

# **PASHA Bank Turkey**

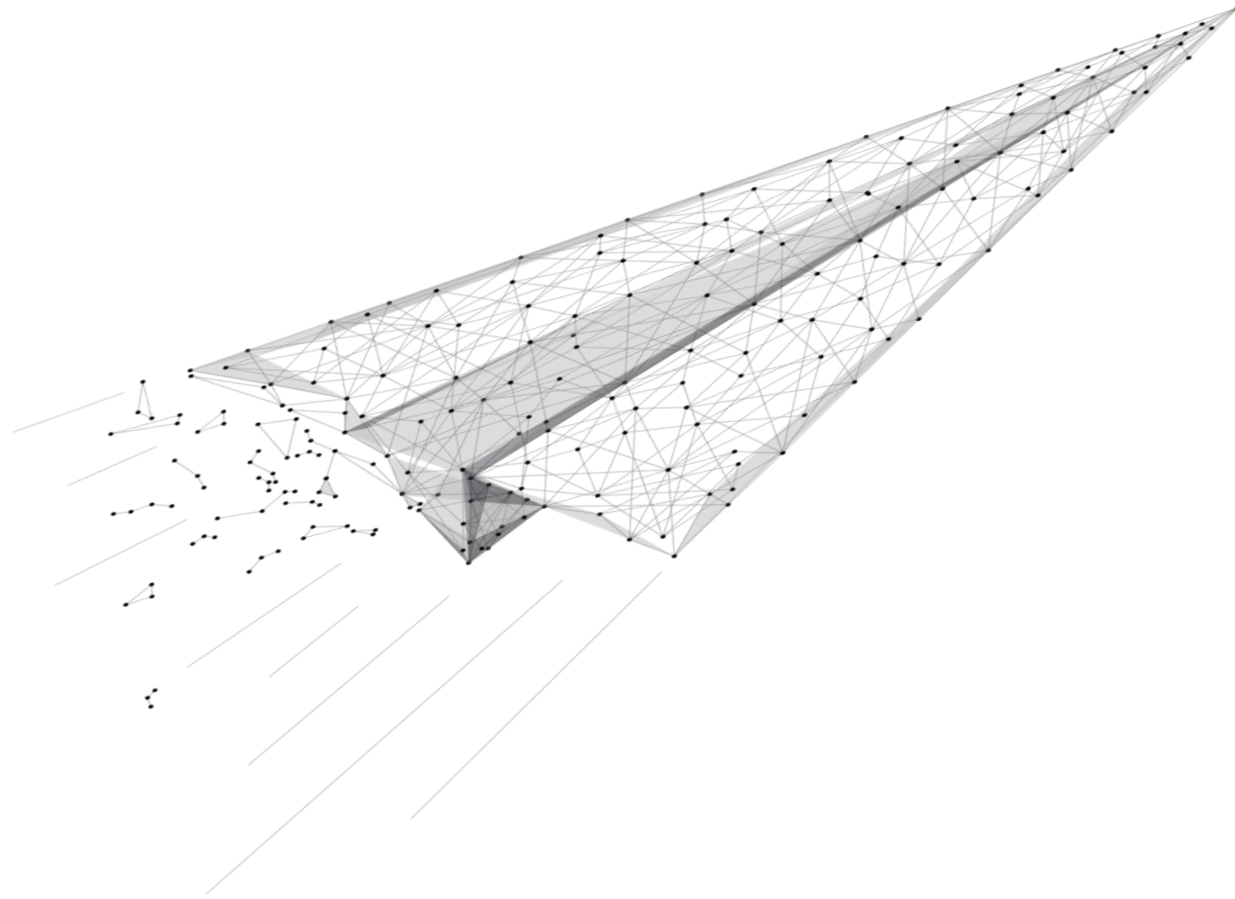
**Financial Institutions & Investor Relations Presentation**

September 30, 2018

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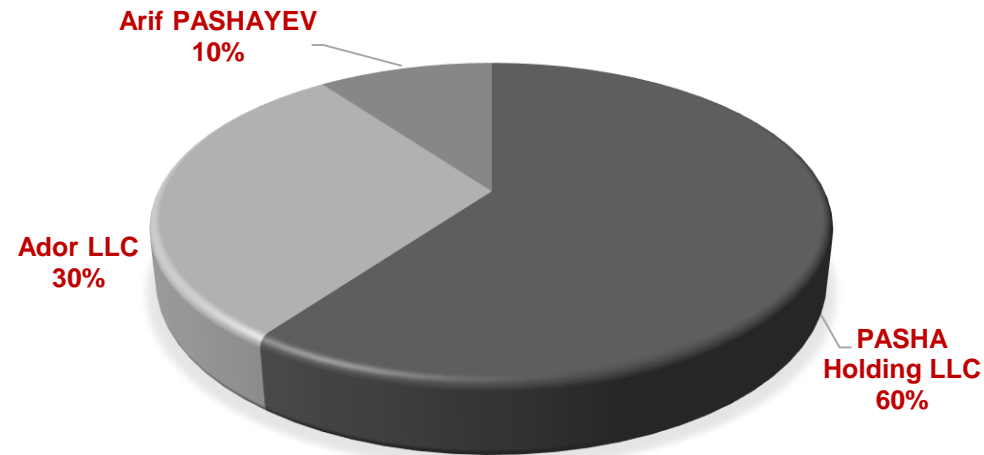
# PASHA Bank Turkey



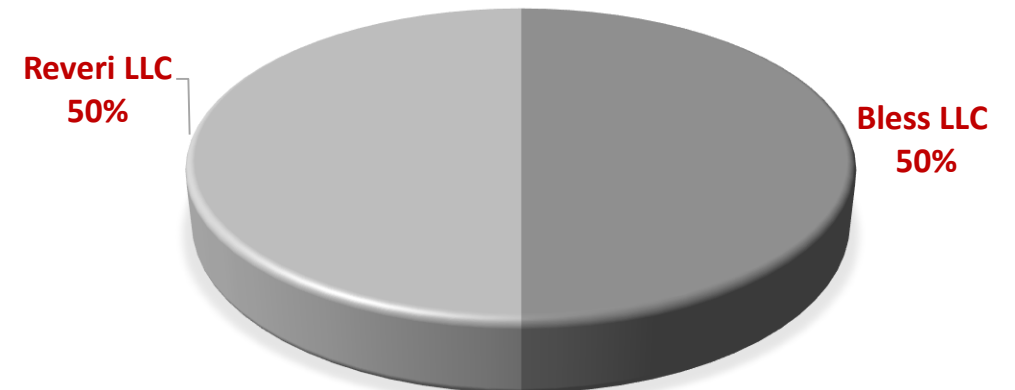
# Shareholdership Structure

Title/Name	# of Shares	Amount (TL)	Share (%)
PASHA Bank OJSC	254,795,211	254,795,121	50.96%
PASHA Holding LLC	245,000,000	245,000,000	49.00%
Other	204,879	204,879	0.04%
<b>Total</b>	<b>500,000,000</b>	<b>500,000,000</b>	<b>100.00%</b>

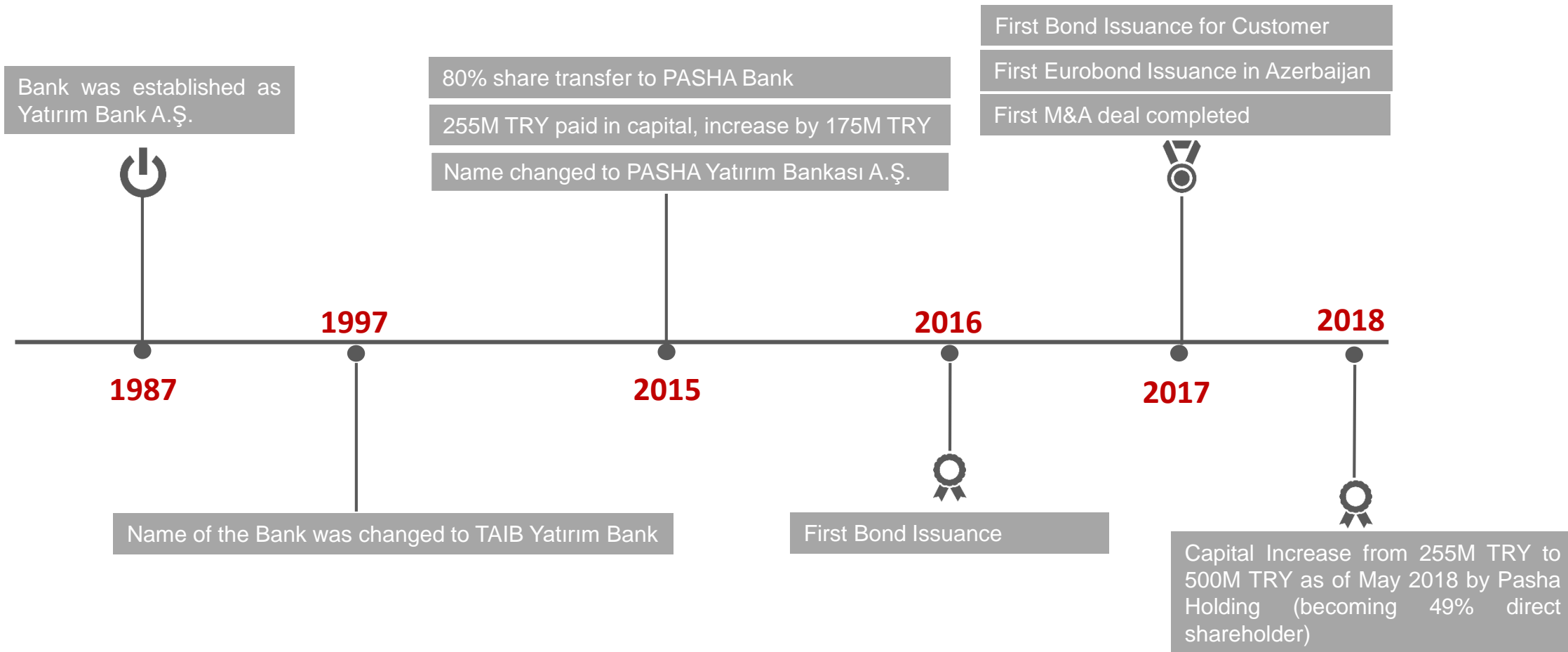
PASHA BANK OJSC



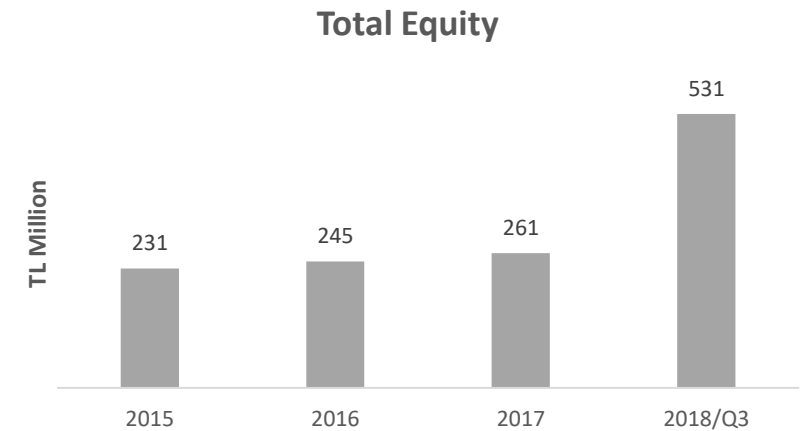
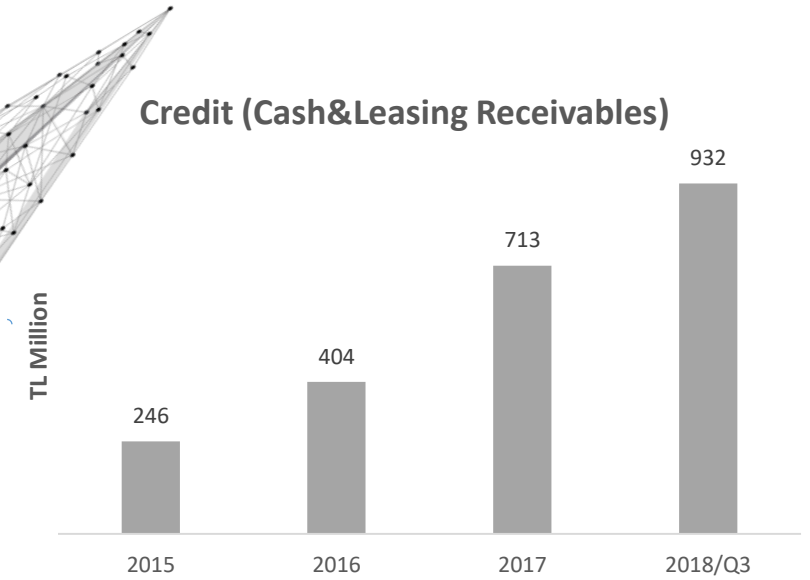
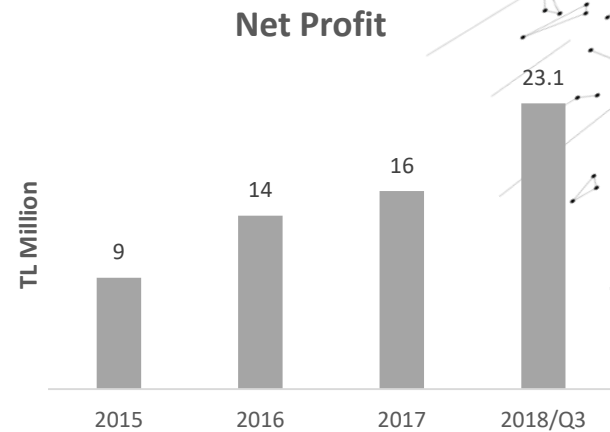
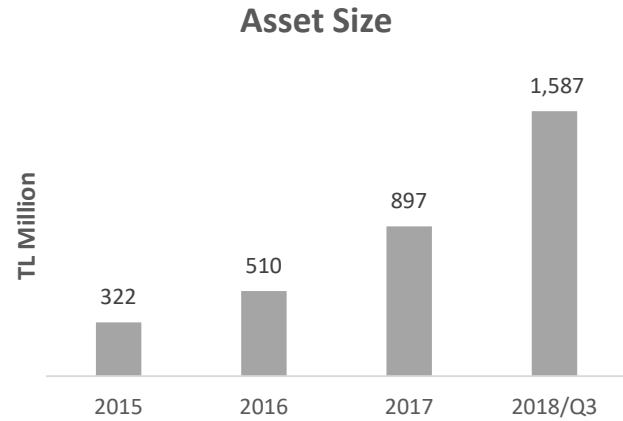
PASHA HOLDING LLC



# Milestones



# Main Financials

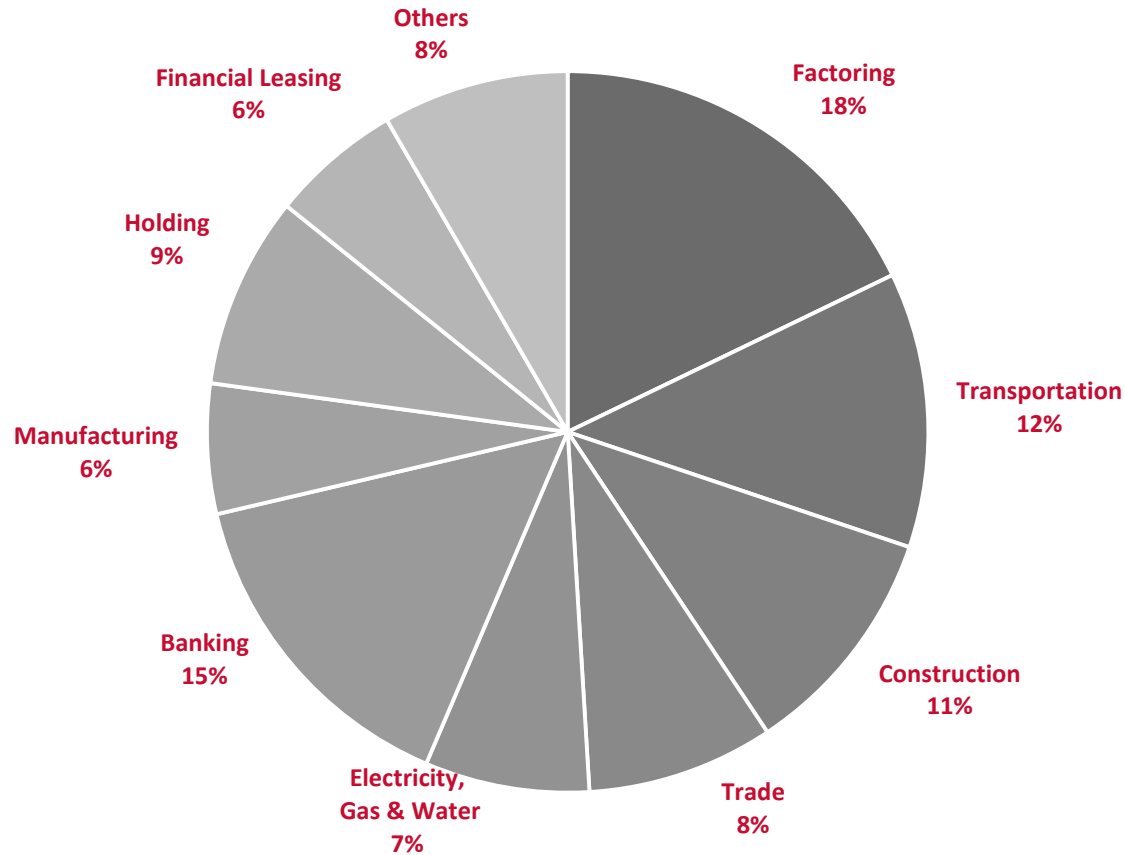


# BS – P&L

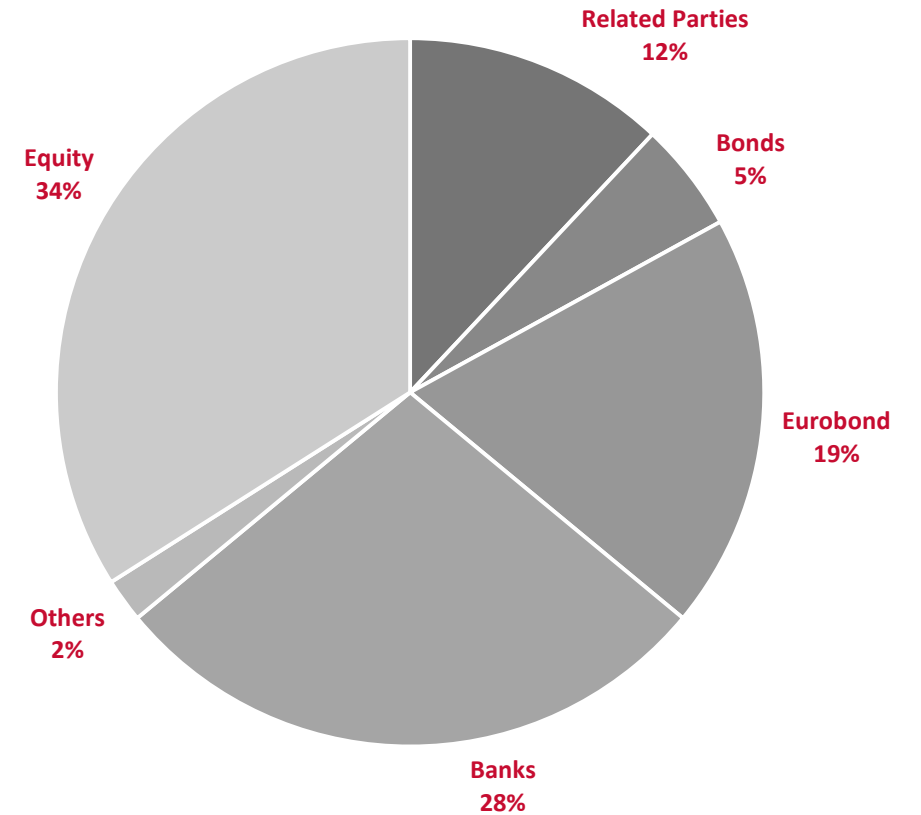
Financials <small>in '000 TRY</small>	2015	2016	2017	2018/Q3
Cash Loans & Lease Receivables, gross	245.744	403.870	713.048	931.545
Marketable Securities	9.619	20.538	26.251	37.721
<b>Assets</b>	<b>322.405</b>	<b>510.357</b>	<b>896.845</b>	<b>1.587.661</b>
Borrowings	71.311	245.099	585.857	1.040.309
<b>Equity</b>	<b>230.552</b>	<b>244.658</b>	<b>260.607</b>	<b>531.993</b>
Non-Cash Credits	126.995	197.910	365.927	505.593
<b>Total Operating Income</b>	<b>26.565</b>	<b>36.525</b>	<b>45.650</b>	<b>57.879</b>
Net Income/(Loss)	8.787	14.005	16.008	23.100

# Breakdown of Portfolios

## GROSS LOANS BY SECTOR



## FUNDING

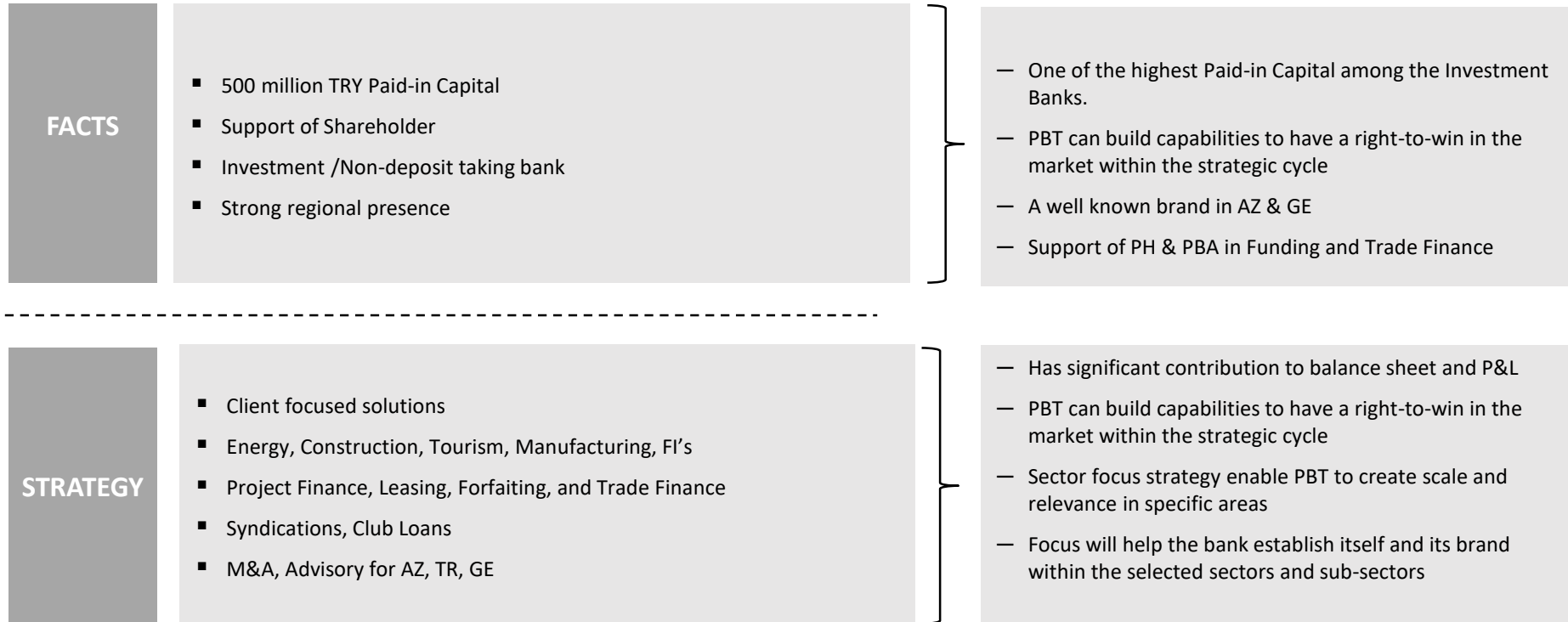




# Ratios

Main Ratios	2015	2016	2017	2018/Q3
Equity / Assets	71,0%	48,0%	29,1%	33.5%
ROAE	4,0%	5,9%	6,3%	9.4%
ROAA	2,9%	3,4%	2,3%	2.5%
Cost / Income	49,2%	45,5%	48,2%	32,0%
CAR	91,8%	53,9%	31,4%	36.7%
NPL	0	0	0	0

# Facts & Strategy (2018-2020)



# Funding Strategy (2018-2020)

CAPITAL	▪ 500 million TRY Paid-in Capital
TRY BOND	▪ Up to 300 million TRY till 2020
EUROBOND	▪ 125 million USD ( Currently 50 million USD is provided)
MM	▪ 150 million TRY
SYNDICATION & CLUB LOANS	▪ Up to USD 10 million till 2020

# Ratings

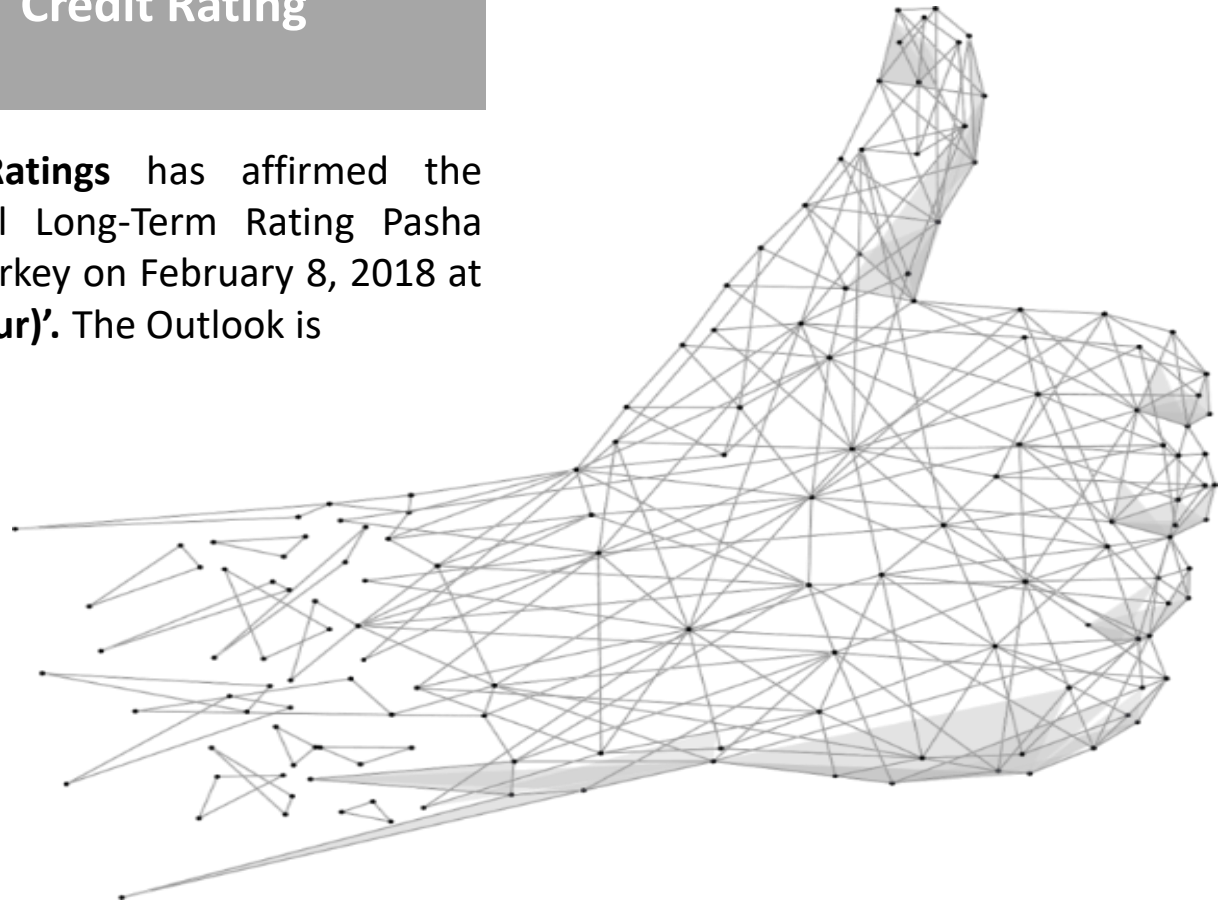
## Corporate Governance Rating

PASHA Bank Turkey has been graded by independent rating agency and received **9.19** rating note as of July 2018 for its compliance with the corporate governance principles in terms of Shareholder, Public Disclosure and Transparency, Stakeholders, Board of Directors.

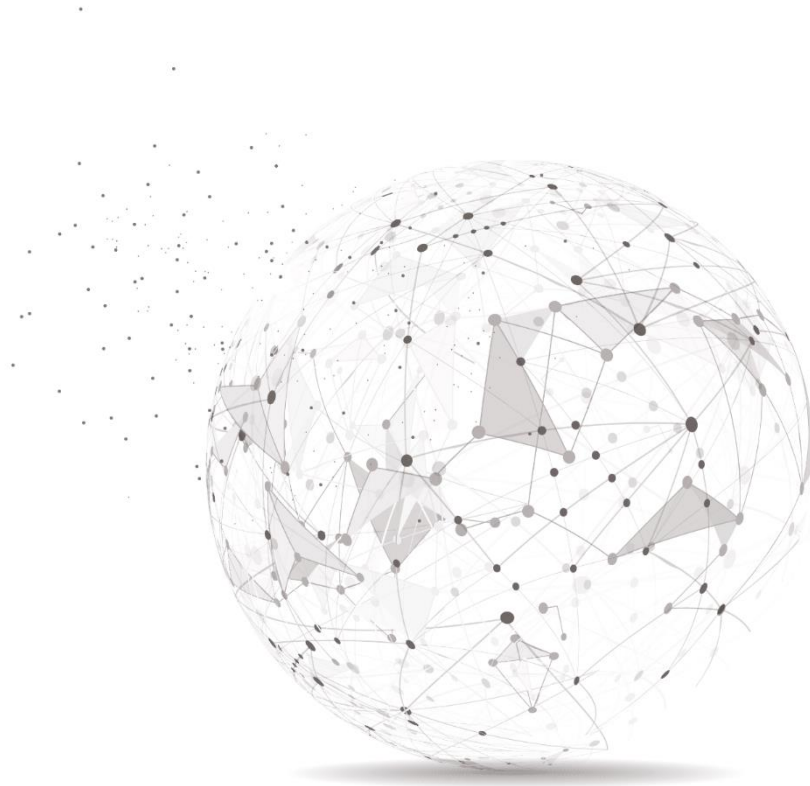
PASHA Bank Turkey has stood in the 1st Group of the World Corporate Governance Index (WCGI).

## Credit Rating









**Fitch Ratings** has affirmed the National Long-Term Rating Pasha Bank Turkey on February 8, 2018 at '**BBB+(tur)**'. The Outlook is Stable.



# PASHA Holding



## PASHA Holding Group Shares

 <b>PASHA Bank</b>	60%
 <b>PASHA Insurance</b>	100%
 <b>PASHA Travel</b>	60%
 <b>PASHA Construction</b>	60%
 <b>PASHA Life</b>	100%
 <b>PASHA Development</b>	100%
 <b>Absheron</b> hotel group	100%
 <b>Kapital Bank</b>	99,84%

# PASHA Group Banks

PASHA BANK AZERBAIJAN in USD x 000	2017
Loans to Customers	794
Assets	2.328
Equity	294
P&L	52
ROAE	18.2%



KAPITAL BANK AZERBAIJAN in USD x 000	2017
Loans to Customers	657
Assets	1.906
Equity	223
P&L	66
ROAE	32.3%

PASHA BANK GEORGIA in USD x 000	2017
Loans to Customers	44
Assets	105
Equity	41
P&L	1
ROAE	3.3%

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# Thank you...

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