



TEB  
1H20



**TEB**  
BNP PARIBAS ORTAKLIĞI

# Summary Balance Sheet

TÜRK EKONOMİ BANKASI A.Ş.  
Consolidated (in Mn TL)

	31.12.2019	30.06.2020	YtD Chg
Cash & Cash Equivalents	21,361	16,552	-23%
Marketable Securities	11,743	24,510	109%
Loans (net) <sup>(*)</sup>	67,467	77,412	15%
Other Assets	8,643	7,602	-12%
<b>Total Assets</b>	<b>109,214</b>	<b>126,077</b>	<b>15%</b>
Deposit	72,178	78,993	9%
Funds Borrowed	10,195	9,291	-9%
Securities Issued	2,334	7,600	226%
Repo	1,650	6,469	292%
Subordinated Debt	3,191	3,675	15%
Other Liabilities	9,757	8,924	-9%
Shareholders Equity	9,910	11,126	12%
<b>Liab.&amp;Shr.Equity</b>	<b>109,214</b>	<b>126,077</b>	<b>15%</b>

<sup>(\*)</sup> including Factoring Receivables



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# Summary Income Statement

TÜRK EKONOMİ BANKASI A.Ş.

Consolidated (in Mn TL, cumulative)

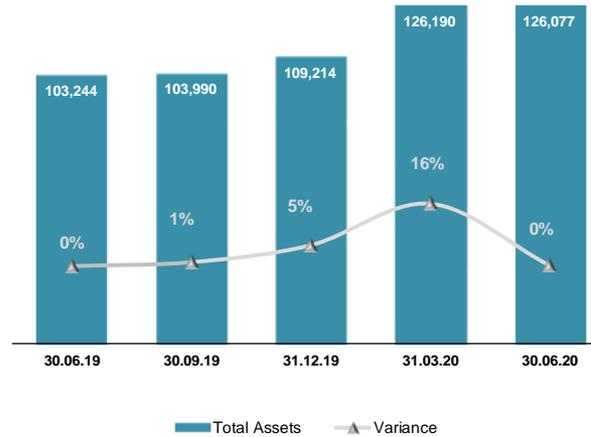
	30.06.2019	30.06.2020
<b>Net Interest Income</b>	<b>2,425</b>	<b>3,145</b>
Gains/Losses From Derivatives and FX position	-206	-603
Securities Trading Gain/ Loss	33	-10
Net Fee&Commissions	764	650
Other Income	56	56
<b>Net Banking Income</b>	<b>3,073</b>	<b>3,239</b>
Cost of Risk	-708	-494
<b>Net Operating Income</b>	<b>2,365</b>	<b>2,745</b>
Other Operating Expense	-784	-893
Personnel Expenses	-752	-832
Other Provisions	0	24
Dividend Income	1	3
Tax Provisions	-185	-261
<b>Net Profit</b>	<b>647</b>	<b>787</b>



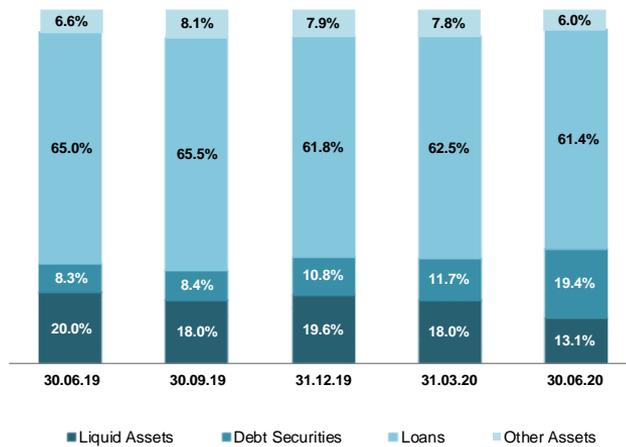
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# Asset and Liability Composition

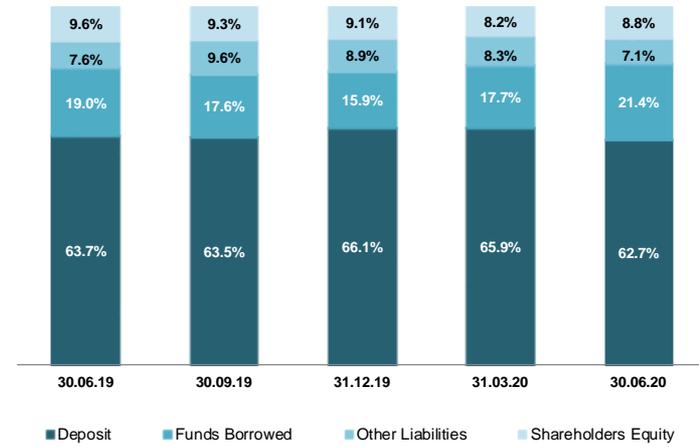
### Balance Sheet Growth



### Asset Compositions

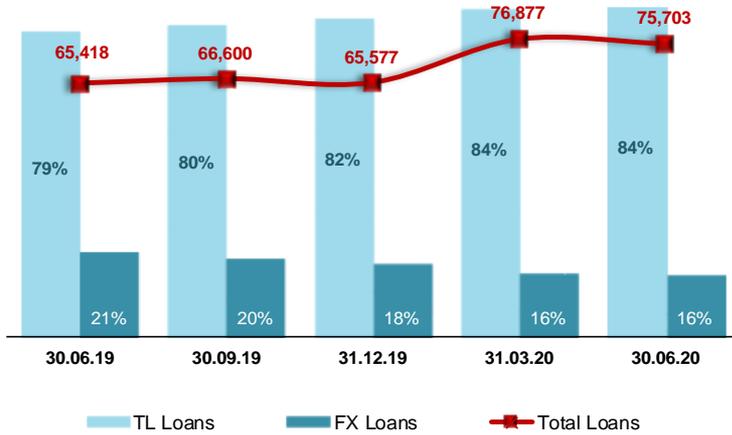


### Liability Compositions

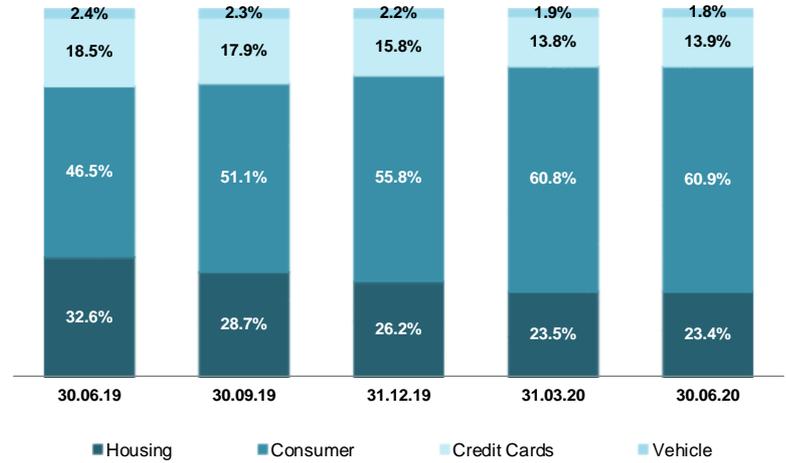


# A Closer Look into Loans

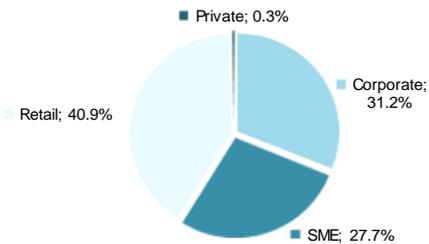
## Loan Compositions



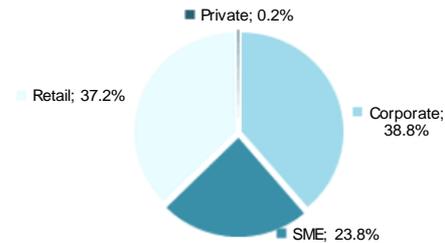
## Breakdown of Retail Loans



## Performing Loans - Dec'19



## Performing Loans - Jun'20



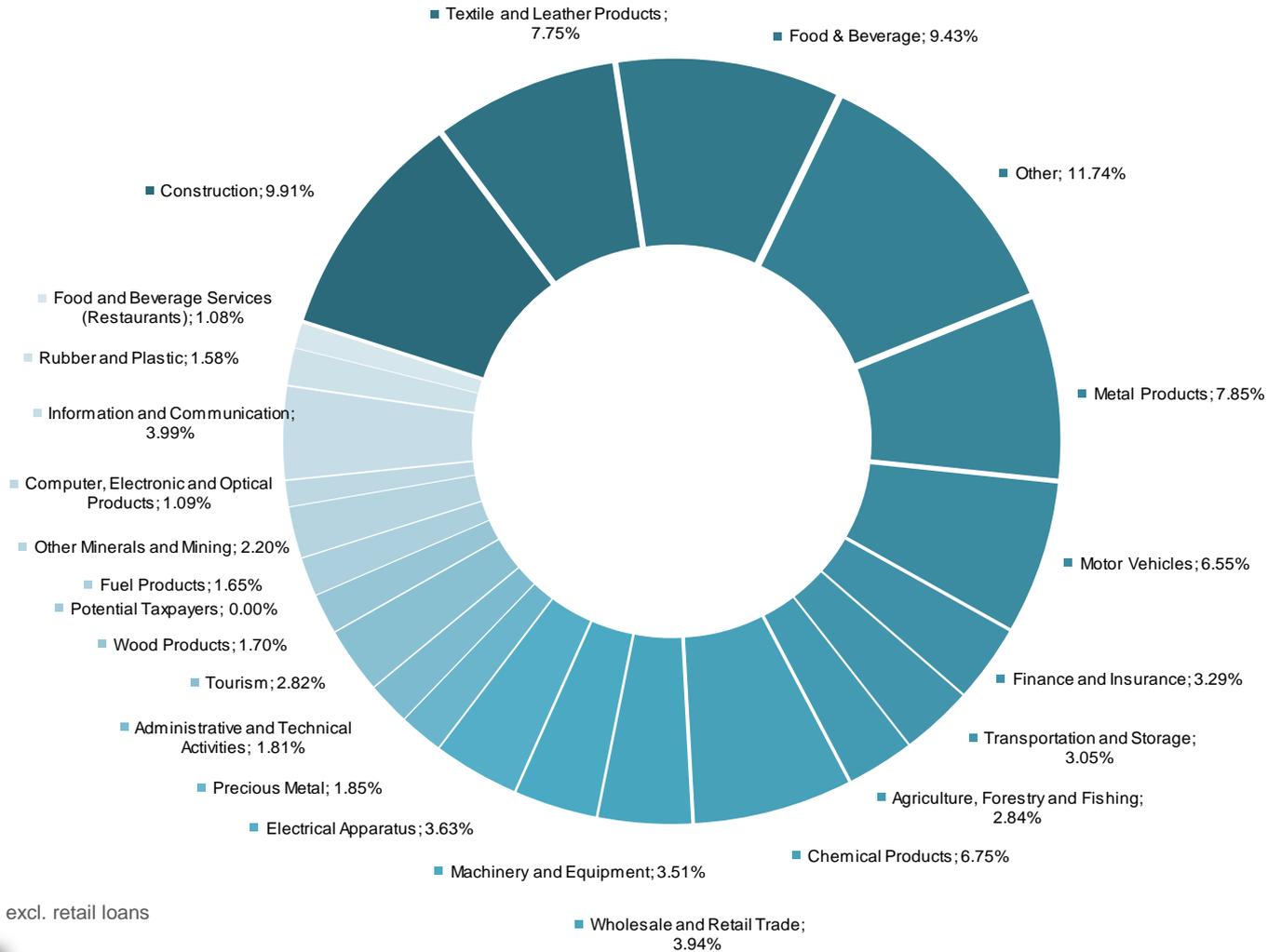
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# NPL and Coverage Ratios



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# Sectoral Breakdown of Loan Portfolio(\*)



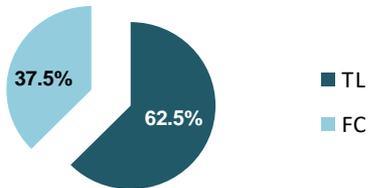
(\*) incl. non-cash loans, excl. retail loans



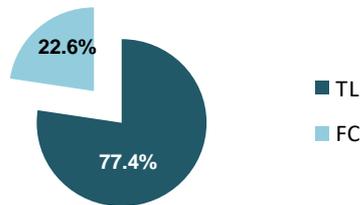
# Composition of Debt Securities

## Total Securities Compositions

2019 Q4

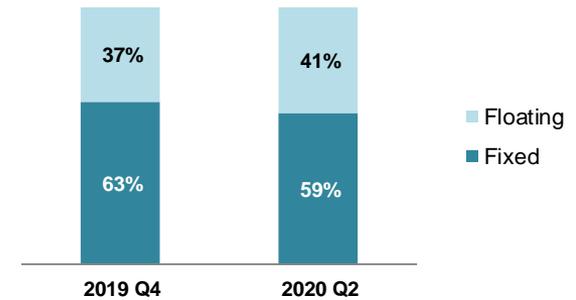


2020 Q2

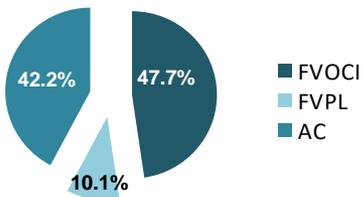


## Interest Rate Compositions

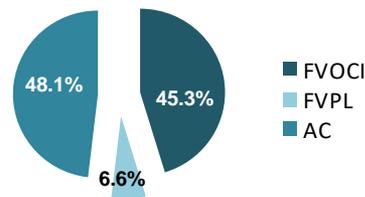
### Total Securities



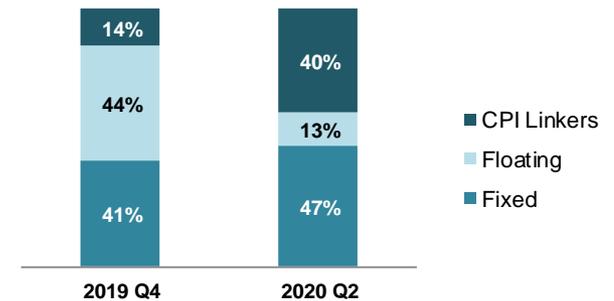
2019 Q4



2020 Q2



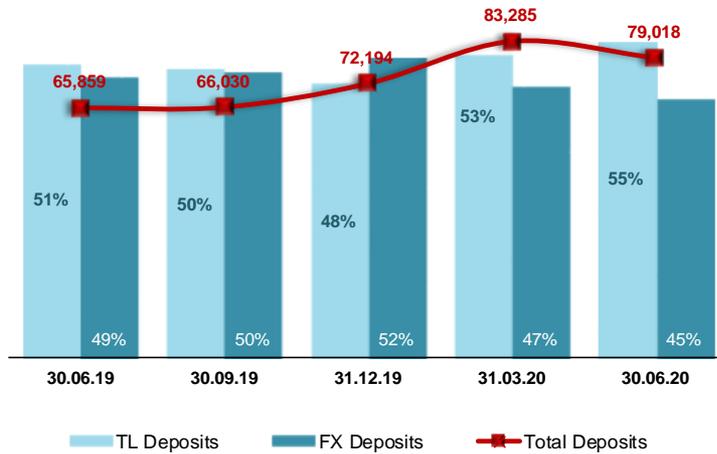
### TL Portfolio



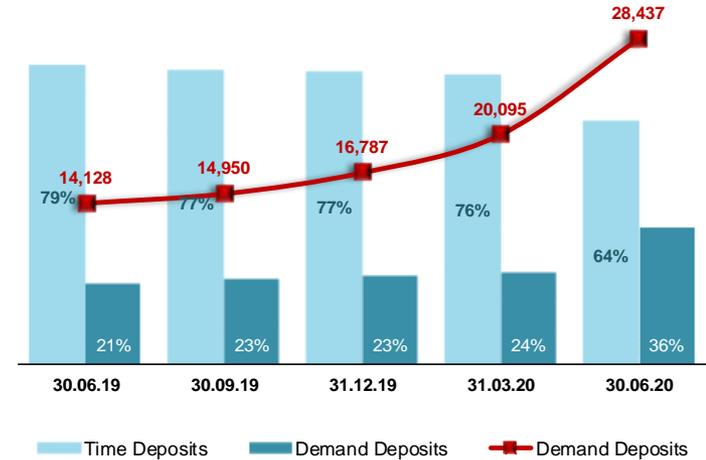
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# A Closer Look into Deposits

### TL/FX Deposit Compositions



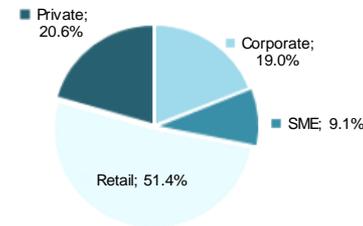
### Time/Demand Deposit Compositions



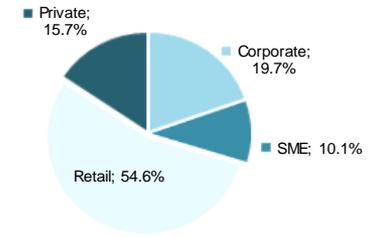
### Loan / Deposit Ratio



### Total Deposits - Dec'19



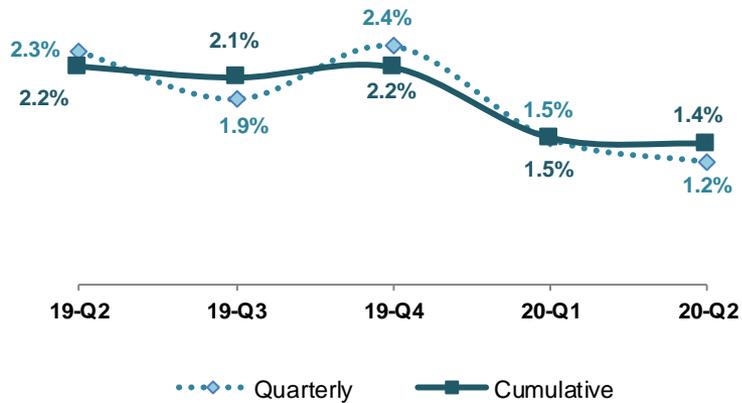
### Total Deposits - Jun'20



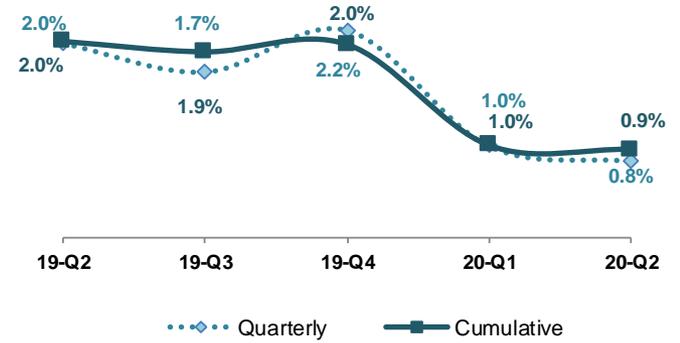
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# Evolution of Cost of Risk

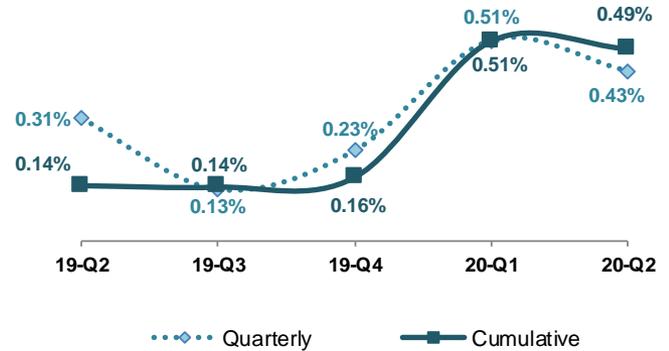
## Cost of Risk



## Cost of Risk (Stage 3)

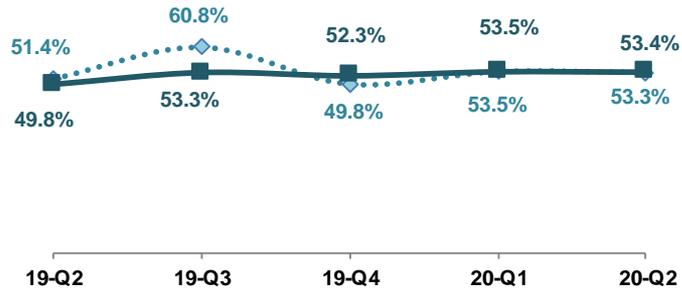


## Cost of Risk (Stage 1 & 2)



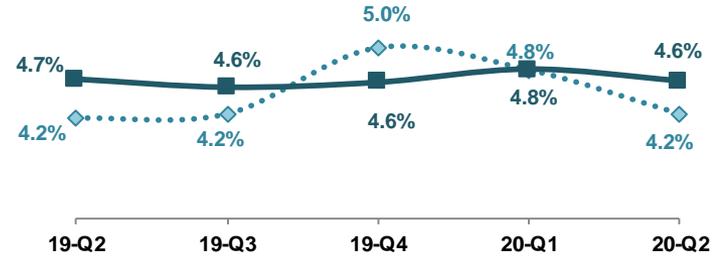
# Other Significant Ratios

Cost / Income Ratio



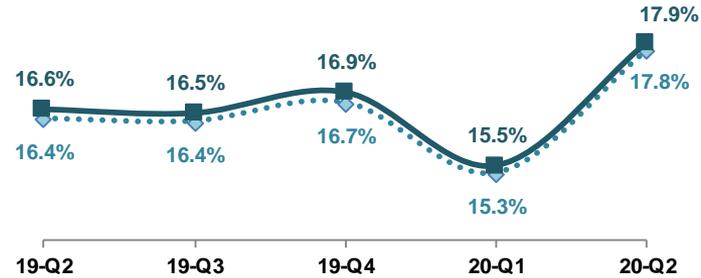
···◆··· Quarterly    —■— Cumulative

Net Interest Margin



···◆··· Quarterly    —■— Cumulative

Comfortable CAR supporting growth



···◆··· Consolidated    —■— Bank-Only



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# APPENDIX



# Summary Balance Sheet

TÜRK EKONOMİ BANKASI A.Ş.  
Bank only (in Mn TL)

	31.12.2019	30.06.2020	YtD Chg
Cash & Cash Equivalents	21,337	16,498	-23%
Marketable Securities	11,608	24,353	110%
Loans (net)	65,577	75,703	15%
Other Assets	8,829	7,808	-12%
<b>Total Assets</b>	<b>107,350</b>	<b>124,363</b>	<b>16%</b>
Deposit	72,194	79,018	9%
Funds Borrowed	8,577	7,828	-9%
Securities Issued	2,334	7,600	226%
Repo	1,645	6,461	293%
Subordinated Debt	3,191	3,675	15%
Other Liabilities	9,689	8,867	-8%
Shareholders Equity	9,721	10,914	12%
<b>Liab.&amp;Shr.Equity</b>	<b>107,350</b>	<b>124,363</b>	<b>16%</b>



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# Summary Income Statement

TÜRK EKONOMİ BANKASI A.Ş.  
Bank only (in Mn TL, cumulative)

	30.06.2019	30.06.2020
<b>Net Interest Income</b>	<b>2,359</b>	<b>3,098</b>
Gains/Losses From Derivatives and FX position	-206	-604
Securities Trading Gain/ Loss	33	-10
Net Fee&Commissions	728	572
Other Income	56	57
<b>Net Banking Income</b>	<b>2,971</b>	<b>3,113</b>
Cost of Risk	-706	-494
<b>Net Operating Income</b>	<b>2,265</b>	<b>2,619</b>
Other Operating Expense	-765	-873
Personnel Expenses	-716	-790
Other Provisions	0	24
Dividend Income	18	31
Tax Provisions	-174	-246
<b>Net Profit</b>	<b>630</b>	<b>765</b>



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# Ratings of TEB

## **FITCH** (May 20, 2020)

	Rating	Outlook
Long-Term FC Issuer Default Rating	B+	Negative
Short-Term FC Issuer Default Rating	B	-
Long-Term LC Issuer Default Rating	BB-	Stable
Short-Term LC Issuer Default Rating	B	-
Viability Rating	b+	-
National Long-Term Rating	AA (tur)	Stable
Bank Support Rating	4	-

## **MOODY'S** (June 19, 2019)

	Rating	Outlook
Long Term FC Bank Deposits	B3	Negative
Short Term FC Bank Deposits	NP	-
Long Term LC Bank Deposits	B1	Negative
Short Term LC Bank Deposits	NP	-
Baseline Credit Assessment	b3	-
Adjusted Baseline Credit Assessment	b1	-



# A Major Player of the Turkish Financial Services Market

## BNPP Cardif Insurance

- ▶ A major global player for personal insurance
- ▶ Turkish operations fully owned by BNP ParibasCardif (S&P A-rated), 100% subsidiary of BNP Paribas
- ▶ %3.0 market share in Turkey in protection insurance & pension as of 2Q 2020

## TEB Factoring

- ▶ Established in 1997, is one of the pioneers of factoring sector in Turkey. 6.9% market share as of 1Q 2020

## TEB Cetelem

- ▶ Consumer finance company in Turkey with 1.6% market share as of 2Q 2020

## TEB

- ▶ Full range of banking services

## TEB Investment

16th largest brokerage & investment house of Turkey with 2.2% market share at Borsa İstanbul Equity Market as of 2Q 2020 and 9th largest brokerage & investment house of Turkey with 3.9% market share at Borsa İstanbul Derivatives Market as of as of 2Q 2020

## TEB Kosovo

- ▶ Operative since January 2008, with 29 branches, as of 2Q 2020

## TEB Asset Management

- ▶ 7<sup>th</sup> largest asset management company with 3.4% market share as of 2Q 2020

## BNPP Leasing

- ▶ 8.6% market share as of 1Q 2020

## TEB Arval

- ▶ Operative since October 2007, 8.7% market share as of 1Q 2020



# Disclaimer

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