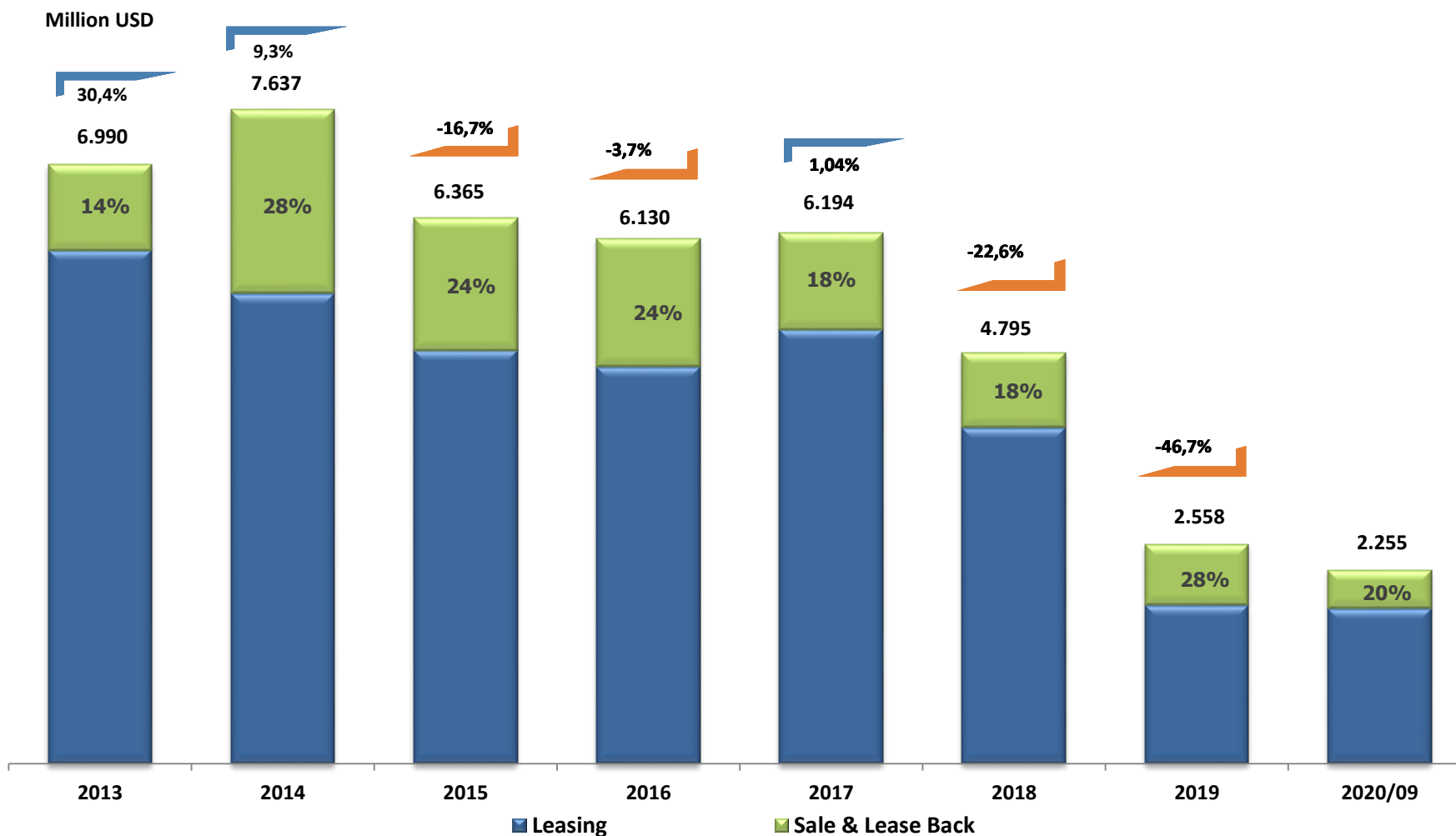


Leasing penetration



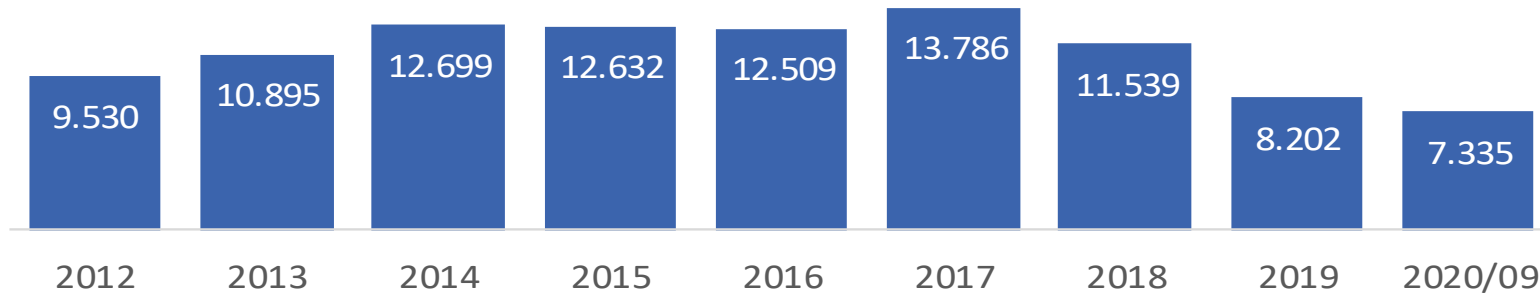
Penetration: Leasing volume/ Private sector fixed investments

Leasing Volume

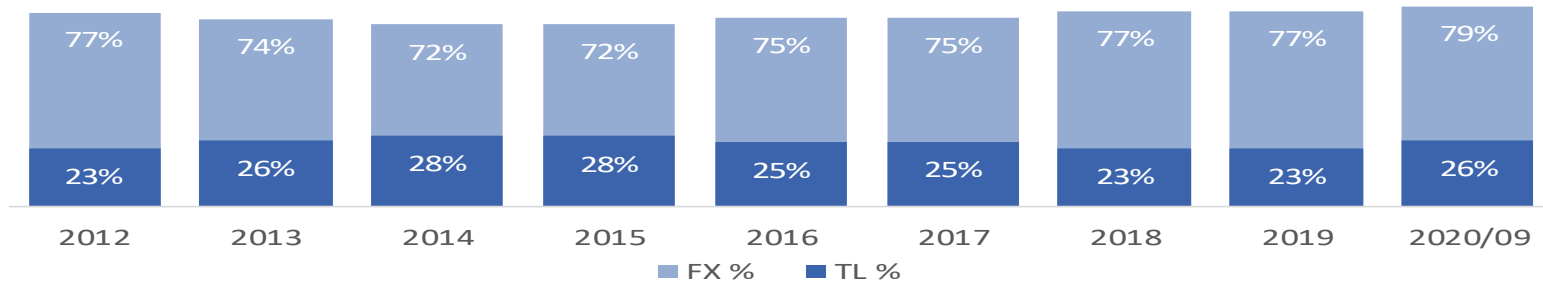


Portfolio Development

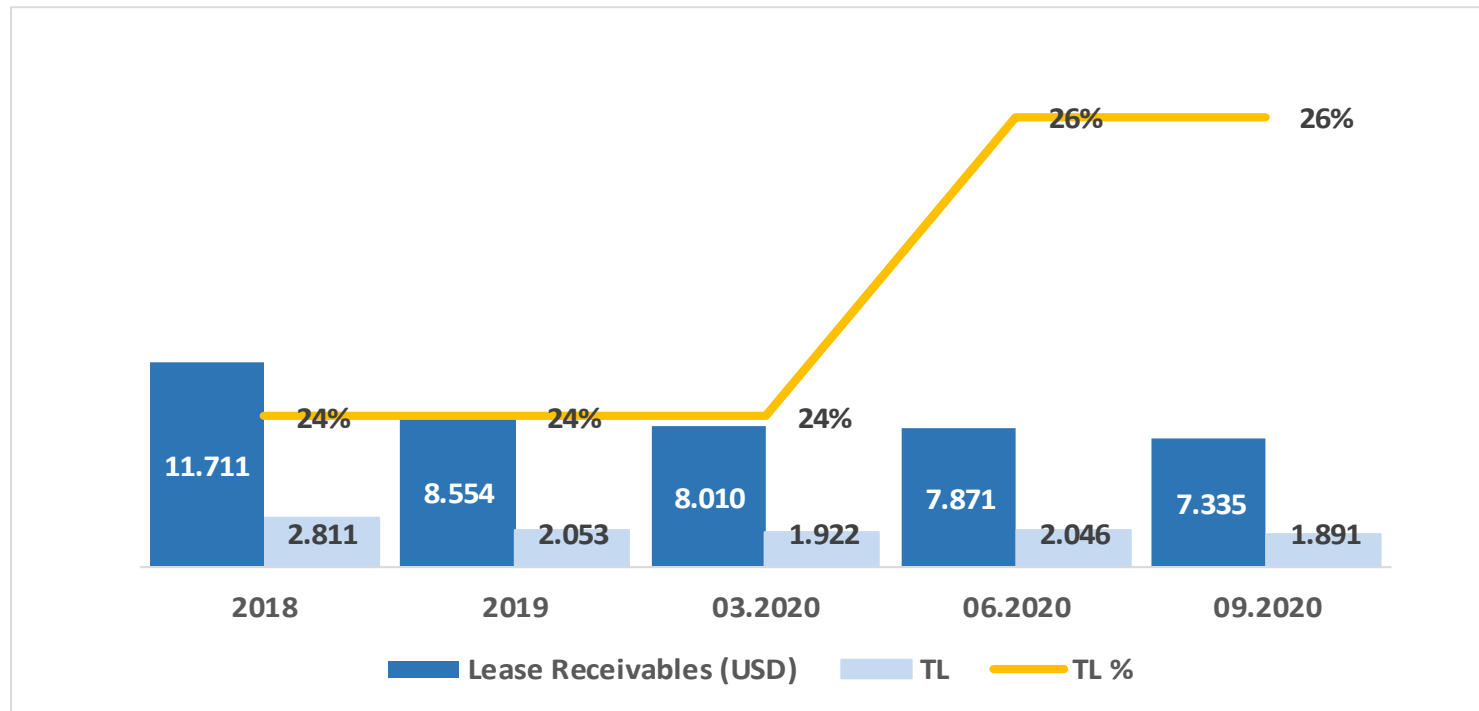
Leasing Receivables (USD)



Currency Distribution



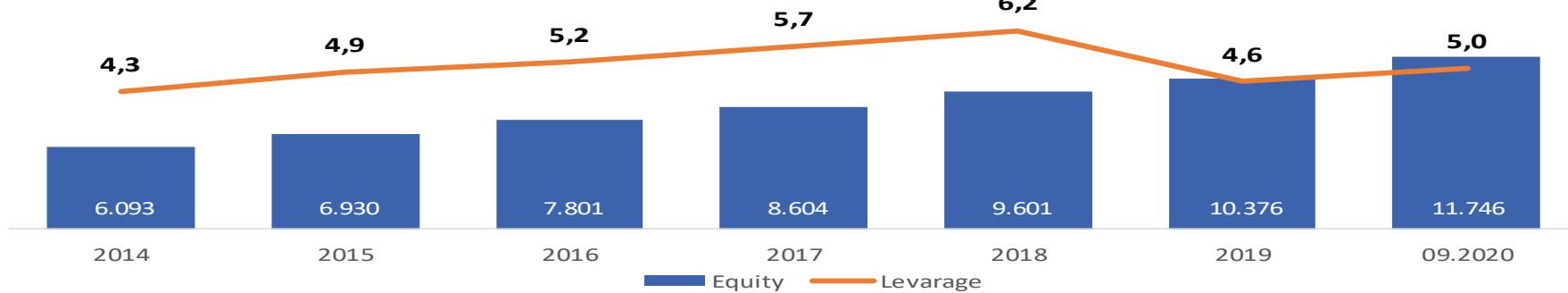
Portfolio Development



Profitability

Net Profit of Sector
(Million TL)

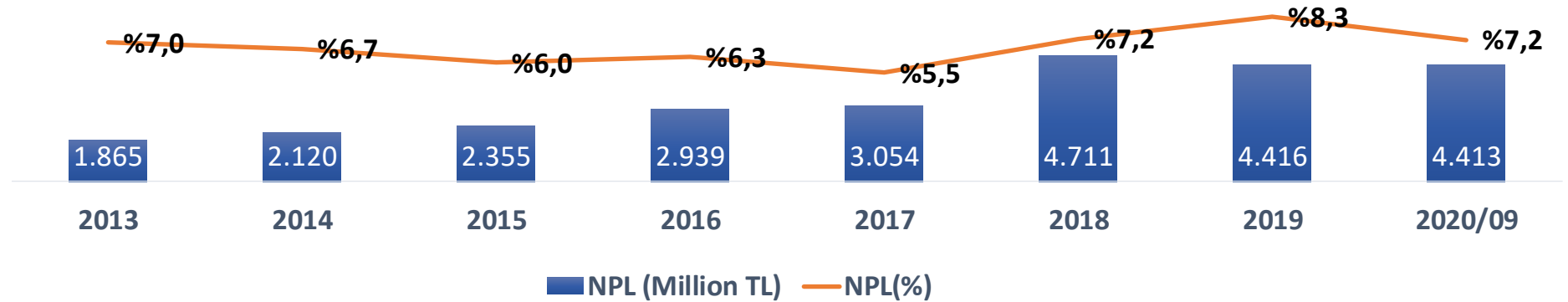
Equity & Leverage

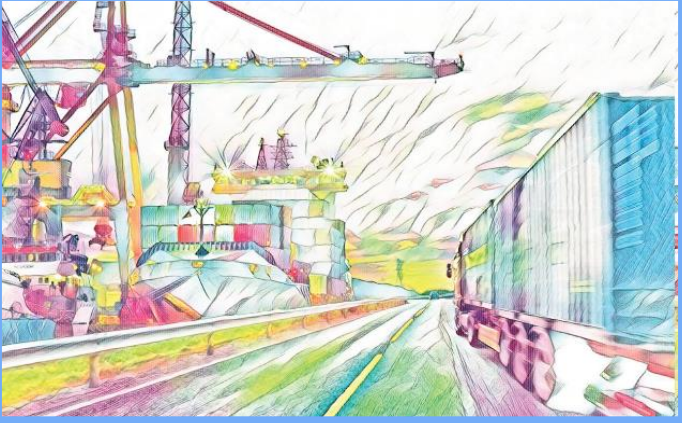


Customer Base



Non Performing Loans





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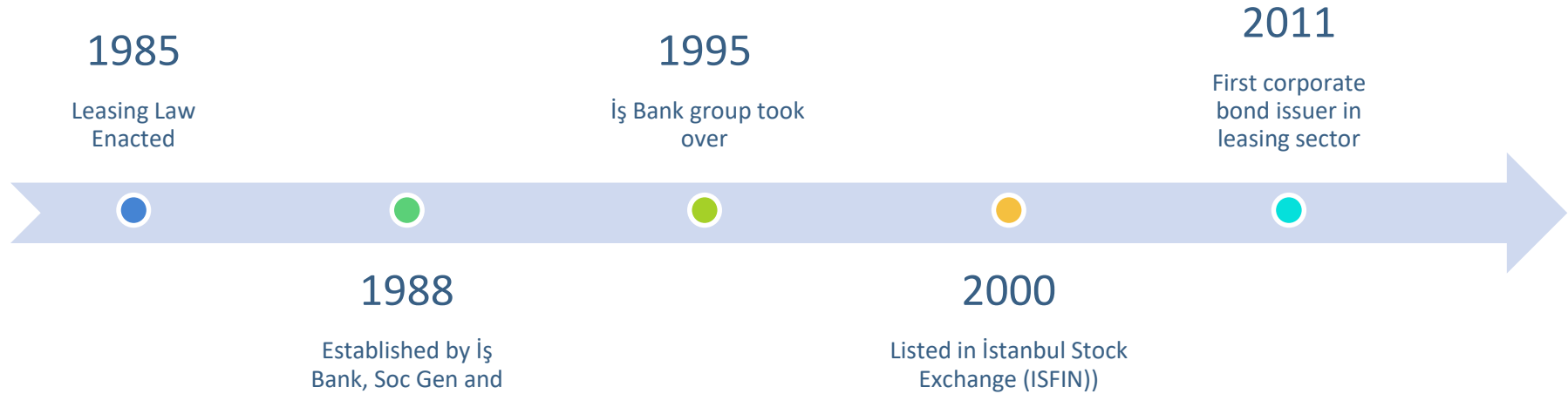
COMPANY OVERVIEW

LEASING PORTFOLIO

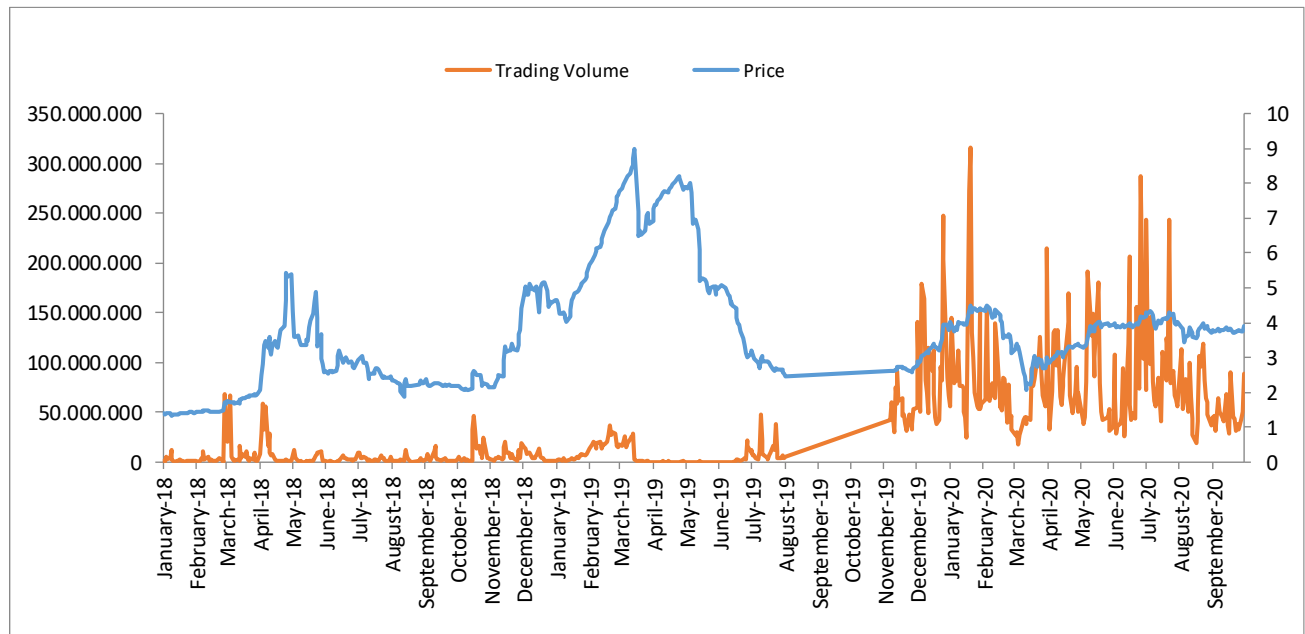
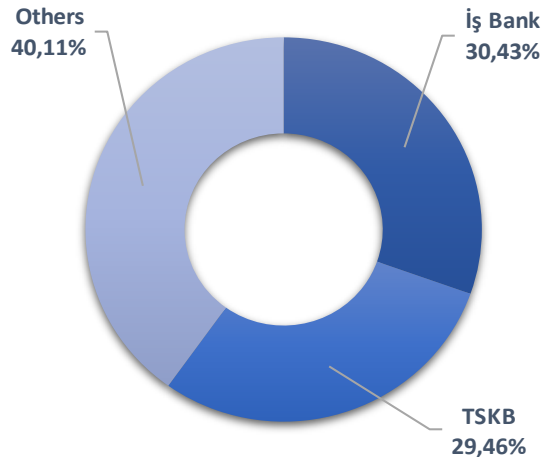
FINANCIAL RESULTS



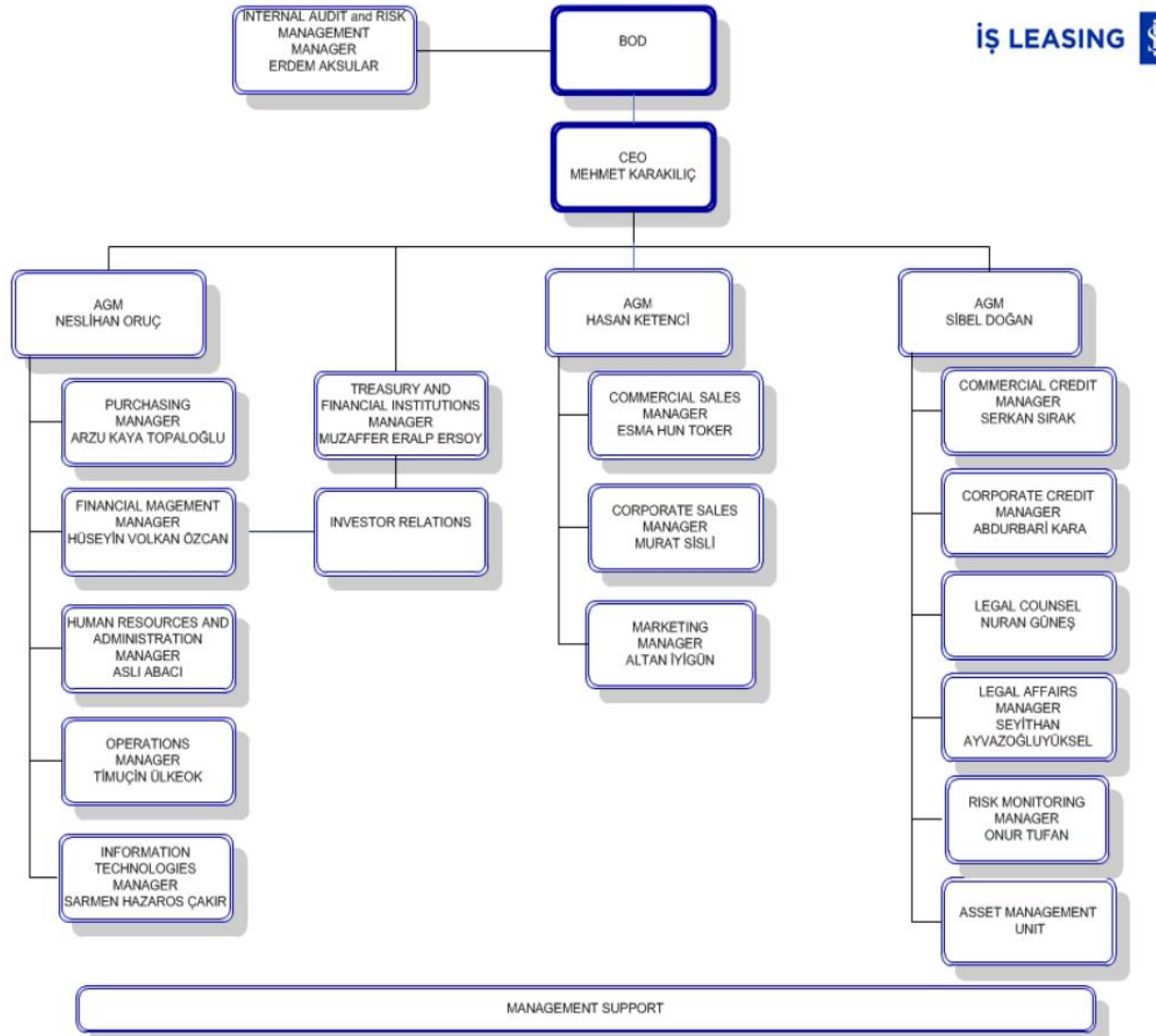
Milestones & Shareholders



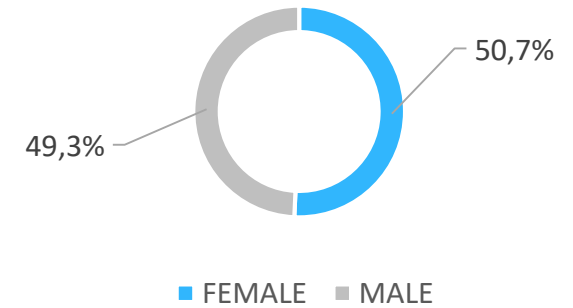
Share Structure(%)



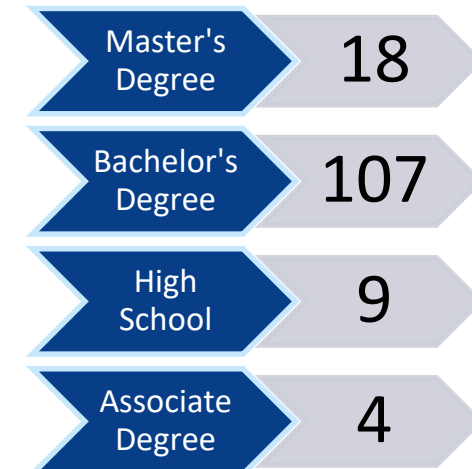
Organization Structure & Employee Base



Gender

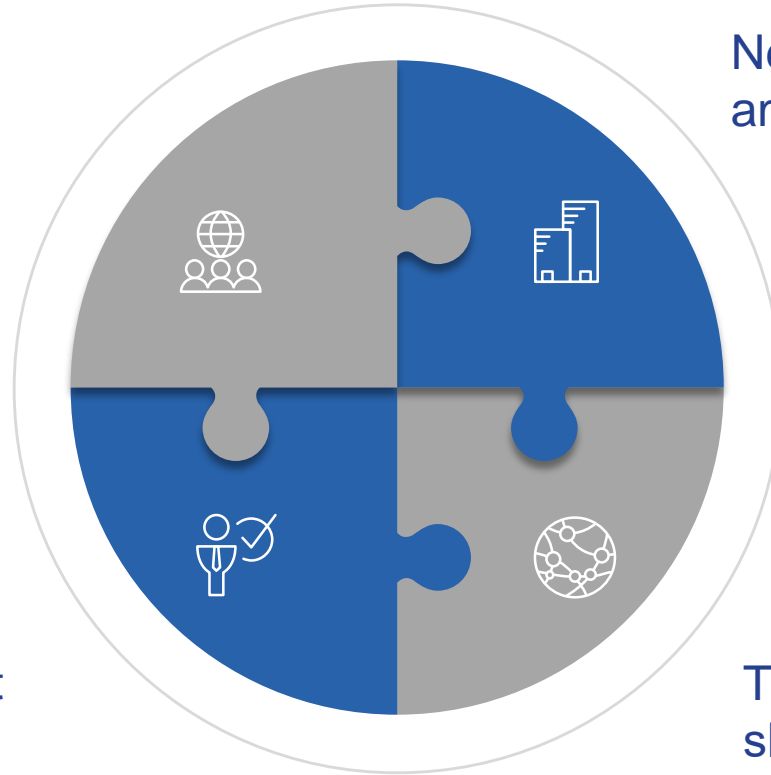


Education



Company Performance

With a new transaction volume of USD 335 million and a market share of 16%, İş Leasing carried its strong position in the sector one step further



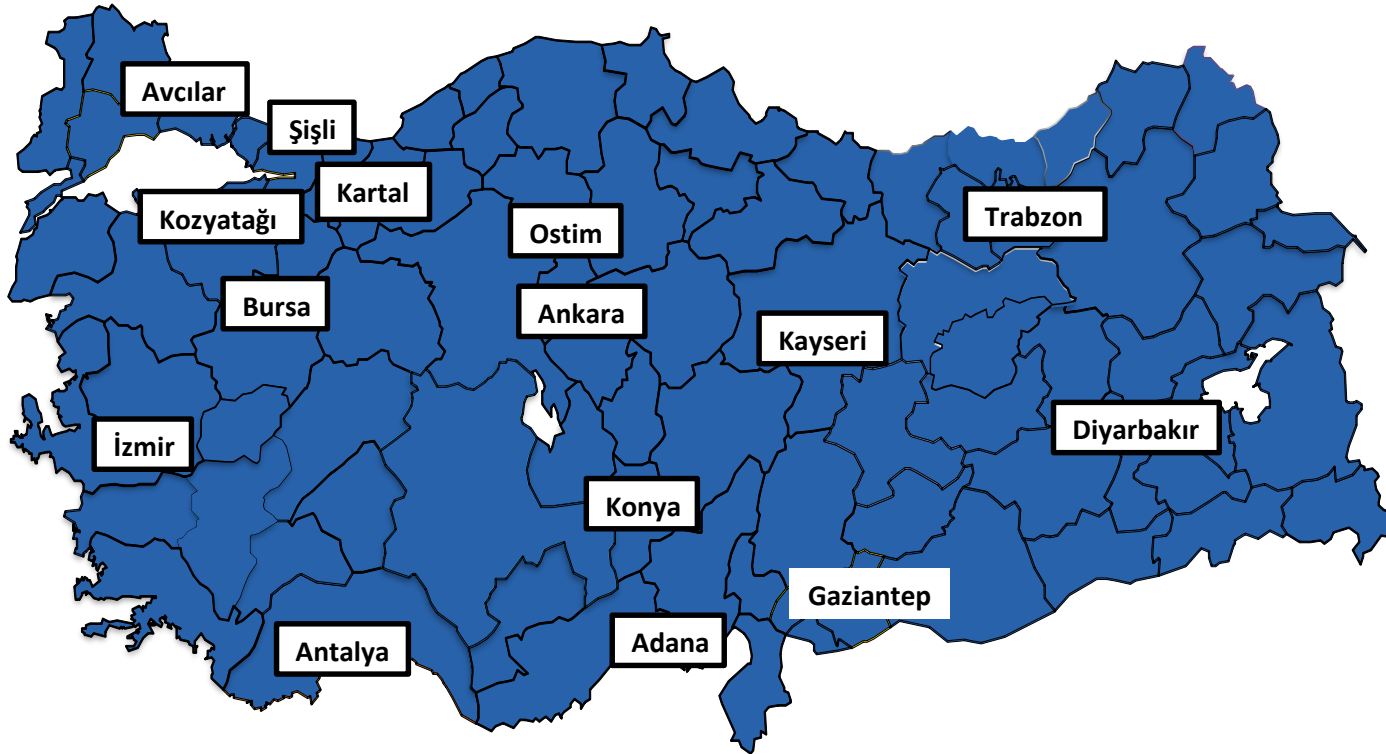
Net leasing receivables amounted to TL 6.6 billion.

The Company posted a net profit of TL 137 million.

The Company increased its shareholders' equity by 8% to TL 1.50 billion

Figures are as of September 30, 2020

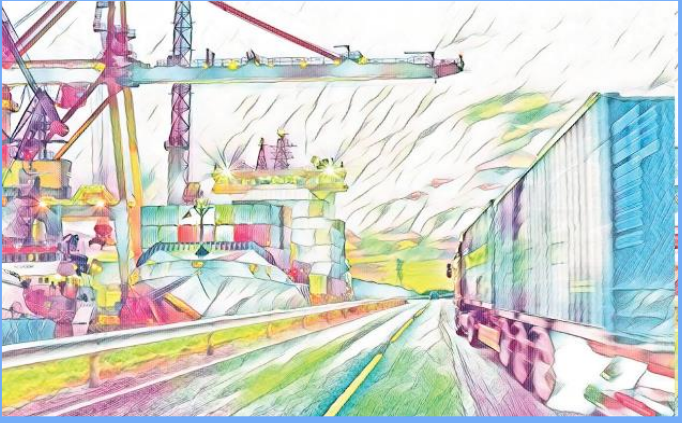
Branch Network



15 Branches

41 Sales Staff

138 Total Staff



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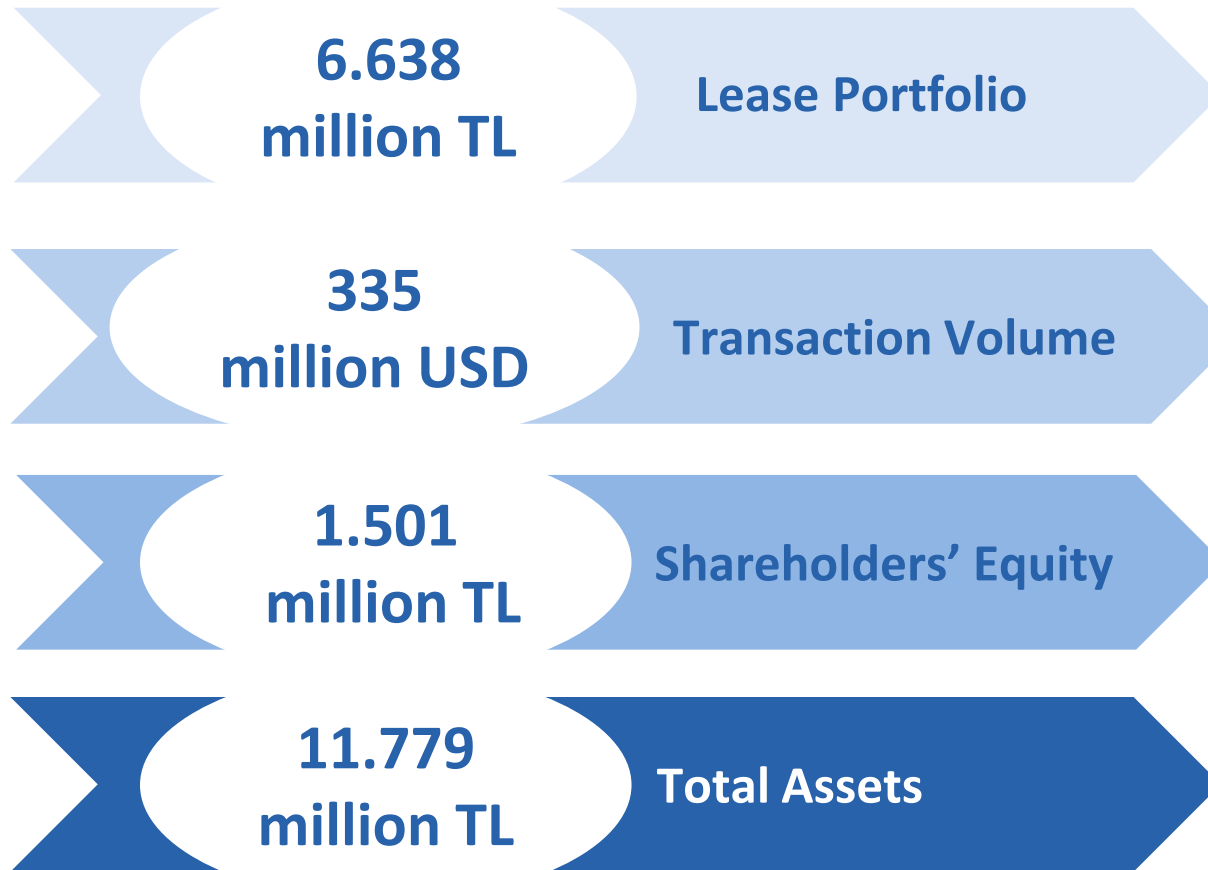
COMPANY OVERVIEW

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FINANCIAL RESULTS



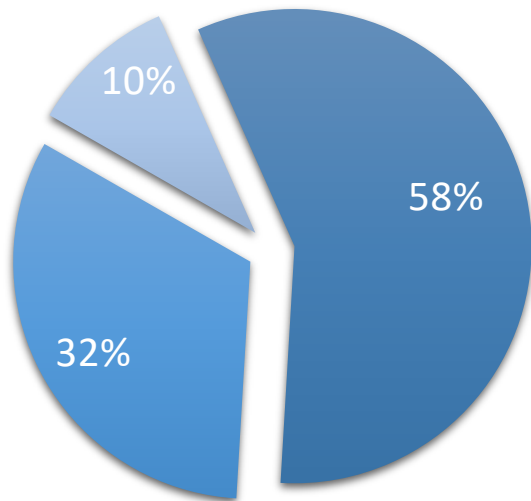
Consolidated Financial Indicators (30.09.2020)



Sales Channels

30.09.2020

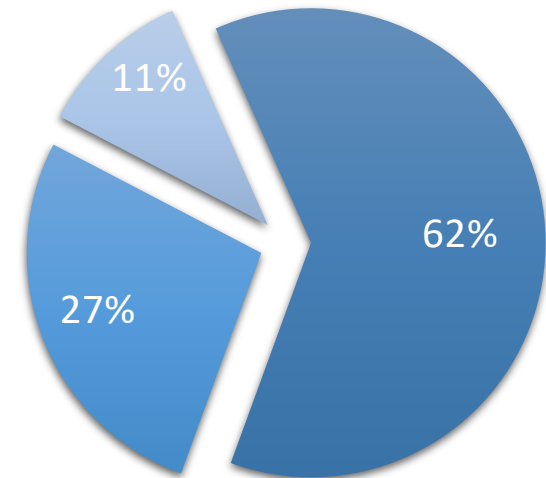
■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS



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

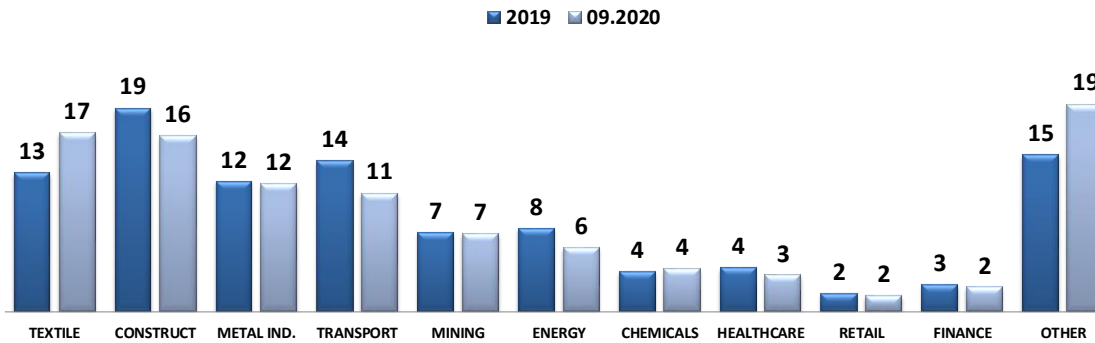
30.09.2019

■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS



Industrial & Asset & Geographical Breakdown, %

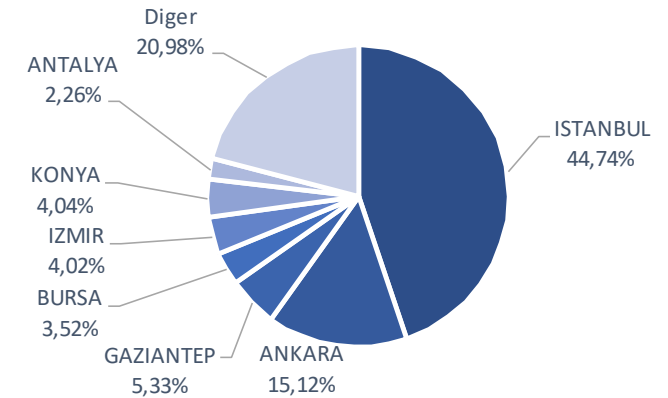
Sectoral Breakdown



Asset Breakdown



Geographical Distribution



Funding Structure

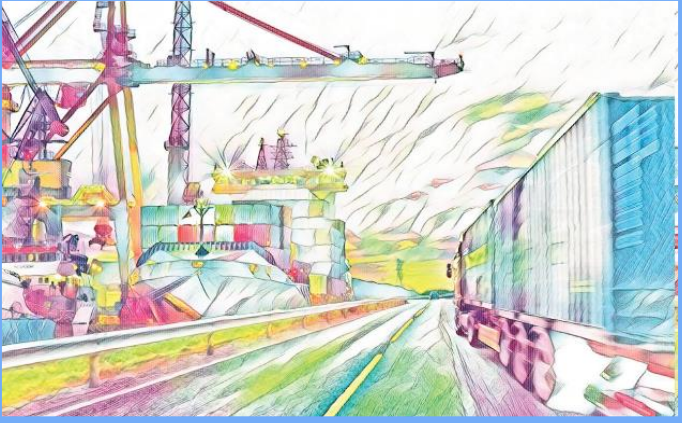
Strong
relationships with
both domestic
and international
banks

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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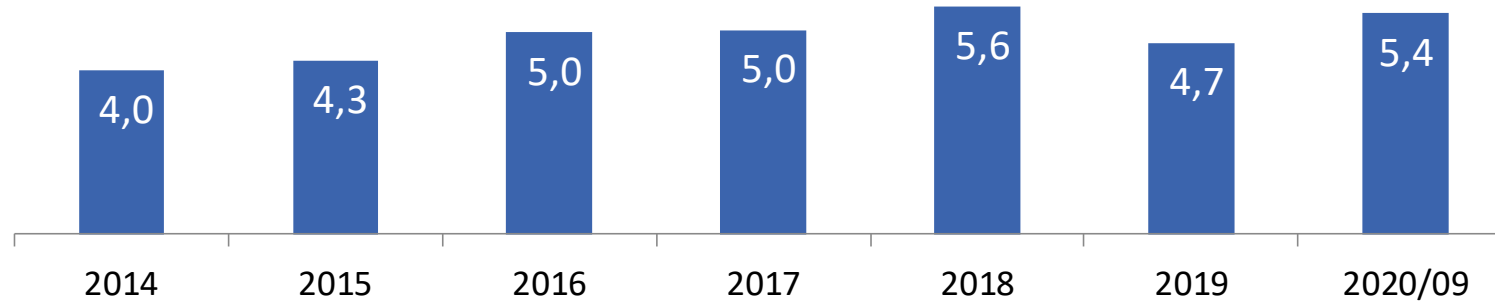
Financial Highlights

<i>TL Million, consolidated</i>	2017	2018	2019	30.09.2019	30.09.2020	Δ
Leasing Receivables, Net	4.701	5.435	5.107	4.891	6.666	36,3%
Factoring Receivables, Net	4.207	2.725	3.179	2.415	4.072	68,6%
Non Performing Receivables	266	297	580	583	557	-4,5%
Provisions	180	199	462	335	536	60,0%
Total Assets	9.283	8.682	9.088	7.974	11.779	47,7%
Financial Liabilities	8.038	7.257	7.541	6.498	9.626	48,1%
Equity	975	1.151	1.274	1.294	1.501	16,1%
Net Interest Income	82	131	167	79	266	238,0%
Provisions Expenses	-33	-42	-312	-167	-150	-10,3%
Consolidated net Profit	113	198	84	103	137	33,0%
RATIOS						
NPL / Receivables	2,9%	3,6%	6,6%	7,6%	4,9%	
Provision Ratio	67,7%	66,8%	79,6%	57,5%	96,4%	
Cost / Income	26,5%	17,9%	18,9%	19,5%	17,9%	
ROE	12,5%	18,6%	7,0%	11,2%	13,2%	
ROA	1,3%	2,2%	0,9%	1,6%	1,7%	

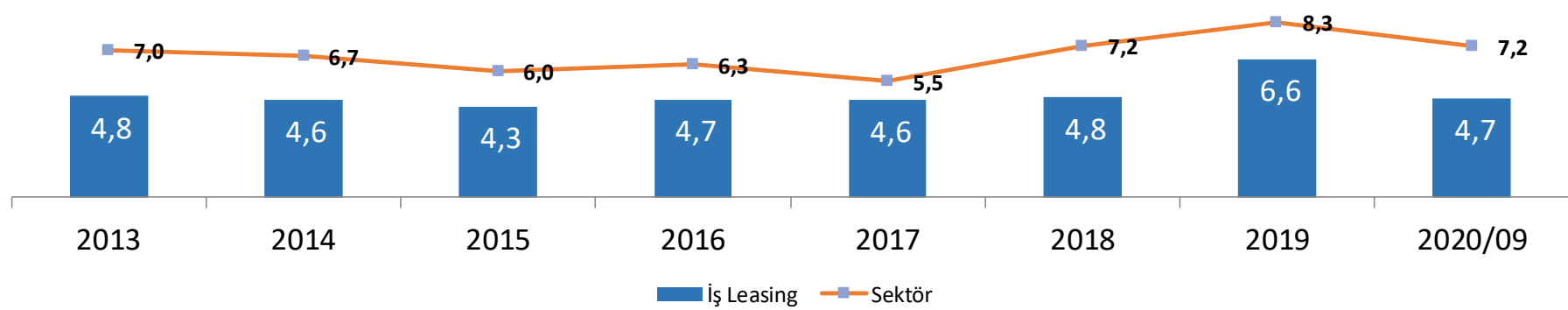
Solo Key Figures

(Million TL)	2018	09.2019	2019	09.2020	09/2020- 09/2019 Δ	2018	09.2019	2019	09.2020	09/2020- 09/2019 Δ
Financial Highlights	İş					Sector				
Leasing Receivables	5.331	4.747	5.008	6.638	40%	60.707	48.099	48.721	57.274	19%
Total Assets	5.965	5.545	5.877	7.616	37%	68.506	59.663	58.176	70.666	18%
Equity	903	990	1.027	1.184	20%	9.601	10.053	10.376	11.746	17%
Net Profit	83	72	103	116	62%	917	895	1.125	1.297	45%
NPL Ratio	4,8%	7,2%	6,6%	4,7%		7,2%	9,0%	8,3%	7,2%	
Debt/Equity	5,6	4,6	4,7	5,4		6,1	4,9	5,6	5,0	
ROE	10,1%	15,2%	11,5%	15,0%		9,6%	9,1%	11,6%	14,5%	
ROA	1,9%	2,2%	1,8%	2,4%		1,5%	1,3%	1,8%	2,5%	

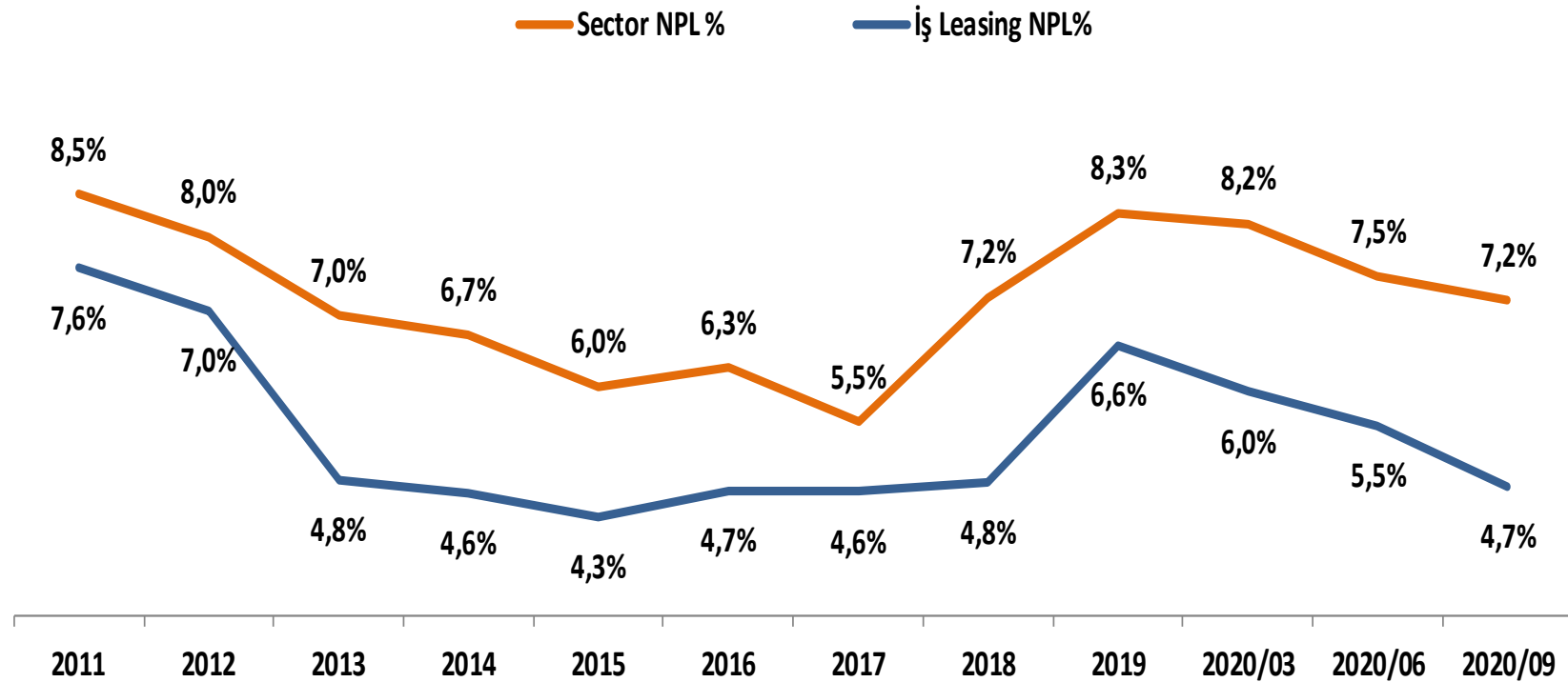
Leverage



NPL



NPL



Rating



Foreign Currency	
Long-Term	B+
Short-Term	B
Outlook	Negative
Turkish Lira	
Long-Term	B+
Short-Term	B
Outlook	Negative
National	
Long-Term	A+(tur)
Outlook	Stable
Support Score	4

Corporate Governance Rating (Saha-2016) : 9.17

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