



Türk Ekonomi Bankası A.Ş.

Earnings Presentation

December 31, 2010

TEB Consolidated Balance Sheet



BNP PARIBAS JOINT VENTURE

Consolidated Balance Sheet

<i>TRY Million</i>	<i>Share</i>	Audited 31.12.2010	Audited 31.12.2009	<i>Change</i>		<i>Share</i>	Audited 31.12.2010	Audited 31.12.2009	<i>Change</i>
Assets					Liabilities				
Cash & banks	14%	3.050	2.940	3,7%	Deposits	62%	13.164	10.363	27,0%
M.sec + repos	18%	3.863	2.718	42,1%	Repos	0%	87	1.072	-91,9%
Loans + Trade rec.	64%	13.482	10.647	26,6%	Funds Borrowed	21%	4.402	2.461	78,9%
Other Assets	3%	647	573	12,9%	Other Liab.	5%	1.095	826	32,6%
Non- IE Assets	1%	131	160	-18,1%	Total Liabilities	89%	18.748	14.722	27,3%
Total Assets	100%	21.173	17.038	24,3%	Subordinated Loans	2%	472	483	-2,3%
					<i>Sh. Equity</i>				
					Capital & Res.	8%	1.681	1.565	7,4%
					Income	1%	272	268	<i>n.m.</i>
					Total Sh. Equity	9%	1.953	1.833	6,5%
					Total Liab + Equity	100%	21.173	17.038	24,3%

TEB Consolidated Income Statement



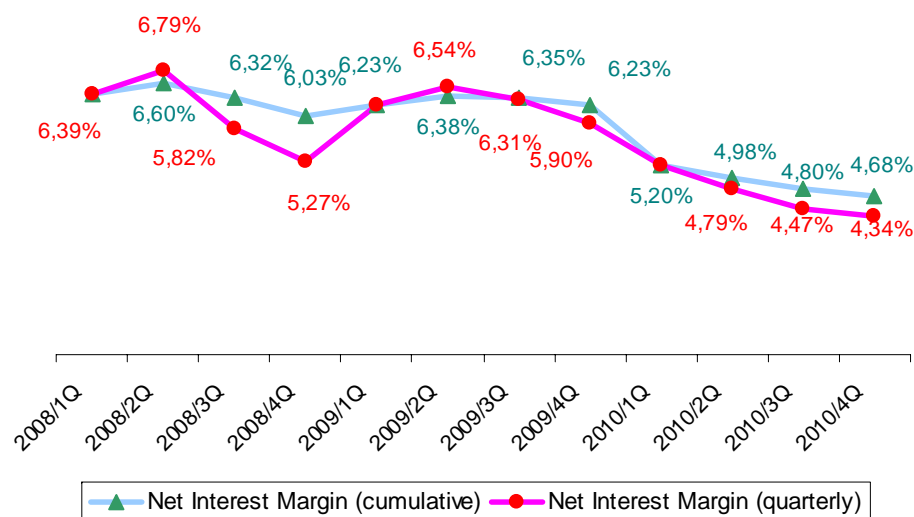
BNP PARIBAS JOINT VENTURE

Consolidated Income Statement

<i>TL Million</i>	Audited 31.12.2010	Audited 31.12.2009	Change
Net Interest Income	825,5	862,1	-4%
Marketable Securities Revaluation Differences	-15,1	-6,1	
Adjusted Net Interest Income	810,5	856,0	-5%
FX Gains / (Losses)	164,5	185,2	-11%
Derivatives Trading	-203,3	-201,1	1%
Securities Trading Income	31,7	62,7	-49%
Net Fees & Commissions Income	464,0	282,4	64%
Other Operating Income	45,1	30,7	47%
Net Banking Income	1.312,4	1.215,9	8%
Loan Loss Provisions	-156,3	-177,6	-12%
Net Operating Income	1.156,0	1038,3	11%
Income from discontinued operations	18,2	0,0	
TEB Leasing profit/loss	9,0	3,9	
Operating Expenses	-837,4	-751,7	11%
Provision for Taxes on Income	-73,4	-22,5	226%
Net Income / (Loss)	272,5	268,0	2%

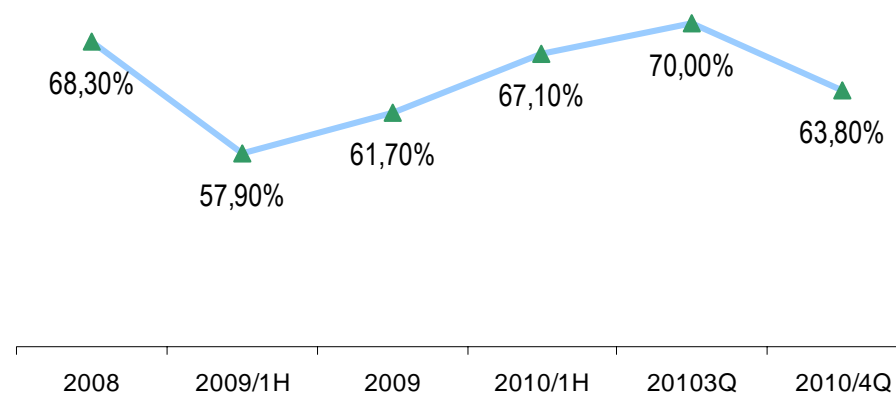
Evolution of NIM and Cost/Income Ratio

Net Interest Margin



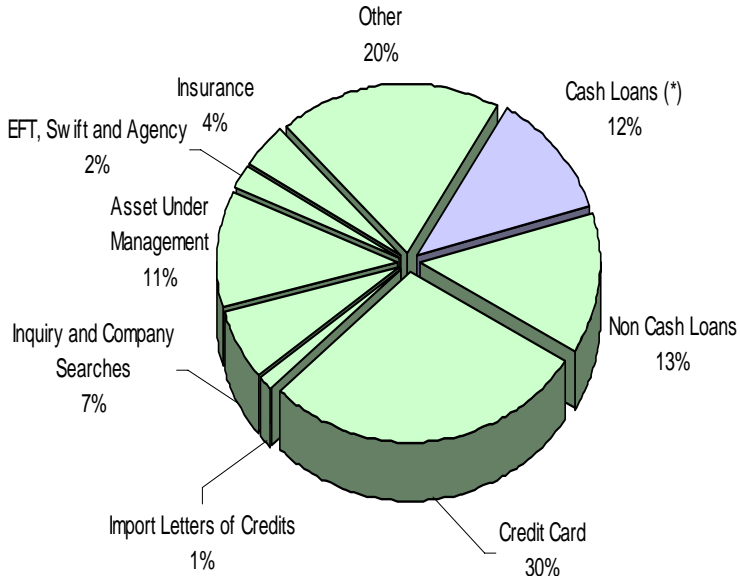
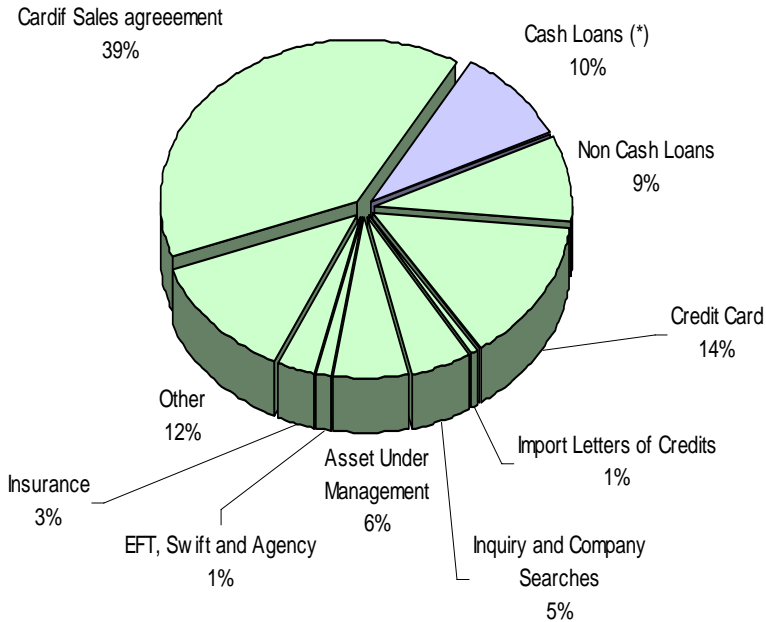
Net Interest Margin: (Net interest income+Net FX gains/losses+Derivative Gains)/ (Avg. Liquid Assets+Marketable Securities+Credits) (Bank-only)

Cost/Income Ratio



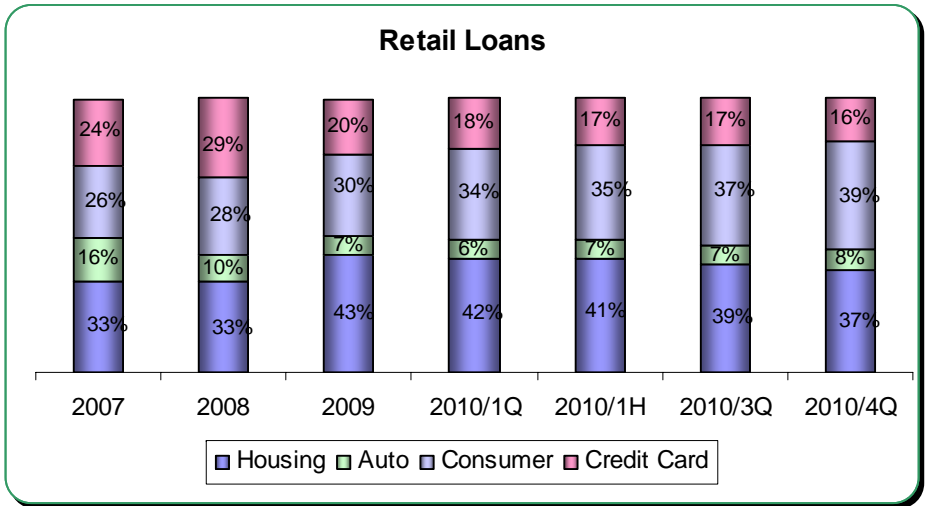
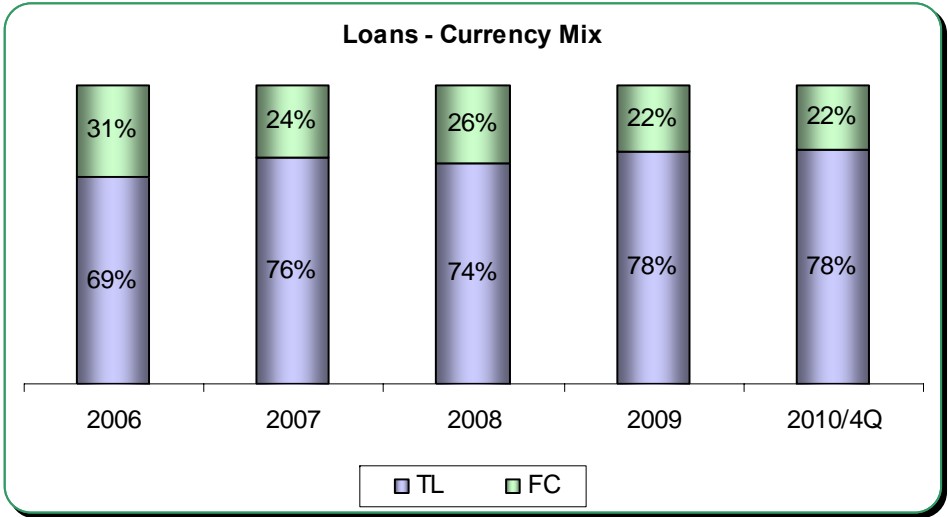
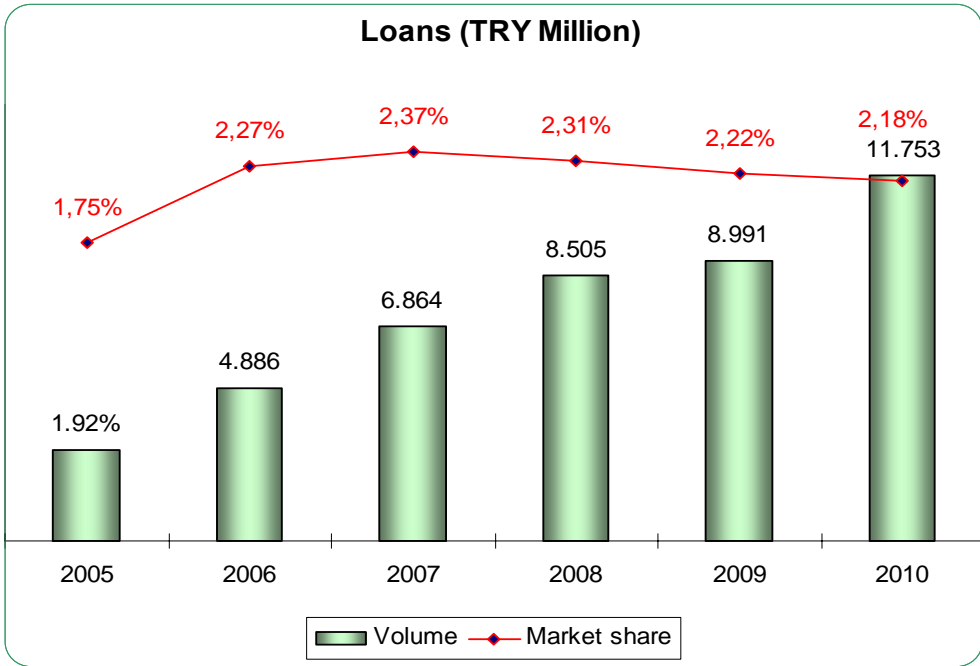
Cost/Income : Operating Expenses / Net Banking Income (Cumulative & consolidated)

Breakdown of Fees and Commissions Income

Q4 09

Q4 10


(*) Cash Loans are classified under Net Interest Income

Structure of Loans

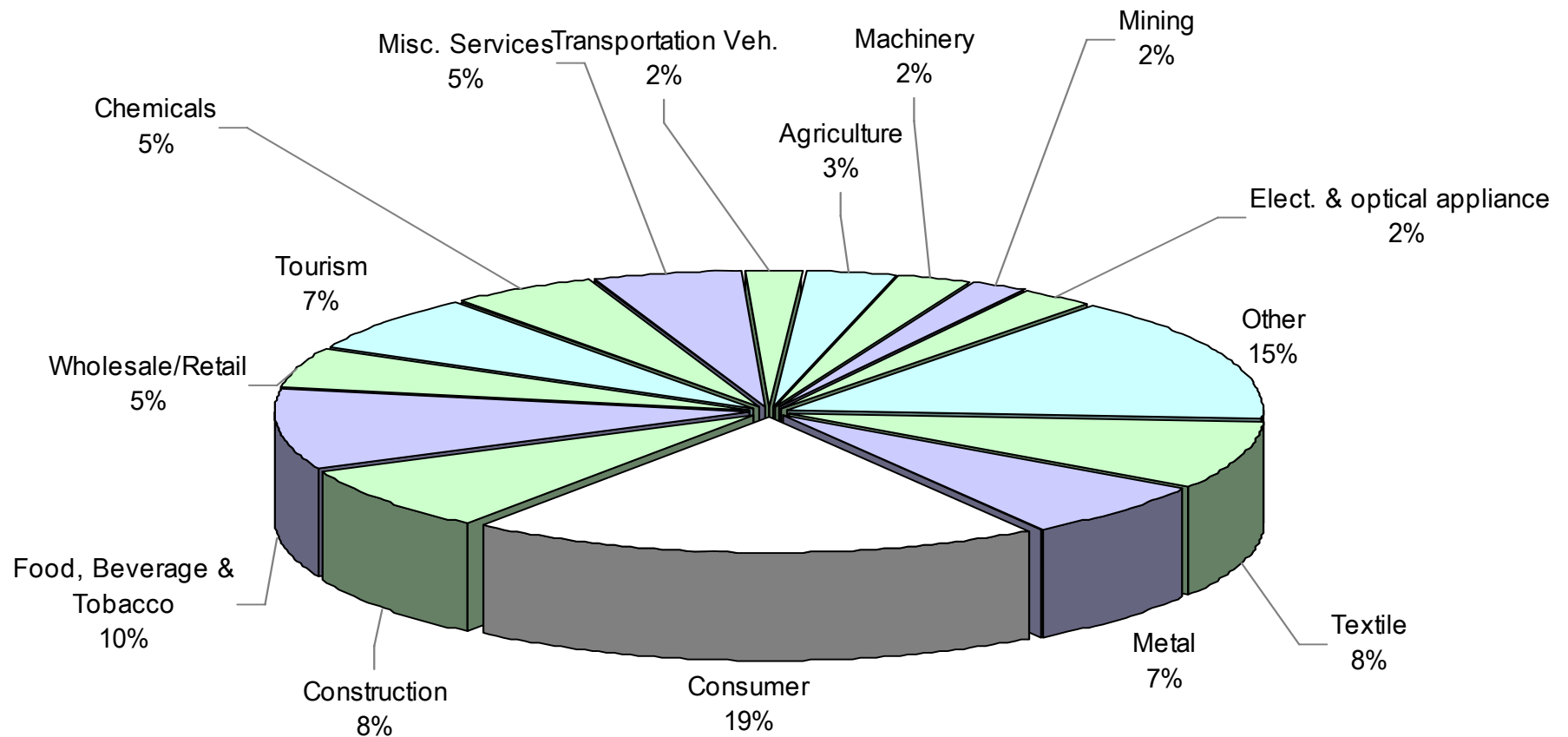


Breakdown of Loans by LoB

Million TRY	2010/4Q		2009 YE		Δ Volume
Corporate	2.629,52	22,8%	2.187,70	25,3%	20,2%
Commercial	4.457,54	38,7%	3.464,19	40,0%	28,7%
Big Commercial	2.113,07	18,4%	1.777,61	20,5%	18,9%
Medium Comm.	2.344,47	20,4%	1.686,58	19,5%	39,0%
Small Business	1.804,36	15,7%	1.184,90	13,7%	52,3%
Retail	2.568,23	22,3%	1.806,16	20,8%	42,2%
Private	52,73	0,5%	21,02	0,2%	150,9%

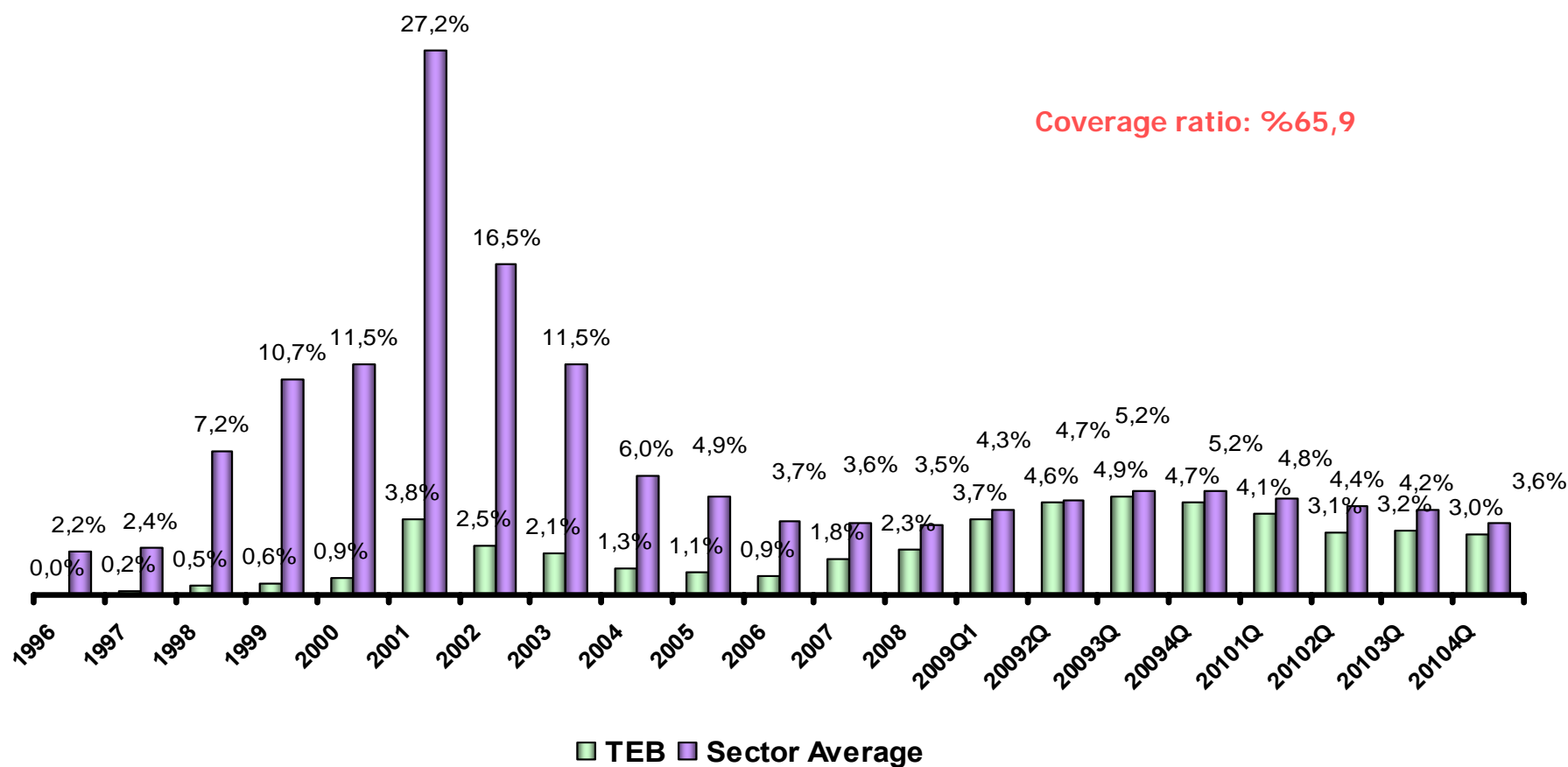
Bank-Only Loan Portfolio

Loan Portfolio by Industry 31.12.2010



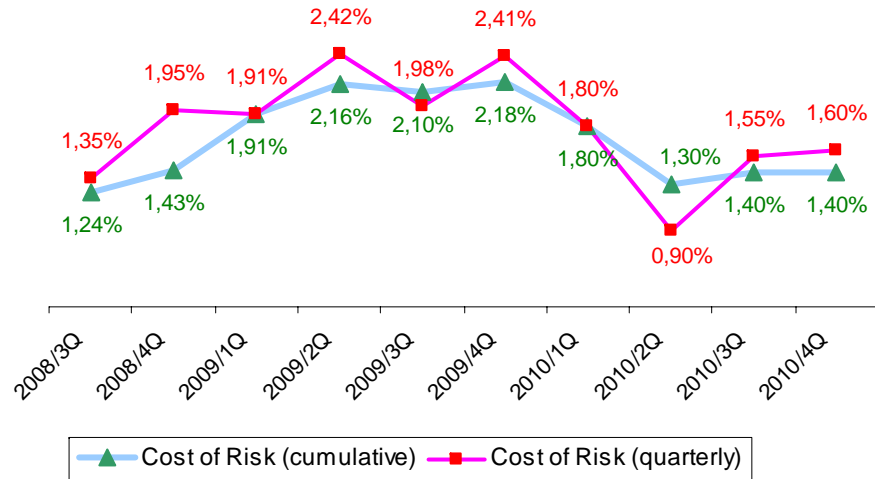
Non Performing Loans

Non-Performing Loans as a % of Total Loans

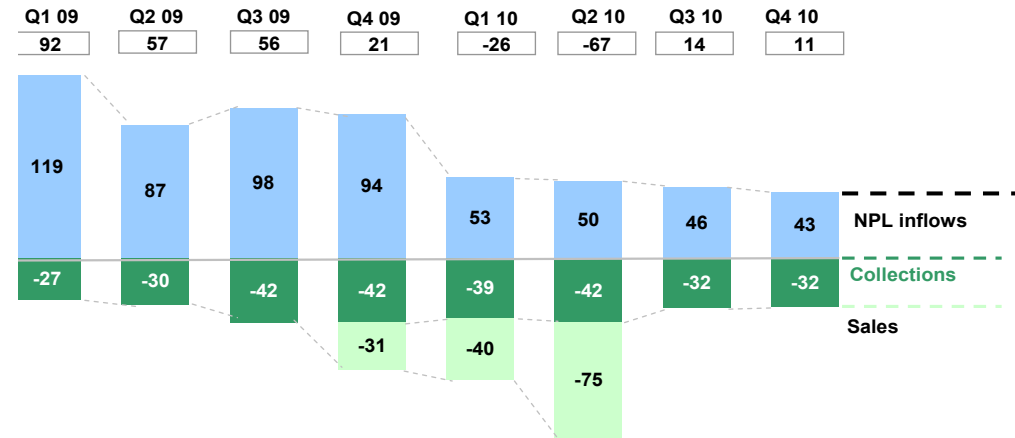


Improvement in the Asset Quality

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

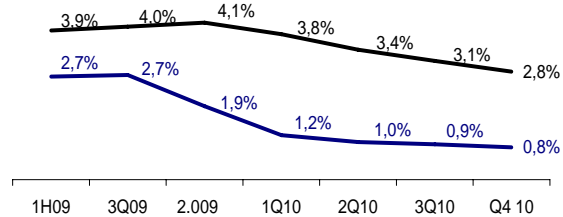


Net NPLs (Quarterly)
TL Million

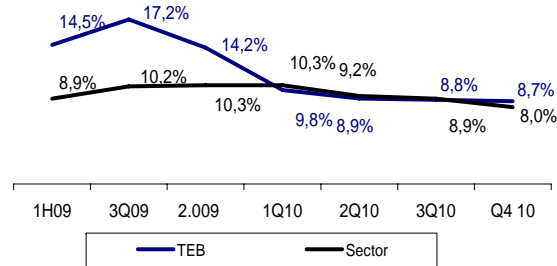


NPL Categorisation

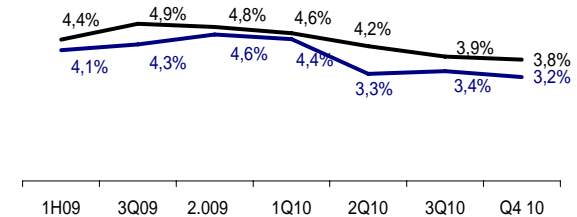
Retail Banking



Credit Cards



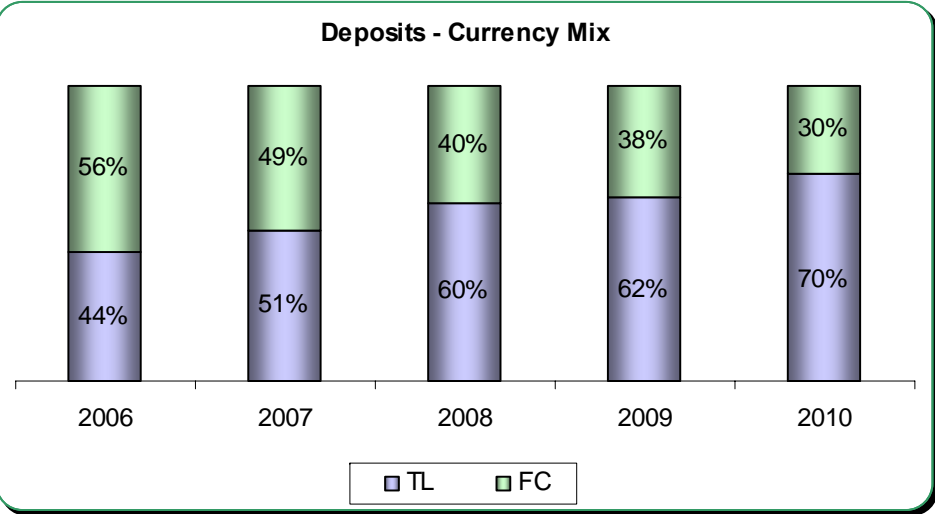
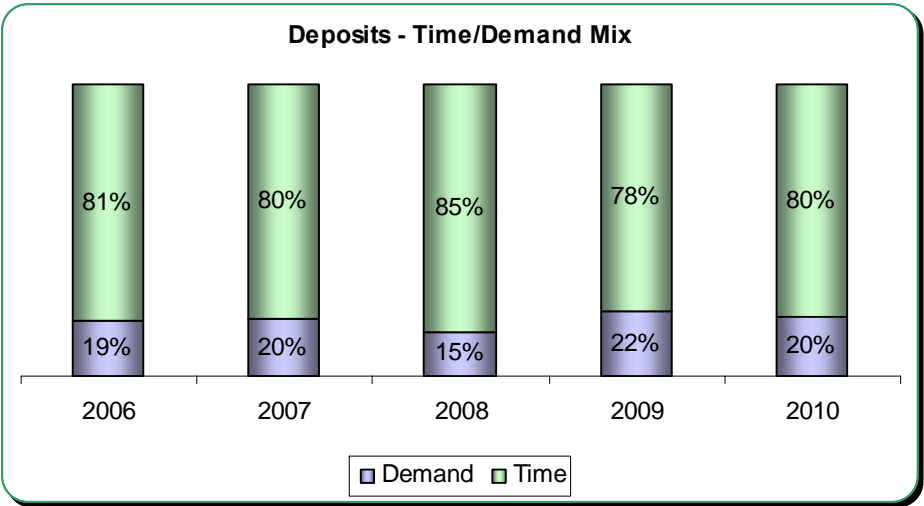
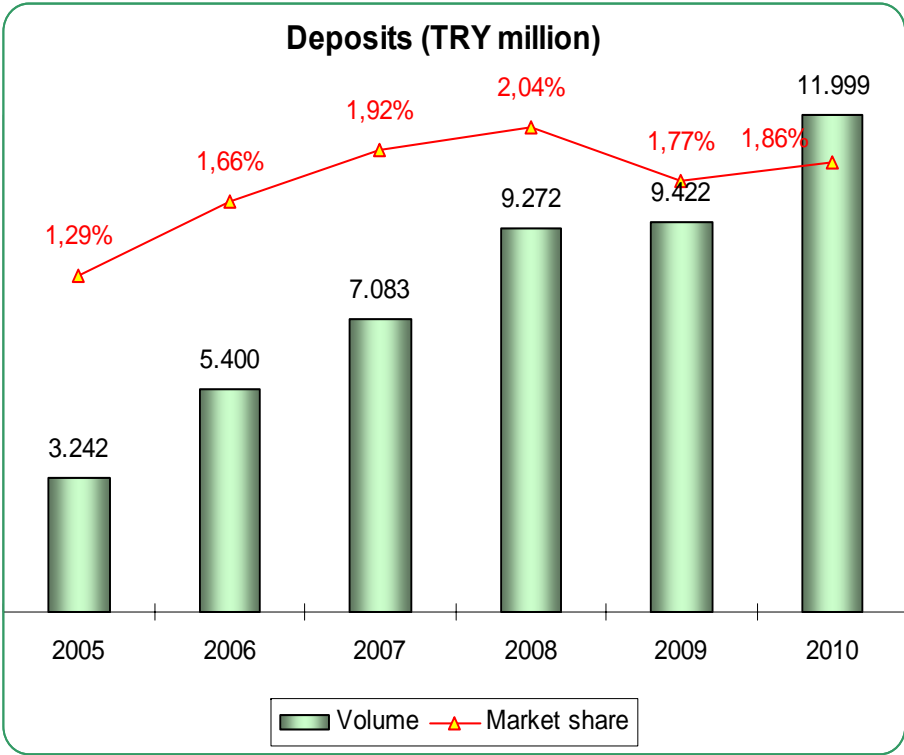
Corporate & Commercial (including SME)



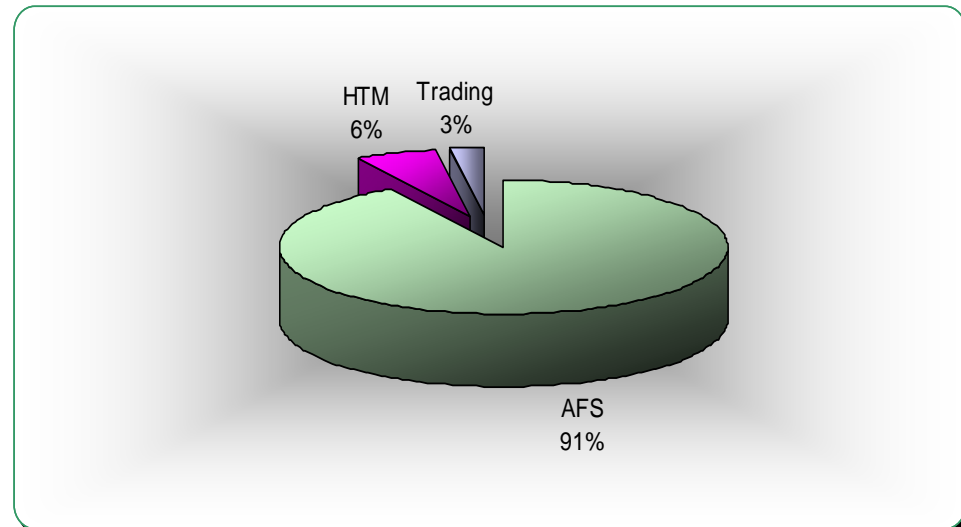
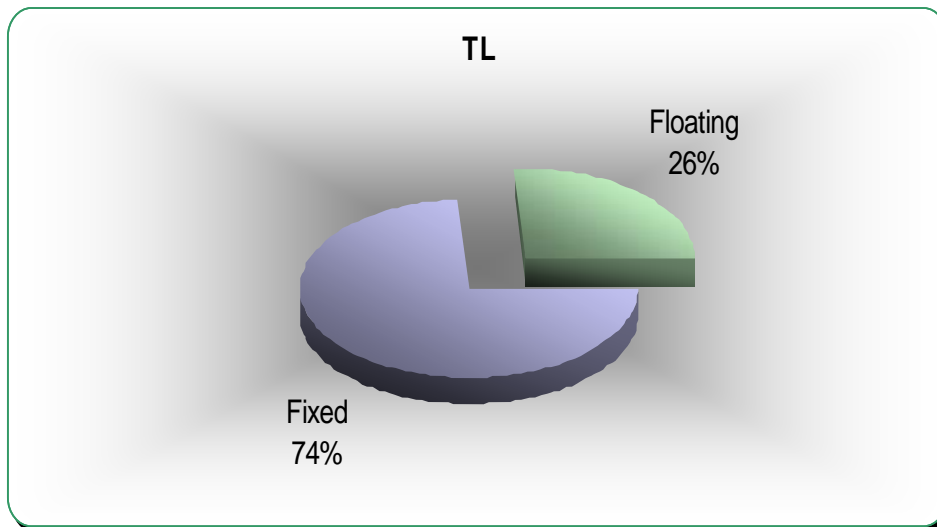
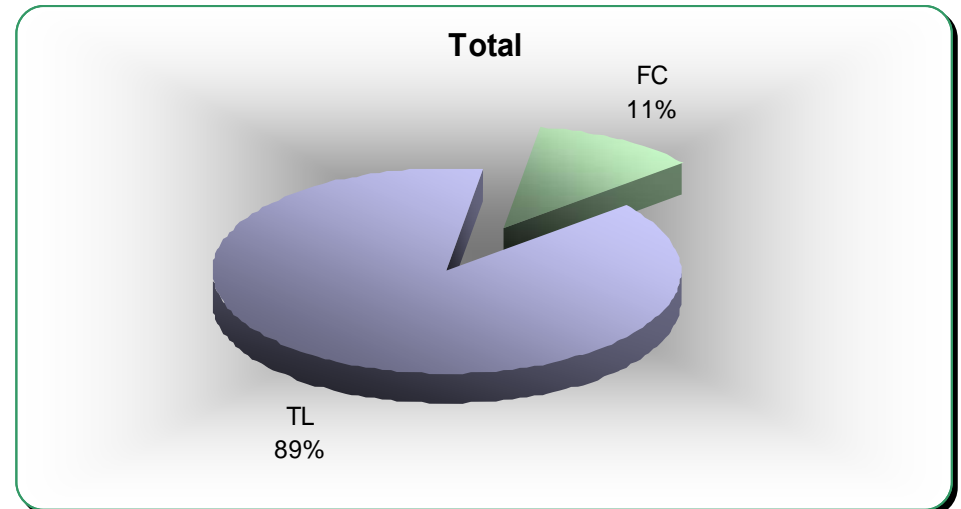
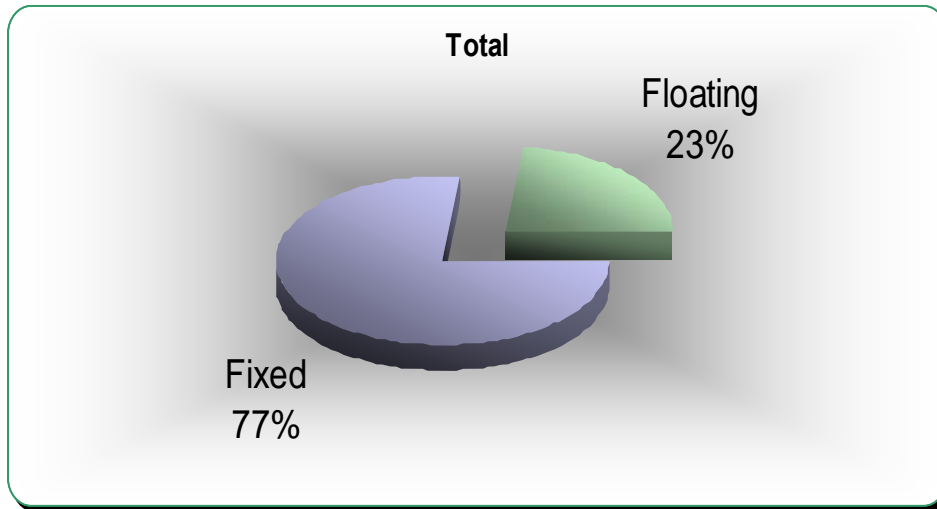
Breakdown of Deposits by LoB

Million TRY	2010/4Q		2009 YE		Δ Volume
Corporate	3.632,43	30,4%	1.925,16	20,5%	88,7%
Commercial	2.216,27	18,5%	1.575,75	16,8%	40,6%
Big Commercial	1.330,26	11,1%	876,99	9,3%	51,7%
Medium Comm.	886,01	7,4%	698,76	7,4%	26,8%
Small Business	1.019,08	8,5%	821,16	8,7%	24,1%
Retail	3.619,09	30,3%	3.504,79	37,3%	3,3%
Private	1.473,47	12,3%	1.567,87	16,7%	-6,0%

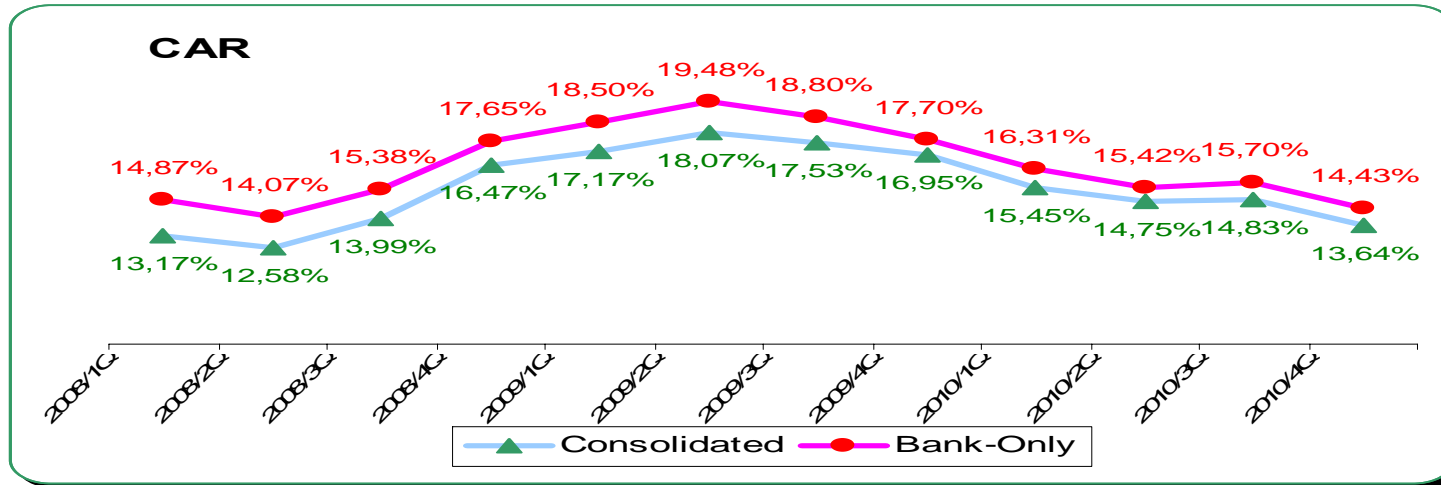
Structure of Deposits



Marketable Securities



Capital Increases and CAR



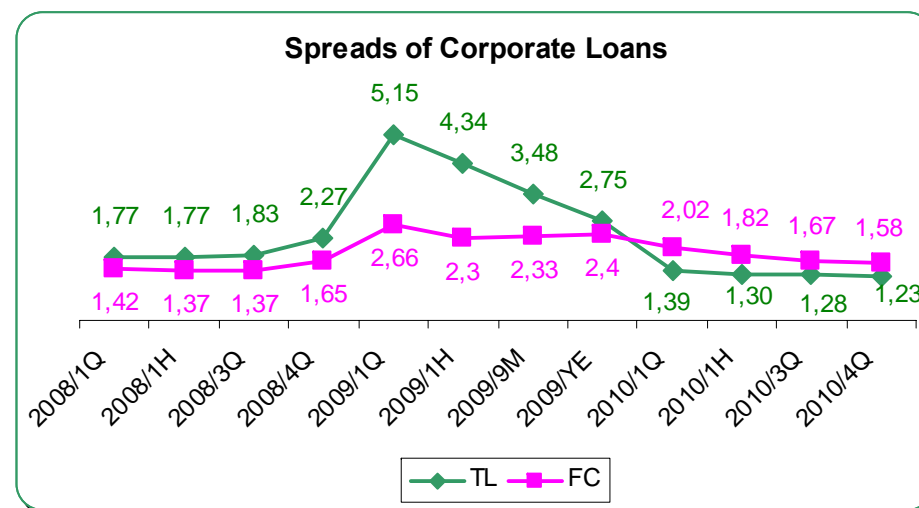
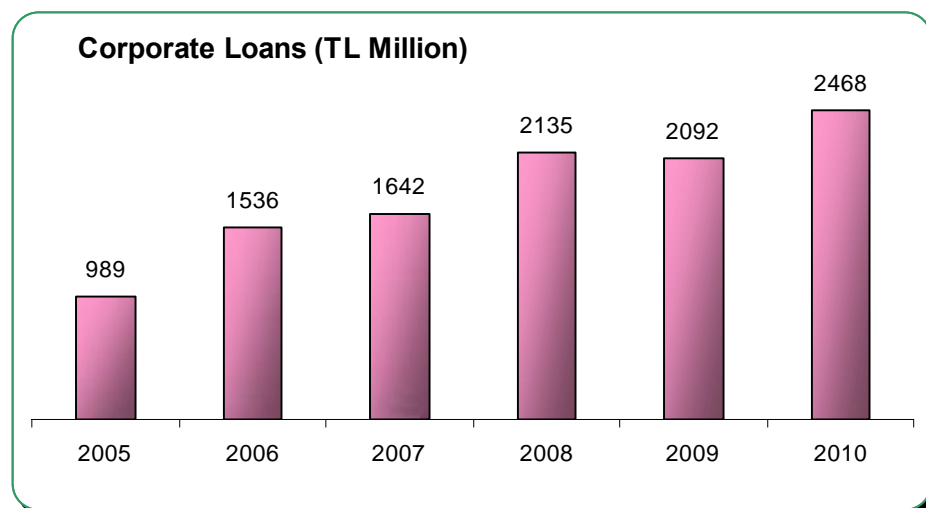
Capital Increases and Dividend Payments (Thousand TL)

Year	2005	2006	06/2007	11/2007	2008	2009	2010
Dividend Paid*	9.415	18.743					207.017
%	16,28%	32,42%					18,81%
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	1,100,00.00
Current Paid-in Capital	57.800	76.500	100.000	755.000	1,100,00.00	1,100,00.00	1,100,00.00

*The year indicates the date of payment

Source: TEB BRSA Bank-only and Consolidated Financials

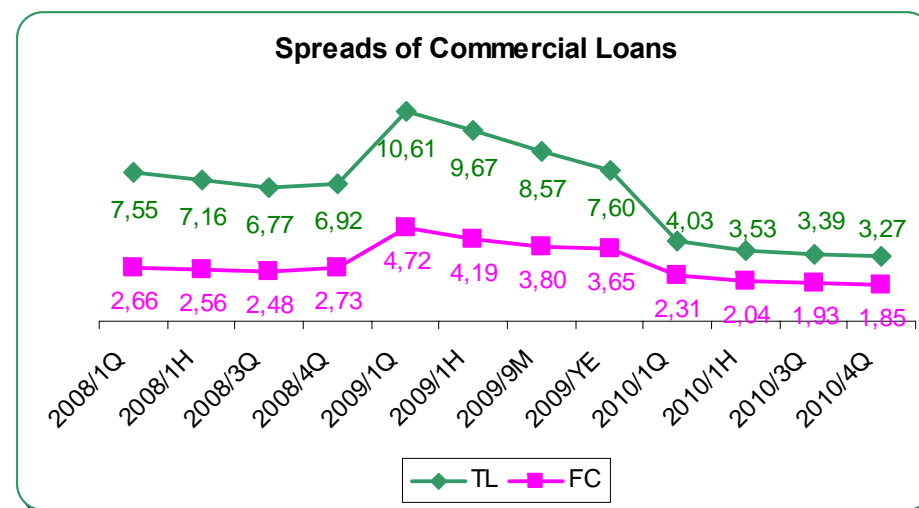
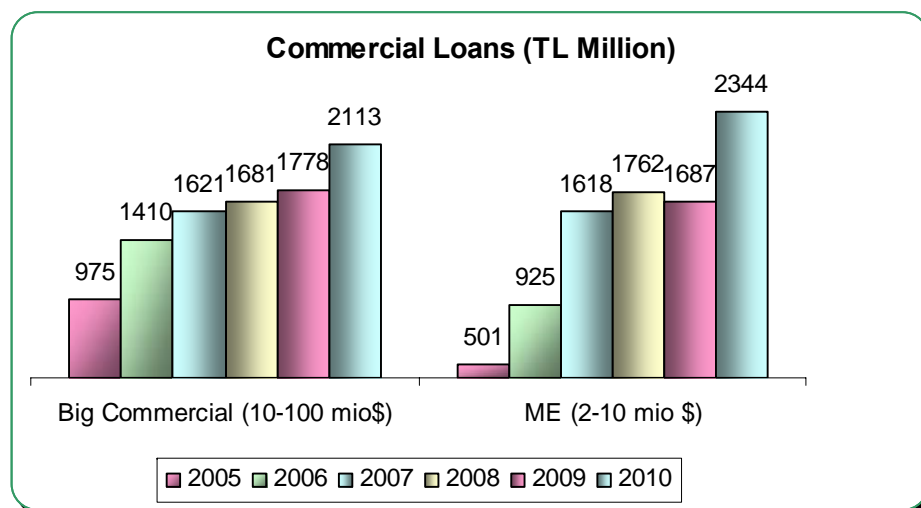
Business Lines- Corporate Banking



- Contribution to results (as of 2010 4Q):
 - 22.8 % of loans
 - 30.4 % of deposits
 - 11.8 % of customer contribution

- Cross-sell ratio : 5.60x
- NPL ratio : 1.00 %

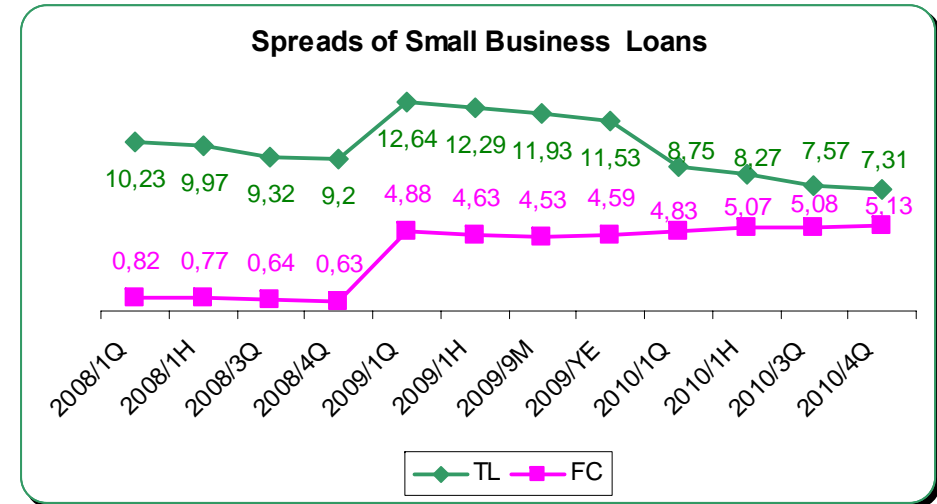
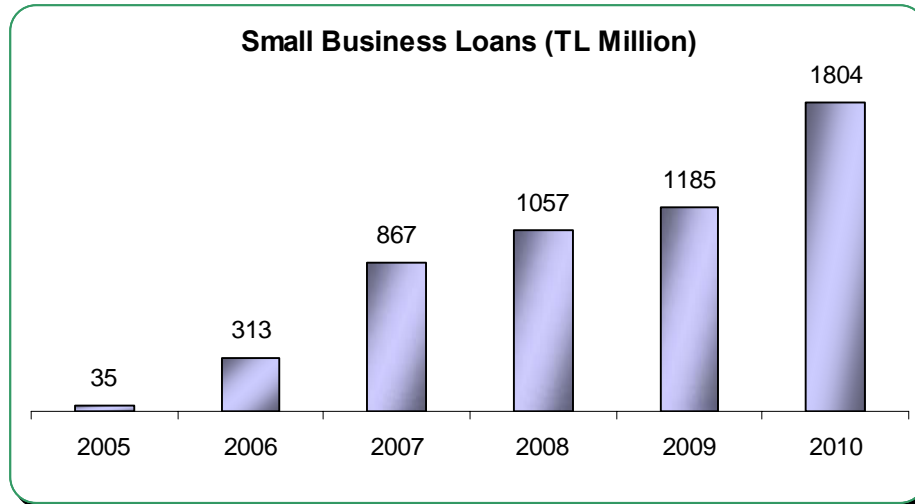
Business Lines- Commercial Banking



- Contribution to results (as of 2010 4Q) :
 - 38.8 % of loans
 - 18.5 % of deposits
 - 38.3 % of customer contribution (15.4% + 22.9%)

- Cross-sell ratio : 6.41x and 6.36x
- NPL ratio : 4.08 % and 4.10 %

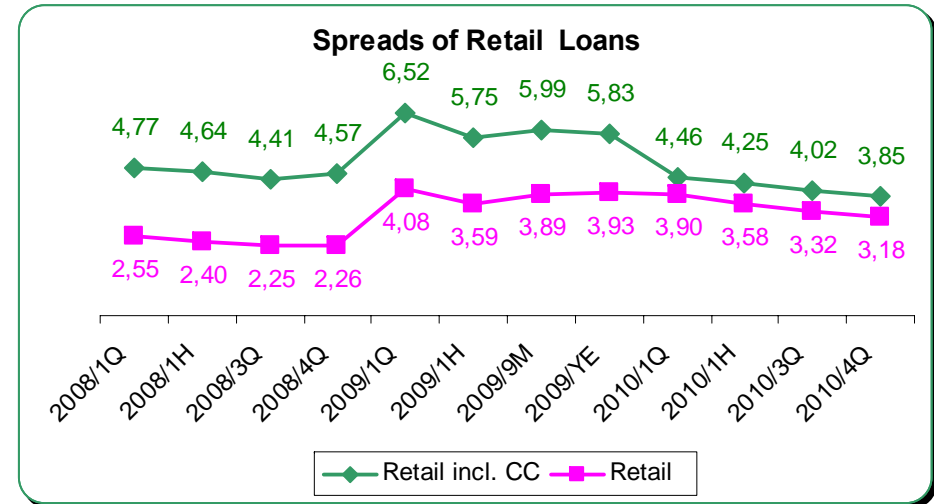
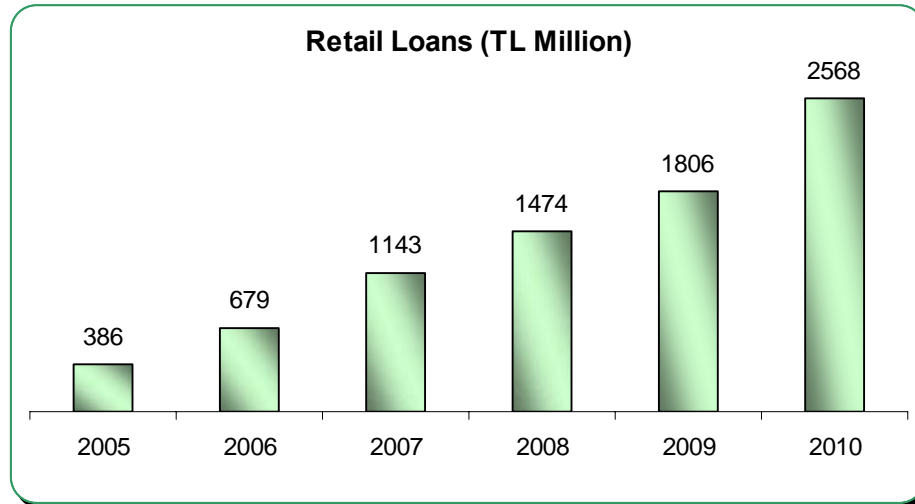
Business Lines- Small Business



- Contribution to results (as of 2010 4Q):
 - 15.7 % of loans
 - 8.5 % of deposits
 - 25.7% of customer contribution

- Cross-sell ratio : 3.85x
- NPL ratio : 4.08 %

Business Lines- Retail Banking

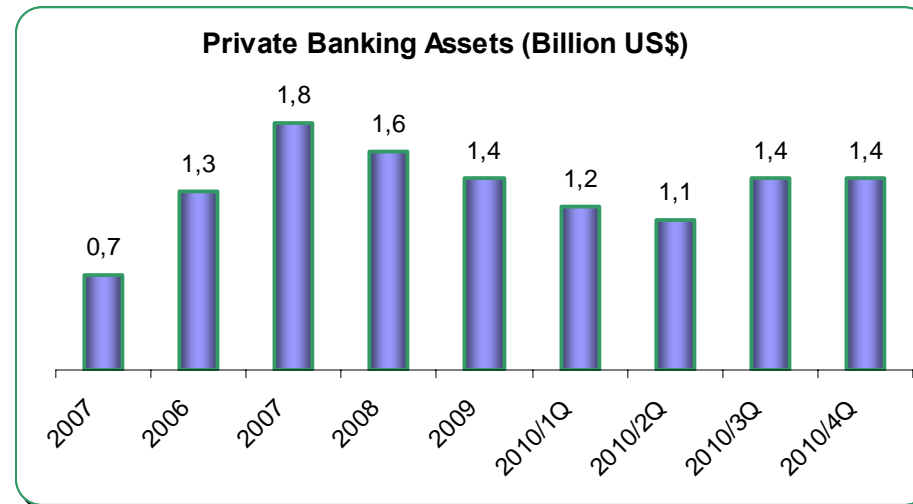


- Contribution to results (as of 2010 4Q):
 - 22.3 % of loans
 - 30.3 % of deposits
 - 22.4 % of customer contribution

CC: Credit card loans

FC loans are negligible in amount

- Cross-sell ratio : 3.93x
- NPL ratio : 1.06 % (excl. CC)
 - CC: 8,75%



- Contribution to results (as of 2010/3Q):
 - 0.5 % of loans
 - 12.3 % of deposits
 - 1.81 % of customer contribution
 - Cross-sell ratio : 4.33x
 - NPL ratio : -

Contact Details

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