



TEB  
Q4'20



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BNP PARIBAS ORTAKLIĞI

# Summary Balance Sheet

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

	31.12.2019	31.12.2020	YtD Chg
Cash & Cash Equivalents	21,361	29,802	40%
Marketable Securities	11,743	22,806	94%
Loans (net) <sup>(*)</sup>	67,467	81,201	20%
Other Assets	8,643	8,921	3%
<b>Total Assets</b>	<b>109,214</b>	<b>142,730</b>	<b>31%</b>
Deposit	72,178	93,742	30%
Funds Borrowed	10,195	11,911	17%
Securities Issued	2,334	4,811	106%
Repo	1,650	6,734	308%
Subordinated Debt	3,191	4,195	31%
Other Liabilities	9,757	9,647	-1%
Shareholders Equity	9,910	11,690	18%
<b>Liab.&amp;Shr.Equity</b>	<b>109,214</b>	<b>142,730</b>	<b>31%</b>

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



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# Summary Income Statement

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

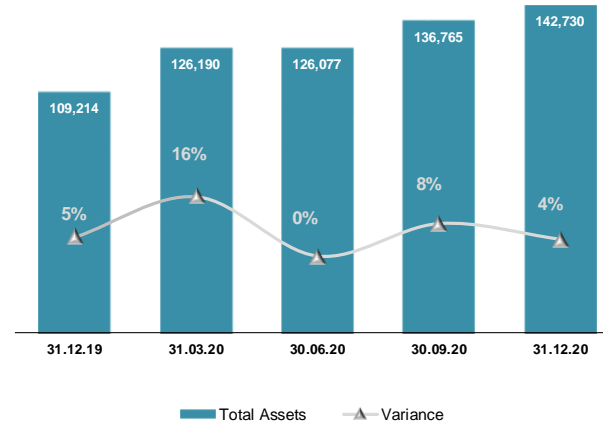
	31.12.2019	31.12.2020
<b>Net Interest Income</b>	<b>5,565</b>	<b>6,253</b>
Gains/Losses From Derivatives and FX position	-1,135	-1,684
Securities Trading Gain/ Loss	125	-52
Net Fee&Commissions	1,583	1,332
Other Income	133	129
<b>Net Banking Income</b>	<b>6,270</b>	<b>5,978</b>
Cost of Risk	-1,407	-752
<b>Net Operating Income</b>	<b>4,862</b>	<b>5,226</b>
Other Operating Expense	-1,765	-1,911
Personnel Expenses	-1,518	-1,664
Other Provisions	-89	23
Dividend Income	1	4
Tax Provisions	-365	-408
<b>Net Profit</b>	<b>1,127</b>	<b>1,269</b>



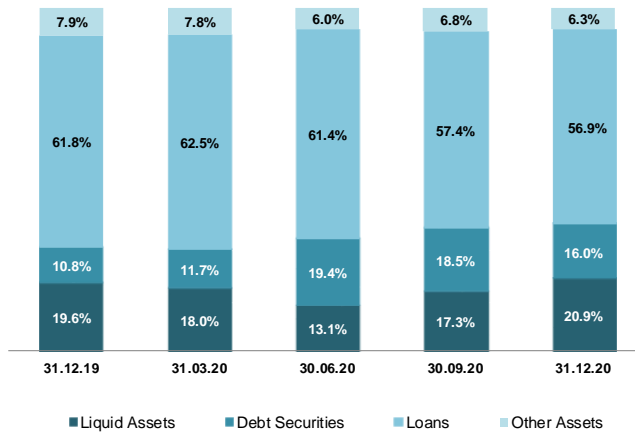
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# Asset and Liability Composition

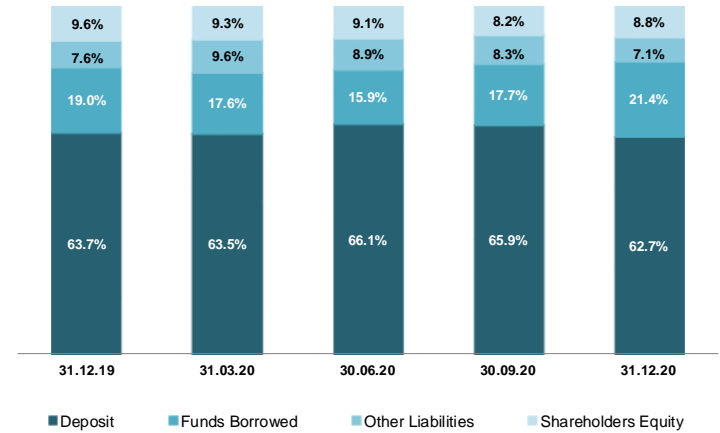
Balance Sheet Growth



Asset Compositions



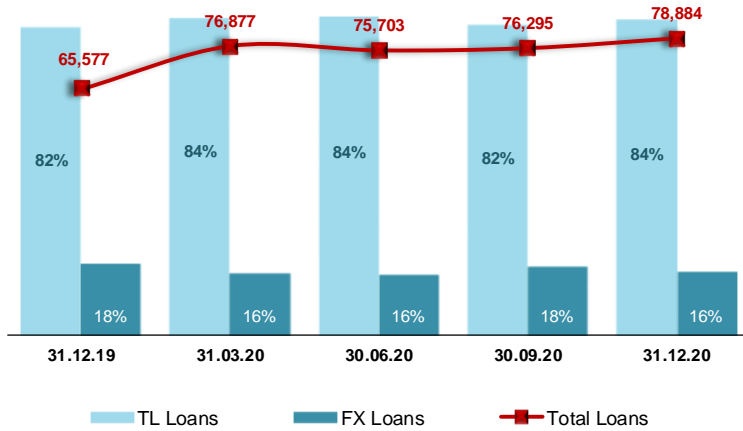
Liability Compositions



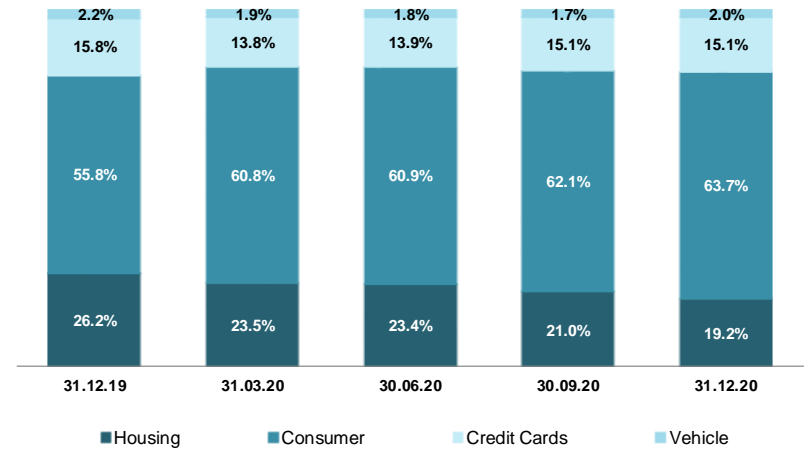
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# A Closer Look into Loans

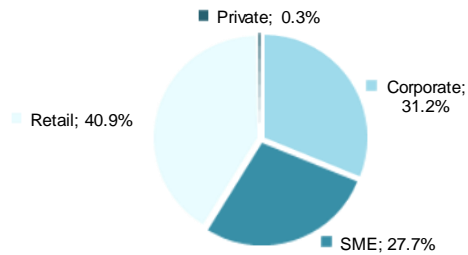
## Loan Compositions



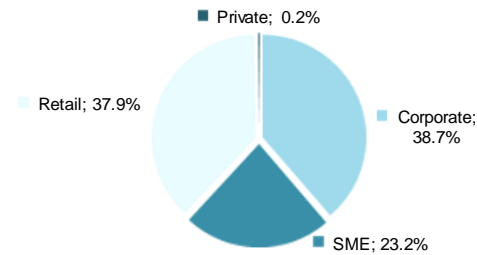
## Breakdown of Retail Loans



## Performing Loans - Dec'19



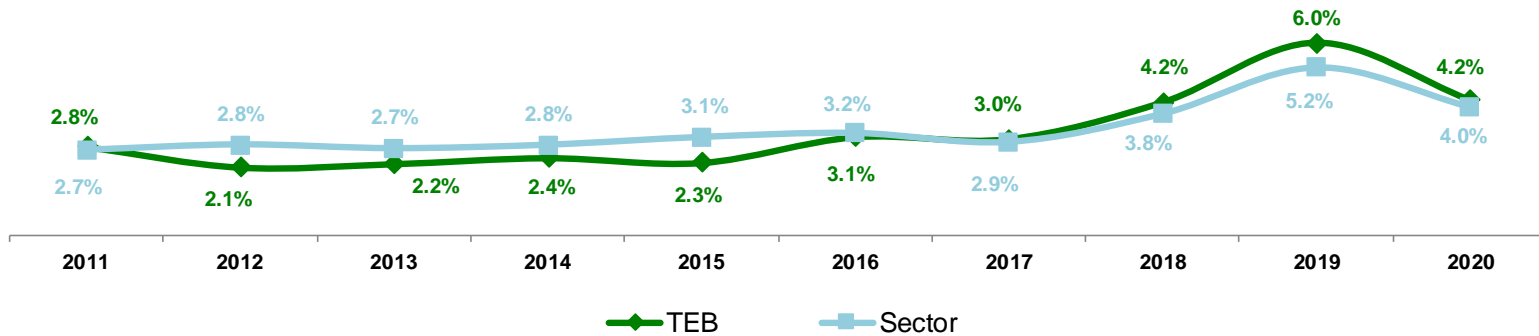
## Performing Loans - Dec'20



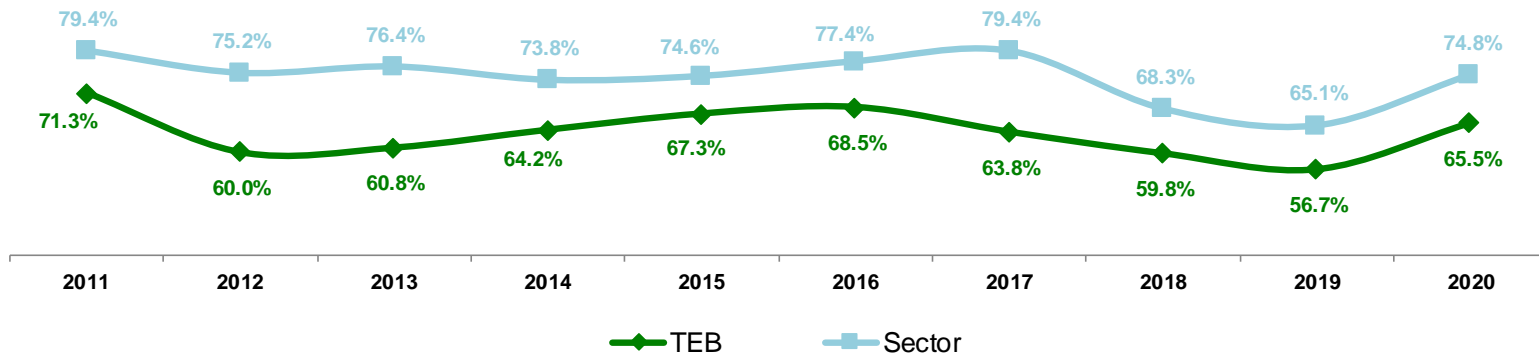
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# NPL and Coverage Ratios

## NPL Ratio

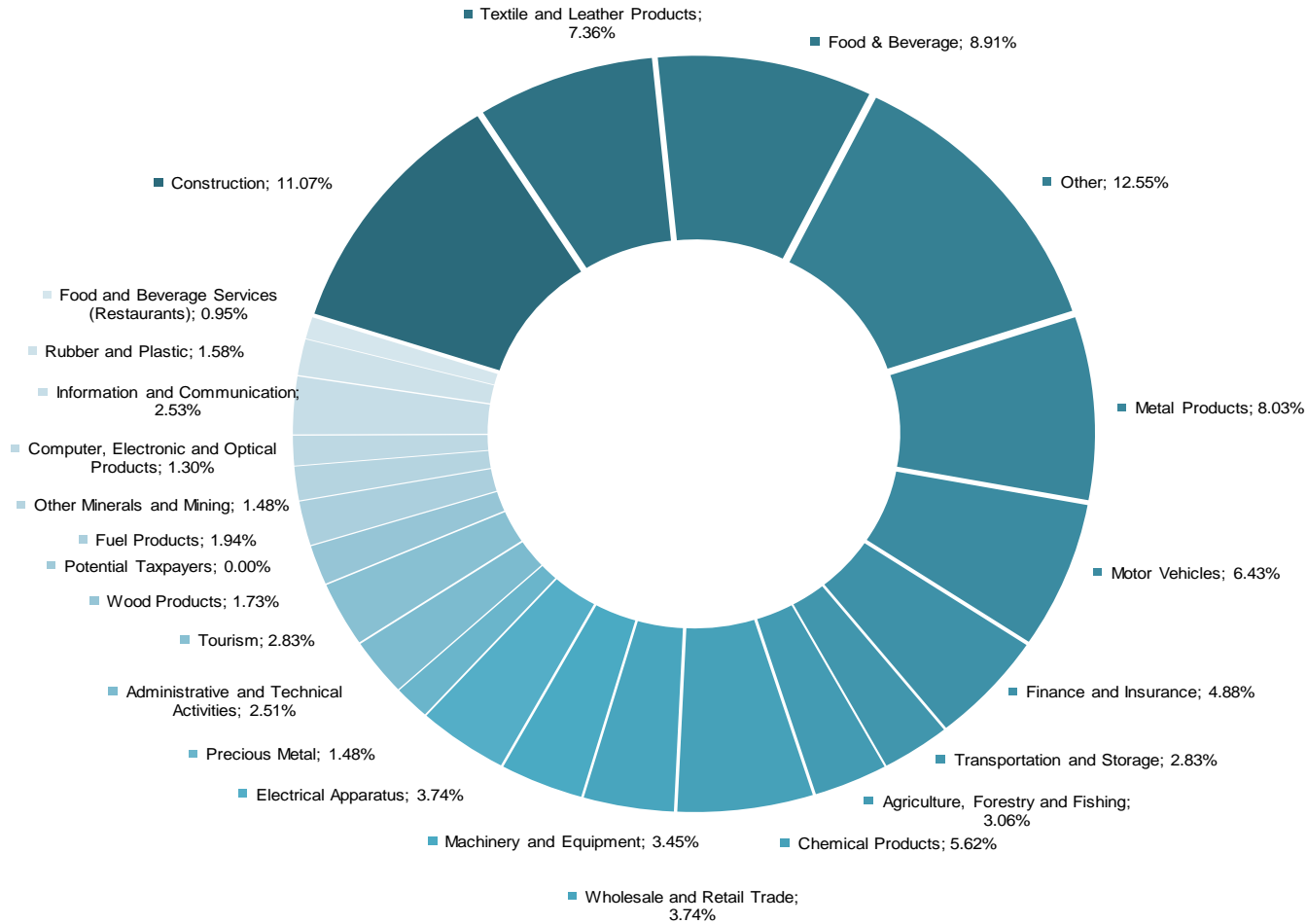


## Coverage Ratio



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# Sectoral Breakdown of Loan Portfolio(\*)



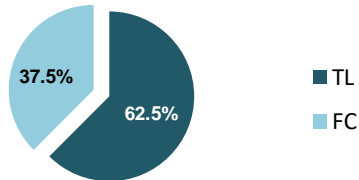
(\*) incl. non-cash loans, excl. retail loans



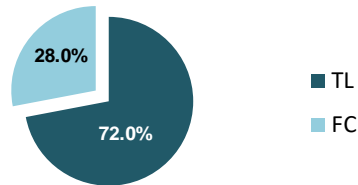
# Composition of Debt Securities

## Total Securities Compositions

2019 Q4

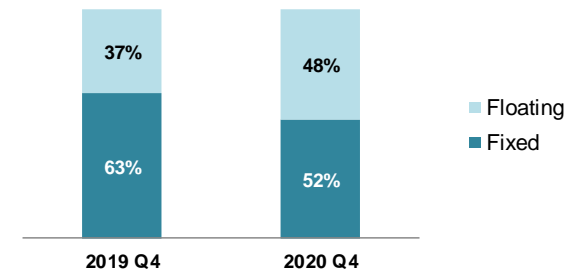


2020 Q4

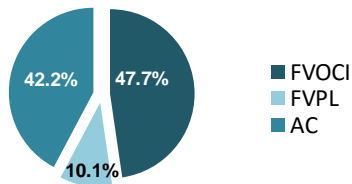


## Interest Rate Compositions

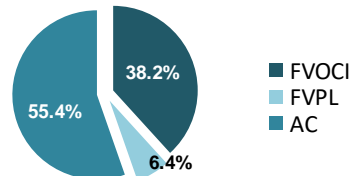
### Total Securities



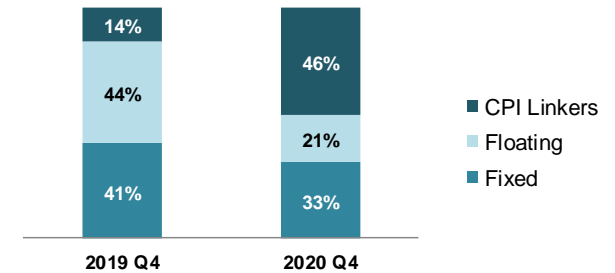
2019 Q4



2020 Q4



### TL Portfolio

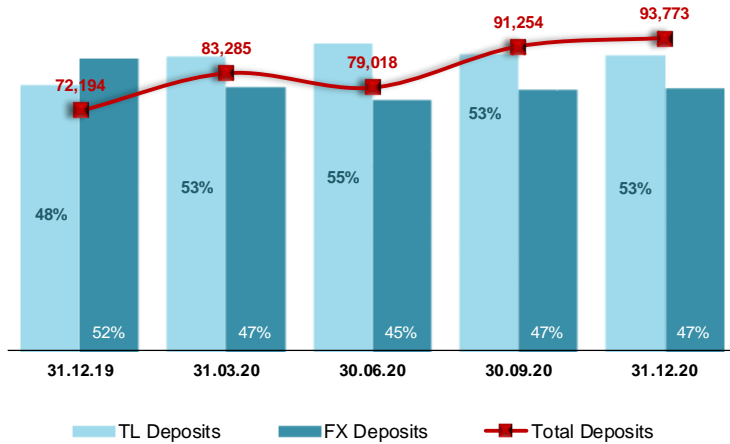


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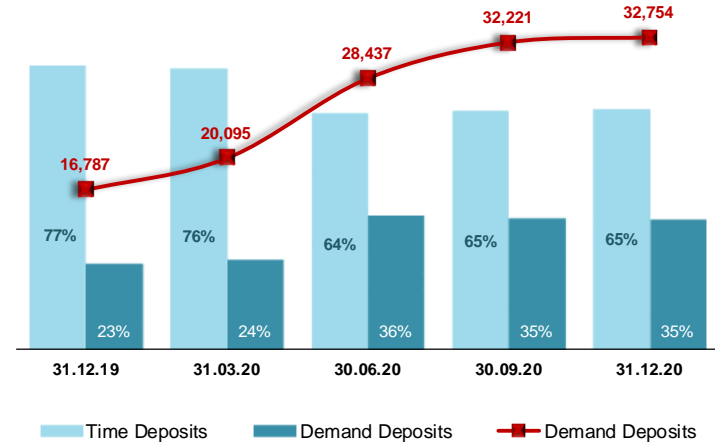


# A Closer Look into Deposits

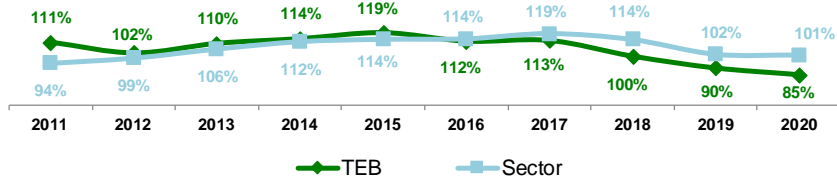
### TL/FX Deposit Compositions



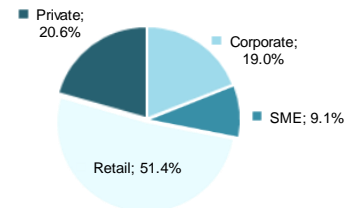
### Time/Demand Deposit Compositions



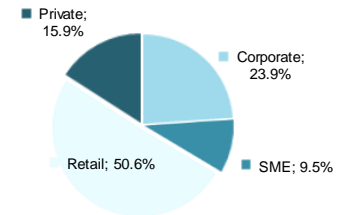
### Loan / Deposit Ratio



### Total Deposits - Dec'19



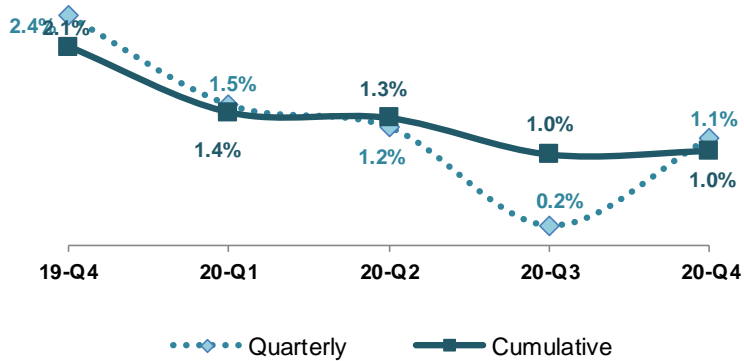
### Total Deposits - Dec'20



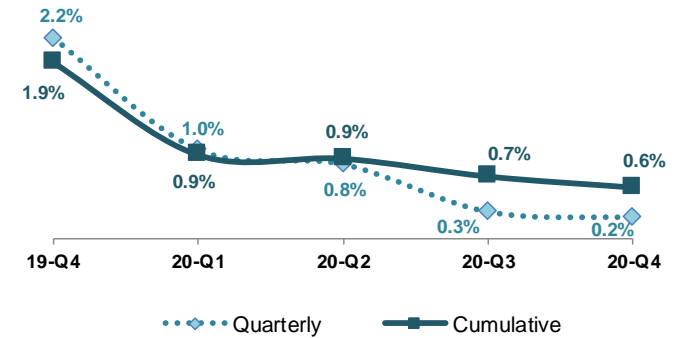
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# Evolution of Cost of Risk

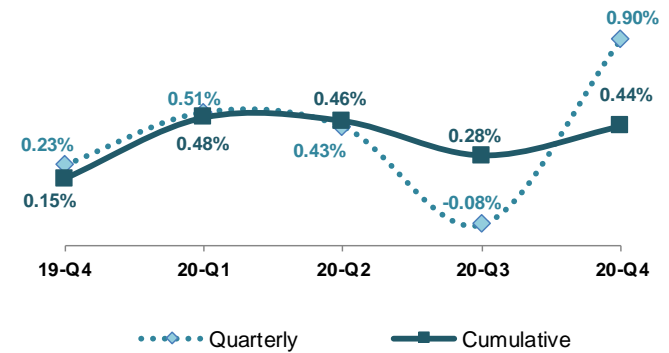
## Cost of Risk



## Cost of Risk (Stage 3)

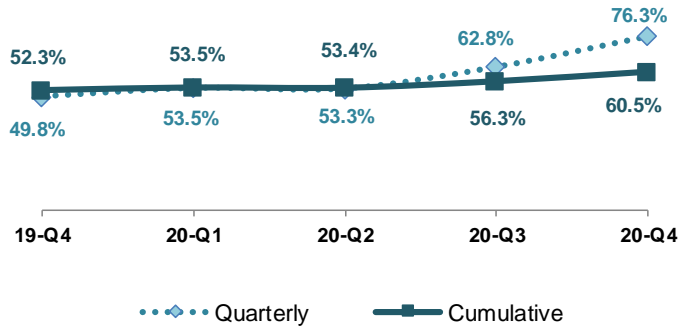


## Cost of Risk (Stage 1 & 2)

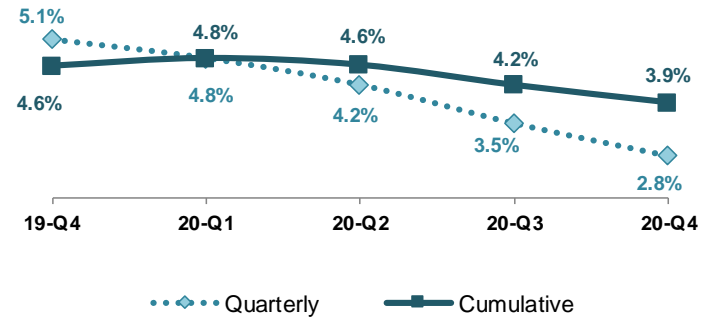


# Other Significant Ratios

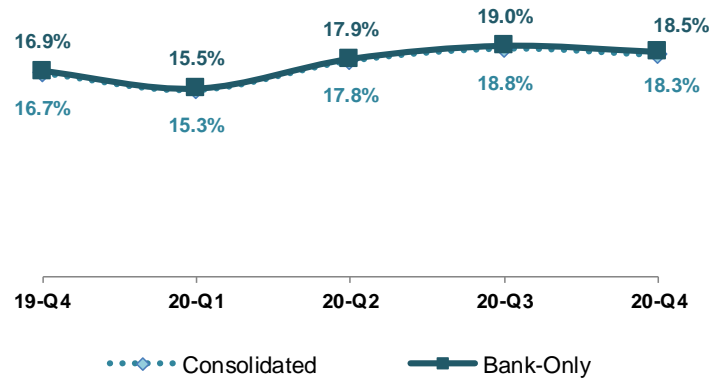
Cost / Income Ratio



Net Interest Margin



Comfortable CAR supporting growth



# TEB's Network

TEB is present in 71 cities



As of 31/12/2020

Number of Clients: 6.8 million

Number of Branches: 455

Total Staff: 8,850

ATM: 1,660

POS: 273,379



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# APPENDIX



# Summary Balance Sheet

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

	31.12.2019	31.12.2020	YtD Chg
Cash & Cash Equivalents	21,337	29,641	39%
Marketable Securities	11,608	22,608	95%
Loans (net)	65,577	78,884	20%
Other Assets	8,829	8,914	1%
<b>Total Assets</b>	<b>107,350</b>	<b>140,048</b>	<b>30%</b>
Deposit	72,194	93,773	30%
Funds Borrowed	8,577	9,748	14%
Securities Issued	2,334	4,811	106%
Repo	1,645	6,548	298%
Subordinated Debt	3,191	4,195	31%
Other Liabilities	9,689	9,563	-1%
Shareholders Equity	9,721	11,410	17%
<b>Liab.&amp;Shr.Equity</b>	<b>107,350</b>	<b>140,048</b>	<b>30%</b>



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# Summary Income Statement

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

	31.12.2019	31.12.2020
<b>Net Interest Income</b>	<b>5,436</b>	<b>6,146</b>
Gains/Losses From Derivatives and FX position	-1,136	-1,687
Securities Trading Gain/ Loss	125	-52
Net Fee&Commissions	1,501	1,157
Other Income	135	133
<b>Net Banking Income</b>	<b>6,061</b>	<b>5,697</b>
Cost of Risk	-1,405	-752
<b>Net Operating Income</b>	<b>4,656</b>	<b>4,944</b>
Other Operating Expense	-1,726	-1,867
Personnel Expenses	-1,446	-1,582
Other Provisions	-89	23
Dividend Income	19	31
Tax Provisions	-343	-372
<b>Net Profit</b>	<b>1,070</b>	<b>1,177</b>



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# Ratings of TEB

## **FITCH** (September 1, 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-	Negative
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	





# 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
- ▶ %2.7 market share in Turkey in protection insurance & pension as of 3Q 2020

## TEB Factoring

- ▶ Established in 1997, is one of the pioneers of factoring sector in Turkey. 6.6% market share as of 3Q 2020

## TEB Cetelem

- ▶ Consumer finance company in Turkey with 4.8% market share as of 4Q 2020

## TEB

- ▶ Full range of banking services

## TEB Investment

20<sup>th</sup> largest brokerage & investment house of Turkey with 1.9% market share at Borsa İstanbul Equity Market as of 4Q 2020 and 9<sup>th</sup> largest brokerage & investment house of Turkey with 3.7% market share at Borsa İstanbul Derivatives Market as of as of 4Q 2020

## TEB Kosovo

- ▶ Operative since January 2008, with 29 branches, as of 4Q 2020

## TEB Asset Management

- ▶ 8<sup>th</sup> largest asset management company with 3.0% market share as of 4Q 2020

## BNPP Leasing

- ▶ 9.6% market share as of 3Q 2020

## TEB Arval

- ▶ Operative since October 2007, 7.8% market share as of 4Q 2020



# Disclaimer

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