



**PASHA
Bank**

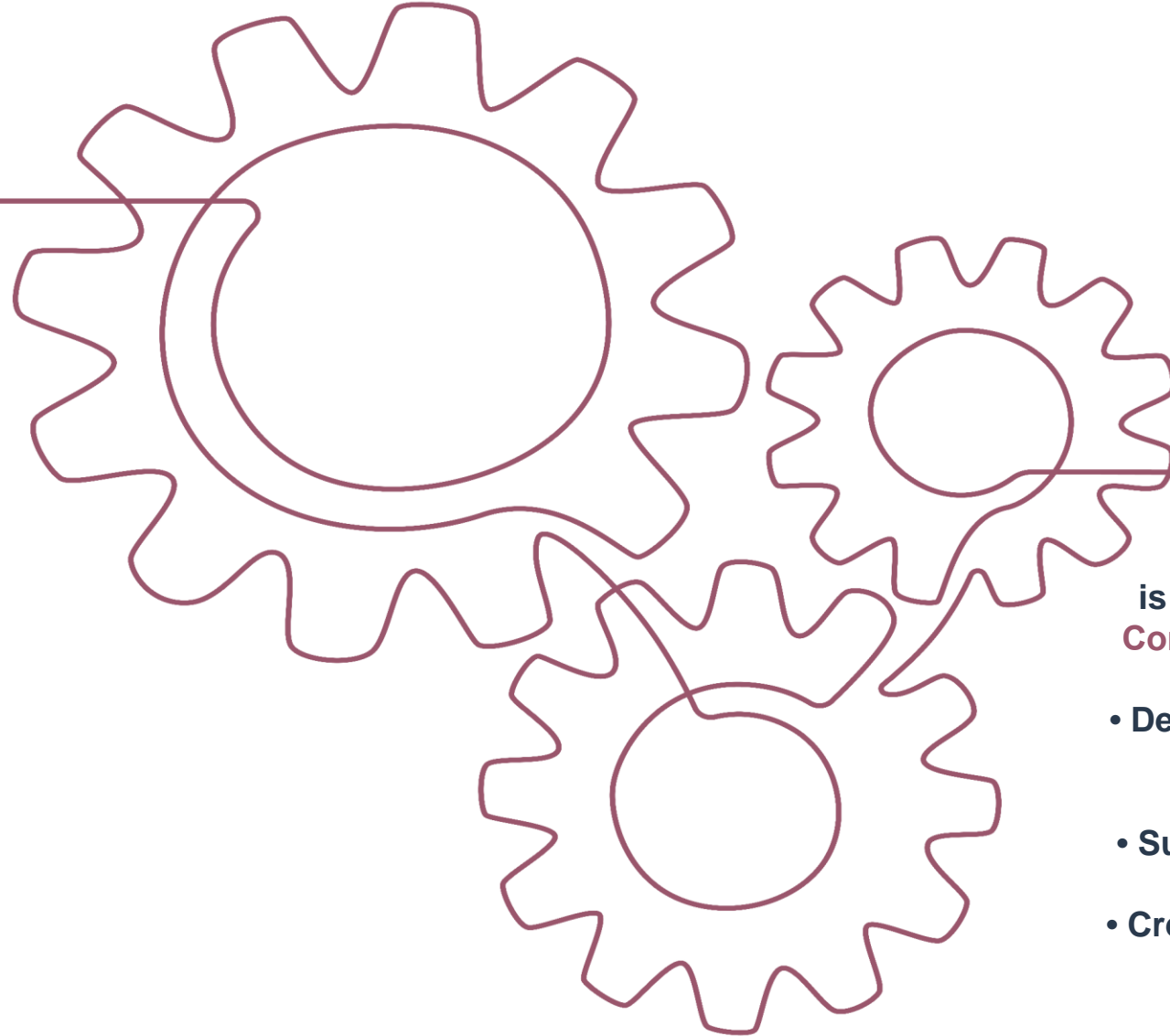
PASHA Bank Türkiye

Investor Relations Presentation

30 September 2023

PASHA Bank; is the reflection of a vision shaped by the regional strengths, the cultural networks and the contemporary perspectives of Türkiye, Azerbaijan and Georgia.

**Strong financial
connection between
three countries**



- Our Goal
is to be the “First Bank That
Comes to Mind in the Region”
by working on;**
- **Development of regional trade and welfare,**
 - **Success and sustainability of cross-border projects,**
 - **Creating permanent value with efficient investments.**

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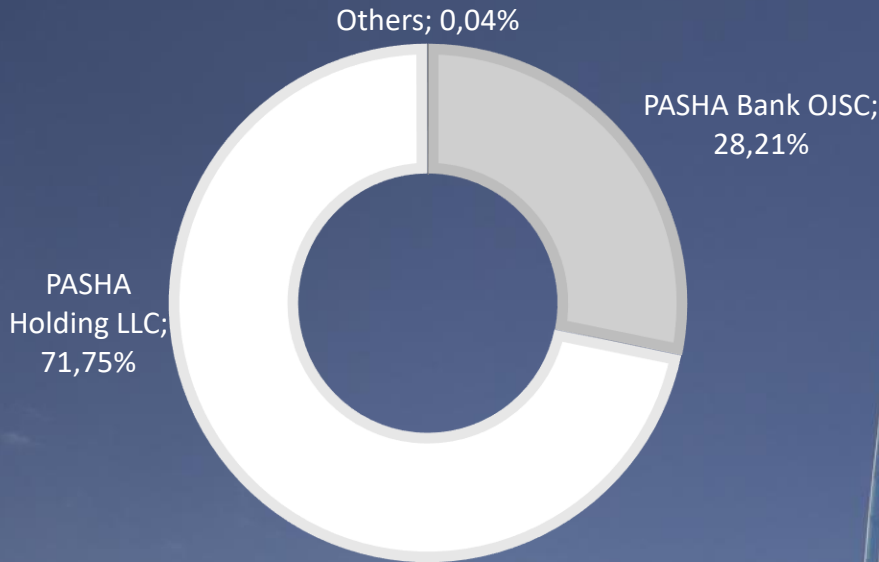
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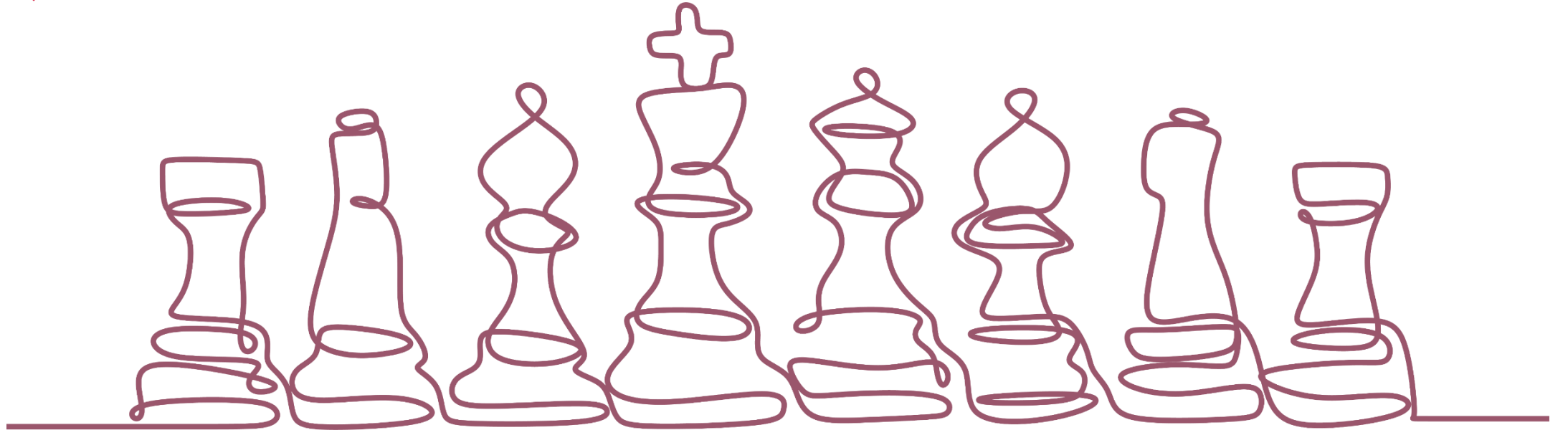
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Shareholding Structure



Title / Name	# of Shares	Amount (000' TRY)	Share (%)
PASHA Holding LLC	358.748.764	358.749	71,75%
PASHA Bank OJSC	141.046.357	141.046	28,21%
Others	204.879	205	0,04%
TOPLAM	500.000.000	500.000	100,00%

Subsidiaries of PASHA Holding



Milestones

1987

- The Bank was established as “Yatırım Bank”

2015

- 80% share purchased by PASHA Bank Azerbaijan
- Paid in Capital reached to 255 Million TRY
- Its name is changed to “PASHA Yatırım Bankası”

2016

- First Domestic Bank Bill Issuance

2017

- First Corporate Bond Issuance
- First Eurobond Issuance in Azerbaijan in USD
- First M&A Deal

2018

- Paid-in Capital increased from 255 Million TRY to 500 Million TRY as of May 2018 by PASHA Holding (becoming 49% direct shareholder)

2019

- Moved to New Head Office
- First Eurobond Issuance in Azerbaijan in EUR

2020

- First Sukuk Issuance
- First ABS Intermediation
- Participation in Venture Capital Funds

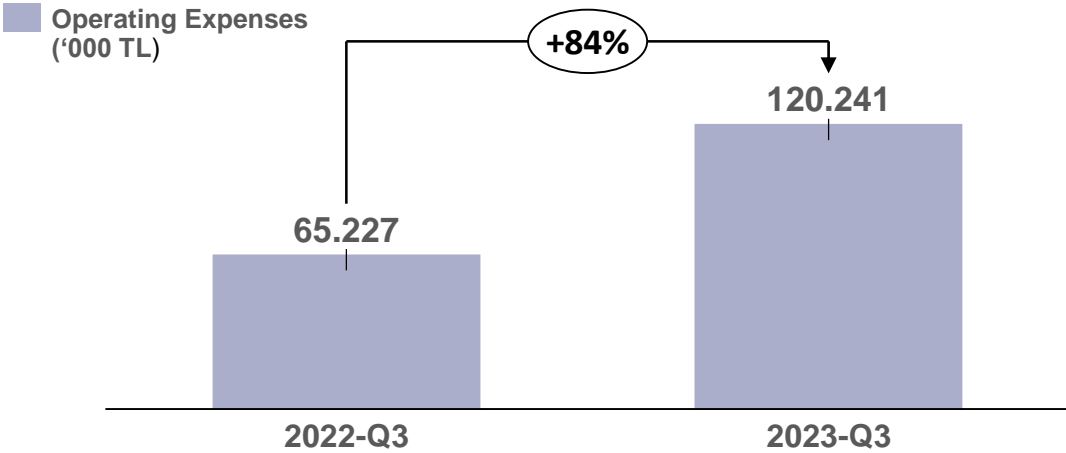
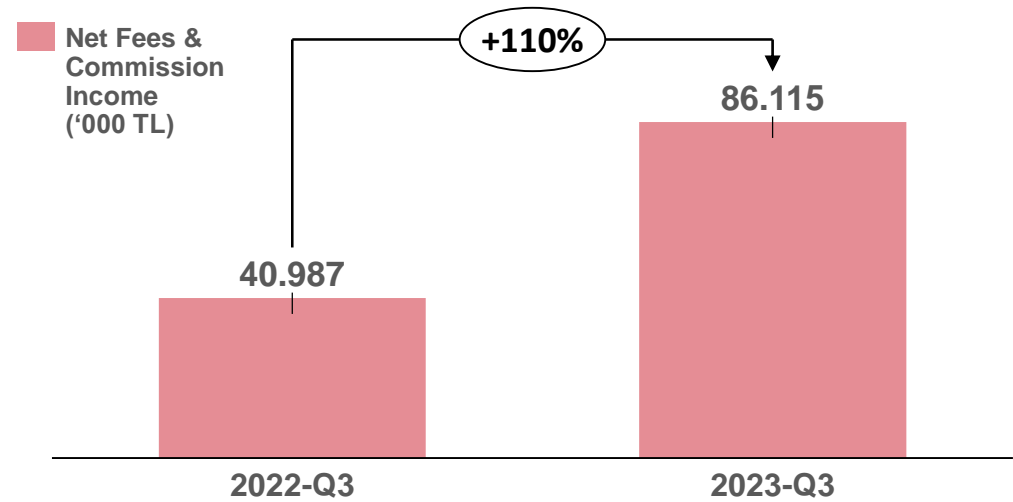
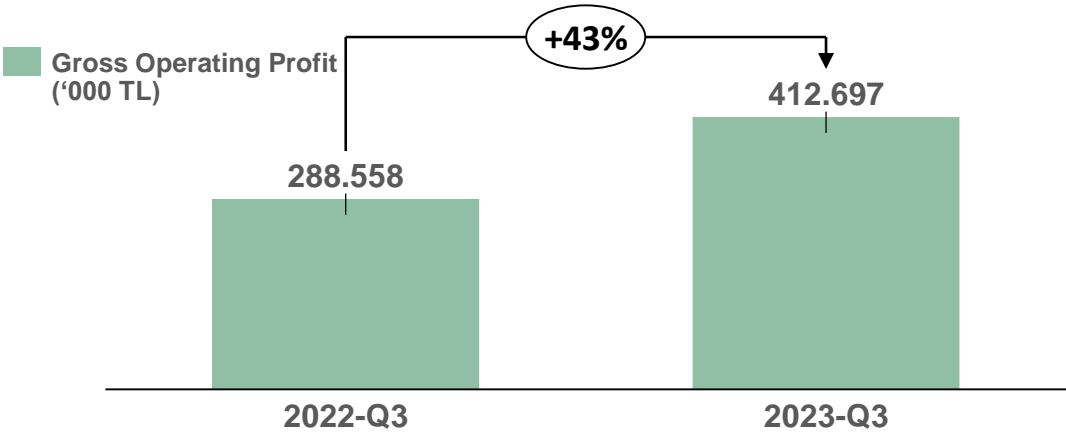
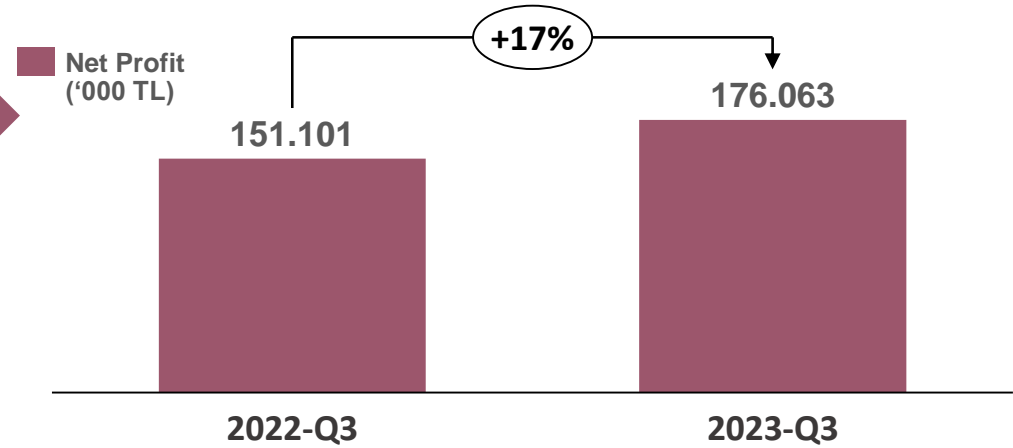
2021

- 296 Million TRY Funding to Corporates via 7 ABS Intermediation
- The number of the Domestic Bill Issuances Tripled while the number of our Investors Doubled

2022

- The Subordinated loan of 25 Million USD provided from PASHA Holding with a maturity of 10 years
- The Mortgage Loan has been introduced for the Azerbaijan citizens to purchase real estates in Turkey
- 12 ABS Issuances with the total amount of 820 Million TRY

Comparing to the previous period, net profit increased by 17% and reached to 176 Million TRY as a result of the 2023 Q3 performance.



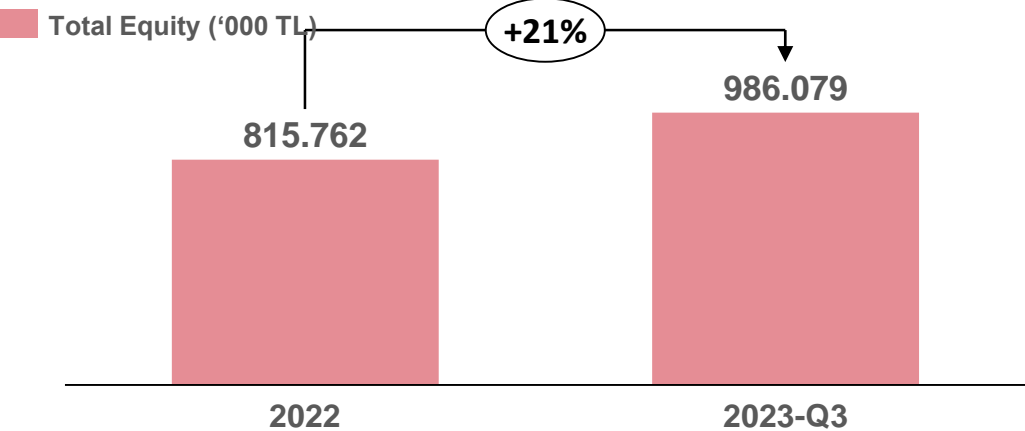
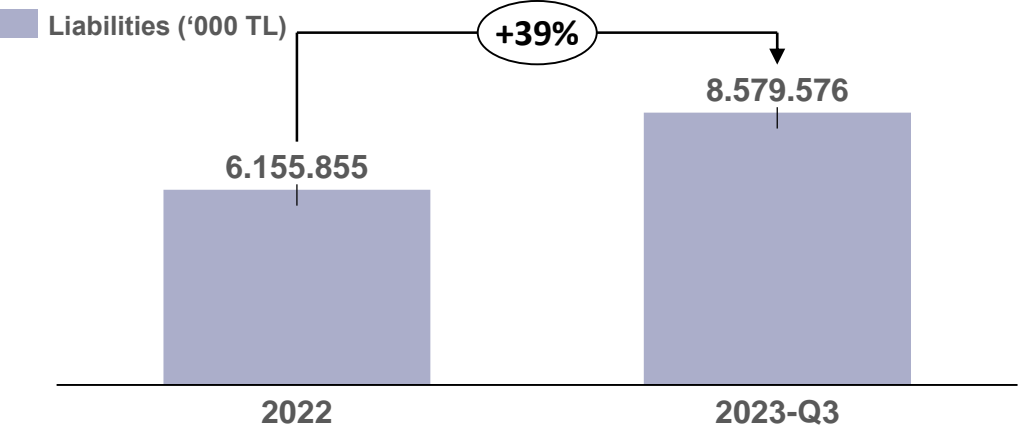
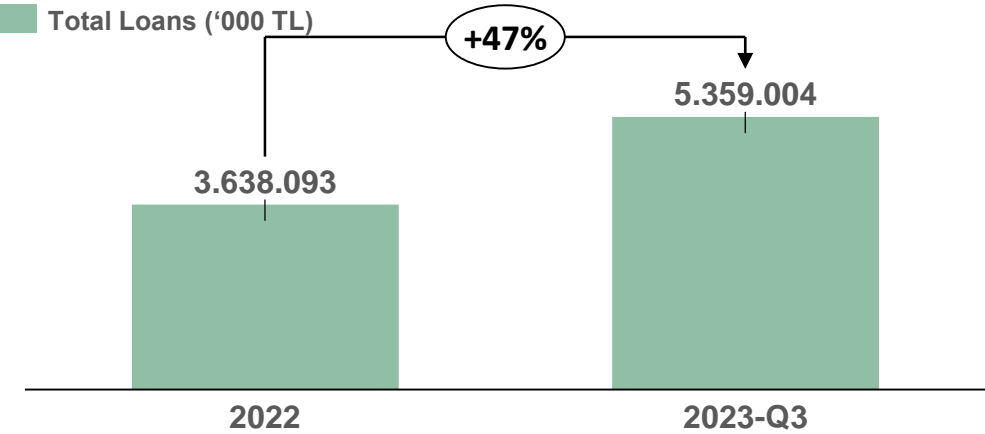
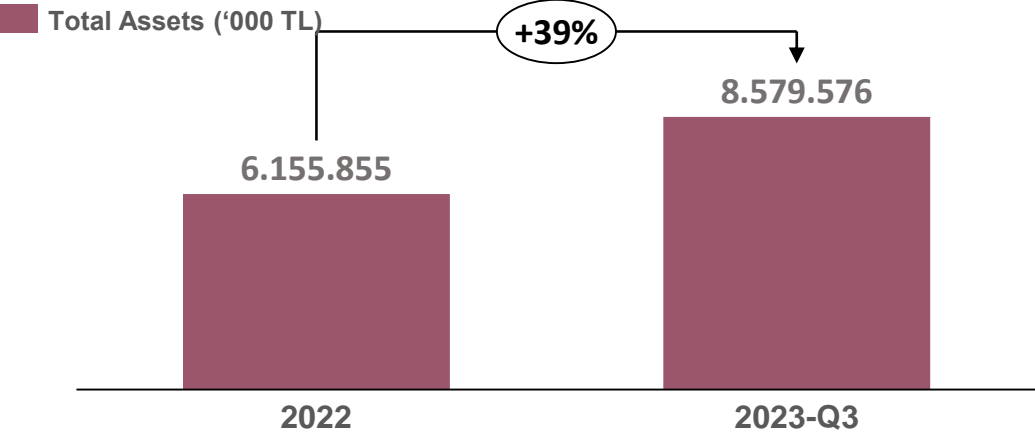
Net Commission /
OPEX

2023-Q3 Financial Highlights – Profit and Loss Statement

('000 TL)	Q3-23	Q3-22	%
Net Interest Income	221.329	150.007	48%
Net Fee and Commission Income	86.115	40.987	110%
Trading Profit/(Loss), Net	60.129	40.429	49%
Other Operating Income	45.124	57.135	(21)%
Gross Operating Profit	412.697	288.558	43%
Operating Expenses	(120.241)	(65.227)	(84)%
Provision Expenses	(42.291)	(28.692)	(47)%
Net Operating Profit	250.165	194.639	29%
Tax Provision	(74.102)	(43.538)	70%
Net Profit	176.063	151.101	17%

- Comparing to the previous period, as of Q3 2023, net profit increased by **17%** significantly and reach to **176 Million TRY**.
- Net operating profit has reached to **250 Million TRY** by an increase of **29%**.
- Net interest income increased by **48%** and reached to **221 Million TRY**.
- Net fee and commission income went up by **110%** to reach **86 Million TRY**.
- Trading profit has increased significantly by **49%** and recorded as **60 Million TRY**.

As of 2023 Q3, total assets increased by 39% and reached to 8,580 Million TRY. Additionally; total loans recorded as 5,359 Million TRY and grew by 47%.



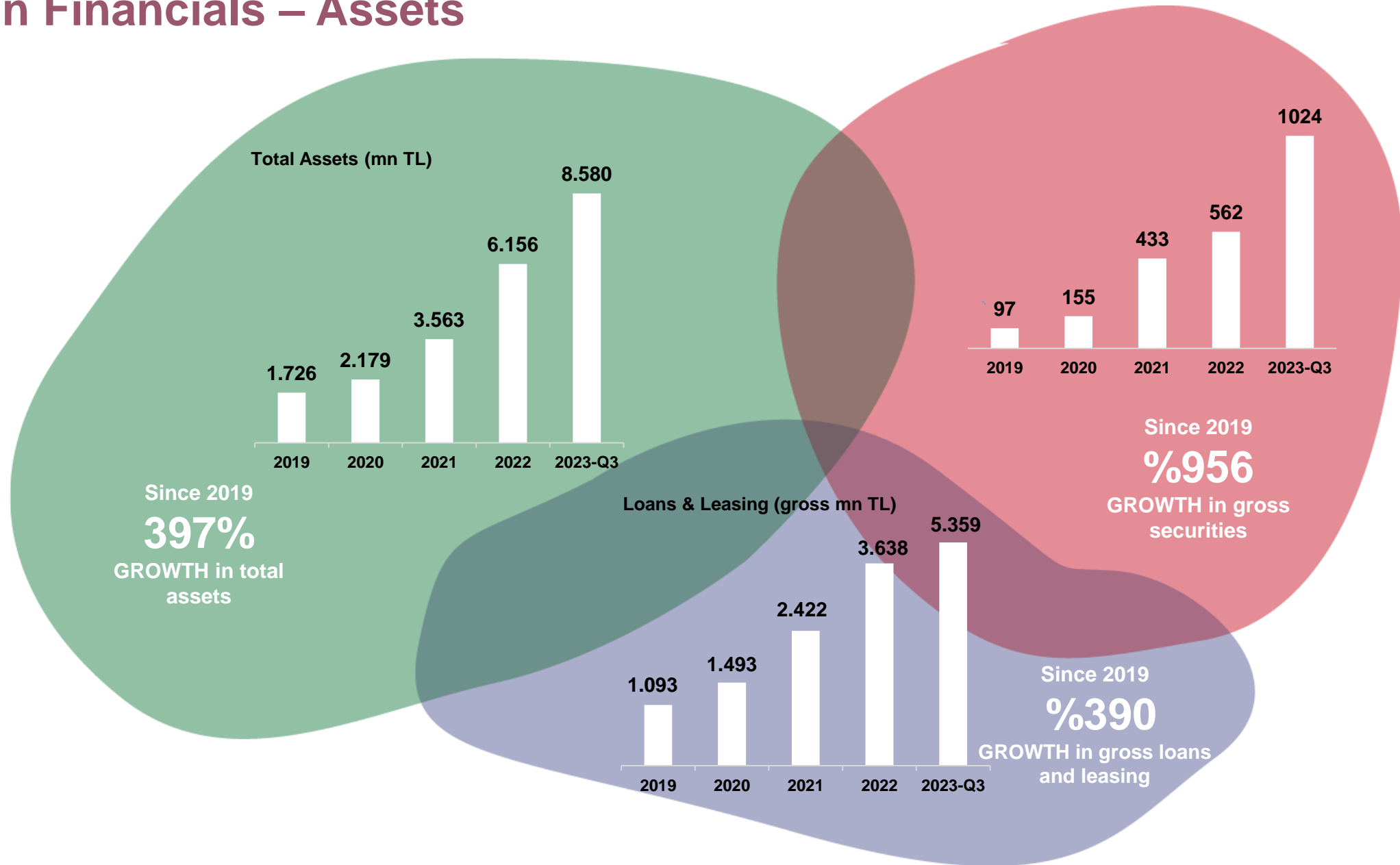
2023-Q3 Financial Highlights – Balance Sheet



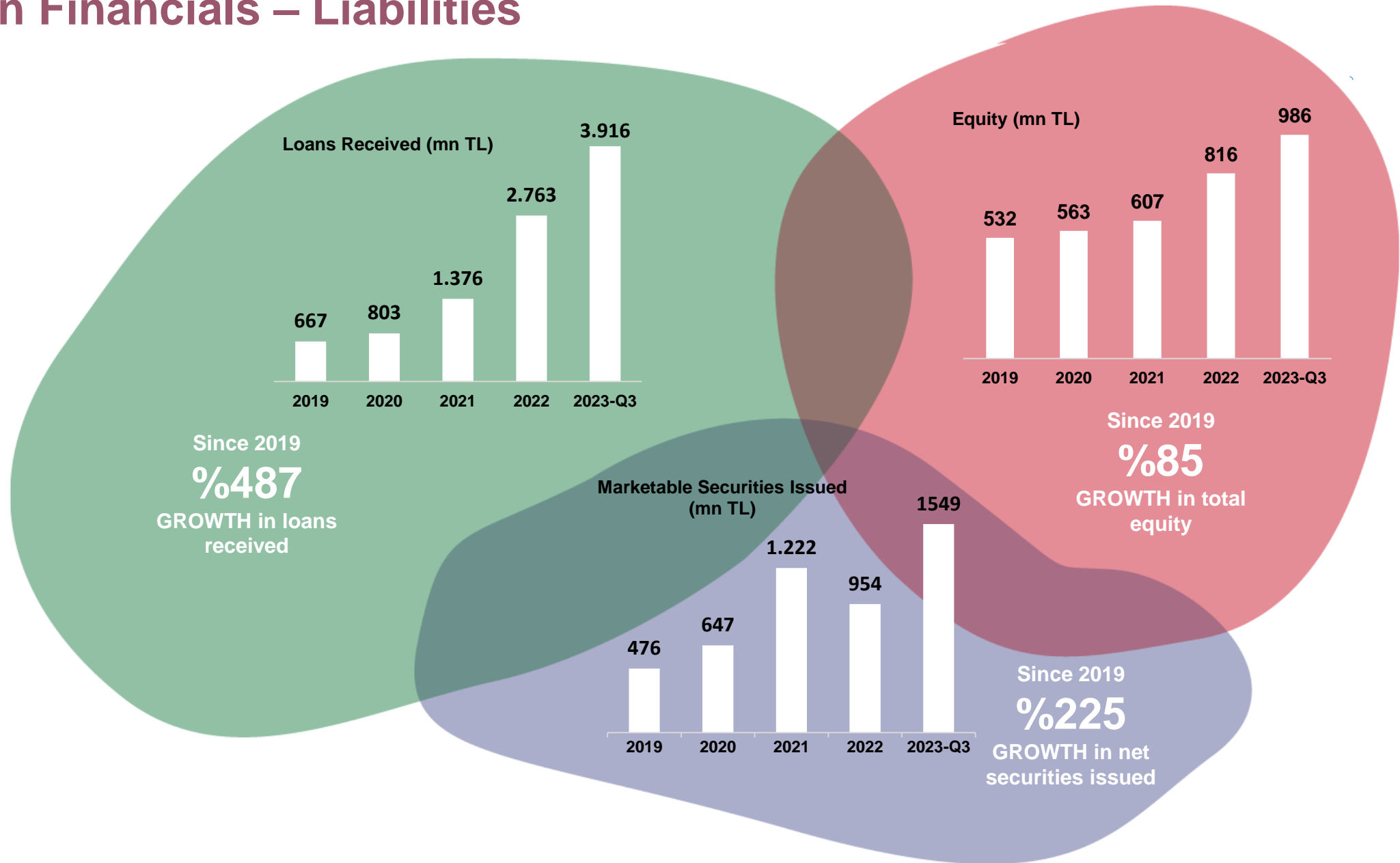
('000 TRY)	Q3-23	2022	%
Cash and Cash Equivalents, Net	1.957.743	1.719.212	14%
Loans & Lease Receivables, Gross	5.359.004	3.638.093	47%
Securities, Gross	1.024.747	562.018	82%
Investment Properties	201.999	170.217	19%
Other Assets	36.083	66.315	(46)%
Total Assets	8.579.576	6.155.855	39%
Loans Received	3.916.737	2.763.204	42%
Money Market Funds	517.795	312.968	65%
Marketable Securities Issued, Net	1.549.094	953.823	62%
Other Liabilities	925.133	842.349	10%
Subordinated Loans	684.738	467.749	46%
Total Equity	986.079	815.762	21%
Total Liabilities	8.579.576	6.155.855	39%

- As of 2023 Q3, total assets reached to **8.580 Million TRY.**
- Gross loans and lease receivables portfolio which constitutes **62%** of the total assets reached to **5.359 Million TRY.**
- NPL ratio decreased to **0.3%.**
- Gross securities grew by **82%** and increased to **1.024 Million TRY.**

Main Financials – Assets



Main Financials – Liabilities

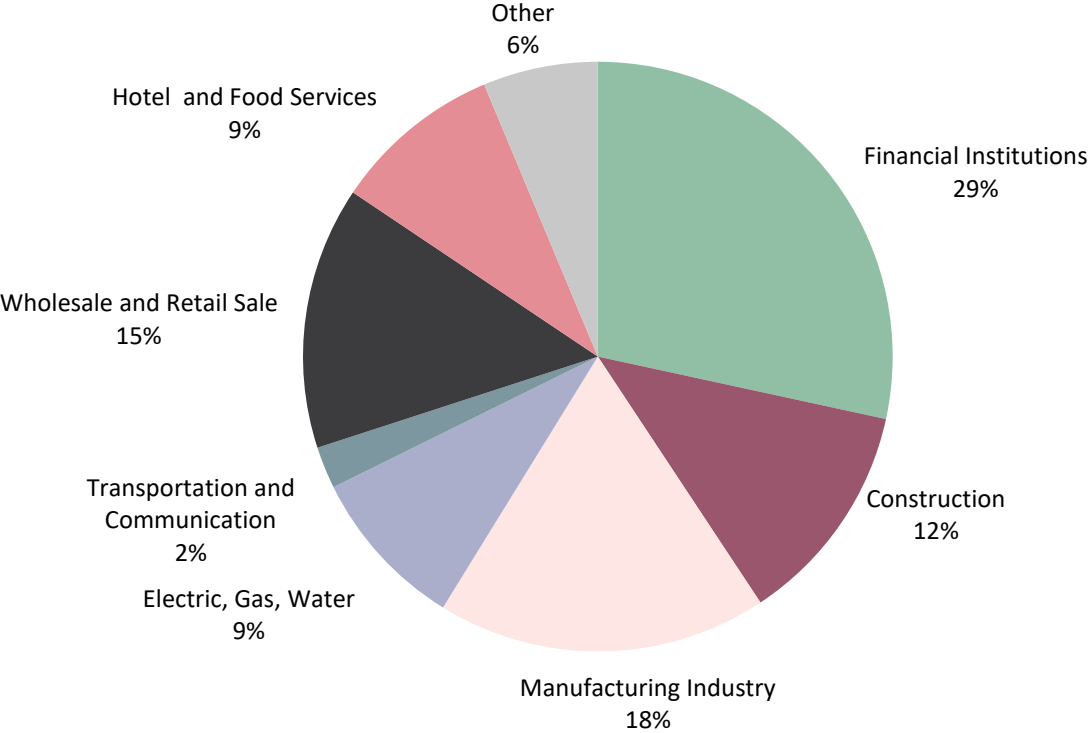


Ratios

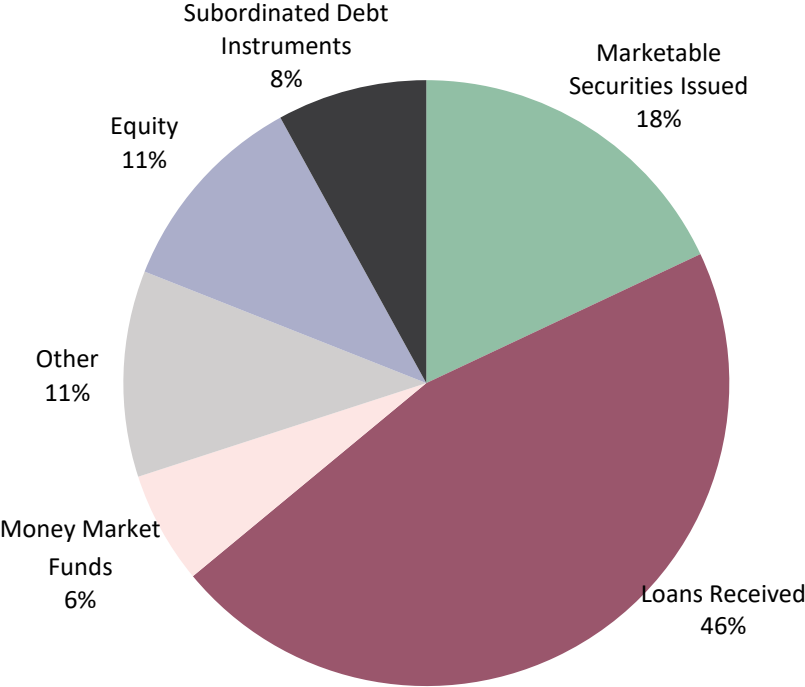
Main Ratios (%)	2020	2021	2022-Q3	2022	2023-Q3
ROAE	10.4%	12.9%	36.9%	37.9%	26.1%
ROAA	1.8%	1.6%	3.4%	3.5%	3.2%
Cost / Income (CIR)	42.7%	36.3%	27.5%	30.3%	31.7%
Capital Adequacy Ratio (CAR)	26.3%	17.4%	22.1%	23.4%	22.2%
Non-Performing Loans (NPL) Ratio	2.4%	1.9%	0.5%	0.5%	0.3%
Cash Loans (Net) / Total Assets	66.6%	66.0%	62%	58.0%	61.8%
Total Equity / Total Assets	25.8%	17.0%	13.5%	13.3%	11.5%

Breakdown of Portfolios

Distributions of Gross Loans by Sector



Funding



Facts & Strategy

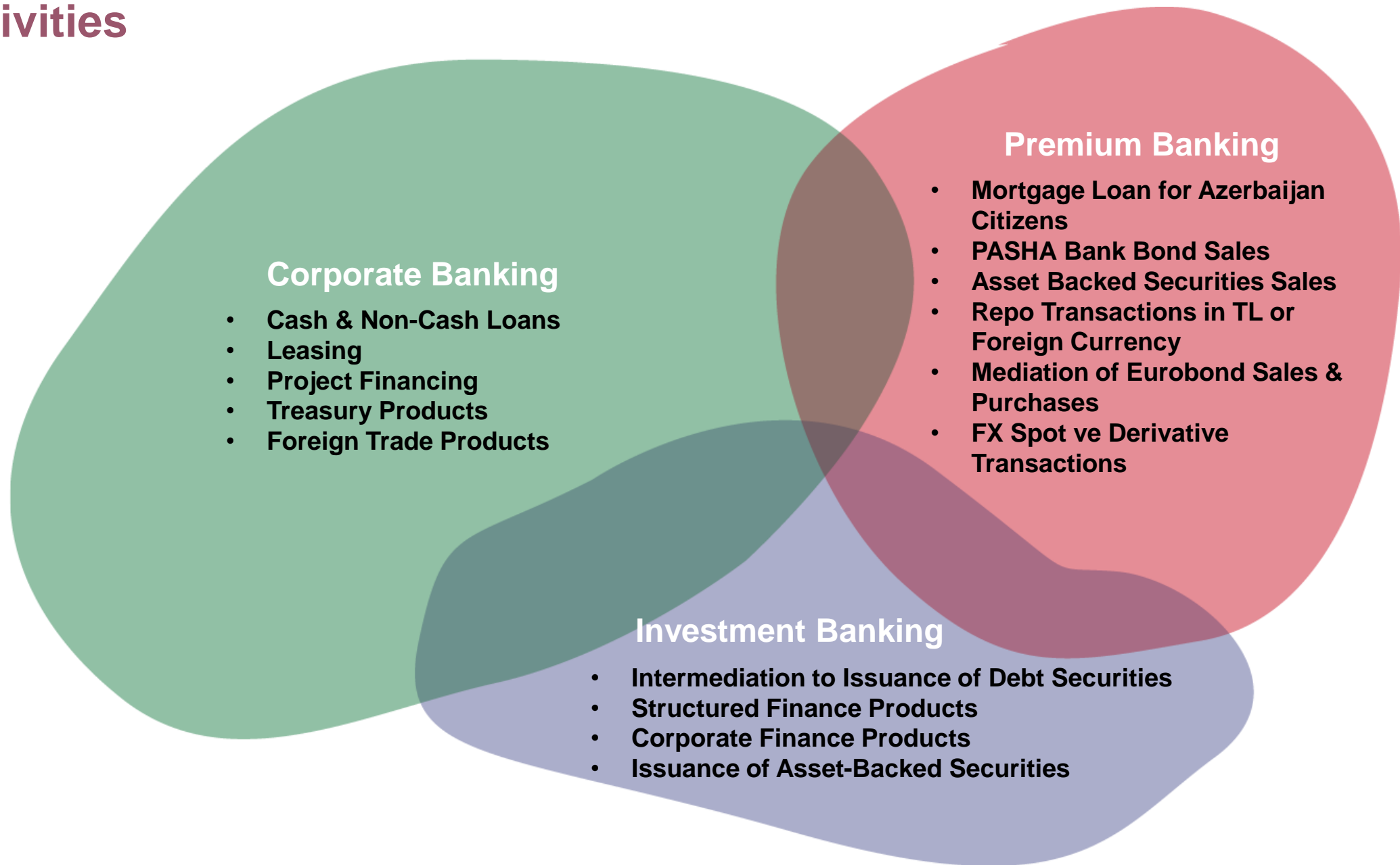
FACTS

- 500 Million TRY Paid-in Capital
- Strong Shareholder Support - Subordinated loan of 25 Million USD with a maturity of 10 years (2022)
- Investment (Non-Deposit) Bank
- Strong Regional Presence (Türkiye-Azerbaijan-Georgia)
- A Well-Known Brand in Azerbaijan & Georgia
- Strong Support of PASHA Holding Group Banks in Funding and Trade Finance

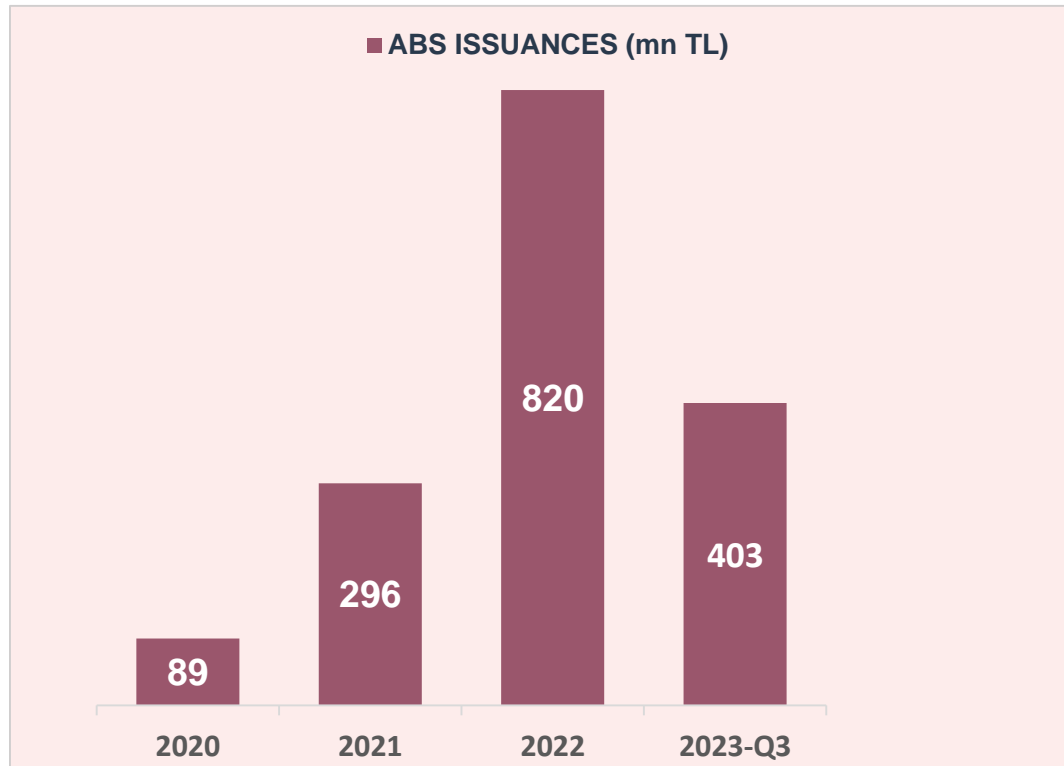
STRATEGY


- Sustainable Steady Growth
- Increasing Volume & Regional Visibility in Trade Finance
- Diversifying Funding Sources
- Expanding Project Finance and Consultancy Activities
- Continuously Playing Active Role in Capital Markets
- Becoming the 'First Bank that Comes to Mind' in Türkiye-Azerbaijan-Georgia triangle
- Increasing the Size of Domestic & International Bonds/Bills Issuances, Diversifying FI Geographies for Funding
- Focus on Renewable Energy Projects and Support Sustainable Development
- Strengthening the Intermediation of Bonds/Bills/Securitization Issuances upon Customer Needs

Activities



Asset Backed Security Issuances

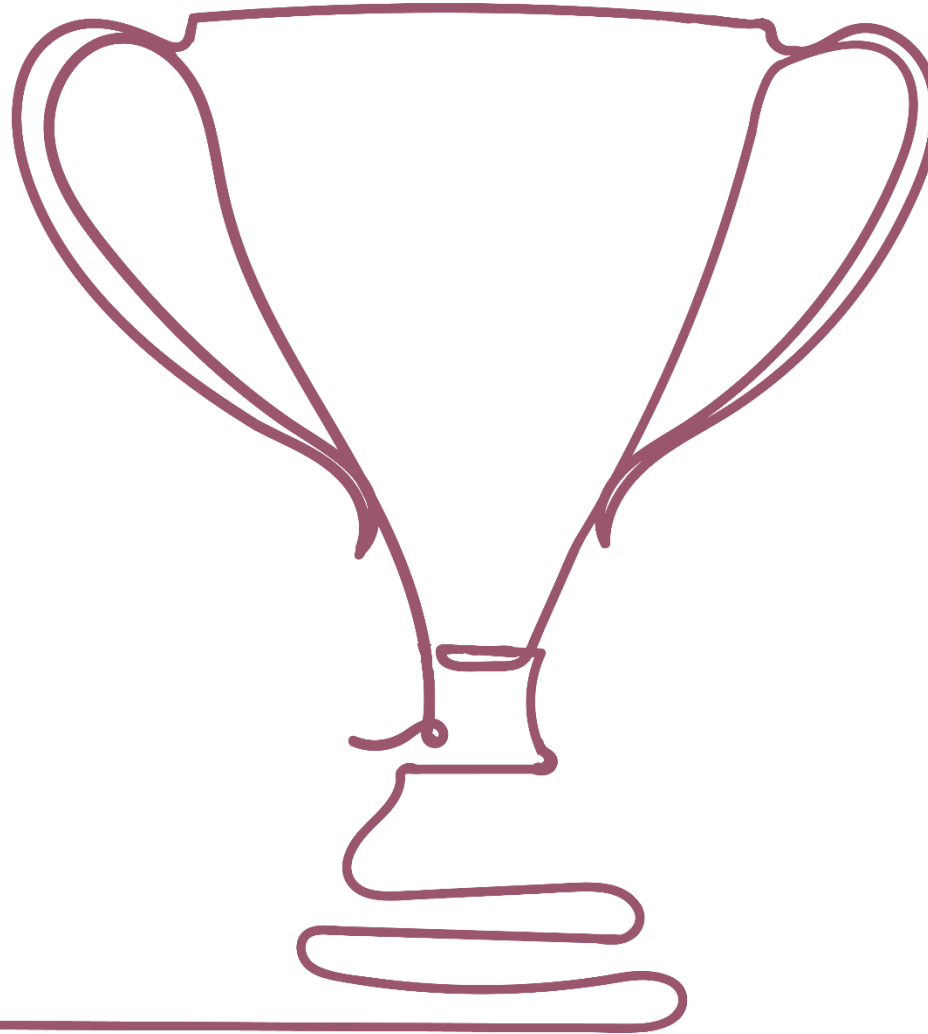


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- Within the scope of the ABS Issuances which were conducted since 2020, total issuance is recorded as **1,608 Million TRY**.
 - **95%** of the ABS issuances were conducted in **agriculture sector** while **5%** was in **automotive industry**.
 - Total amount of the issuances were **45**.
 - With these issuance transactions for qualified investors, PASHA Bank Türkiye does not only contribute to the development of the real sector but also offers an investment alternative with attractive returns.

Ratings


Corporate Governance Rating

SAHA Rating assigned PASHA Bank Türkiye an overall compliance score of **(9,39)** with CMB Corporate Governance Principles on August 18 2023.



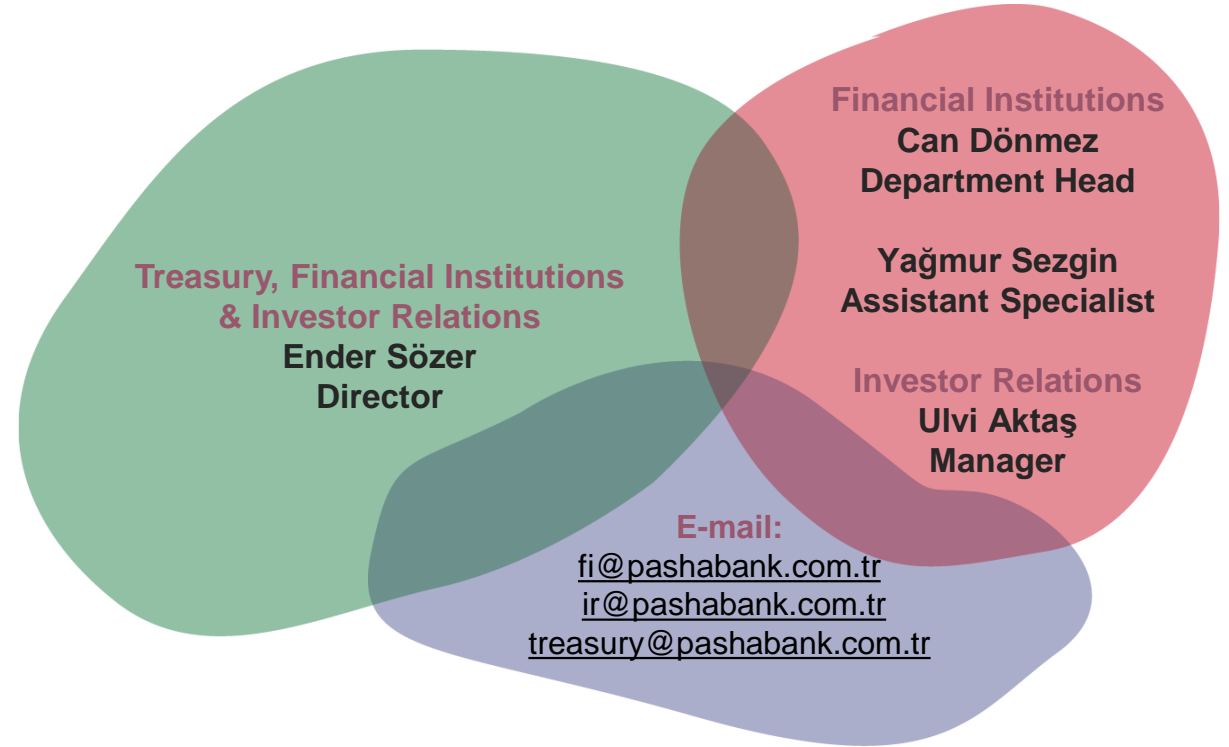
Credit Rating

JCR Eurasia Rating assigned PASHA Bank Türkiye's National Long Term Issuer Credit Rating as **A+(tr)** with a stable outlook, the Long Term International Foreign Currency Issuer Credit Ratings as **BB** with a negative outlook on September 28, 2023.



**PASHA Bank aims to
establish fast, effective
and profound customer
relations.**

Contacts



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