



# TEB

## Q3'21 Earning Presentation



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BNP PARIBAS ORTAKLIĞI

# Summary Balance Sheet

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

	31.12.2020	30.09.2021	YtD Chg
Cash & Cash Equivalents	29,802	29,188	-2%
Marketable Securities	22,806	24,118	6%
Loans (net) <sup>(*)</sup>	81,201	92,590	14%
Other Assets	8,921	7,587	-15%
<b>Total Assets</b>	<b>142,730</b>	<b>153,482</b>	<b>8%</b>
Deposit	93,742	102,101	9%
Funds Borrowed	11,911	14,209	19%
Securities Issued	4,811	2,599	-46%
Repo	6,734	5,878	-13%
Subordinated Debt	4,195	4,905	17%
Other Liabilities	9,647	10,727	11%
Shareholders Equity	11,690	13,063	12%
<b>Liab.&amp;Shr.Equity</b>	<b>142,730</b>	<b>153,482</b>	<b>8%</b>

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



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# Summary Income Statement

TÜRK EKONOMİ BANKASI A.Ş.

Consolidated (in Mn TL, cumulative)

	30.09.2020	30.09.2021
<b>Net Interest Income</b>	<b>4,687</b>	<b>4,910</b>
Gains/Losses From Derivatives and FX position	(1,065)	(2,019)
Securities Trading Gain/ Loss	(40)	70
Net Fee&Commissions	1,014	1,147
Other Income	87	150
<b>Net Banking Income</b>	<b>4,683</b>	<b>4,257</b>
Cost of Risk	(535)	226
<b>Net Operating Income</b>	<b>4,147</b>	<b>4,483</b>
Other Operating Expense	(1,367)	(1,581)
Personnel Expenses	(1,251)	(1,403)
Other Provisions	24	(2)
Dividend Income	3	3
Tax Provisions	(355)	(336)
<b>Net Profit</b>	<b>1,201</b>	<b>1,164</b>

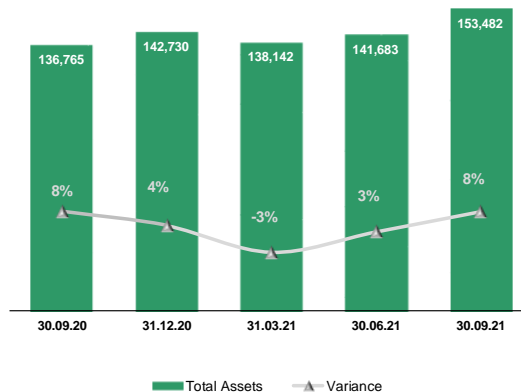


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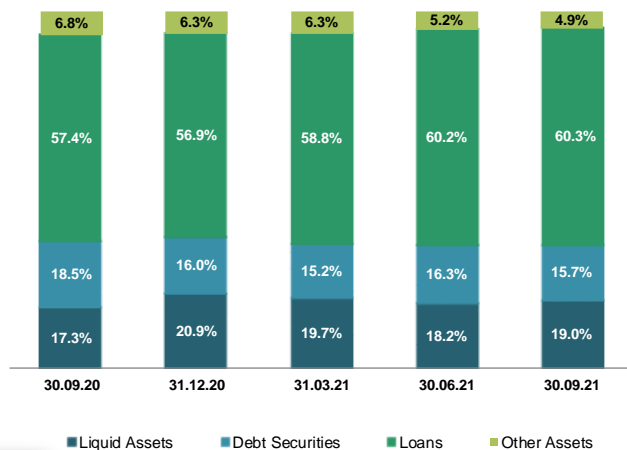
# Asset and Liability Composition

Asset base grew by 8% ytd reaching TL153.5 bn and loans constitute 60.3% of total assets together with the 66.5% share of deposits in total liabilities

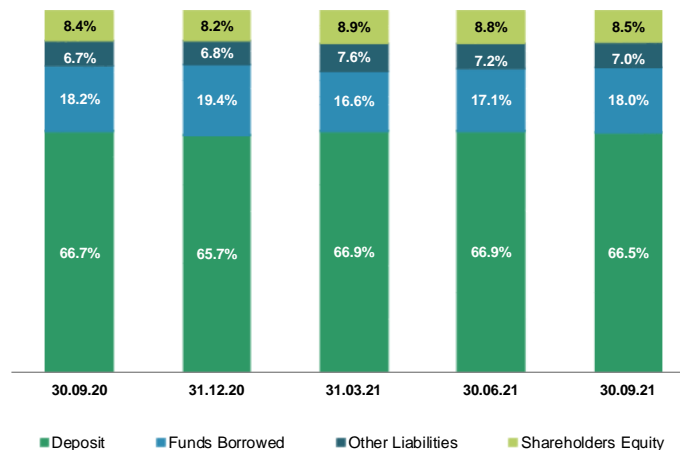
Balance Sheet Growth



Asset Compositions



Liability Compositions

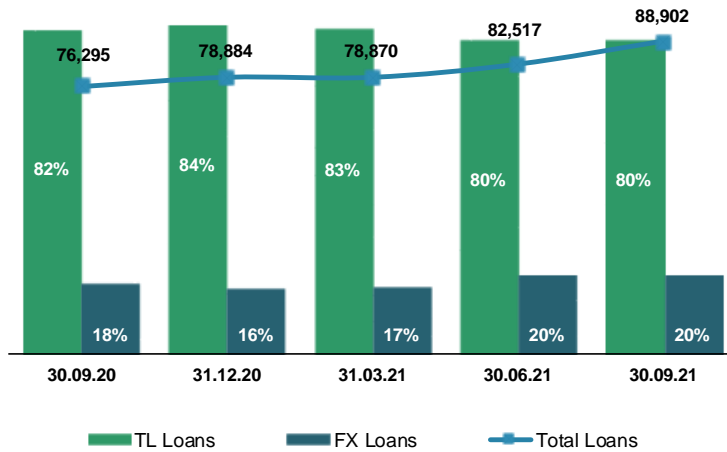


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# A Closer Look into Loans

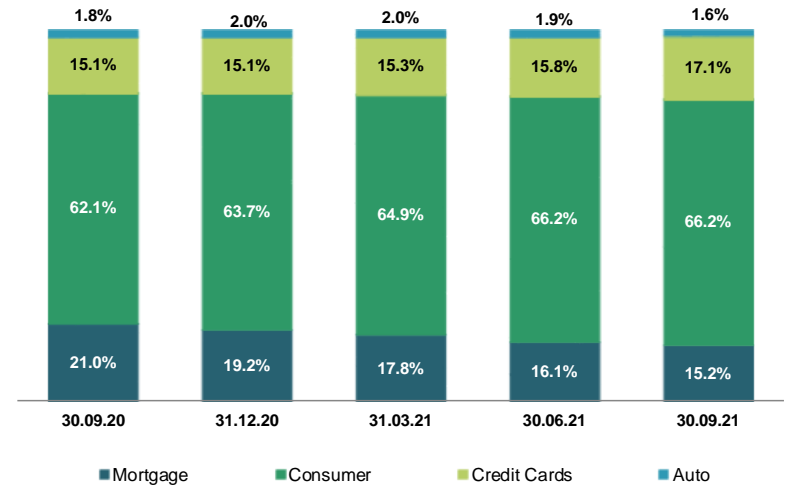
Ytd loan growth of 12% and retail loans takes the lead in the growth

Loan Compositions

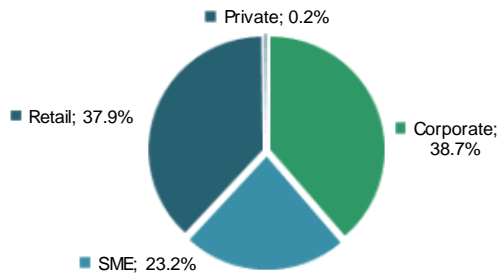


Focus on consumer loans delivered the growth in retail segment

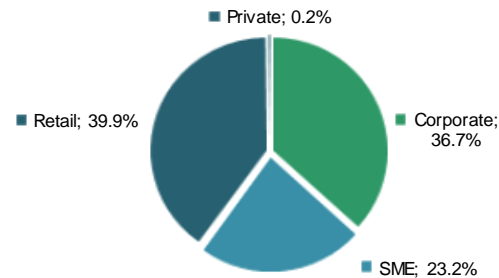
Breakdown of Retail Loans



Performing Loans - Dec'20



Performing Loans - Sep'21

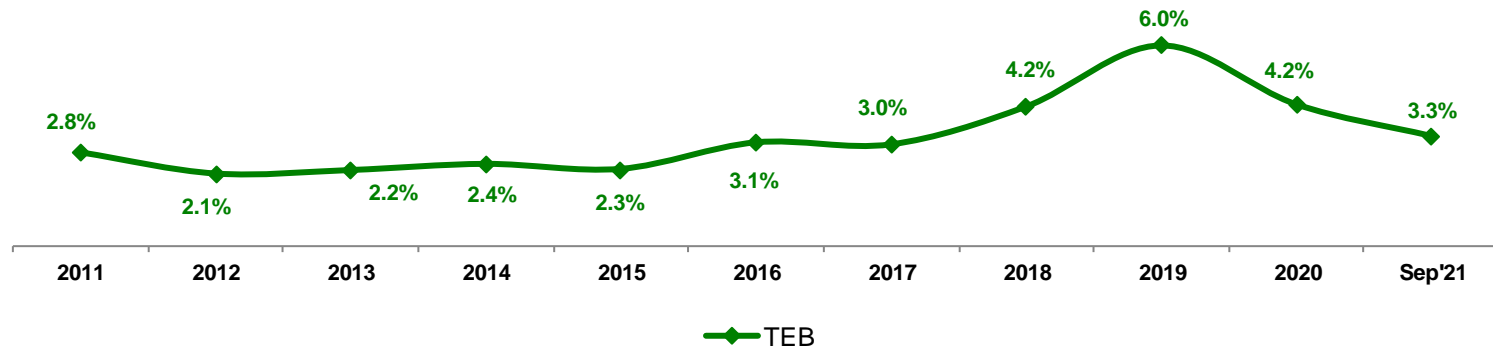


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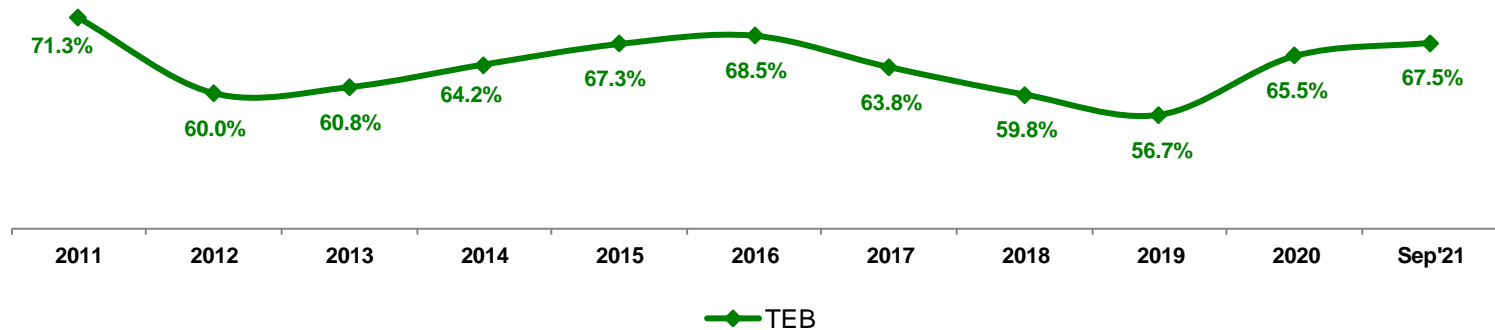
# NPL and Coverage Ratios

NPL ratio is in decreasing trend with an increase in coverage ratio, reflecting the conservative approach

### NPL Ratio

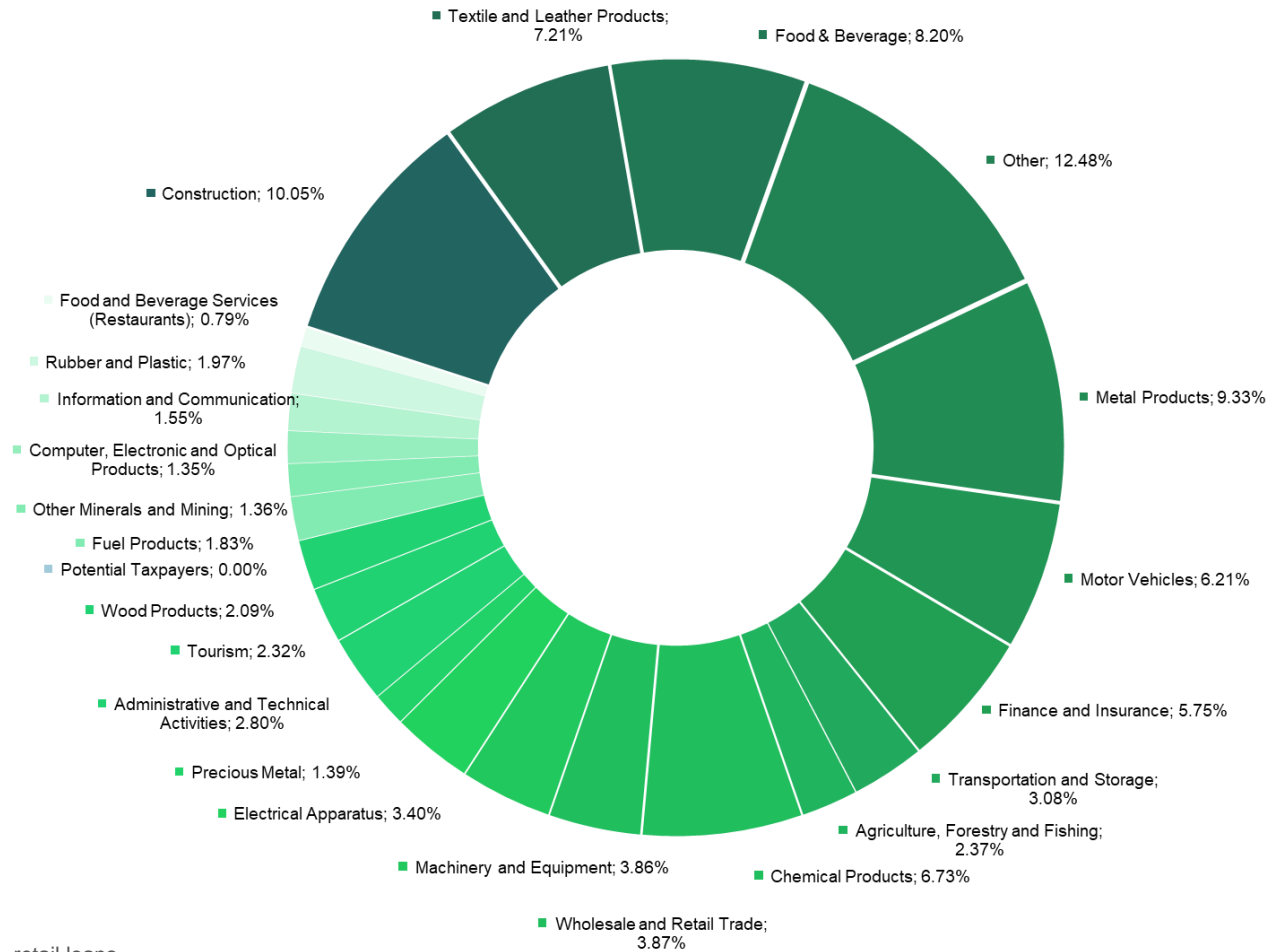


### Coverage Ratio



# Sectoral Breakdown of Loan Portfolio(\*)

Maintained well-diversified loan portfolio



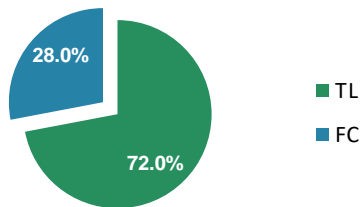
(\*) incl. non-cash loans, excl. retail loans



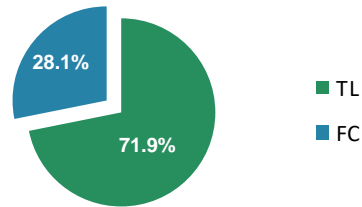
# Composition of Debt Securities

## Total Securities Compositions

2020 Q4

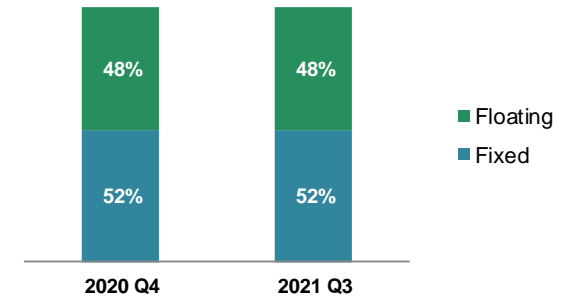


2021 Q3

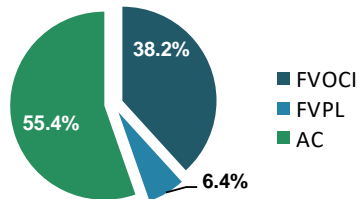


## Interest Rate Compositions

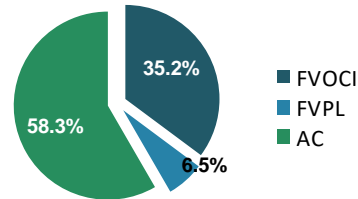
### Total Securities



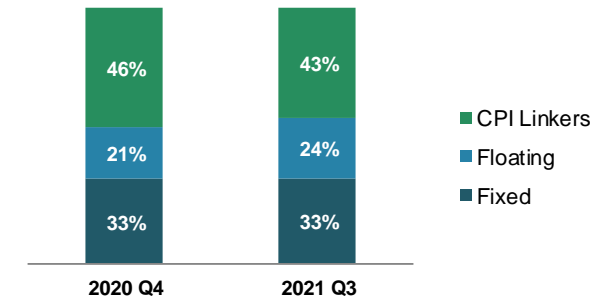
2020 Q4



2021 Q3



### TL Portfolio



CPI linker volume reached 7.5 bln TL with a positive impact in NIM



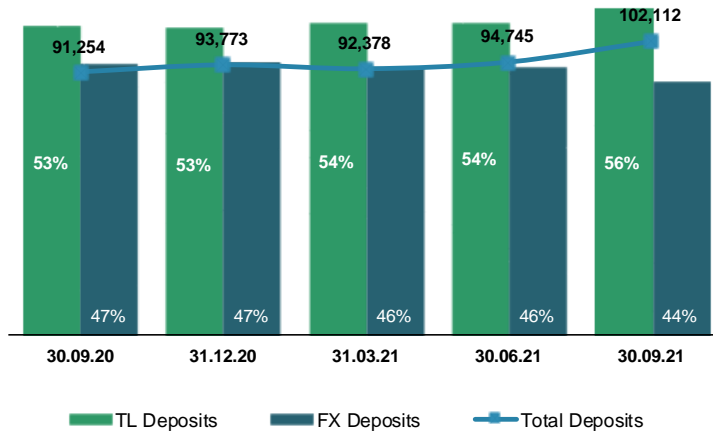
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# A Closer Look into Deposits

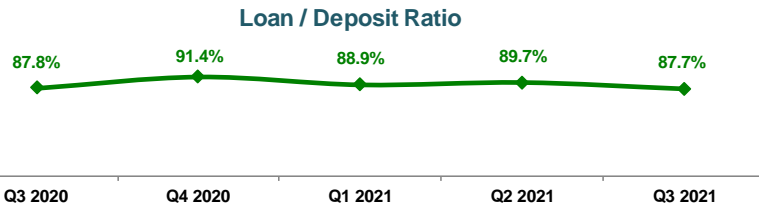
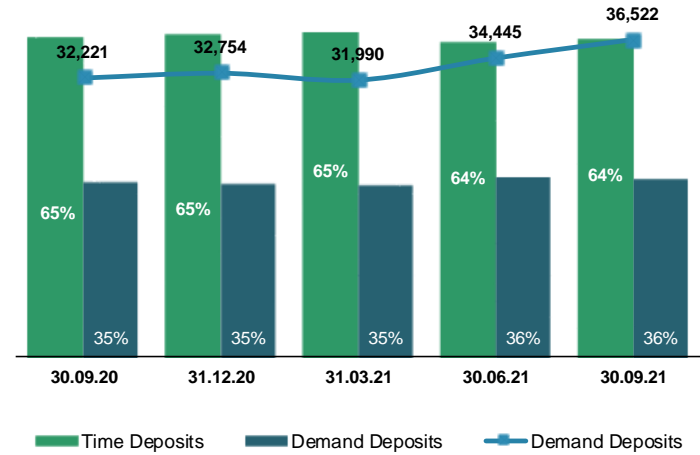
The share of TL deposits is 56% in total deposits

TL/FX Deposit Compositions

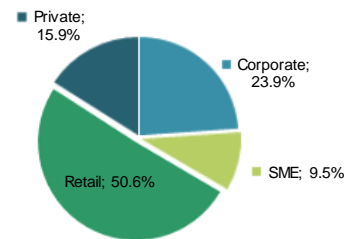


Demand deposit share showed slight increase compared to year-end

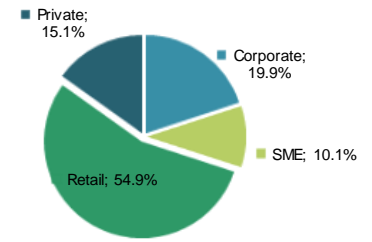
Time/Demand Deposit Compositions



Total Deposits - Dec'20



Total Deposits - Sep'21



While growing in loans, loan to deposit ratio kept stable

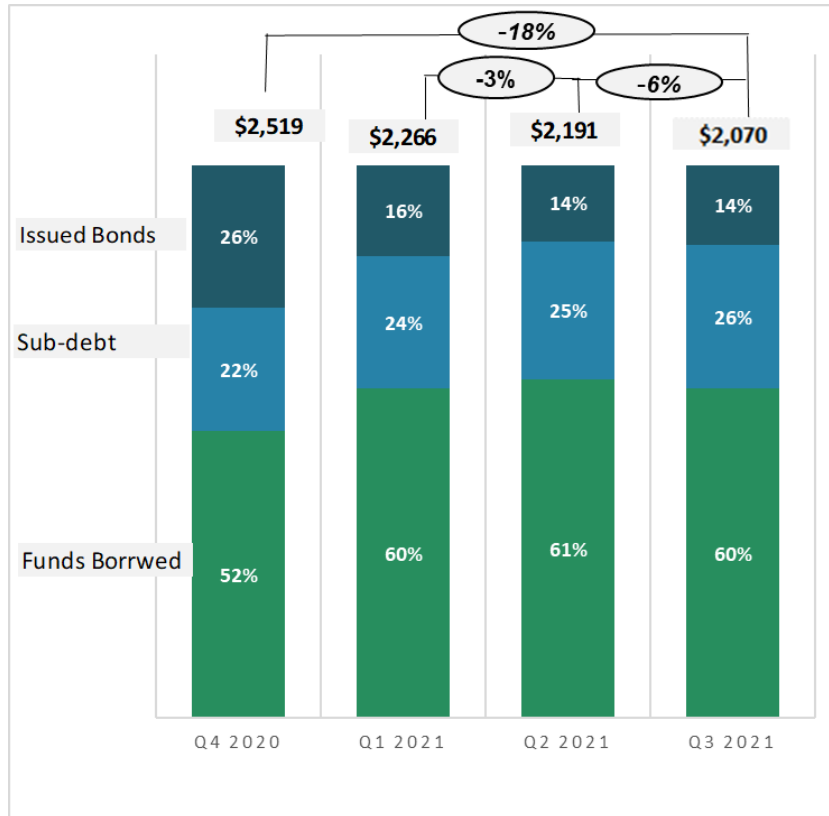


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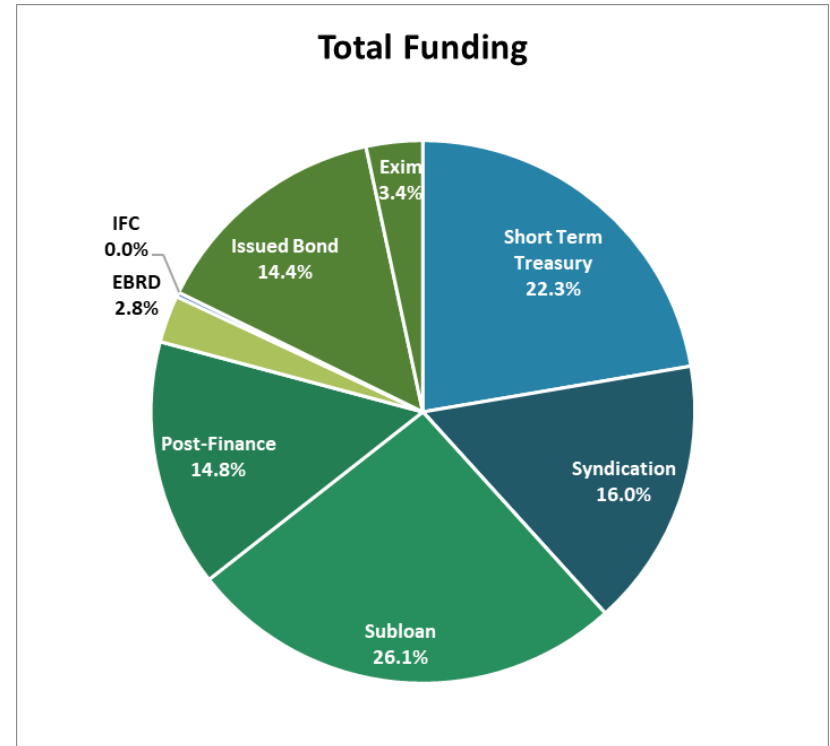
# Wholesale Borrowings

Maintained disciplined funding mix

Wholesale Borrowings By Type



Wholesale Borrowings Breakdown

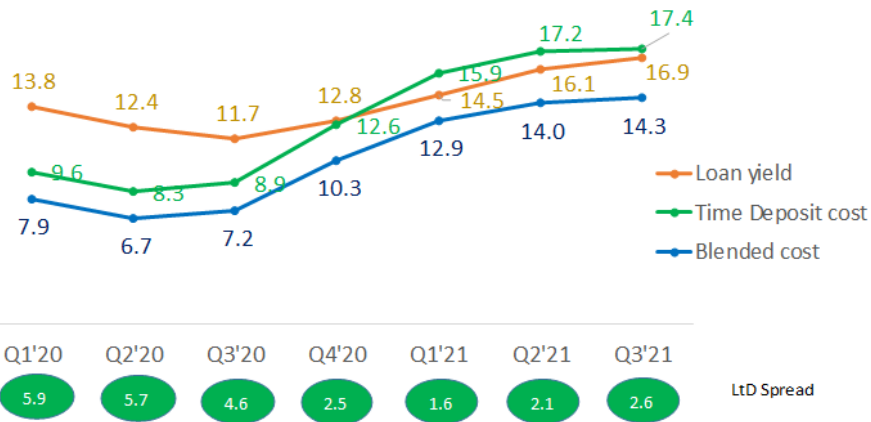


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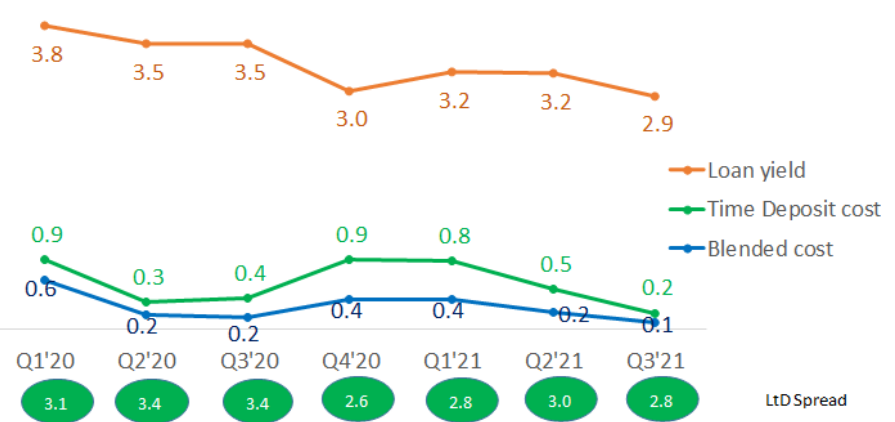
# Spreads

## Steady improvement in TL spreads in year 2021

TL Spread (%quarterly)



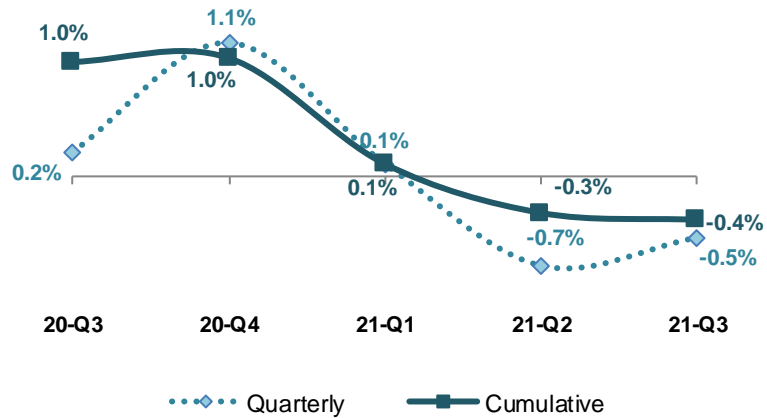
FX Spread (%quarterly)



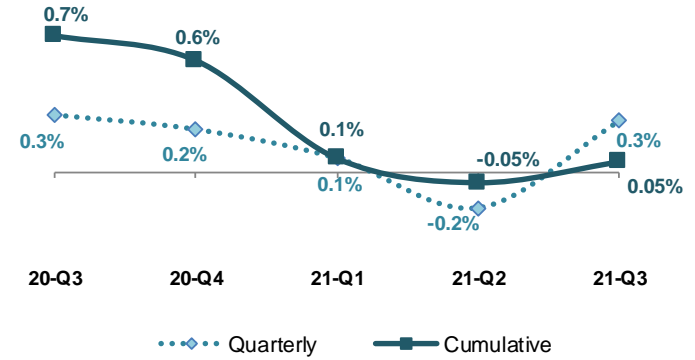
# Evolution of Cost of Risk

Cost of risk at the negative territory with prudent coverage ratios

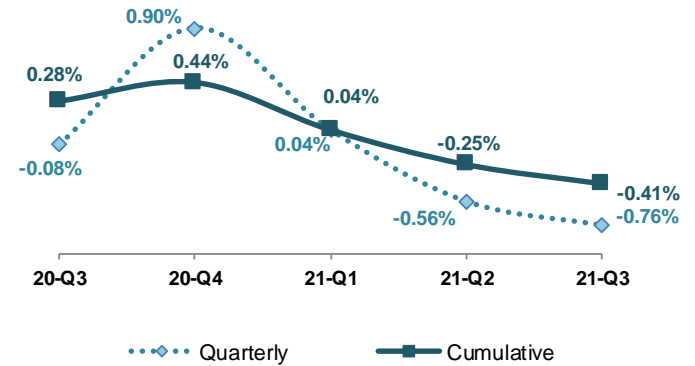
Cost of Risk



Cost of Risk (Stage 3)



Cost of Risk (Stage 1 & 2)

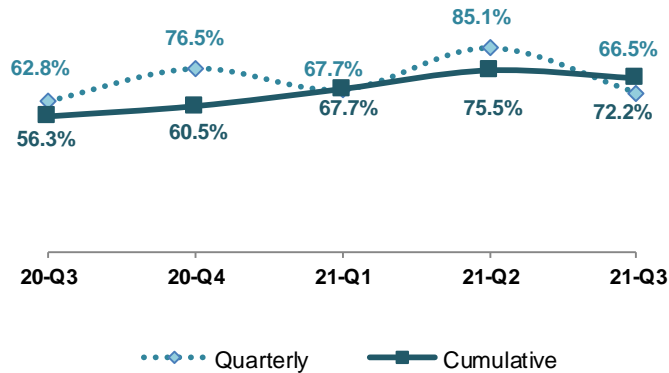


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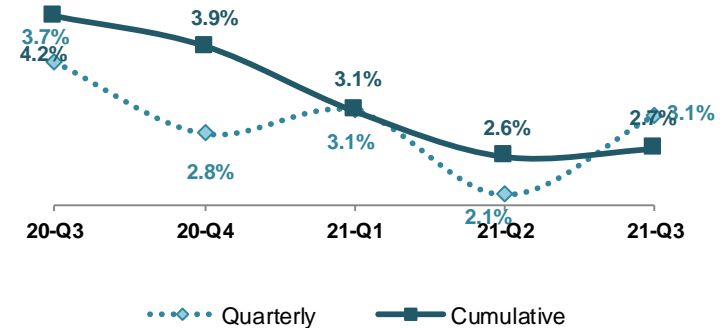
# Other Significant Ratios

## TEB: a solid and well capitalised bank

Cost / Income Ratio

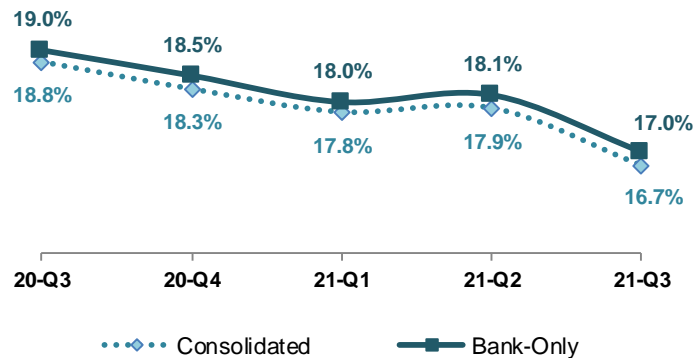


Net Interest Margin



The rate cuts & CPI linkers supporting NIM improvement

Comfortable CAR supporting growth



Strong capital buffers well above regulatory limits



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# APPENDIX



# Summary Balance Sheet

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

	31.12.2020	30.09.2021	YtD Chg
Cash & Cash Equivalents	29,641	29,081	-2%
Marketable Securities	22,608	24,117	7%
Loans (net)	78,884	88,902	13%
Other Assets	8,914	7,586	-15%
<b>Total Assets</b>	<b>140,048</b>	<b>149,685</b>	<b>7%</b>
Deposit	93,773	102,112	9%
Funds Borrowed	9,748	10,976	13%
Securities Issued	4,811	2,599	-46%
Repo	6,548	5,837	-11%
Subordinated Debt	4,195	4,905	17%
Other Liabilities	9,563	10,589	11%
Shareholders Equity	11,410	12,668	11%
<b>Liab.&amp;Shr.Equity</b>	<b>140,048</b>	<b>149,685</b>	<b>7%</b>



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# Summary Income Statement

TÜRK EKONOMİ BANKASI A.Ş.

Bank only (in Mn TL, cumulative)

	30.09.2020	30.09.2021
<b>Net Interest Income</b>	<b>4,616</b>	<b>4,760</b>
Gains/Losses From Derivatives and FX position	(1,069)	(2,021)
Securities Trading Gain/ Loss	(40)	70
Net Fee&Commissions	893	999
Other Income	89	155
<b>Net Banking Income</b>	<b>4,490</b>	<b>3,963</b>
Cost of Risk	(535)	236
<b>Net Operating Income</b>	<b>3,954</b>	<b>4,199</b>
Other Operating Expense	(1,338)	(1,536)
Personnel Expenses	(1,188)	(1,324)
Other Provisions	24	(2)
Dividend Income	31	6
Tax Provisions	(332)	(298)
<b>Net Profit</b>	<b>1,152</b>	<b>1,044</b>



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# Ratings of TEB

## FITCH (February 26, 2021)

	Rating	Outlook
Long-Term FC Issuer Default Rating	B+	Stable
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 (December 10, 2020)

	Rating	Outlook
Long Term FC Bank Deposits	B2	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	-
Long Term FC Counterparty Risk	B2	



# Disclaimer

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