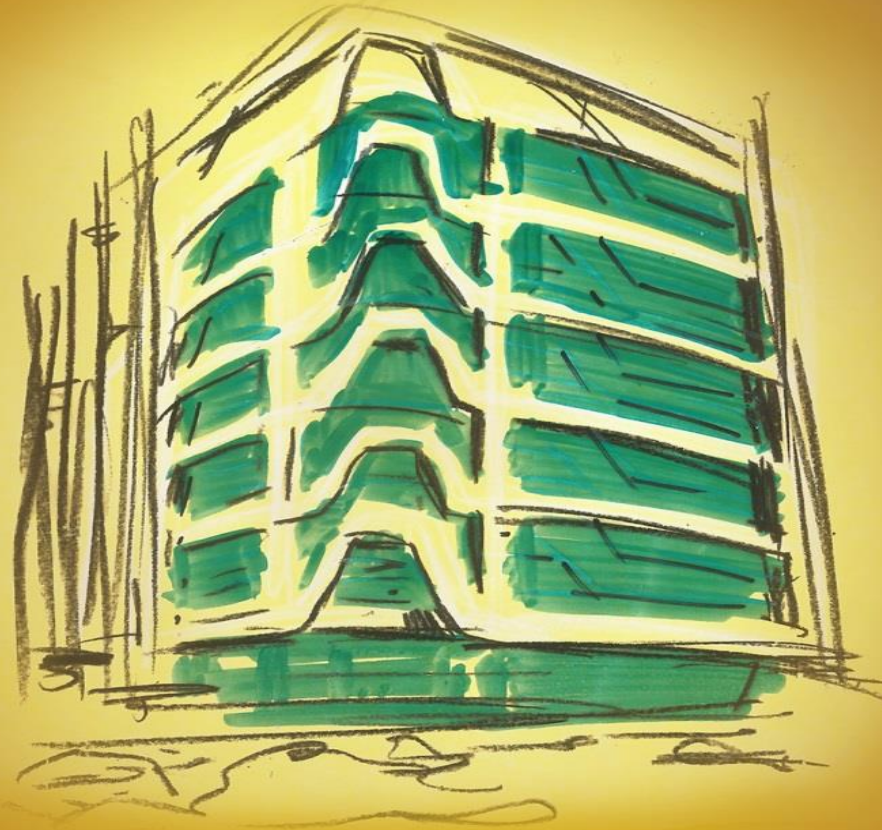




**PASHA  
Bank**



# **PASHA Bank Turkey**

**Financial Institutions & Investor Relations Presentation**

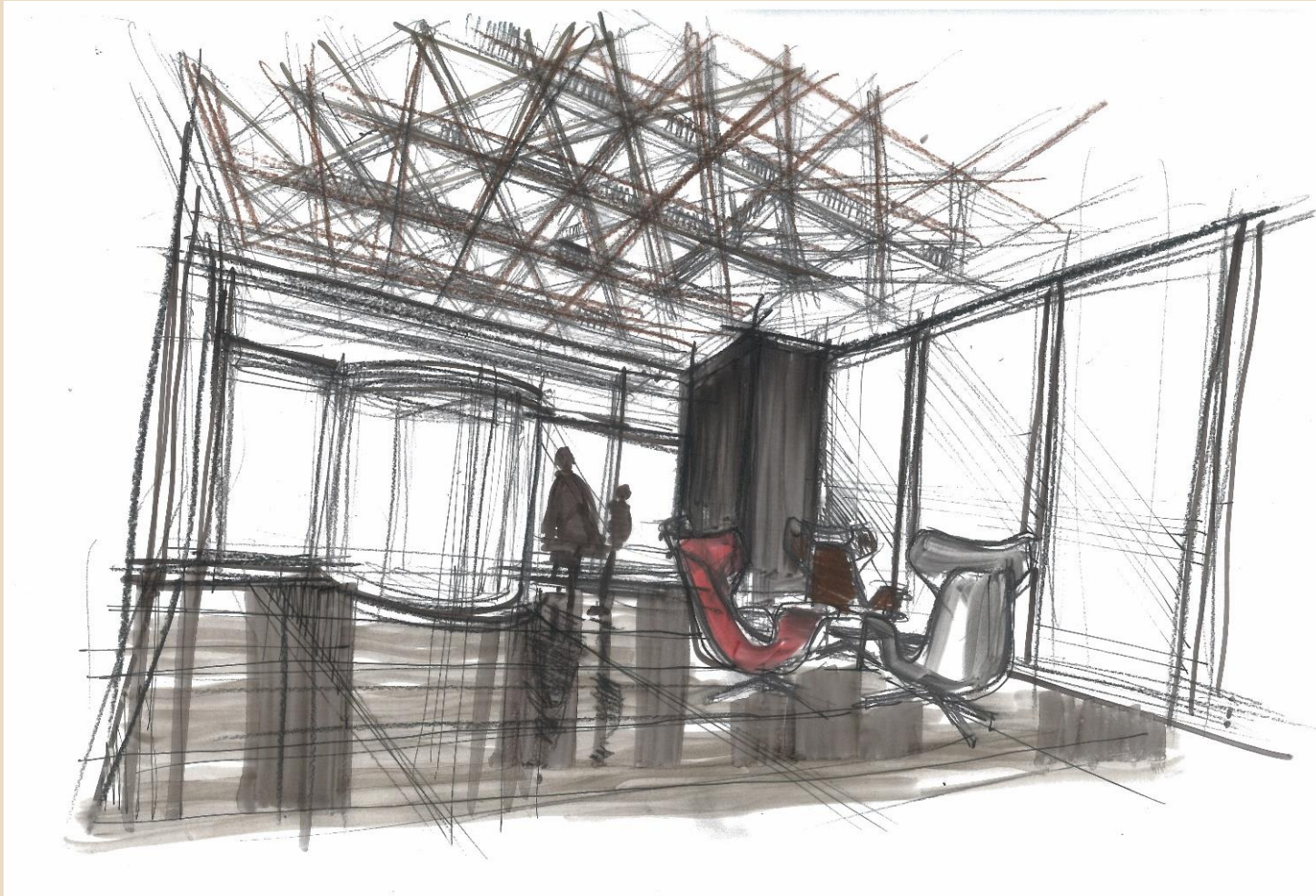
**December 31, 2020**

# Content

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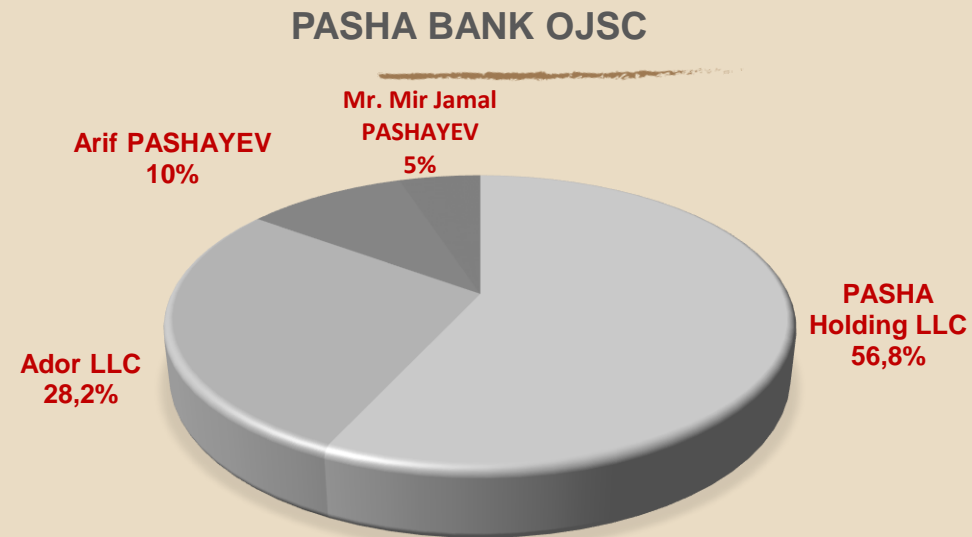
|                                     |           |
|-------------------------------------|-----------|
| <b>PASHA Bank Turkey</b>            | <b>2</b>  |
| <b>Strategy</b>                     | <b>9</b>  |
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| <b>PASHA Group Banks</b>            | <b>12</b> |

# PASHA Bank Turkey

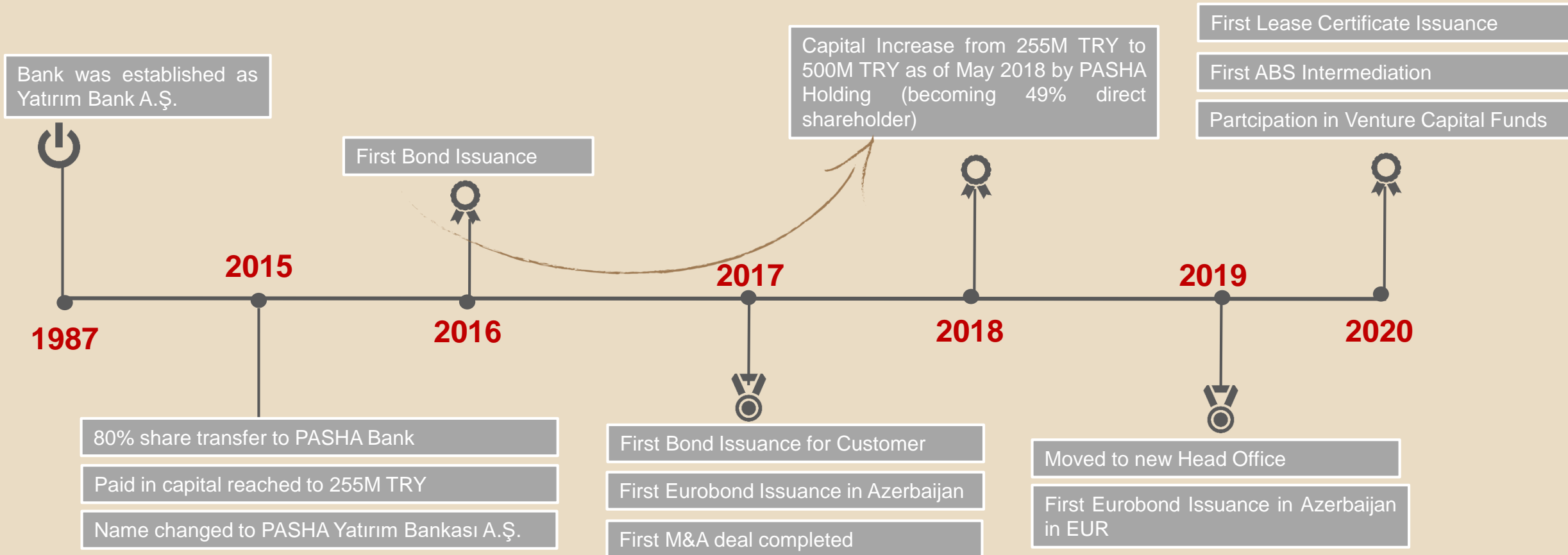


# Shareholdership Structure

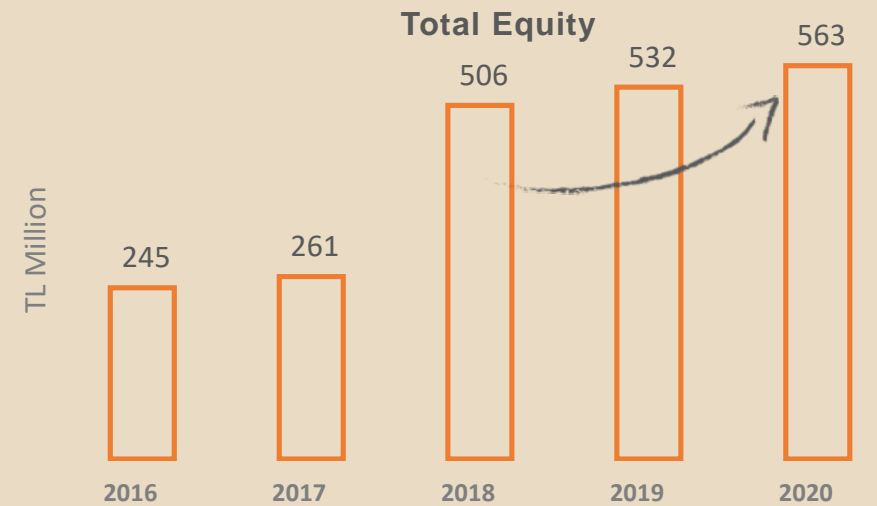
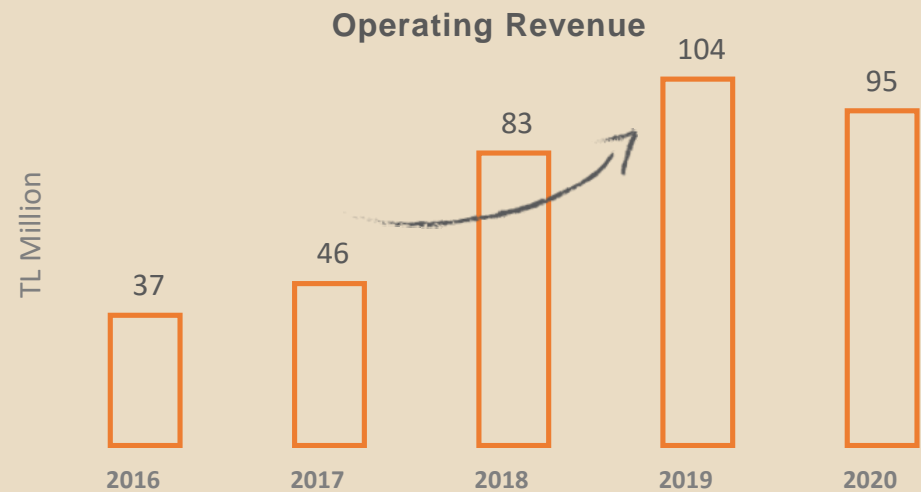
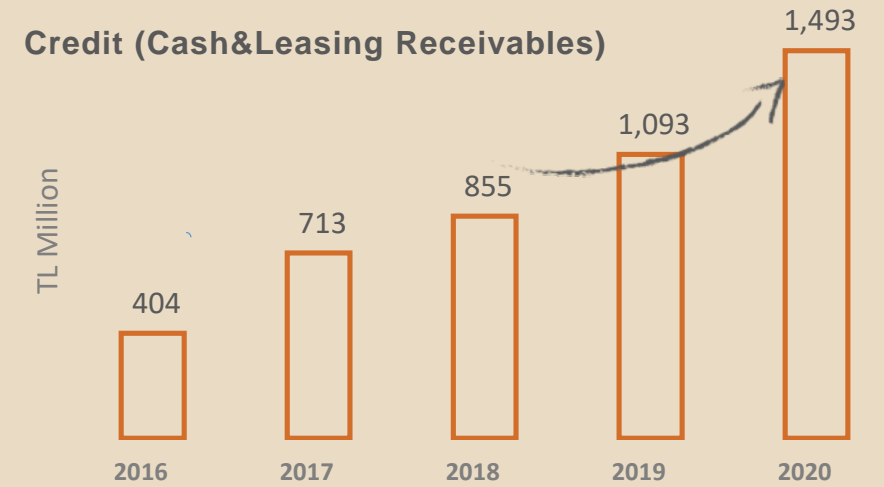
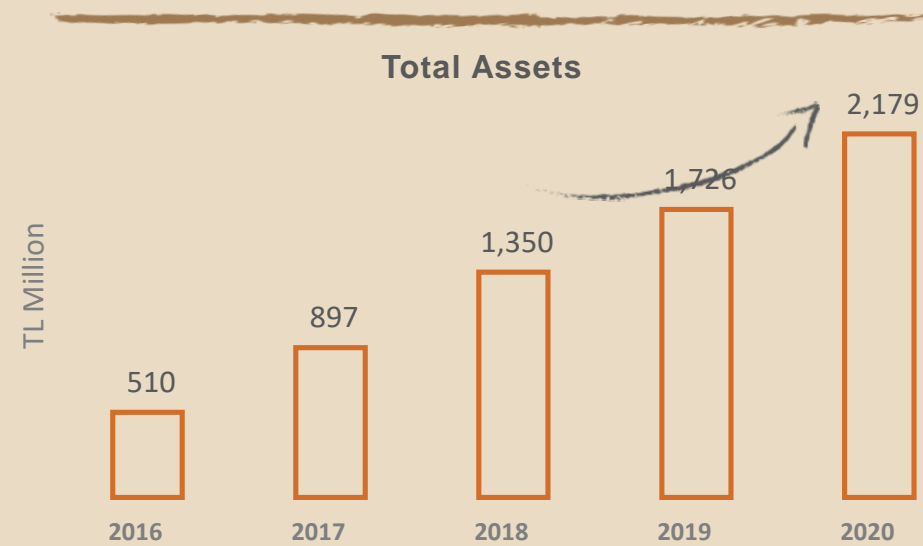
| Title/Name        | # of Shares        | Amount (000' TRY) | Share (%)      |
|-------------------|--------------------|-------------------|----------------|
| PASHA Bank OJSC   | 254.795.121        | 254.795           | 50,96%         |
| PASHA Holding LLC | 245.000.000        | 245.000           | 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





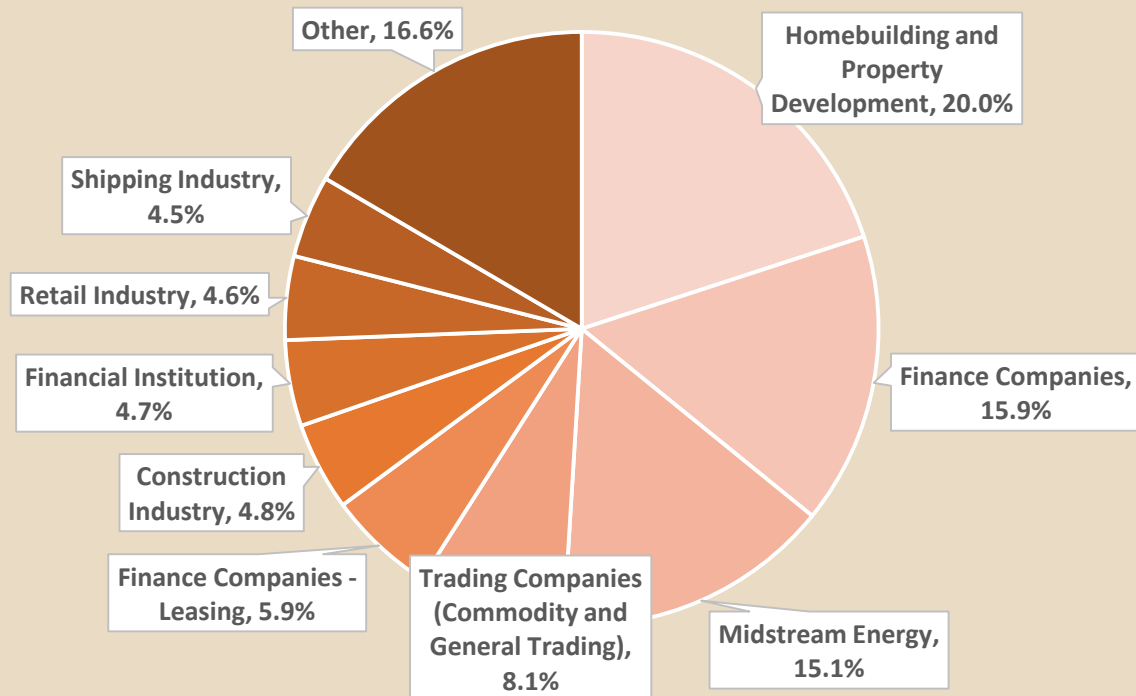
# BS – P&L

| Financials <small>in '000 TRY</small> | 2016           | 2017           | 2018             | 2019             | 2020             |
|---------------------------------------|----------------|----------------|------------------|------------------|------------------|
| Cash & Cash Equivalents, Net          | 78,713         | 151,189        | 177,667          | 313,522          | 299,289          |
| Cash Loans & Lease Receivables        | 403,870        | 713,048        | 855,234          | 1,093,049        | 1,492,935        |
| Investment Property                   | -              | -              | 218,333          | 145,599          | 144,862          |
| <b>Total Assets</b>                   | <b>510,357</b> | <b>896,845</b> | <b>1,349,565</b> | <b>1,725,503</b> | <b>2,179,409</b> |
| Borrowings                            | 245,099        | 404,116        | 460,390          | 666,655          | 803,224          |
| Debt Securities Issued, Net           | -              | 181,741        | 318,492          | 475,964          | 647,016          |
| <b>Total Equity</b>                   | <b>244,658</b> | <b>260,607</b> | <b>505,657</b>   | <b>531,610</b>   | <b>562,670</b>   |
| <b>Gross Operating Revenue</b>        | <b>36,525</b>  | <b>45,650</b>  | <b>82,512</b>    | <b>103,550</b>   | <b>94,619</b>    |
| <b>Net Income/(Loss)</b>              | <b>14,005</b>  | <b>16,008</b>  | <b>(3,563)*</b>  | <b>25,691</b>    | <b>31,376</b>    |

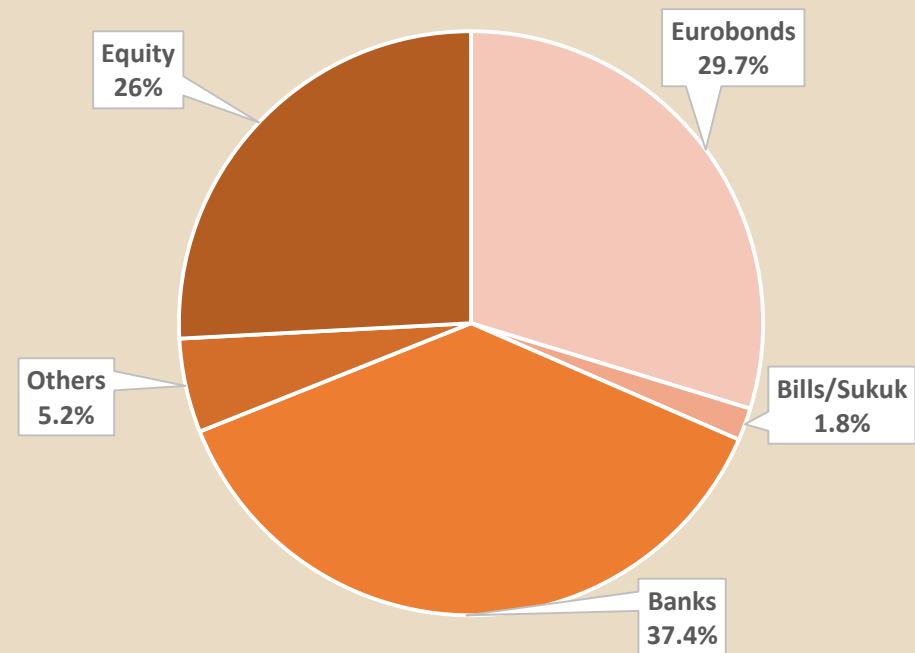
(\*): Includes TL 42,2 million Provision for Decrease in Value of Real Estate

# Breakdown of Portfolios (2020)

Gross Loans by Sector



Funding





# Ratios

| Main Ratios                    | 2016  | 2017  | 2018  | 2019   | 2020   |
|--------------------------------|-------|-------|-------|--------|--------|
| Equity / Assets                | 48.0% | 29.1% | 37.5% | 30.8%  | 25.8%  |
| ROAE                           | 5.9%  | 6.3%  | 7.3%* | 9.5%*  | 10.4%* |
| ROAA                           | 3.4%  | 2.3%  | 2.6%* | 2.2%*  | 1.8%*  |
| Cost / Income                  | 45.5% | 48.2% | 33%*  | 29.4%* | 42.7%* |
| CAR                            | 53.9% | 31.4% | 37.9% | 32.0%  | 26.3%  |
| NPL                            | 0%    | 0%    | 0.3%  | 3.2%   | 2.4%   |
| Cash Loans ,net / Total Assets | 79.1% | 79.5% | 62.3% | 60.6%  | 66.6%  |

(\*): excluding investment property.

# Facts & Strategy

## FACTS

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

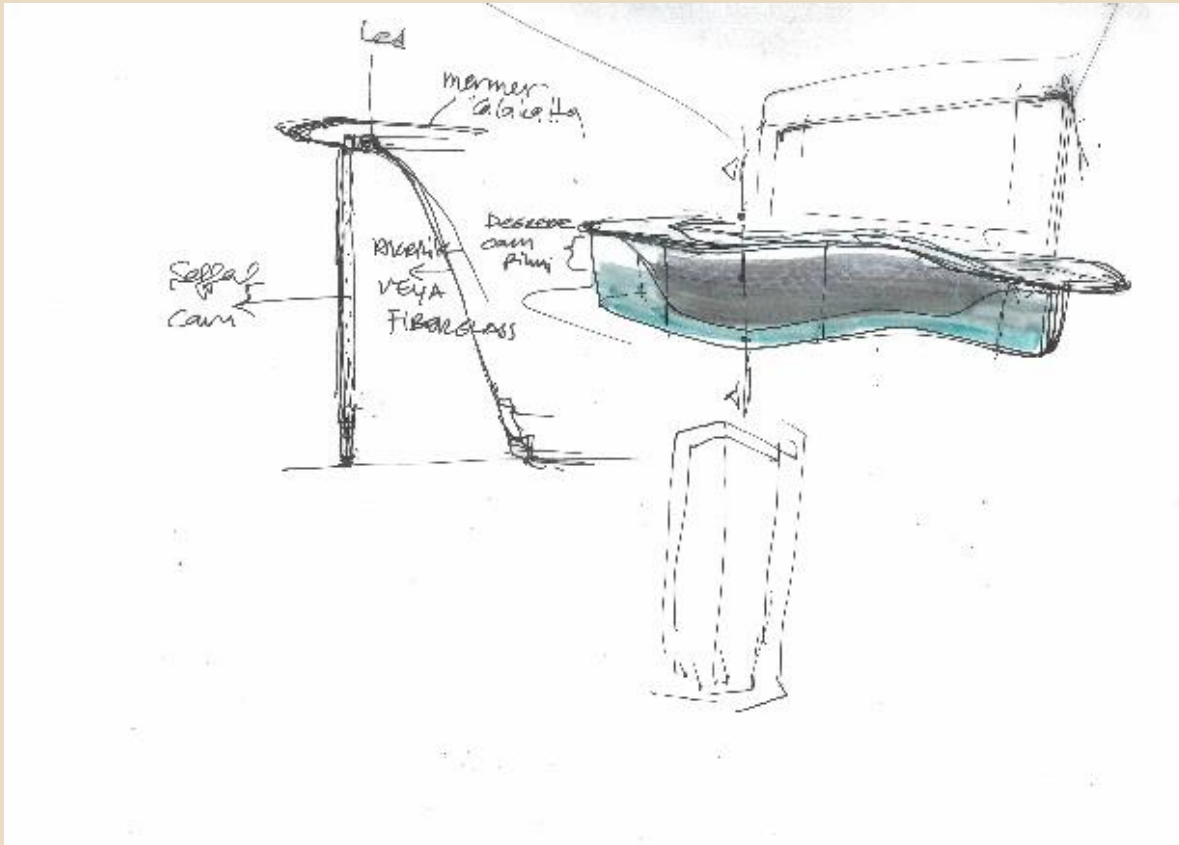
- One of the highest Paid-in Capital among the Investment Banks.
- A well known brand in AZ & GE
- Support of PH & PBA in Funding and Trade Finance

## 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 (Subsidiaries)



# PASHA Group Banks

| PASHA BANK AZERBAIJAN<br>in USD M | 2020  |
|-----------------------------------|-------|
| Loans to Customers                | 1.232 |
| Assets                            | 3.243 |
| Equity                            | 318   |
| P&L                               | 50    |
| ROAE                              | 31%   |

| PASHA BANK GEORGIA<br>in USD M | 2020 |
|--------------------------------|------|
| Loans to Customers             | 103  |
| Assets                         | 144  |
| Equity                         | 25   |
| P&L                            | -6   |
| ROAE                           | -21% |

| KAPITAL BANK AZERBAIJAN<br>in USD M | 2020  |
|-------------------------------------|-------|
| Loans to Customers                  | 1.280 |
| Assets                              | 3.075 |
| Equity                              | 373   |
| P&L                                 | 178   |
| ROAE                                | 51%   |

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# Thank you...

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