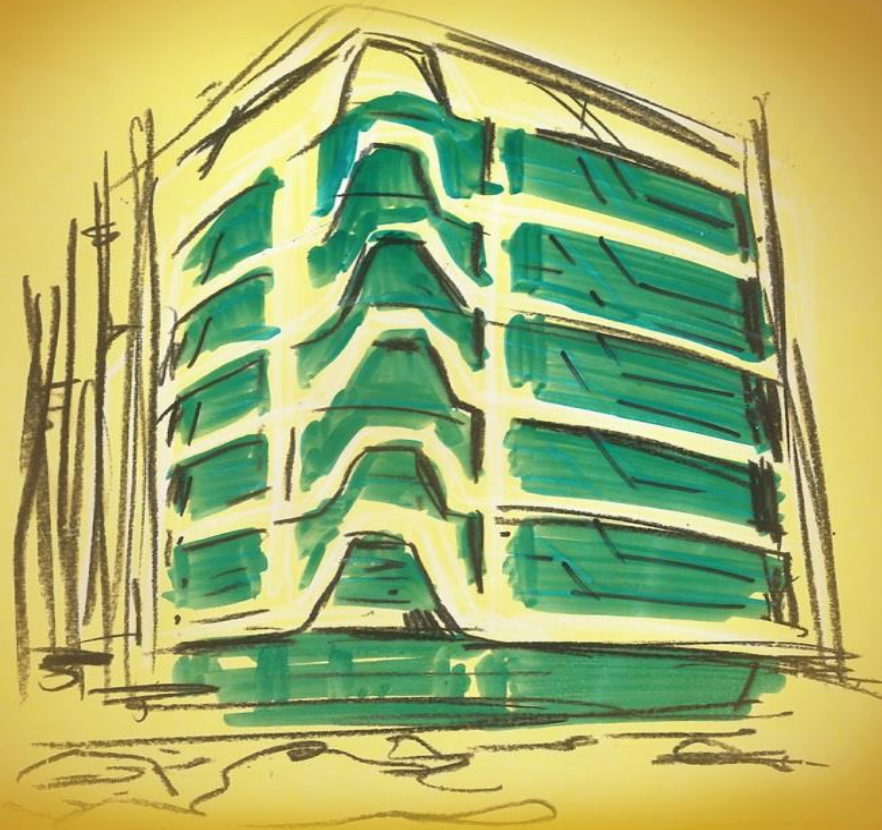




**PASHA  
Bank**



# **PASHA Bank Turkey**

**Financial Institutions & Investor Relations Presentation**

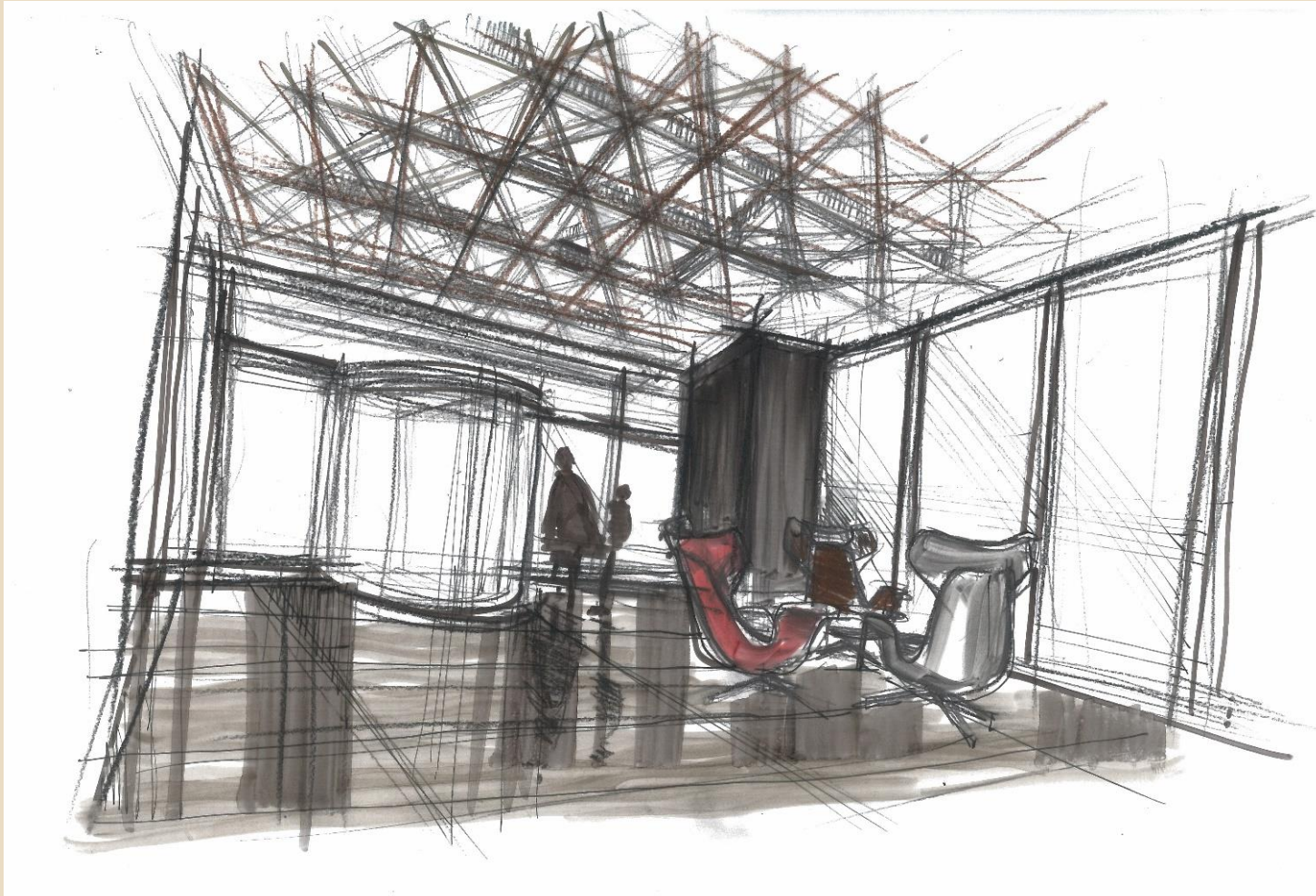
**September 30, 2020**

# Content

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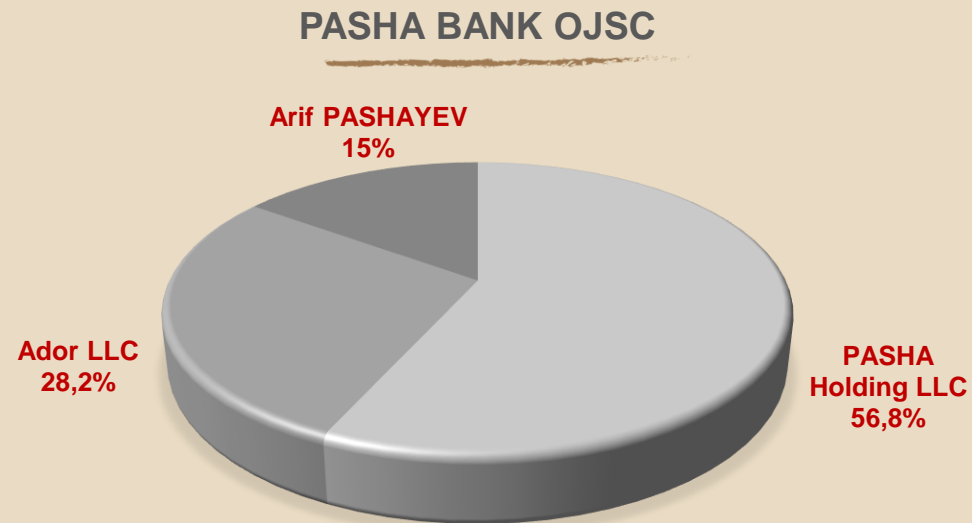
<b>PASHA Bank Turkey</b>	<b>2</b>
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# PASHA Bank Turkey

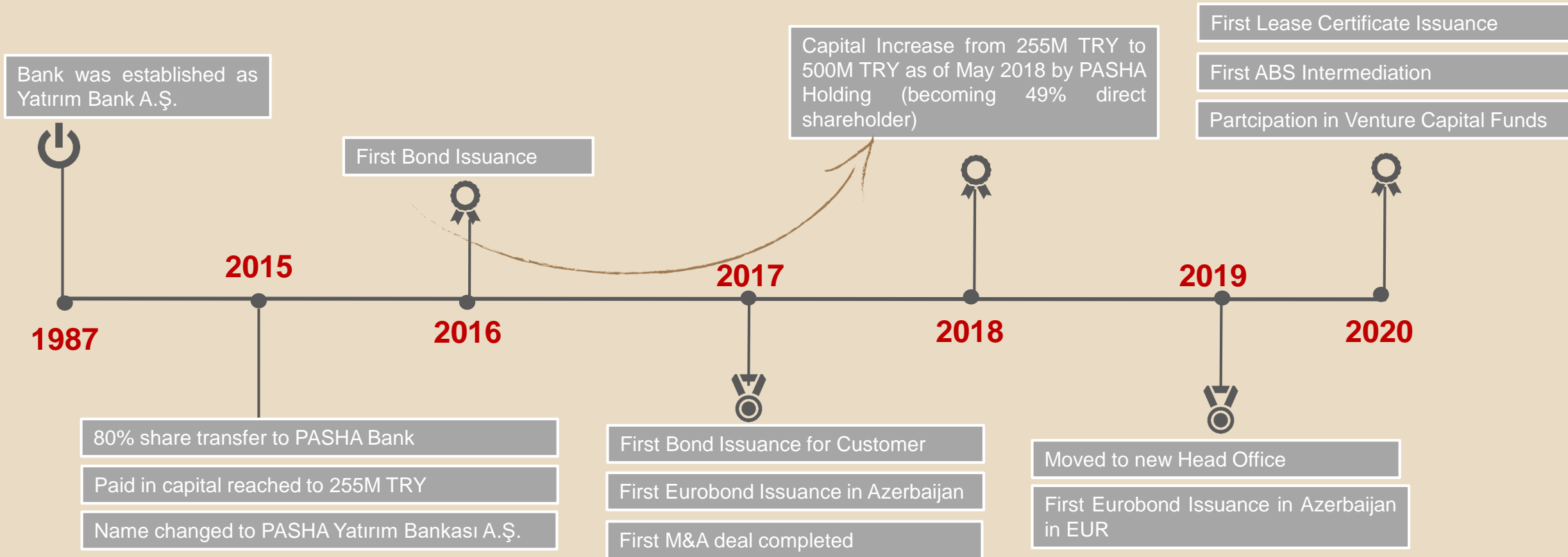


# Shareholdership Structure

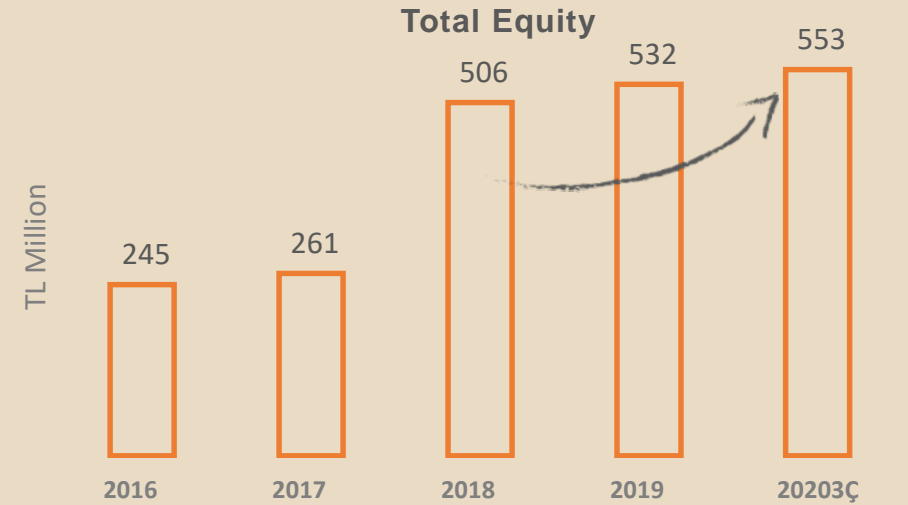
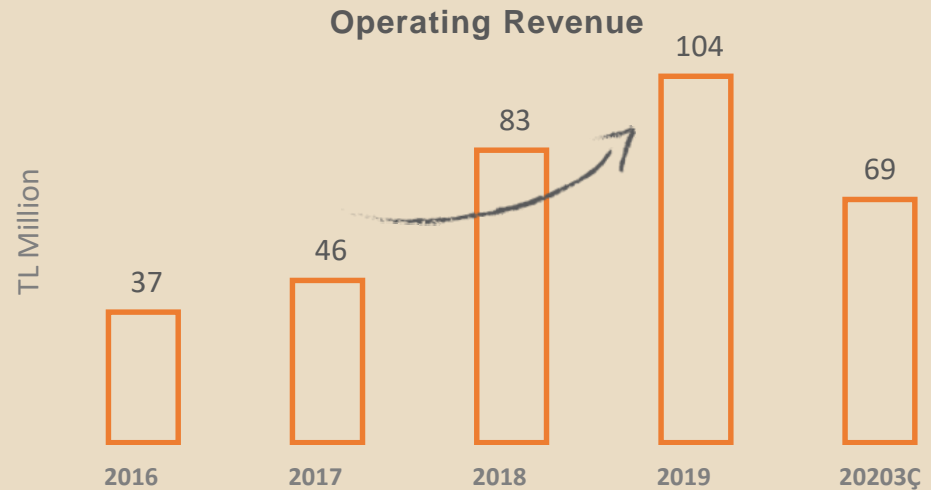
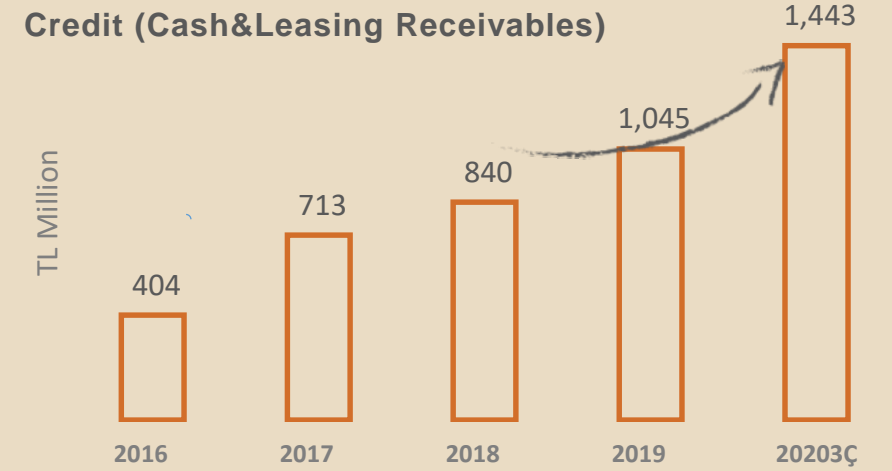
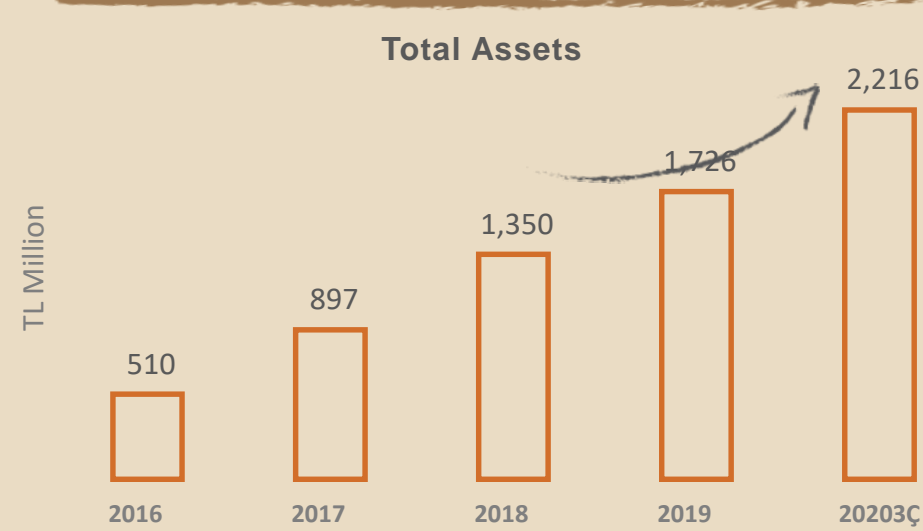
Title/Name	# of Shares	Amount (000' TRY)	Share (%)
PASHA Bank OJSC	254.795.121	254.795	50,96%
PASHA Holding LLC	245.000.000	245.000	49,00%
Other	204.879	205	0,04%
<b>Total</b>	<b>500.000.000</b>	<b>500.000</b>	<b>100,00%</b>



# Milestones



# Main Financials





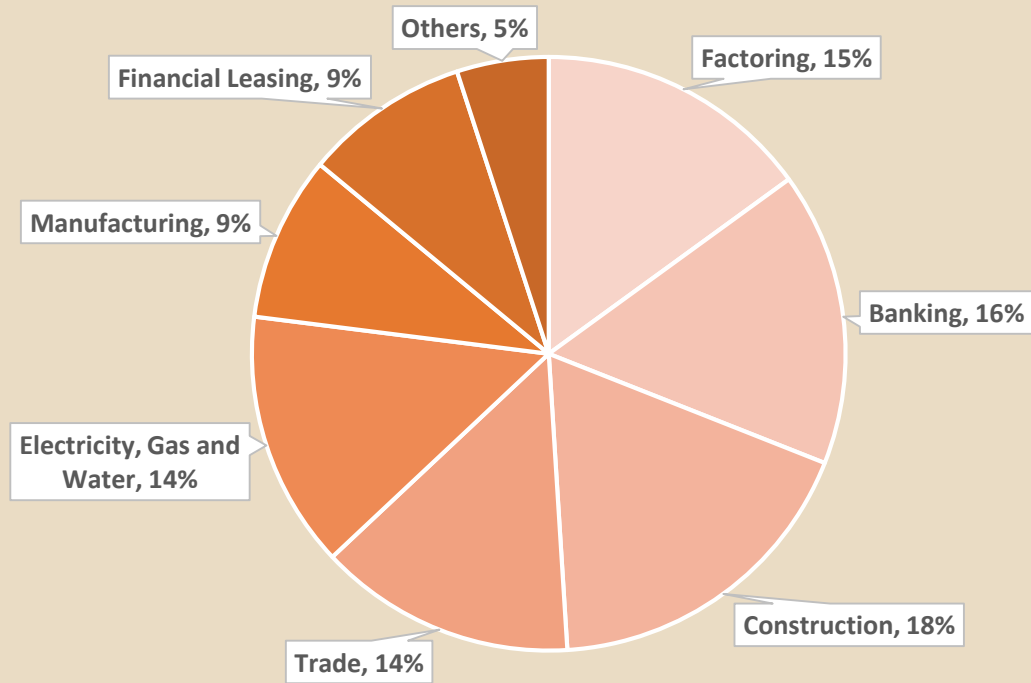
# BS – P&L

Financials in '000 TRY	2016	2017	2018	2019	2020Q3
Cash & Cash Equivalents, Net	78,713	151,189	177,667	313,522	340,751
Cash Loans & Lease Receivables, Net	403,870	713,048	840,278	1,045,060	1,443,074
Investment Property	-	-	218,333	145,599	145,102
<b>Total Assets</b>	<b>510,357</b>	<b>896,845</b>	<b>1,349,565</b>	<b>1,725,503</b>	<b>2,216,205</b>
Borrowings	245,099	404,116	460,390	666,655	859,227
Debt Securities Issued, Net	-	181,741	318,492	475,964	693,093
<b>Total Equity</b>	<b>244,658</b>	<b>260,607</b>	<b>505,657</b>	<b>531,610</b>	<b>553,147</b>
<b>Gross Operating Revenue</b>	<b>36,525</b>	<b>45,650</b>	<b>82,512</b>	<b>103,550</b>	<b>69,326</b>
<b>Net Income/(Loss)</b>	<b>14,005</b>	<b>16,008</b>	<b>(3,563)*</b>	<b>25,691</b>	<b>21,673</b>

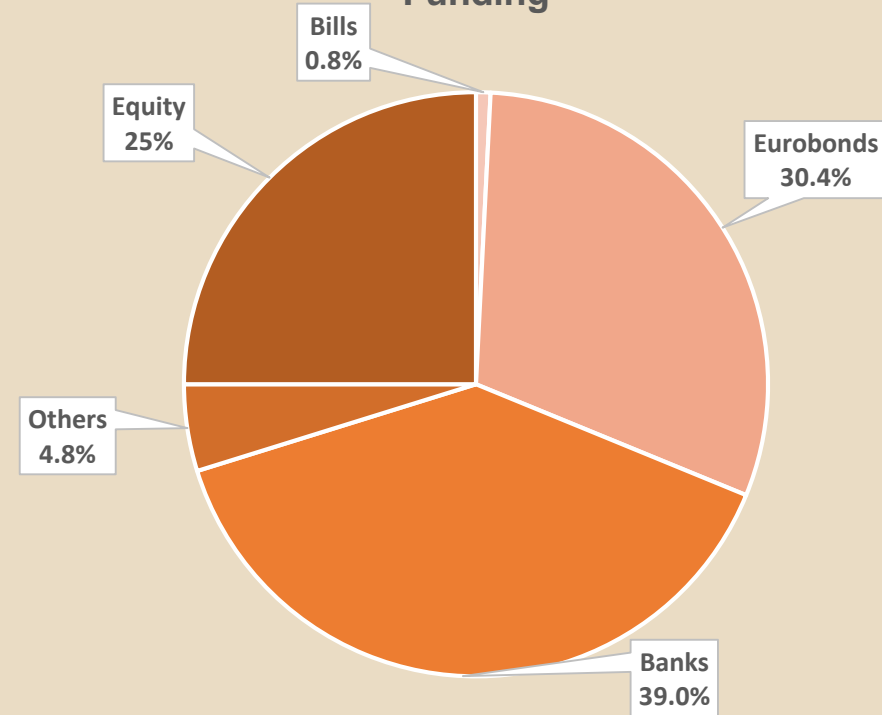
(\*): Includes TL 42,2 million Provision for Decrease in Value of Real Estate

# Breakdown of Portfolios (2020Q3)

Gross Loans by Sector



Funding





# Ratios

Main Ratios	2016	2017	2018	2019	2020Q3
Equity / Assets	48.0%	29.1%	37.5%	30.8%	25.0%
ROAE	5.9%	6.3%	7.3%*	9.5%*	9.6%*
ROAA	3.4%	2.3%	2.6%*	2.2%*	1.6%*
Cost / Income	45.5%	48.2%	33%*	29.4%*	42.1%*
CAR	53.9%	31.4%	37.9%	32.0%	25.0%
NPL	0%	0%	0.3%	3.2%	2.5%
Cash Loans ,net / Total Assets	79.1%	79.5%	62.3%	60.6%	65.1%

(\*): excluding investment property.

# Facts & Strategy (2018-2020)

## FACTS

- 500 million TRY Paid-in Capital
- Support of Shareholder
- Investment /Non-deposit taking bank
- Strong regional presence

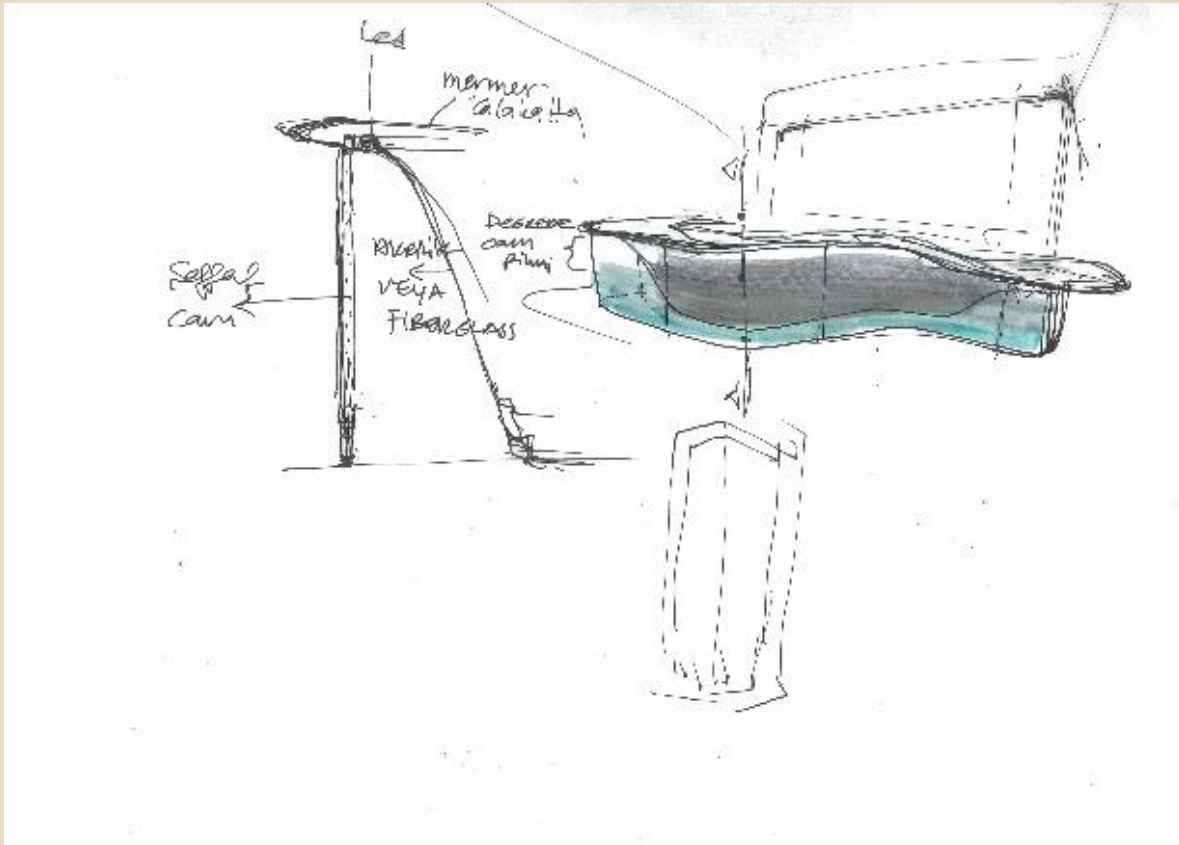
- One of the highest Paid-in Capital among the Investment Banks.
- A well known brand in AZ & GE
- Support of PH & PBA in Funding and Trade Finance

## STRATEGY

- Client focused solutions
- Energy, Construction, Tourism, Manufacturing, FI's
- Project Finance, Leasing, Forfaiting, and Trade Finance
- Syndications, Club Loans
- M&A, Advisory for AZ, TR, GE

- Has significant contribution to balance sheet and P&L
- PBT can build capabilities to have a right-to-win in the market within the strategic cycle
- Sector focus strategy enable PBT to create scale and relevance in specific areas
- Focus will help the bank establish itself and its brand within the selected sectors and sub-sectors

# Ratings



## Credit Rating









**Fitch Ratings** has upgraded our Bank's National Long Term Rating to **A-(tur)** from **BBB+(tur)** with a **Stable** outlook. on October 12, 2020.

## Corporate Governance Rating

**JCR Eurasia Rating**, has assigned PASHA Bank Turkey an overall compliance score of **(9.20)** with CMB Corporate Governance Principles along with a **(Stable)** outlook on June 18, 2020.

# PASHA Holding

## PASHA Holding Group Ownership

 <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 M	2019
Loans to Customers	1,072
Assets	2.832
Equity	284
P&L	45
ROAE	39%

KAPITAL BANK AZERBAIJAN in USD M	2019
Loans to Customers	1,004
Assets	2.469
Equity	332
P&L	115
ROAE	56%

PASHA BANK GEORGIA in USD M	2019
Loans to Customers	104
Assets	172
Equity	36
P&L	-3
ROAE	-7%

PASHA BANK TURKEY in USD M	2019
Loans to Customers	176
Assets	290
Equity	89
P&L	4
ROAE	10%

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# Thank you...

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