



TEB

31 March 2018



**TEB**

BNP PARIBAS ORTAKLIĞI

# Summary Balance Sheet

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

31.03.18

Liquid Assets	14,402
Marketable Securities	6,257
Loans	68,187
Other Assets	3,980

**Total Assets** **92,826**

Deposit	58,976
Funds Borrowed	15,162
Bond Issued	1,913
Repo	250
Subordinated Debt	2,483
Other Liabilities	4,905
Shareholders Equity	9,137

**Liab.&Shr.Equity** **92,826**



**TEB**  
BNP PARIBAS ORTAKLIĞI

# Summary Balance Sheet

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

31.12.17

Liquid Assets	13,521
Marketable Securities	5,560
Loans	65,330
Other Assets	3,359

<b>Total Assets</b>	<b>87,770</b>
---------------------	---------------

Deposit	55,534
Funds Borrowed	14,564
Bond Issued	1,290
Repo	195
Subordinated Debt	2,314
Other Liabilities	4,772
Shareholders Equity	9,102

<b>Liab.&amp;Shr.Equity</b>	<b>87,770</b>
-----------------------------	---------------



**TEB**  
BNP PARIBAS ORTAKLIĞI

# Summary Income Statement

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

	<b>31.03.18</b>
<b>Net Interest Income</b>	<b>1,107.9</b>
Gains/Losses From Derivatives and FX position	-198.2
Securities Trading Gain/ Loss	-20.6
Net Fee&Commissions	323.4
Other Income	24.8
<b>Net Banking Income</b>	<b>1,237.3</b>
Loan Provision Expense	-225.0
<b>Net Operating Income</b>	<b>1,012.3</b>
Other Operating Expense	-633.6
Dividend Income	0.1
Tax Provisions	-83.6
<b>Net Profit</b>	<b>295.1</b>



**TEB**  
BNP PARIBAS ORTAKLIĞI

# Summary Income Statement

TÜRK EKONOMİ BANKASI A.Ş.

Consolidated (in Mn TL, cumulative)

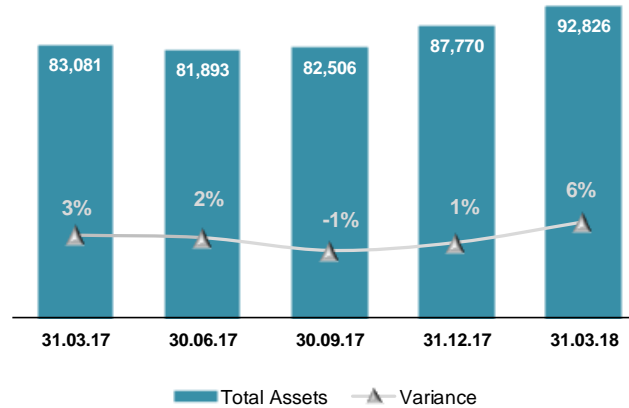
	31.03.17
<b>Net Interest Income</b>	<b>1,004.0</b>
Gains/Losses From Derivatives and FX position	-211.7
Securities Trading Gain/ Loss	0.7
Net Fee&Commissions	275.5
Other Income	122.3
<b>Net Banking Income</b>	<b>1,190.8</b>
Loan Provision Expense	-177.4
<b>Net Operating Income</b>	<b>1,013.4</b>
Other Operating Expense	-595.6
Dividend Income	0.0
Tax Provisions	-88.7
<b>Net Profit</b>	<b>329.1</b>



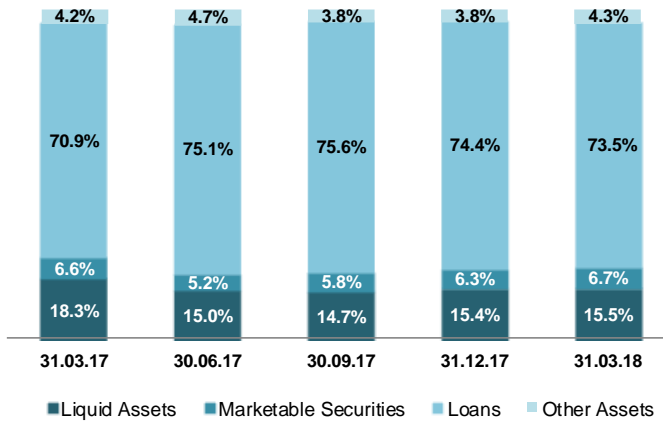
**TEB**  
BNP PARIBAS ORTAKLIĞI

# Asset and Liability Composition

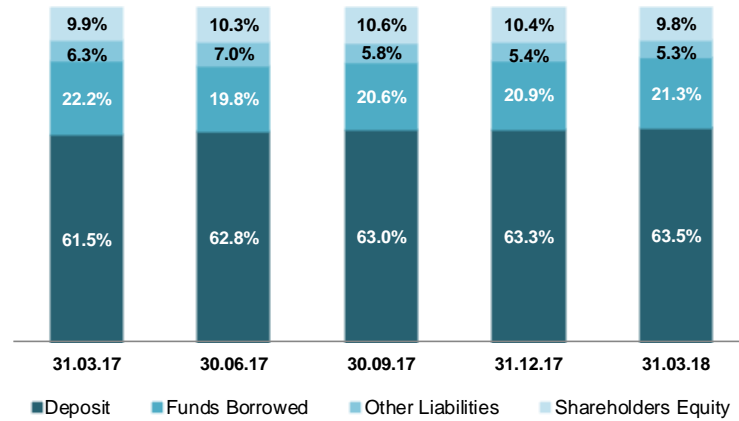
### Balance Sheet Growth



### Asset Compositions



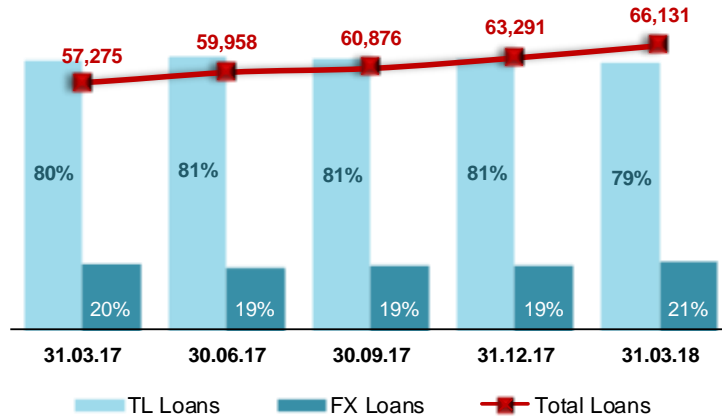
### Liability Compositions



**TEB**  
BNP PARIBAS ORTAKLIĞI

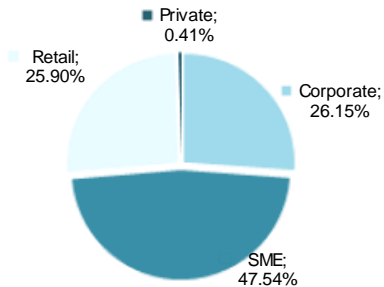
# A Closer Look into Loans

## Loan Compositions

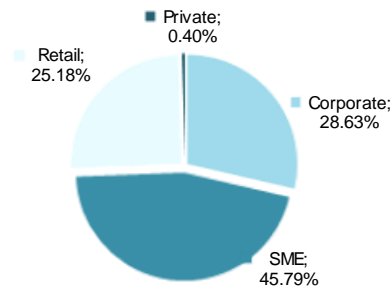


LOB	Cross Sell
Corporate	6.0X
SME	4.1X
Retail	3.8X
Private	6.5X

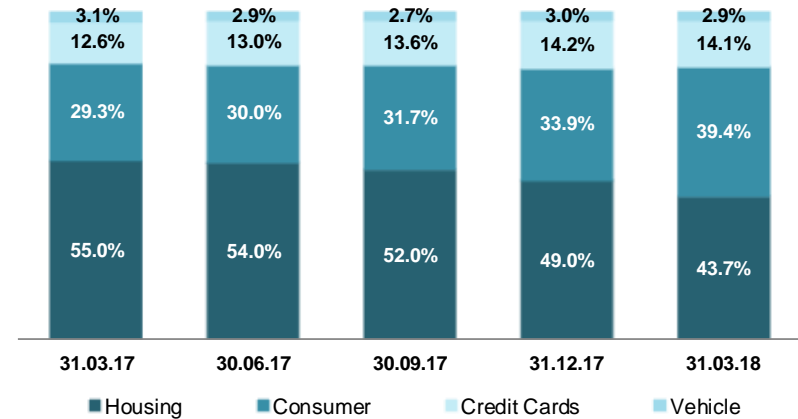
## Performing Loans, 2017 Q4



## Performing Loans, 2018 Q1

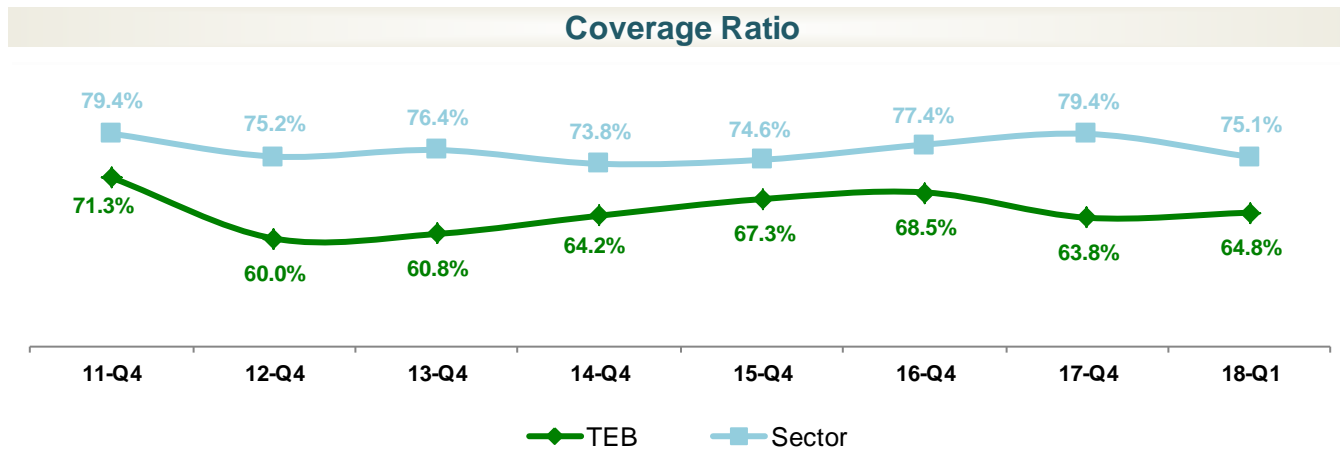
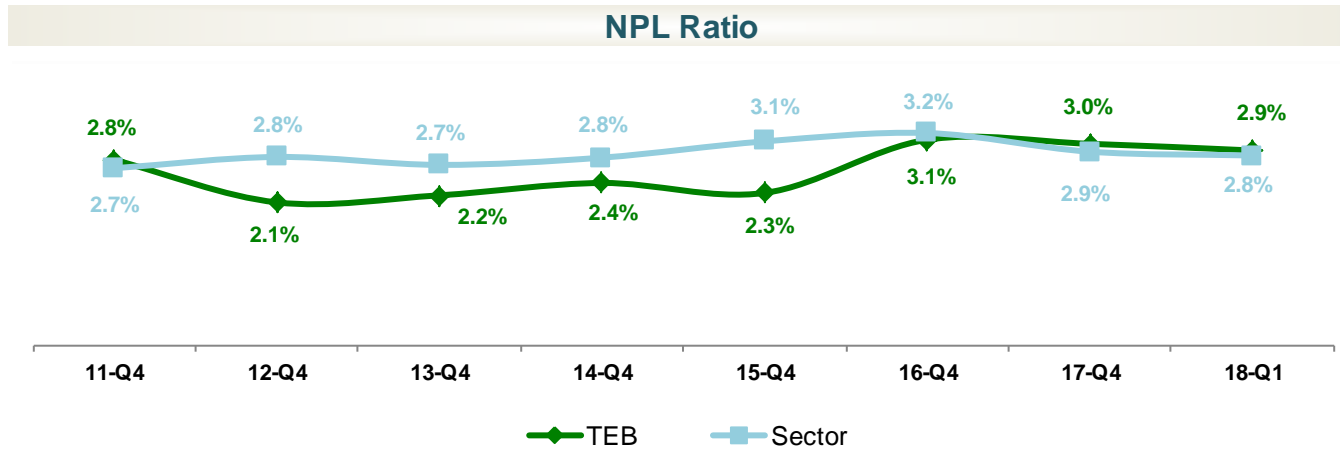


## Breakdown of Retail Loans



**TEB**  
BNP PARIBAS ORTAKLIĞI

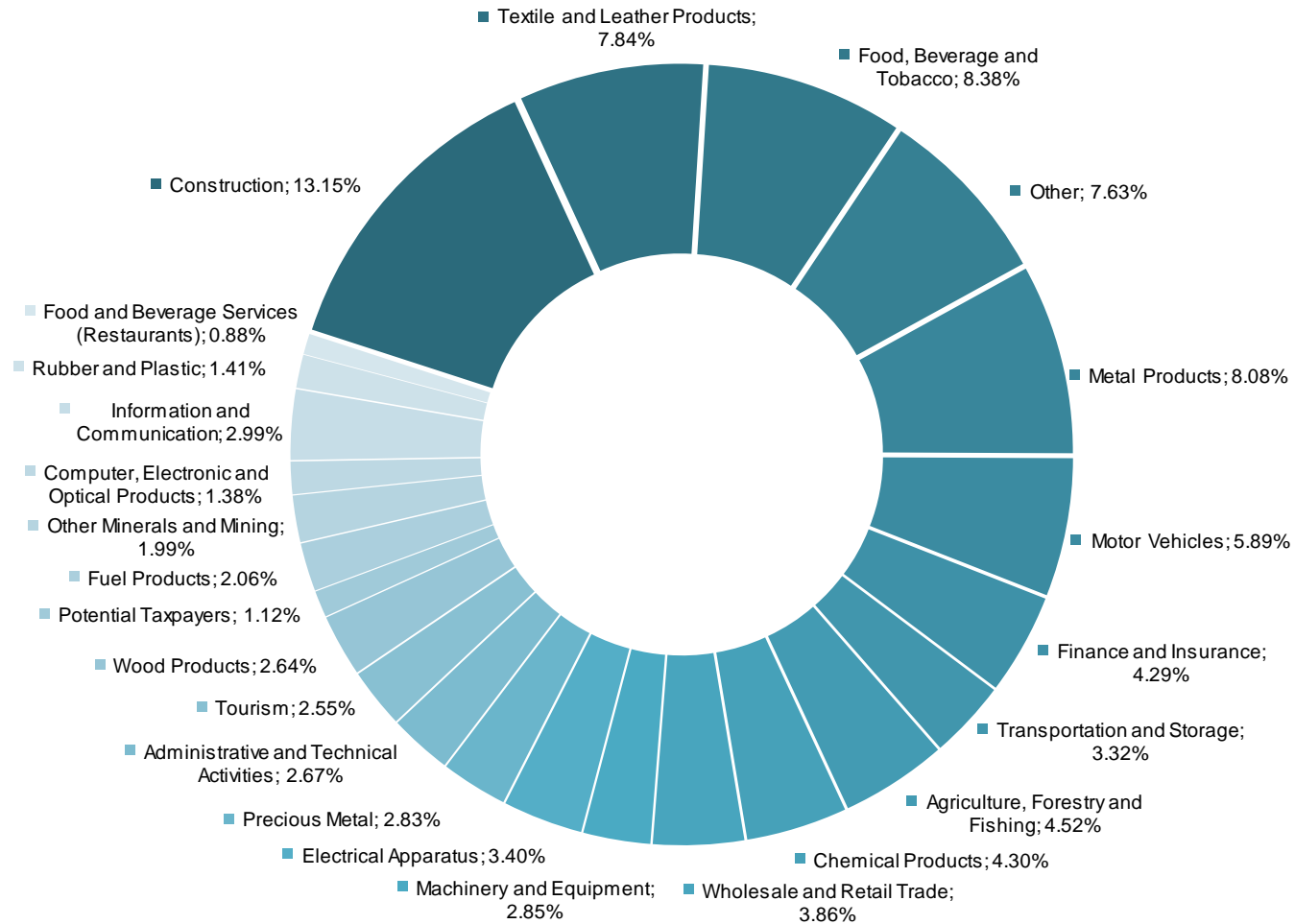
# NPL and Coverage Ratios



**TEB**  
BNP PARIBAS ORTAKLIĞI



# Sectoral Breakdown of Loan Portfolio(\*)



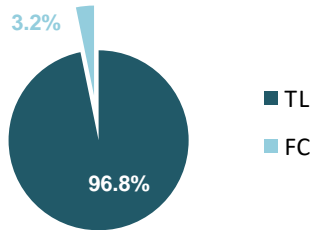
(\*) incl. non-cash loans, excl. retail loans



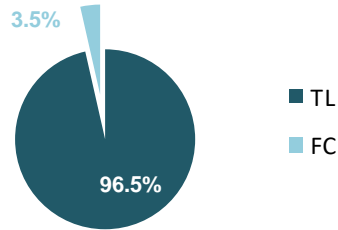
# Composition of marketable securities

## Total Securities Compositions

2017 Q4

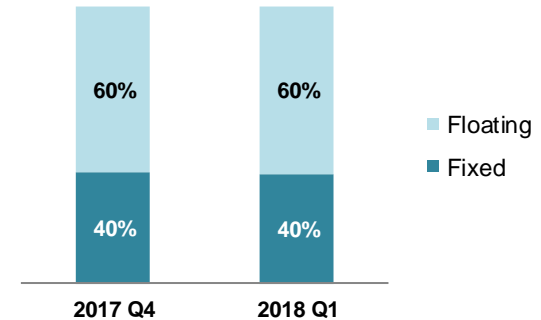


2018 Q1

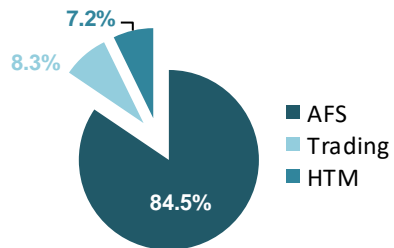


## Interest Rate Compositions

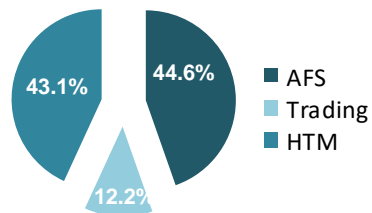
### Total Securities



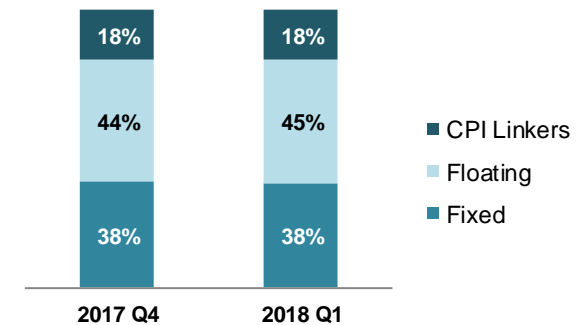
2017 Q4



2018 Q1



### TL Portfolio



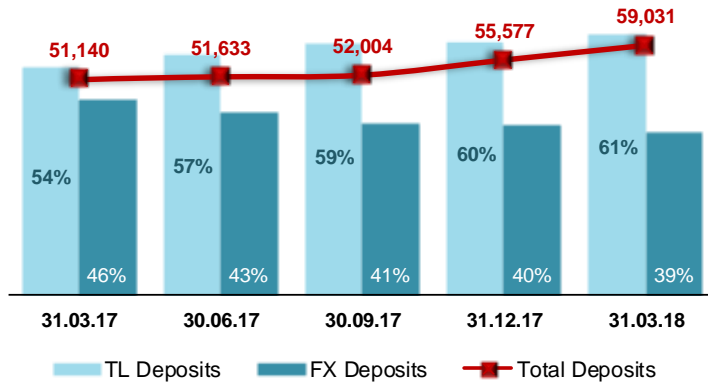
PS: The FX portfolio is very small and it is all fixed rate.



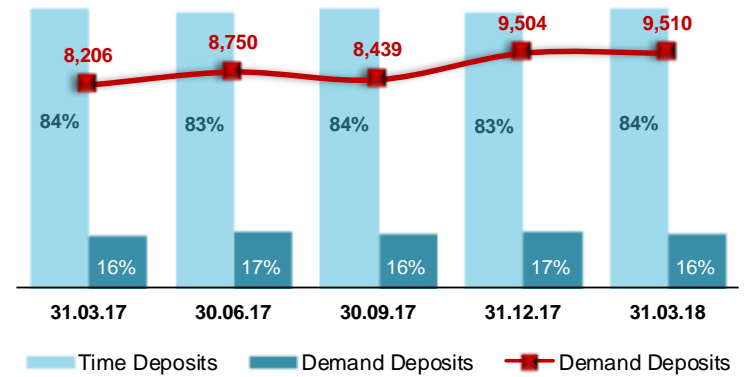
**TEB**  
BNP PARIBAS ORTAKLIĞI

# A Closer Look into Deposits

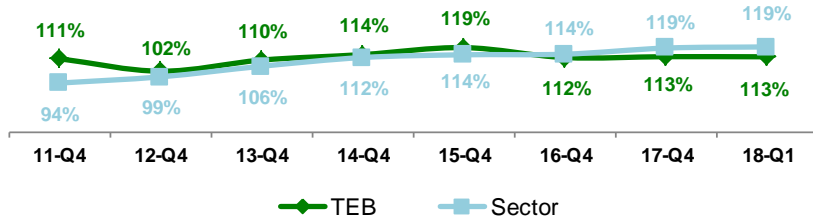
### TL/FX Deposit Compositions



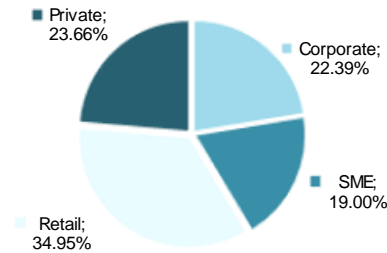
### Time/Demand Deposit Compositions



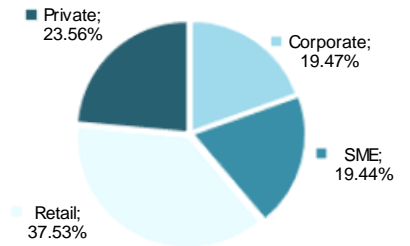
### Loan / Deposit Ratio



### Total Deposits, 2017 Q4



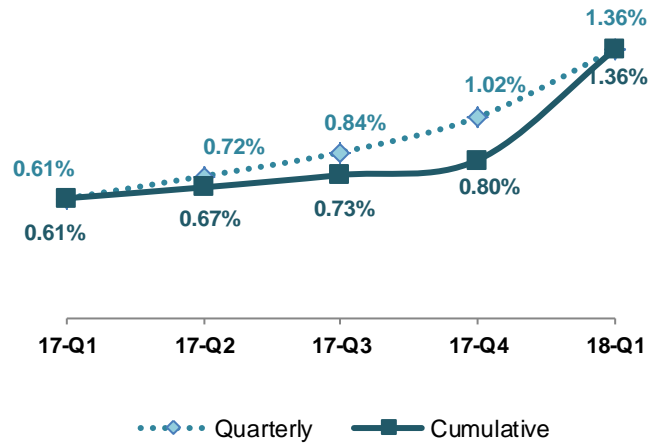
### Total Deposits, 2018 Q1



**TEB**  
BNP PARIBAS ORTAKLIĞI

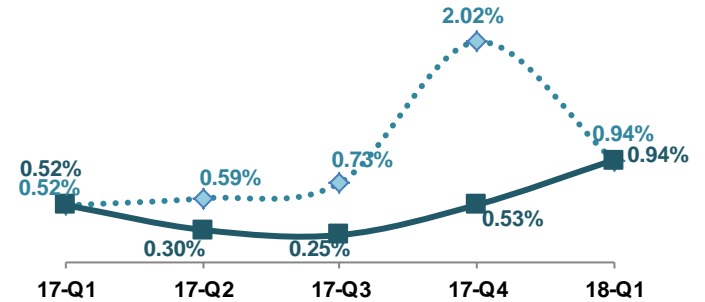
# Evolution of Cost of Risk

Cost of Risk <sup>(1)</sup>

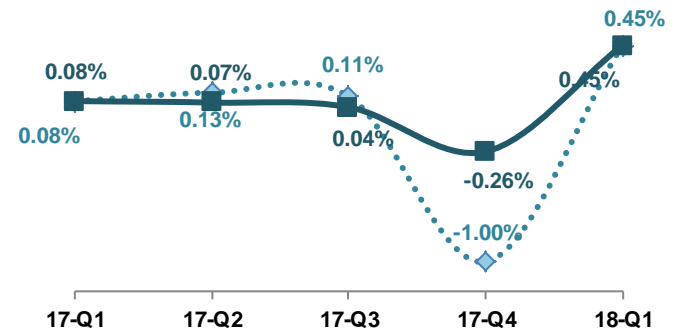


<sup>(1)</sup> COR includes specific and general as well as other provision expenses  
 Cumulative ratio = annualized Provision Exp. (incl.GLLP) / Average quarter-end Loans.  
 Quarterly ratio = annualized Provision Exp. (incl. GLLP) / Average of last 2 quarter-end Loans

Cost of Risk (SLLP)



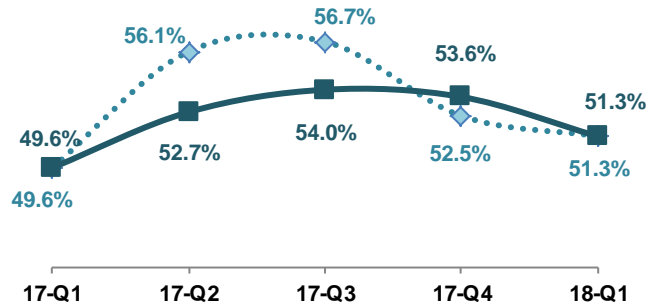
Cost of Risk (GLLP)



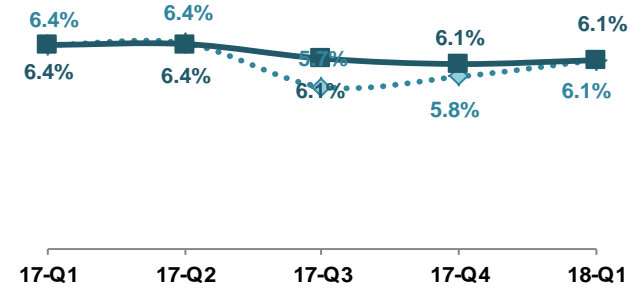
**TEB**  
BNP PARIBAS ORTAKLIĞI

# Other Significant Ratios

### Cost / Income Ratio

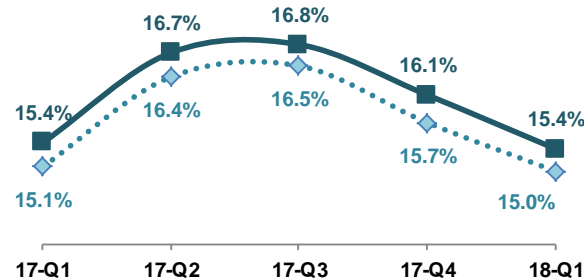


### Net Interest Margin <sup>(1)</sup>



···◆··· Quarterly    —■— Cumulative

### Comfortable CAR supporting growth



···◆··· Consolidated    —■— Bank-Only

<sup>(1)</sup> Annualized NII /  
/ Avr of past YtD quarter-end Loan and MS for  
cumulative line  
/ Avr of last 2 quarter-end Loan and MS for  
quarterly line



**TEB**  
BNP PARIBAS ORTAKLIĞI

# TEB's Network

TEB is present in 71 cities out of 81



As of 31/03/2018

Number of Clients: 5.6 million

Number of Branches: 504

Total Staff: 9,610

ATM: 1,739

POS: 116,618



**TEB**  
BNP PARIBAS ORTAKLIĞI

---

# APPENDIX



# Summary Balance Sheet

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

31.12.17

Liquid Assets	13,489
Marketable Securities	5,558
Loans	63,291
Other Assets	3,420

**Total Assets** 85,758

Deposit	55,577
Funds Borrowed	12,767
Bond Issued	1,290
Repo	105
Subordinated Debt	2,314
Other Liabilities	4,686
Shareholders Equity	9,020

**Liab.&Shr.Equity** 85,758



**TEB**  
BNP PARIBAS ORTAKLIĞI



# Summary Balance Sheet

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

31.03.18

Liquid Assets	14,376
Marketable Securities	6,256
Loans	66,131
Other Assets	4,038

<b>Total Assets</b>	<b>90,800</b>
---------------------	---------------

Deposit	59,031
Funds Borrowed	13,425
Bond Issued	1,913
Repo	99
Subordinated Debt	2,483
Other Liabilities	4,794
Shareholders Equity	9,056

<b>Liab.&amp;Shr.Equity</b>	<b>90,800</b>
-----------------------------	---------------



**TEB**  
BNP PARIBAS ORTAKLIĞI

# Summary Income Statement

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

	31.03.17
<b>Net Interest Income</b>	<b>986.1</b>
Gains/Losses From Derivatives and FX position	-210.1
Securities Trading Gain/ Loss	0.7
Net Fee&Commissions	262.3
Other Income	122.0
<b>Net Banking Income</b>	<b>1,160.9</b>
Loan Provision Expense	-175.6
<b>Net Operating Income</b>	<b>985.3</b>
Other Operating Expense	-575.5
Dividend Income	17.9
Tax Provisions	-87.1
<b>Net Profit</b>	<b>340.6</b>



**TEB**  
BNP PARIBAS ORTAKLIĞI

# Summary Income Statement

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

	<b>31.03.18</b>
<b>Net Interest Income</b>	<b>1,080.7</b>
Gains/Losses From Derivatives and FX position	-198.4
Securities Trading Gain/ Loss	-20.6
Net Fee&Commissions	304.9
Other Income	25.0
<b>Net Banking Income</b>	<b>1,191.6</b>
Loan Provision Expense	-220.7
<b>Net Operating Income</b>	<b>970.9</b>
Other Operating Expense	-611.8
Dividend Income	16.5
Tax Provisions	-79.8
<b>Net Profit</b>	<b>295.9</b>



**TEB**  
BNP PARIBAS ORTAKLIĞI

# Ratings of TEB

## FITCH

	Rating	Outlook
Long Term LC	BBB-	Stable
Short Term LC	F3	
Long Term FC	BBB-	Stable
Short Term FC	F3	
Viability Rating	bb+	
National	AAA (tur)	Stable
Support	2	

## MOODY'S

	Rating	Outlook
Long Term FC Bank Deposits	Ba3	Rating Under Review
Short Term FC Bank Deposits	NP	
Long Term LC Bank Deposits	Ba2	Rating Under Review
Short Term LC Bank Deposits	NP	
Baseline Credit Assessment	b1	
Adjusted Baseline Credit Assesment	ba2	



# 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
- ▶ %3.6 market share in Turkey in protection insurance & pension as of 1Q 2018

## TEB Factoring

- ▶ 5.64 % market share as of 4Q 2017

## TEB Cetelem

- ▶ Consumer finance company in Turkey with 3.4% market share as of 1Q 2018

## TEB

- ▶ Full range of banking services

## TEB Investment

12th largest brokerage & investment house of Turkey with 3.4% market share at Borsa İstanbul Equity Market as of 1Q 2018 and 3th largest brokerage & investment house of Turkey with 10.5% market share at Borsa İstanbul Derivatives Market as of as of 1Q 2018

## TEB Kosovo

- ▶ Operative since January 2008, with 27 branches, as of Q1 2018
- ▶ Loans: €369M
- ▶ Deposits: € 381M

## TEB Asset Management

- ▶ 9th largest asset management company with 3.9% market share as of 1Q 2018

## BNPP Leasing

- ▶ 10.1% market share as of 1Q 2018

## TEB Arval

- ▶ Operative since October 2007, 6.7% market share as of 1Q 2018



# Disclaimer

---

The information and opinions obtained in this document have been compiled or arrived at by TEB from sources believed to be reliable, but no representation or warranty is made as to their accuracy, completeness or correctness. All opinions and estimates contained in this document constitute TEB's judgement as of the date of this document and are subject to change without notice. This document is published for the assistance of the recipients, but is not to be relied upon as authoritative or taken in substitution for the exercise of judgement by any recipient. TEB does not accept any liability for any direct or consequential loss arising from any use of this document or its contents. This document is strictly confidential and may not be reproduced, distributed or published for any purpose.

