



# Türk Ekonomi Bankası A.Ş.

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Earnings Presentation

September 30, 2010

# TEB Consolidated Balance Sheet



BNP PARIBAS JOINT VENTURE

## Consolidated Balance Sheet

TRY Million	Share	Reviewed 30.09.2010	Audited 31.12.2009	Change		Share	Reviewed 30.09.2010	Audited 31.12.2009	Change
<b>Assets</b>					<b>Liabilities</b>				
Cash & banks	12%	2.269	2.940	-22,8%	Deposits	58%	10.842	10.363	4,6%
M.sec + repos	17%	3.209	2.718	18,1%	Repos	3%	512	1.072	-52,2%
Loans + Trade rec.	66%	12.331	10.647	15,8%	Funds Borrowed	20%	3.716	2.461	51,0%
Other Assets	4%	658	553	19,0%	Other Liab.	6%	1.137	826	37,7%
Non- IE Assets	1%	165	180	-8,3%	<b>Total Liabilities</b>	87%	<b>16.207</b>	<b>14.722</b>	10,1%
<b>Total Assets</b>	100%	<b>18.632</b>	<b>17.038</b>	9,4%	Subordinated Loans	2%	454	483	-6,0%
					<i>Sh. Equity</i>				
					Capital & Res.	10%	1.829	1.565	16,8%
					Income	1%	142	268	n.m.
					<b>Total Sh. Equity</b>	11%	<b>1.971</b>	<b>1.833</b>	7,5%
					<b>Total Liab + Equity</b>	100%	<b>18.632</b>	<b>17.038</b>	9,4%

# TEB Consolidated Income Statement

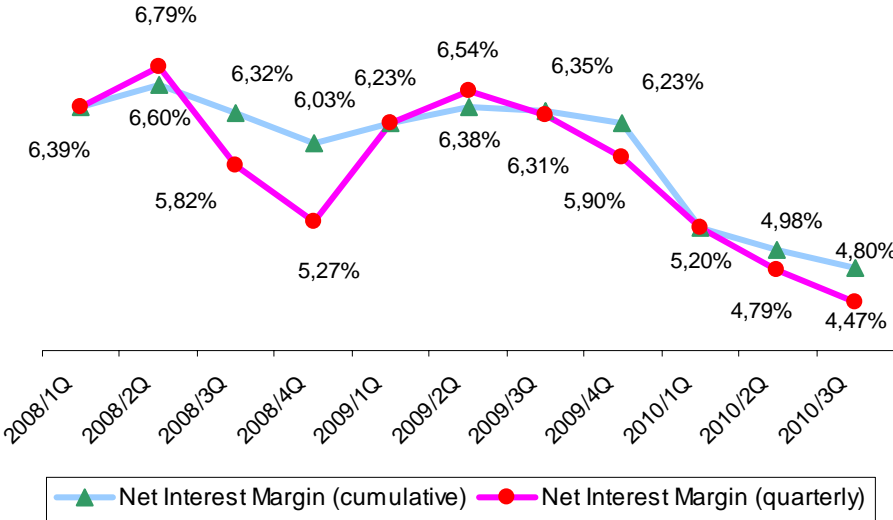


BNP PARIBAS JOINT VENTURE

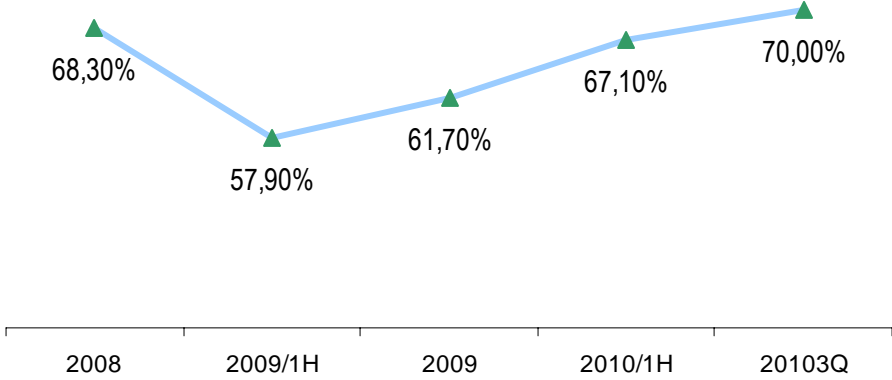
<i>TL Million</i>	<b>Reviewed 30.09.2010</b>	<b>Reviewed 30.09.2009</b>	<i>Change</i>
Net Interest Income	621,7	654,0	-5%
Marketable Securities Revaluation Differences	-20,5	-12,0	
<b>Adjusted Net Interest Income</b>	<b>601,1</b>	<b>641,9</b>	<b>-6%</b>
FX Gains / (Losses)	140,7	127,9	10%
Derivatives Trading	-167,5	-146,8	14%
Securities Trading Income	28,3	63,4	-55%
Net Fees & Commissions Income	217,5	209,5	4%
Other Operating Income	36,2	22,7	60%
<b>Net Banking Income</b>	<b>856,3</b>	<b>918,7</b>	<b>-7%</b>
Loan Loss Provisions	-106,7	-123,7	-14%
<b>Net Operating Income</b>	<b>749,6</b>	<b>795,0</b>	<b>-6%</b>
Income from discontinued operations	18,2		
TEB Leasing profit/loss	9,2	3,7	
Operating Expenses	-599,2	-546,6	10%
Provision for Taxes on Income	-35,5	-49,6	-28%
<b>Net Income / (Loss)</b>	<b>142,4</b>	<b>202,5</b>	<b>-30%</b>

# Evolution of NIM and Cost/Income Ratio

### Net Interest Margin



### Cost/Income Ratio

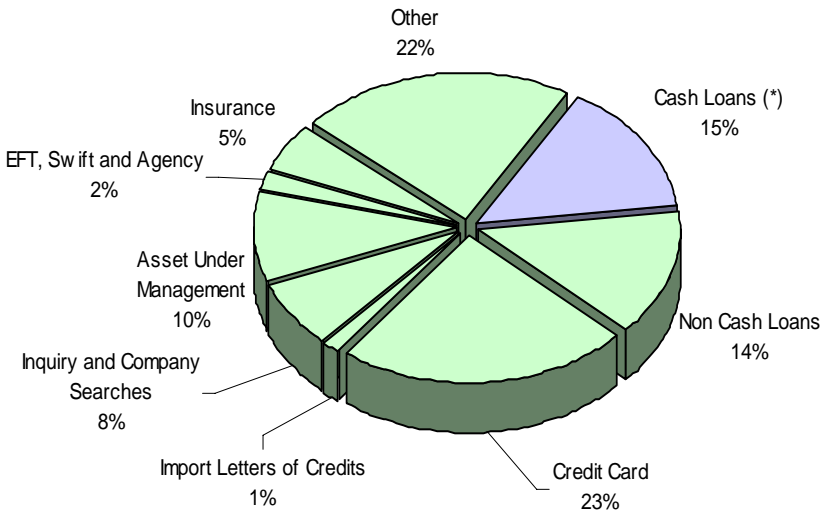
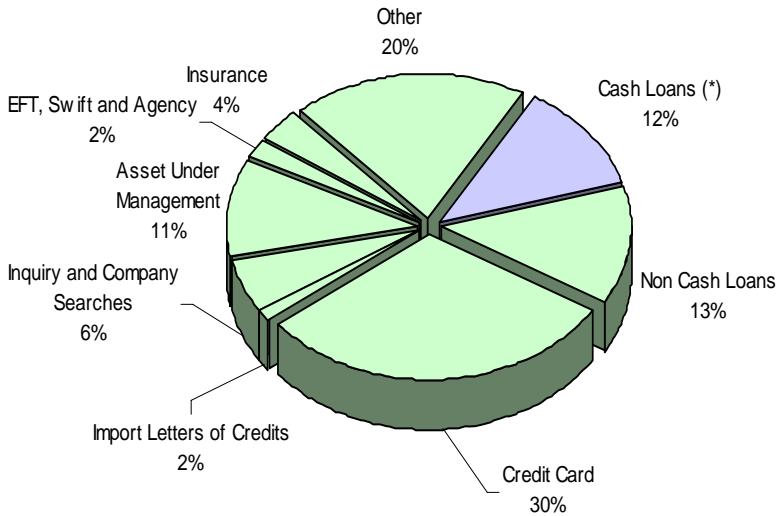


Cost/Income : Operating Expenses / Net Banking Income (Cumulative & consolidated)

Net Interest Margin: (Net interest income+Net FX gains/losses+Derivative Gains)/ (Avg. Liquid Assets+Marketable Securities+Credits) (Bank-only)

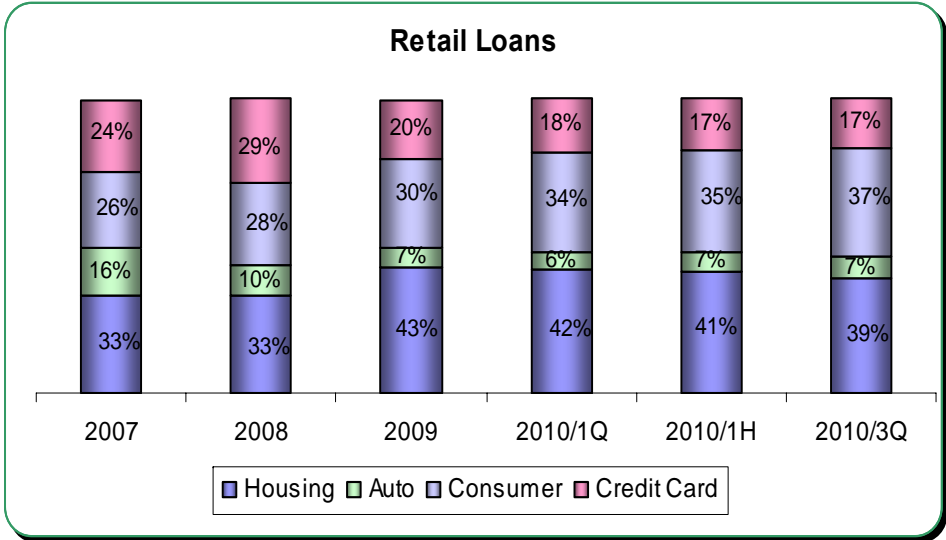
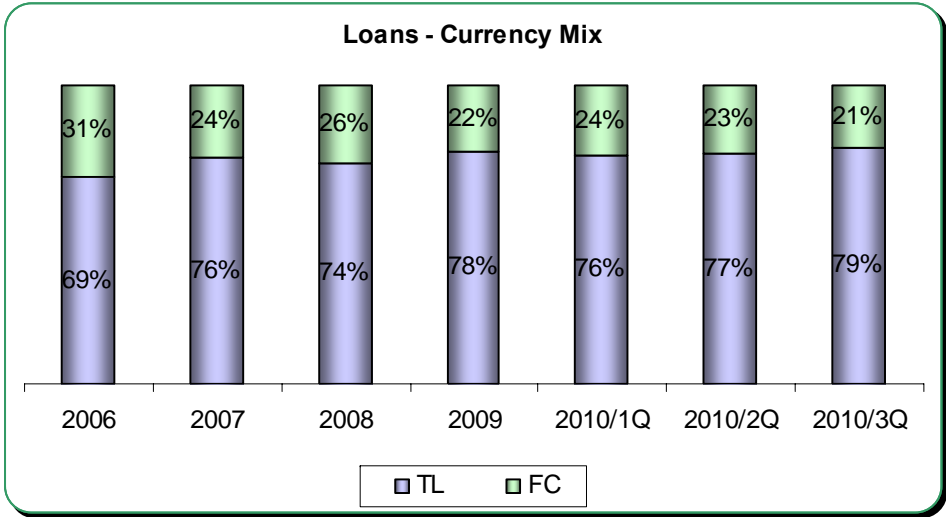
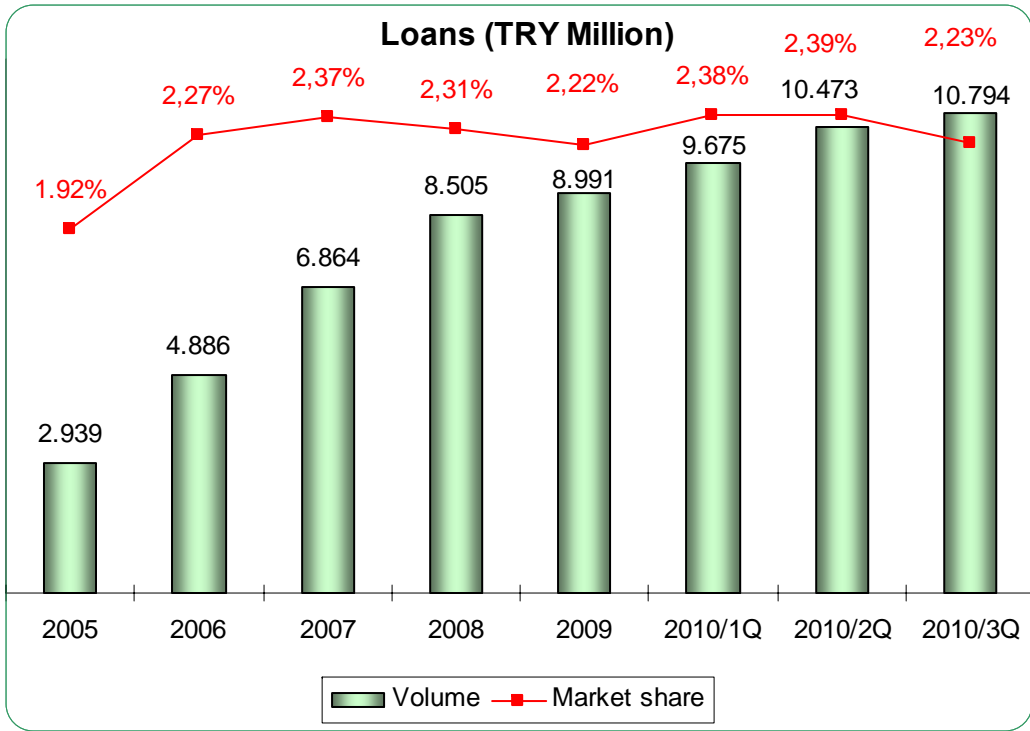
Source: TEB BRSA Bank-only and Consolidated Financials

# Breakdown of Fees and Commissions Income

**Q2 09**
**Q2 10**


(\*) Cash Loans are classified under Net Interest Income

# Structure of Loans

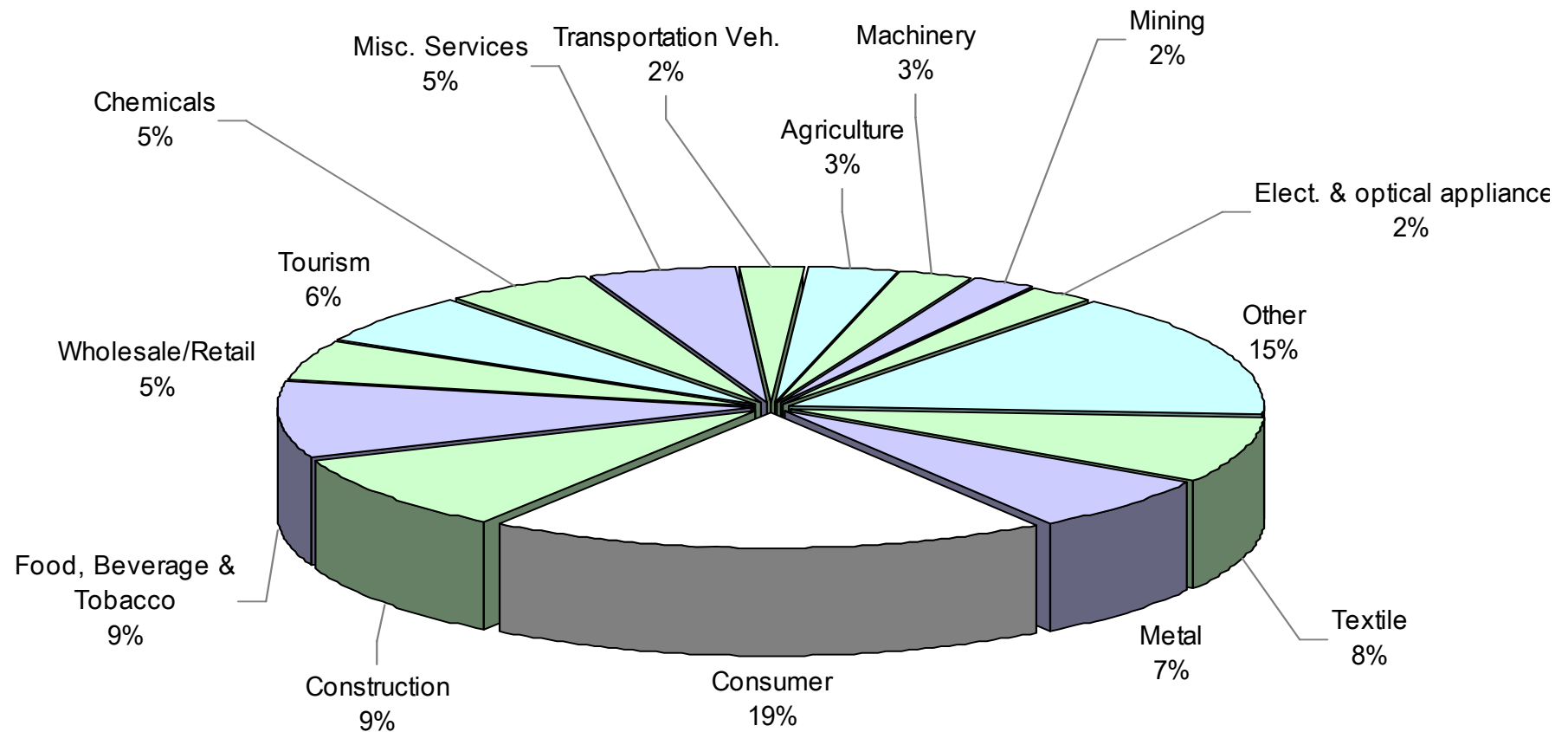


## Breakdown of Loans by LoB

Million TRY	2010/3Q		2009 YE		Δ Volume
Corporate	2.278,61	21,7%	2.187,70	25,3%	4,2%
Commercial	4.228,66	40,2%	3.464,19	40,0%	22,1%
Big Commercial	2.021,77	19,2%	1.777,61	20,5%	13,7%
Medium Comm.	2.206,89	21,0%	1.686,58	19,5%	30,9%
Small Business	1.614,72	15,3%	1.184,90	13,7%	36,3%
Retail	2.377,87	22,6%	1.806,16	20,8%	31,7%
Private	22,57	0,2%	21,02	0,2%	7,4%

# Bank-Only Loan Portfolio

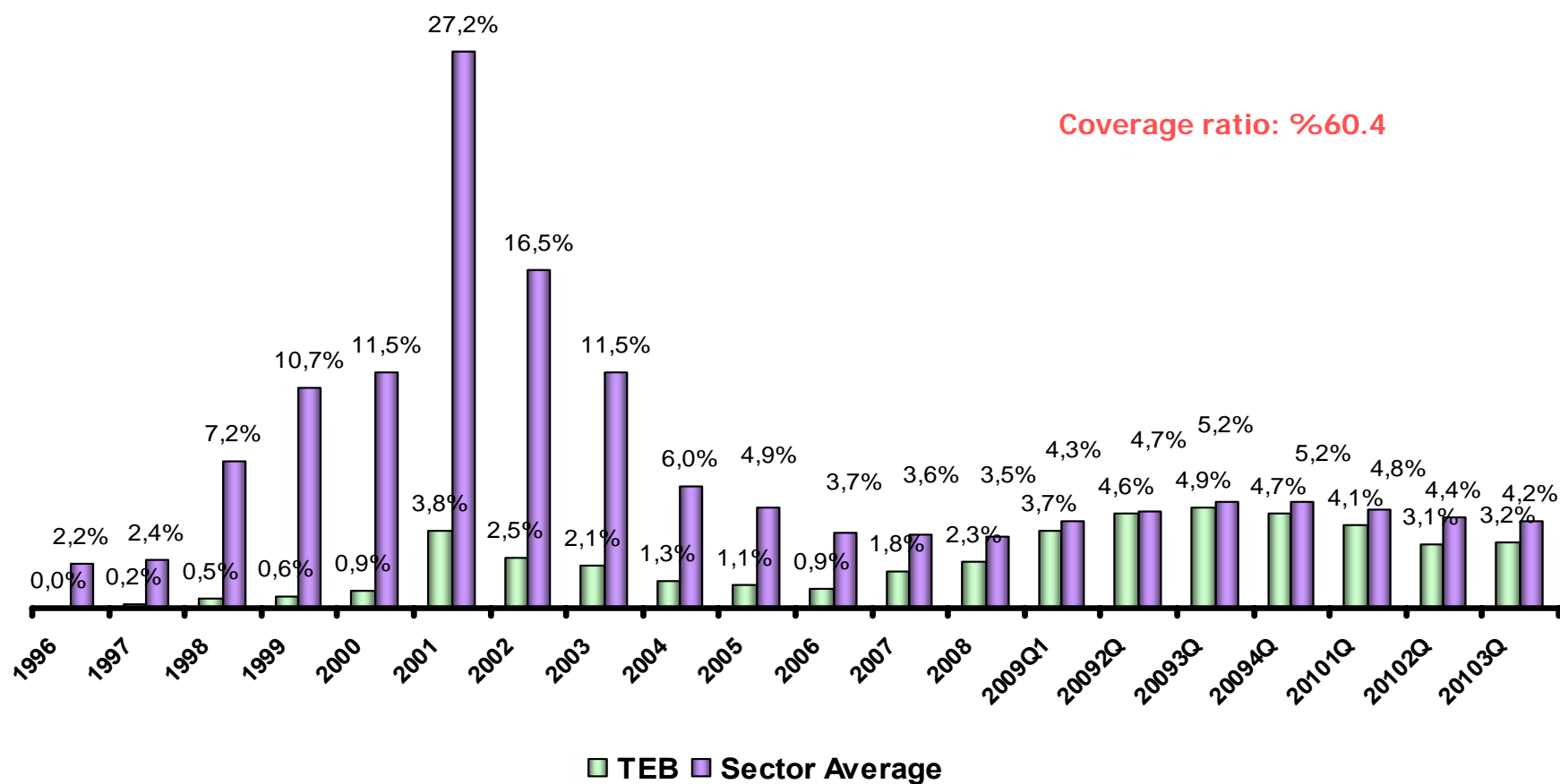
## Loan Portfolio by Industry 30.09.2010





# Non Performing Loans

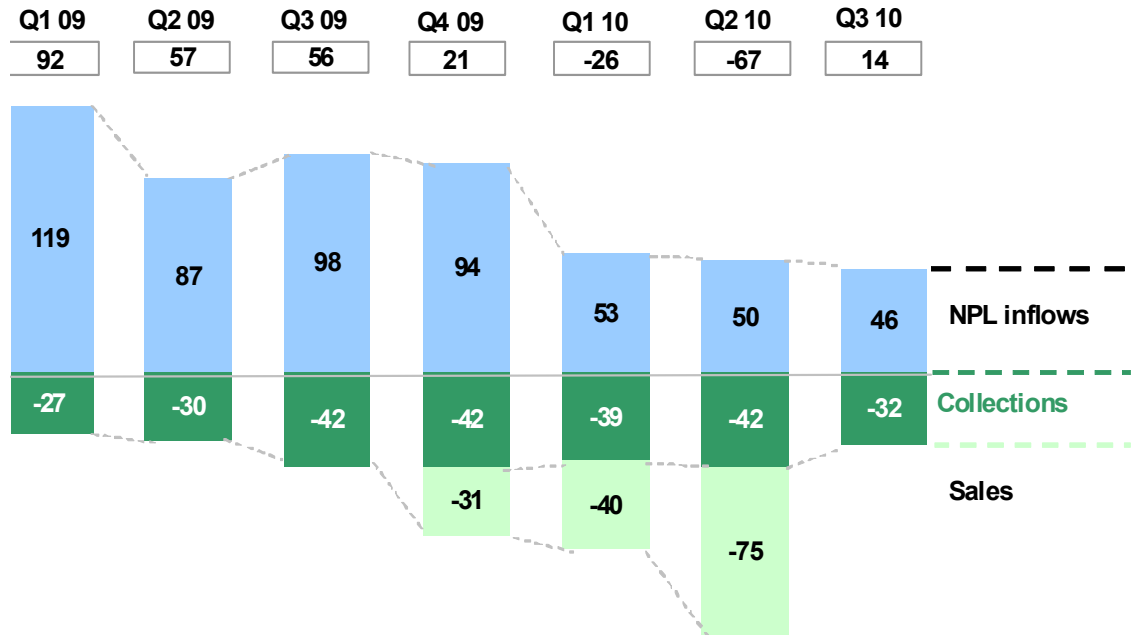
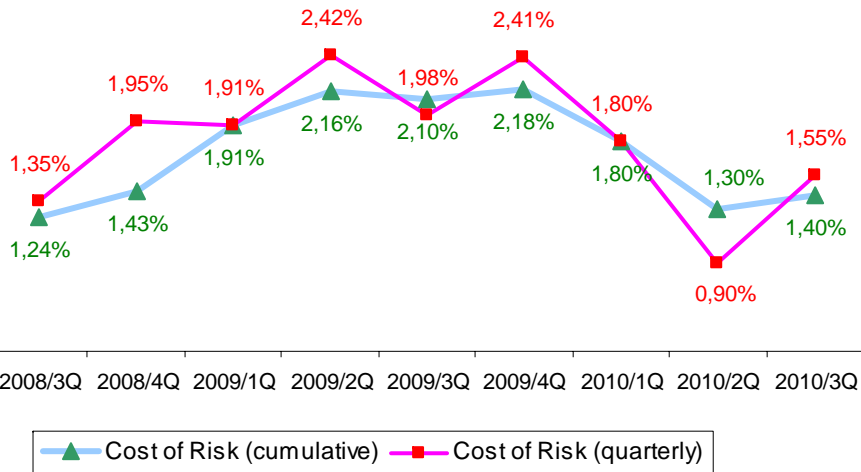
## Non-Performing Loans as a % of Total Loans



# Improvement in the Asset Quality

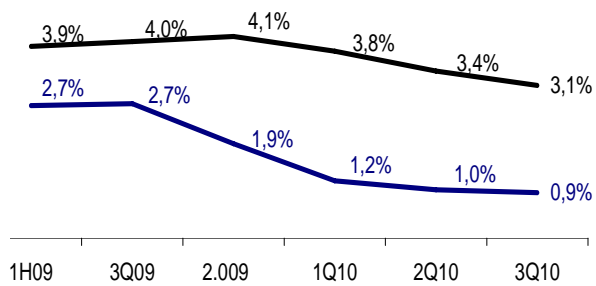
Cost of Risk : loan loss provisions/ average loans for the period (bank-only)

Net NPLs (Quarterly)  
TL Million

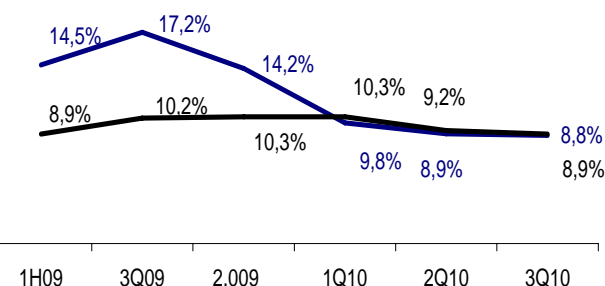


## NPL Categorisation

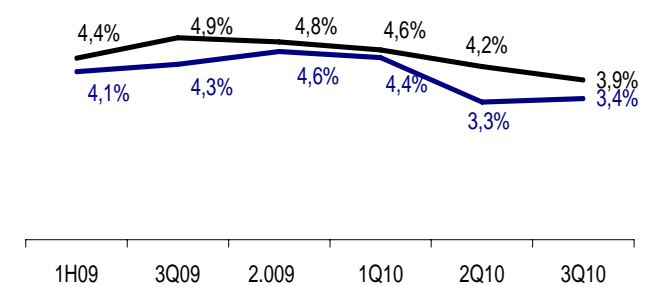
### Retail Banking



### Credit Cards



### Corporate & Commercial (including SME)



Source: BRSA statistics and TEB, BRSA Bank-Only Financials

— TEB — Sector

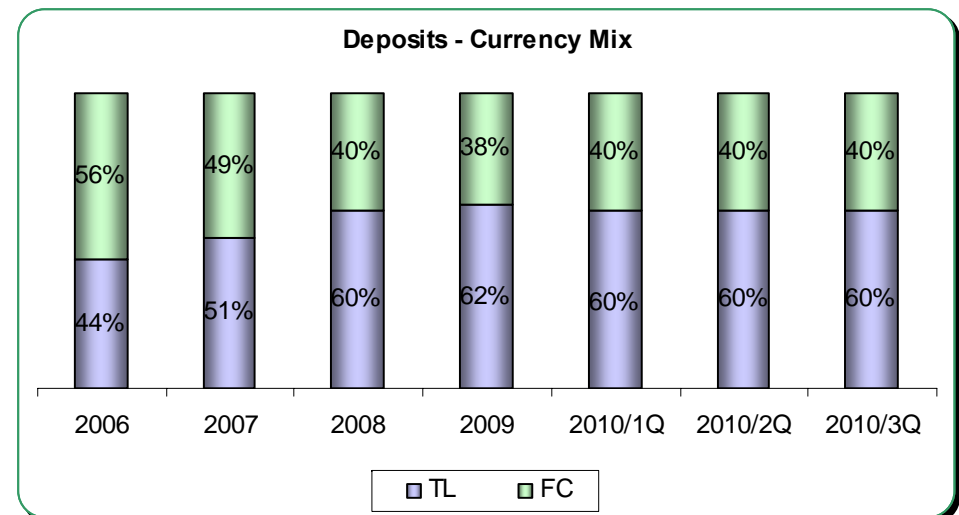
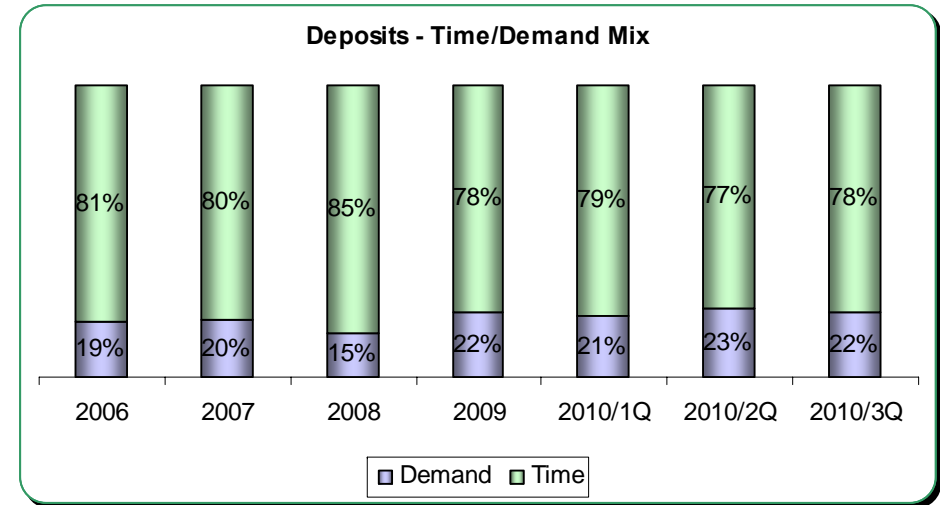
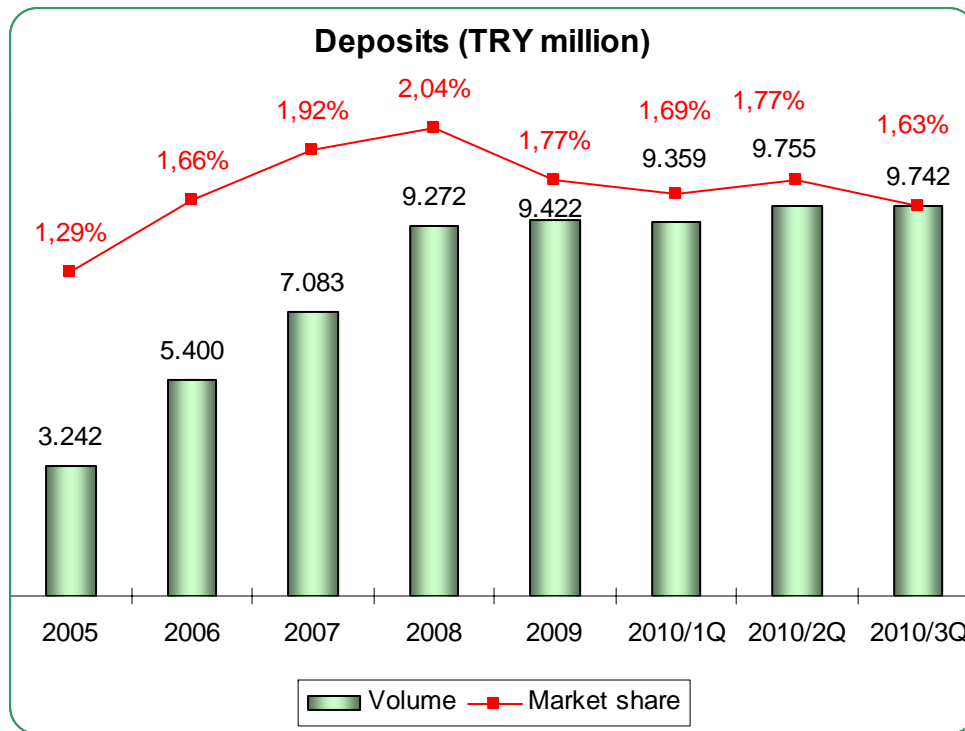
# Breakdown of Deposits by LoB



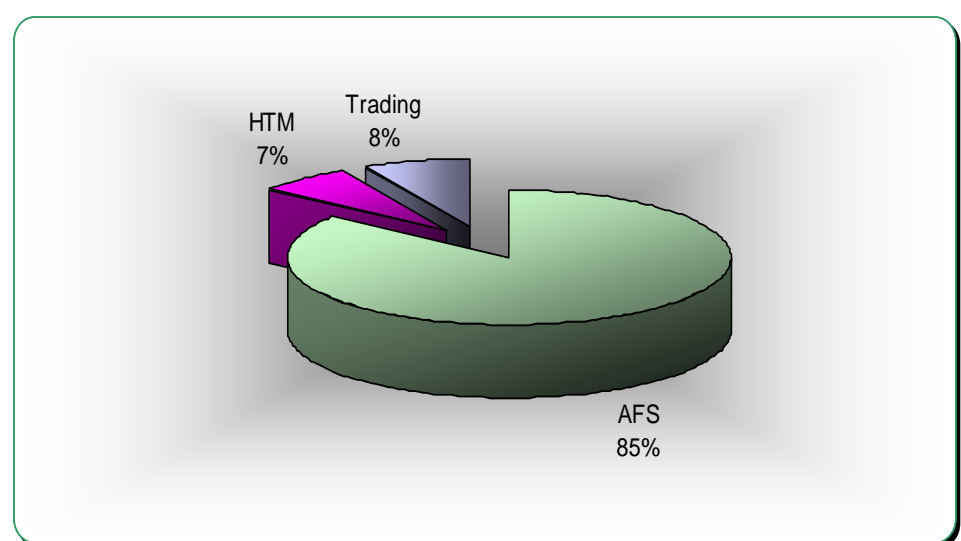
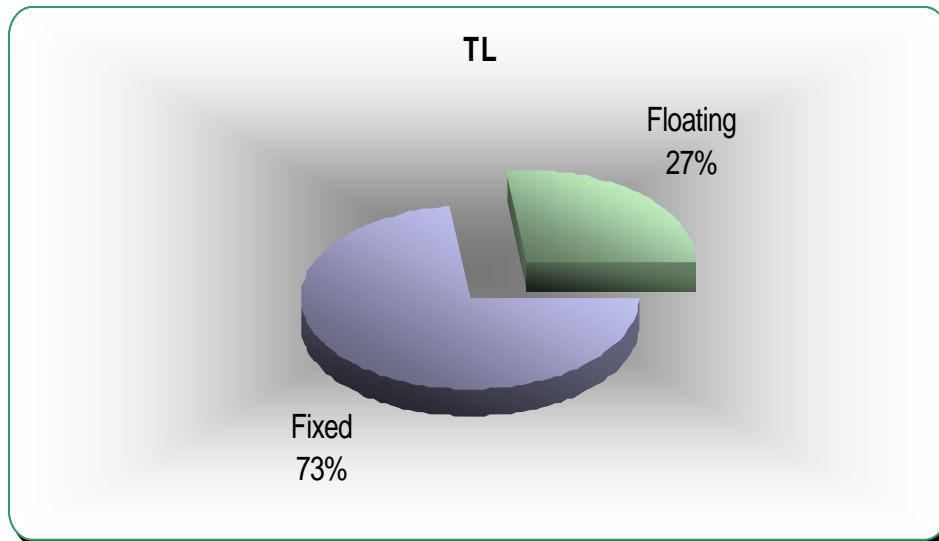
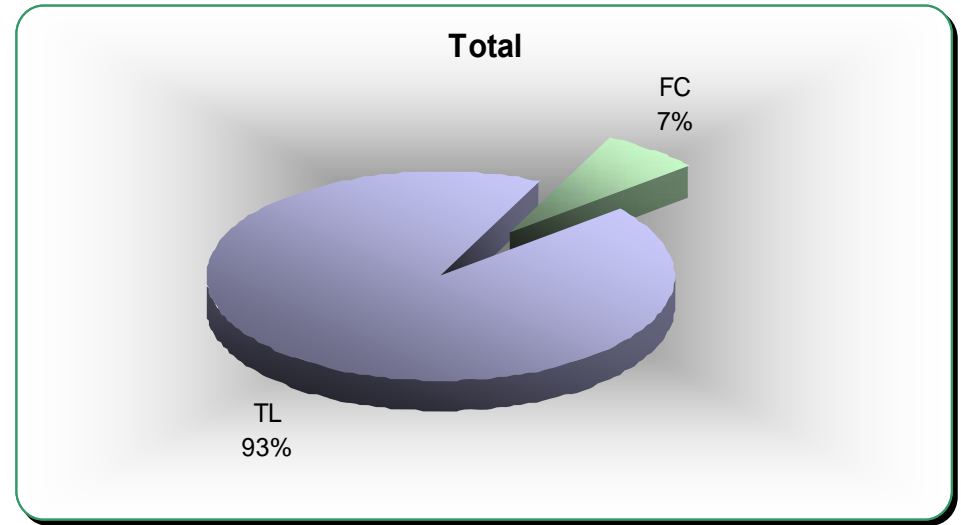
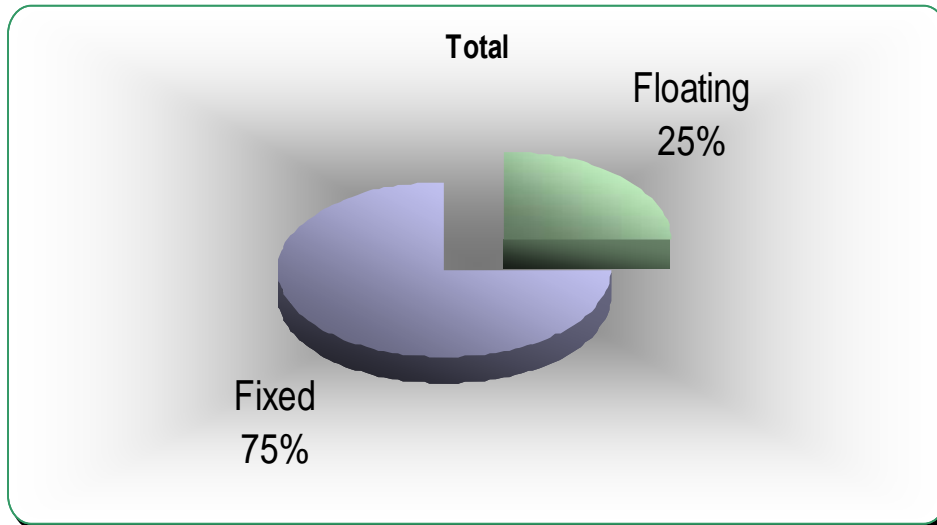
BNP PARIBAS JOINT VENTURE

Million TRY	2010/3Q		2009 YE		Δ Volume
Corporate	2.139,42	22,0%	1.925,16	20,5%	11,1%
Commercial	1.665,17	17,1%	1.575,75	16,8%	5,7%
Big Commercial	970,18	10,0%	876,99	9,3%	10,6%
Medium Comm.	694,99	7,2%	698,76	7,4%	-0,5%
Small Business	955,76	9,8%	821,16	8,7%	16,4%
Retail	3.485,01	35,9%	3.504,79	37,3%	-0,6%
Private	1.464,33	15,1%	1.567,87	16,7%	-6,6%

# Structure of Deposits



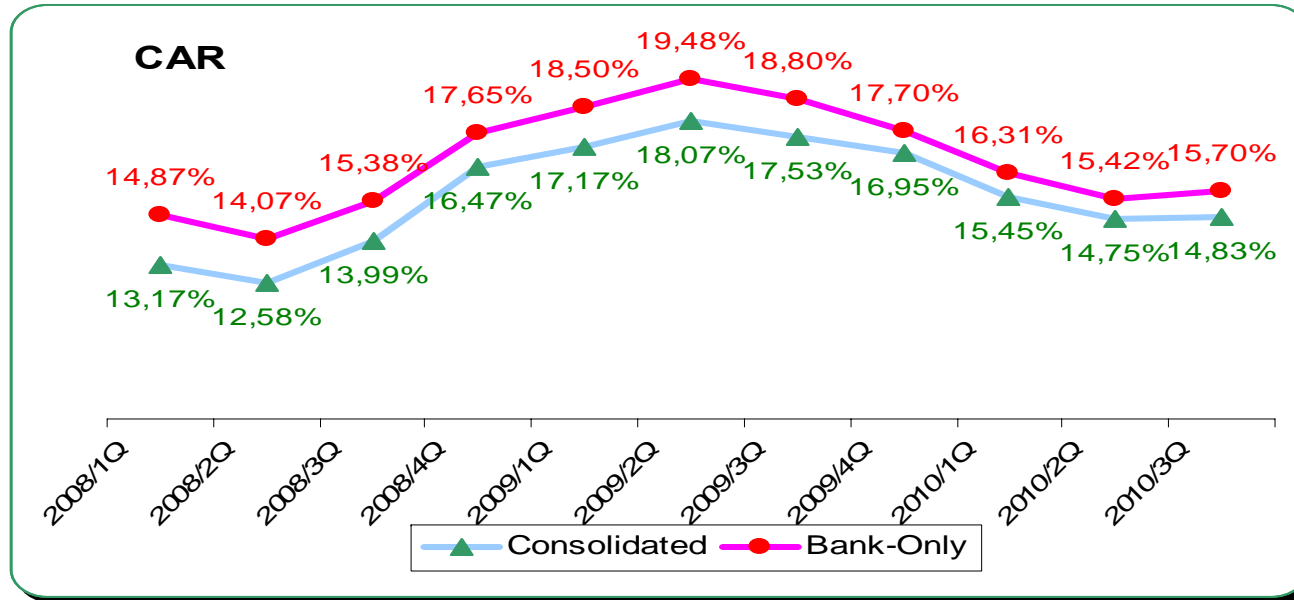
# Marketable Securities



# Capital Increases and CAR



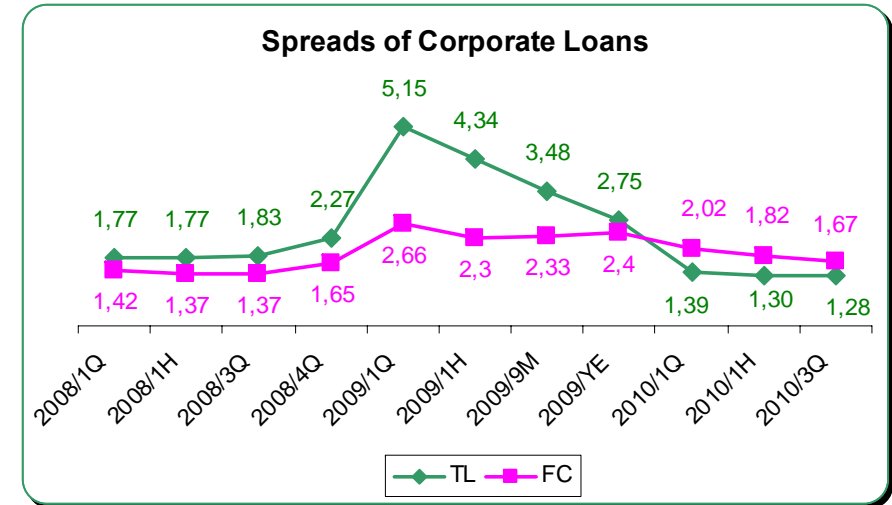
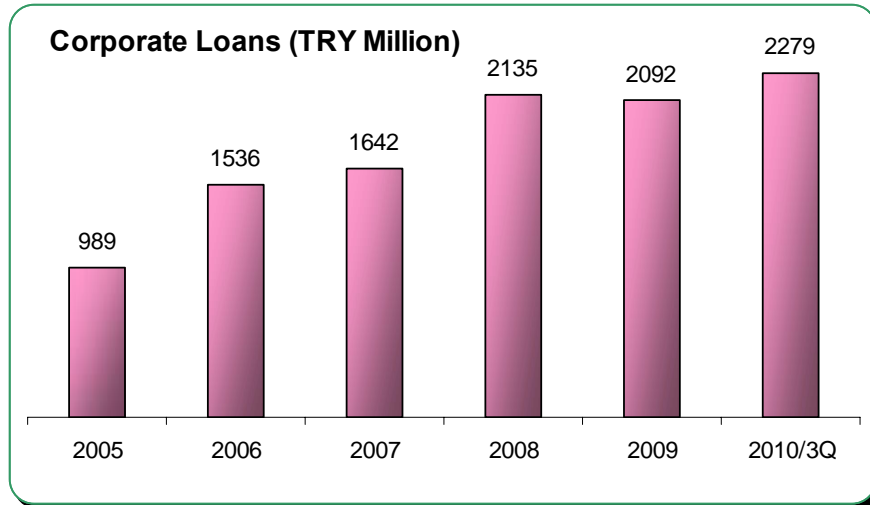
BNP PARIBAS JOINT VENTURE



Capital Increases  
(Thousand TL)

Year	2005	2006	06/2007	11/2007	2008	2009
Bonus Issue	-	-	23,500	445,000	-	-
%	-	-	30.71%	445%	-	-
Rights Issue	-	18,700	-	210,000	345,000	-
%	-	32.35%	-	210%	45.69%	-
Previous Paid-in Capital	57,800	57,800	76,500	100,000	755,000	1,100,00.00
Current Paid-in Capital	57,800	76,500	100,000	755,000	1,100,00.00	1,100,00.00

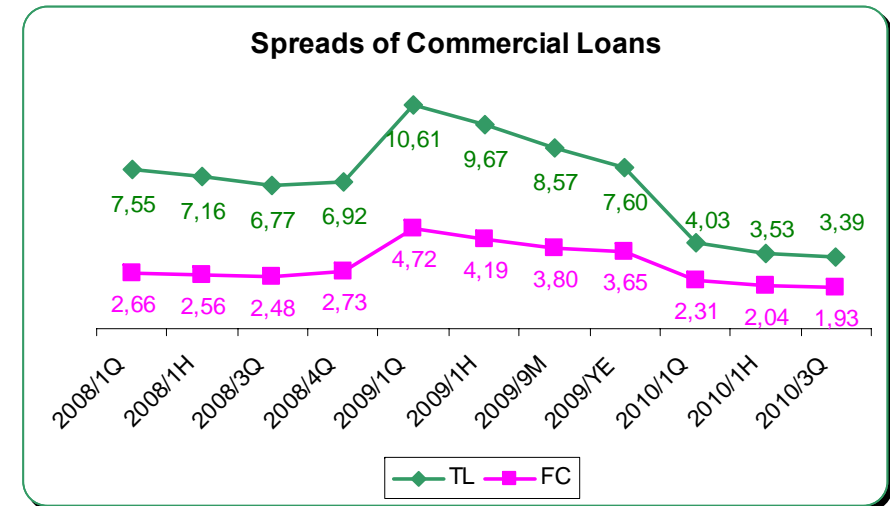
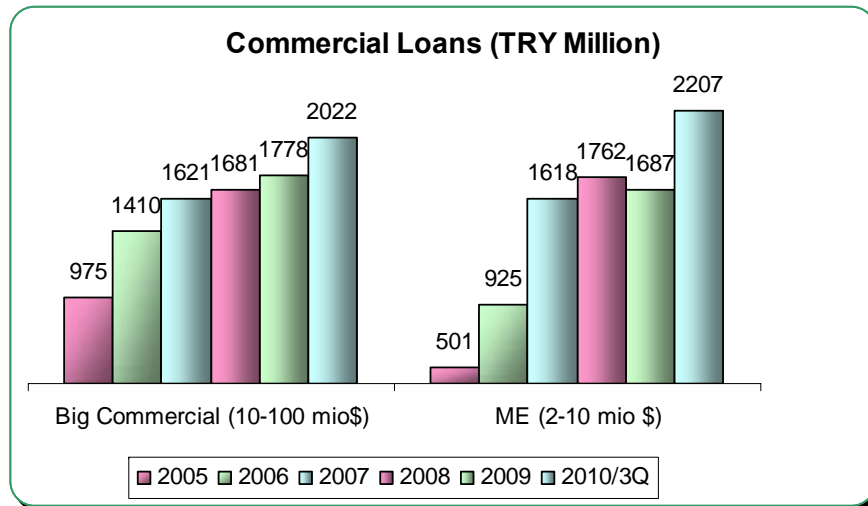
# Business Lines- Corporate Banking



- Contribution to results (as of 2010 3Q):
  - 21.7 % of loans
  - 22.0 % of deposits
  - 12.6 % of customer contribution

- Cross-sell ratio : 5.62x
- NPL ratio : 1.08 %

# Business Lines- Commercial Banking

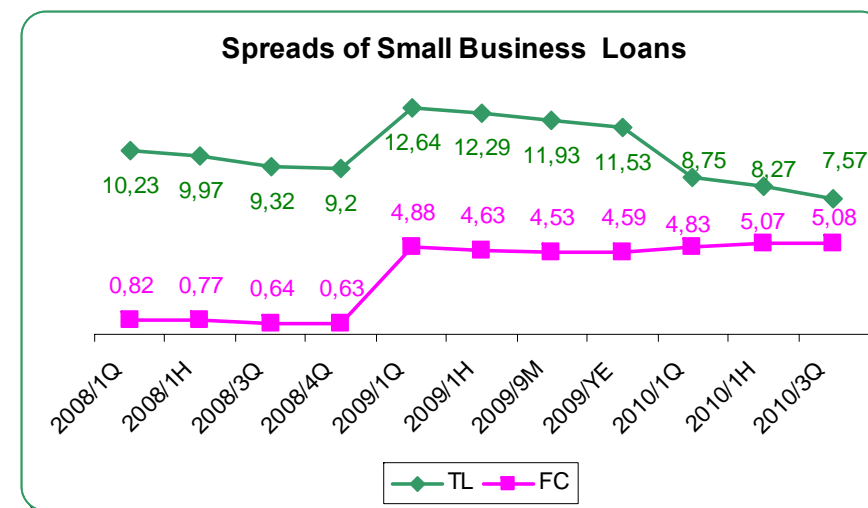
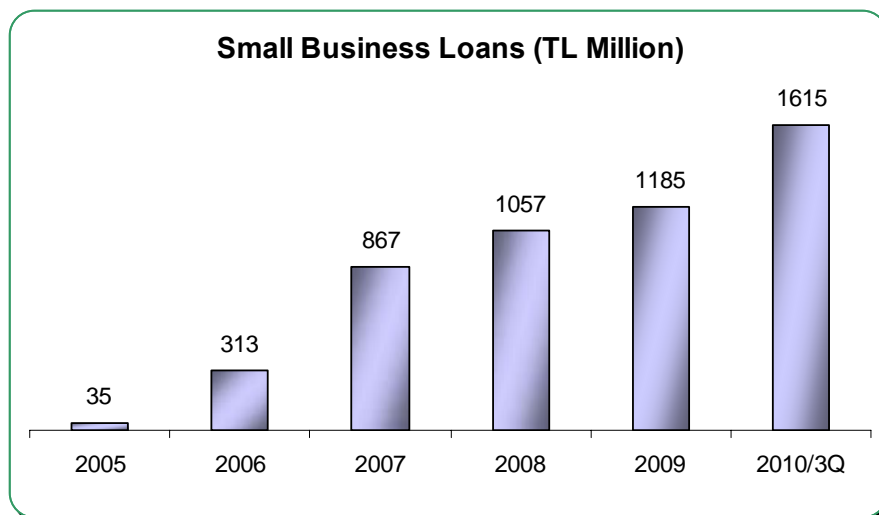


- Contribution to results (as of 2010 3Q) :
  - 40.2 % of loans
  - 17.1 % of deposits
  - 37.0 % of customer contribution (14.2% + 22.8%)

- Cross-sell ratio : 6.28x and 6.30x
- NPL ratio : 4.13 % and 4.09%



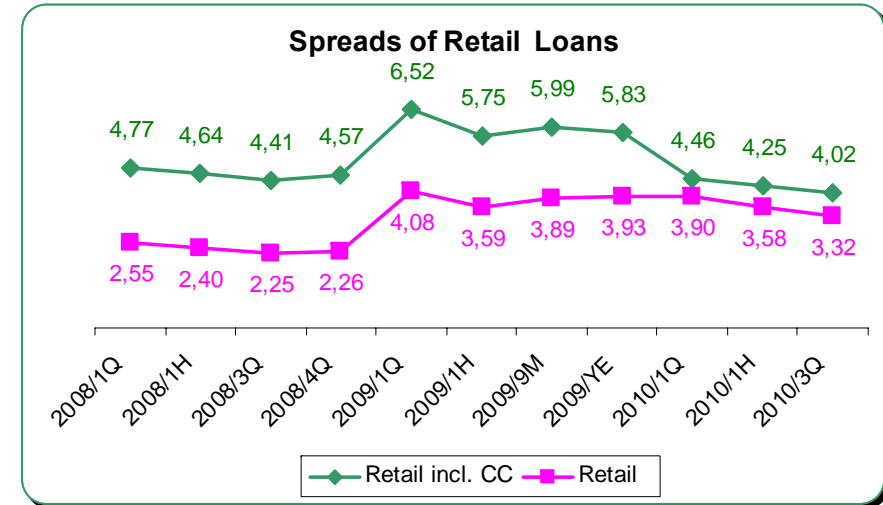
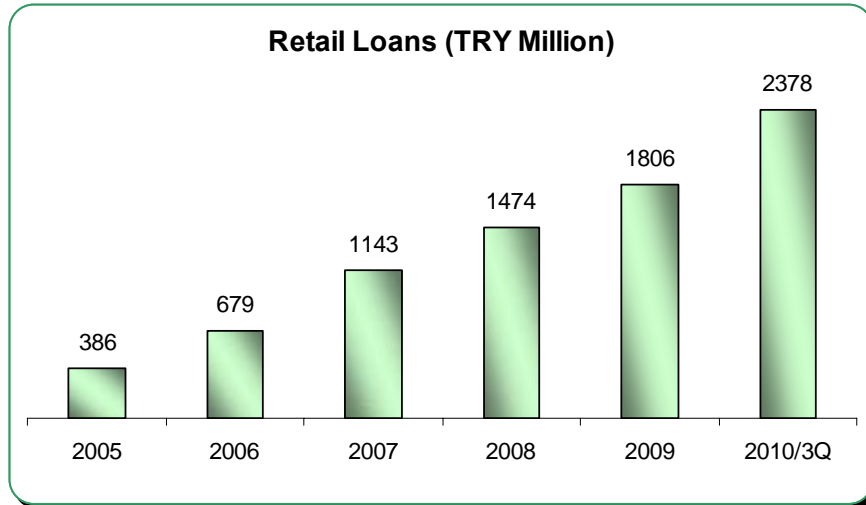
# Business Lines- Small Business



- Contribution to results (as of 2010 3Q):
  - 15.3 % of loans
  - 9.8 % of deposits
  - 27.3% of customer contribution

- Cross-sell ratio : 3.84x
- NPL ratio : 4.44 %

# Business Lines- Retail Banking

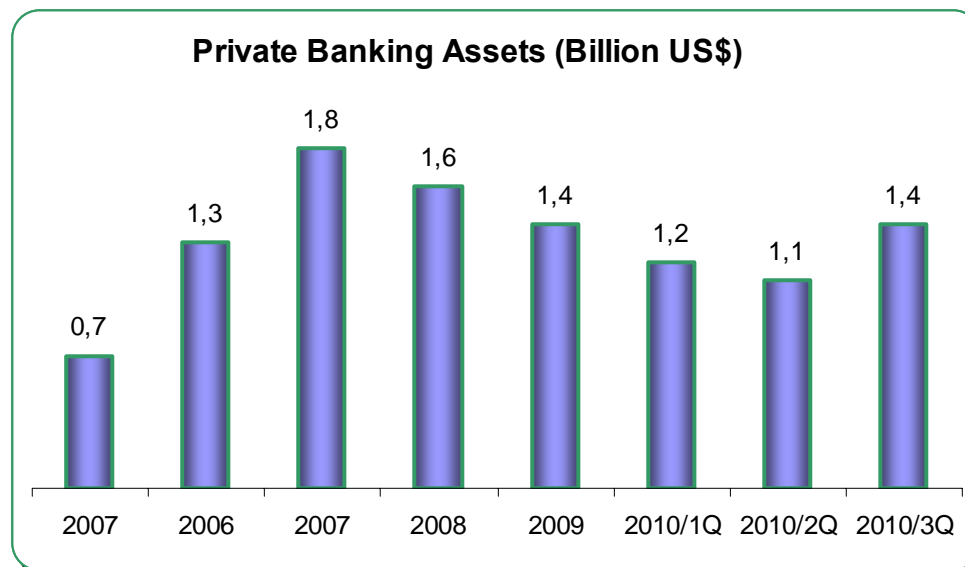


- Contribution to results (as of 2010 3Q):
  - 22.6 % of loans
  - 35.9 % of deposits
  - 21.1 % of customer contribution

CC: Credit card loans

FC loans are negligible in amount

- Cross-sell ratio : 3.84x
- NPL ratio : 1.15 % (excl. CC)
  - CC: 8,98%



- Contribution to results (as of 20103Q):
  - 0.2 % of loans
  - 15.1 % of deposits
  - 2.0 % of customer contribution
  - Cross-sell ratio : 4.24x
  - NPL ratio : -

## Contact Details

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