



Investor Presentation

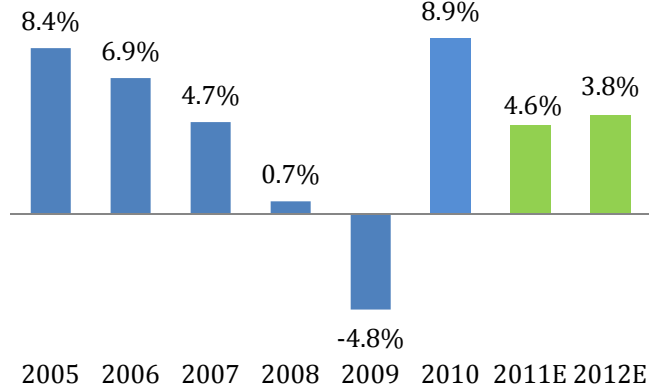
1Q2011 - BRSA
Bank Only Results



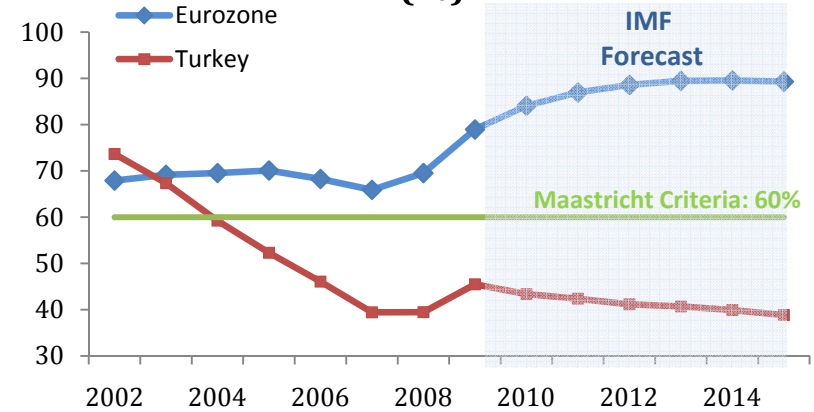
Turkish Economy



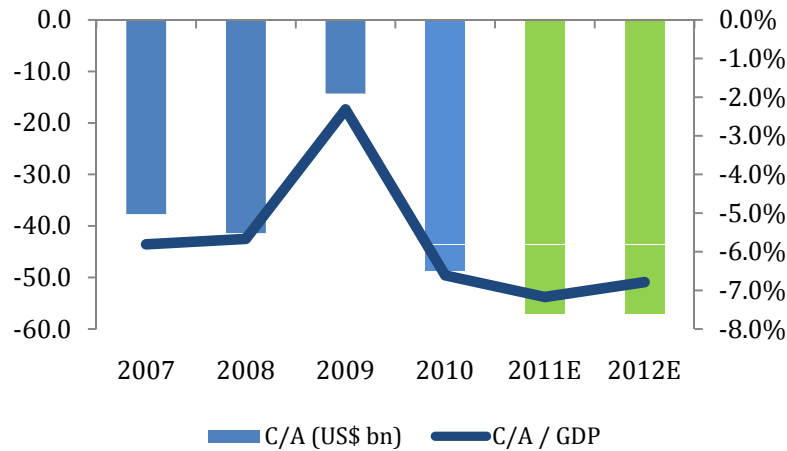
GDP Growth (%)



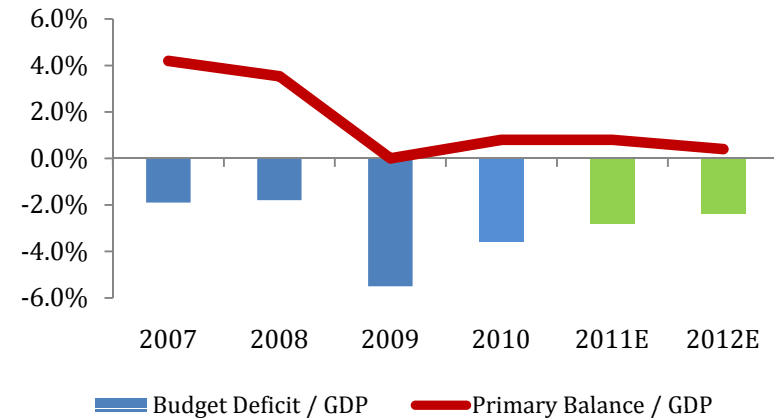
Eurozone vs Turkey: Public Debt/GDP (%)



Balance of Payments



Fiscal Balance

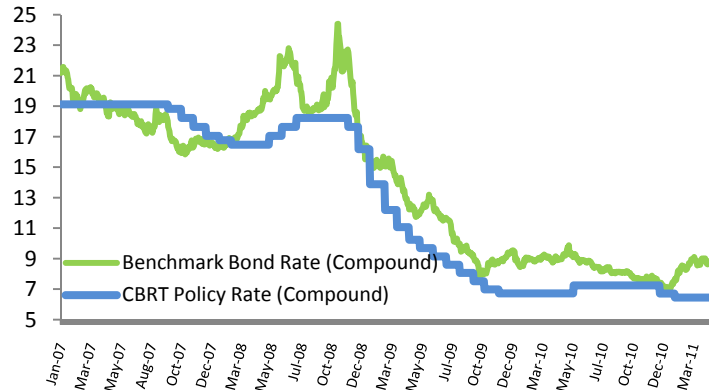


Source: Turkstat, CBRT, Ministry of Finance IMF, OECD

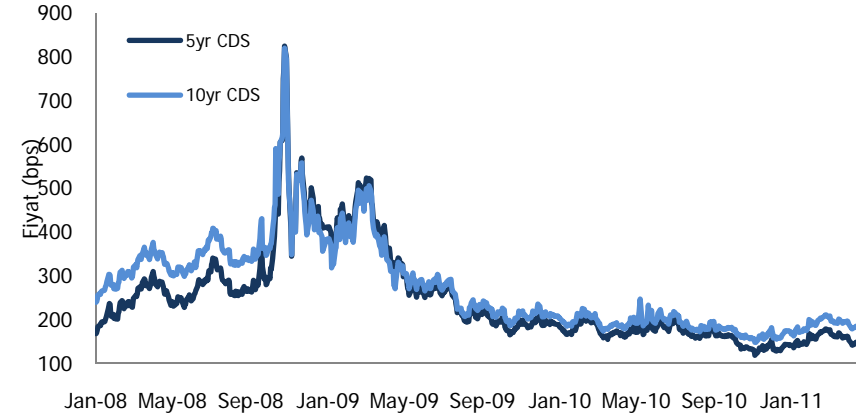
Turkish Economy



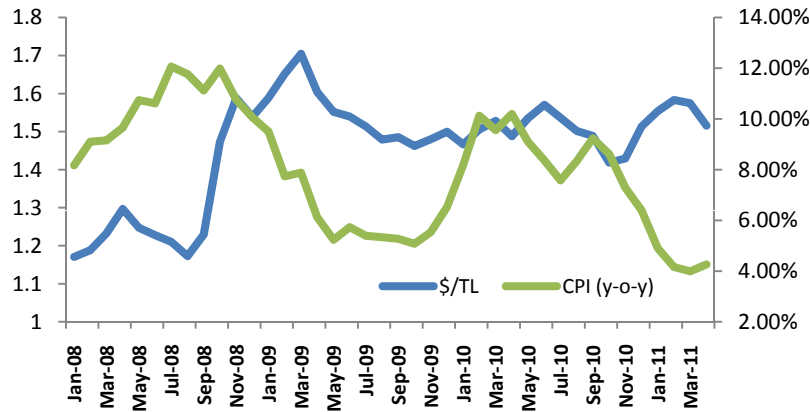
Interest Rate



Turkey CDS

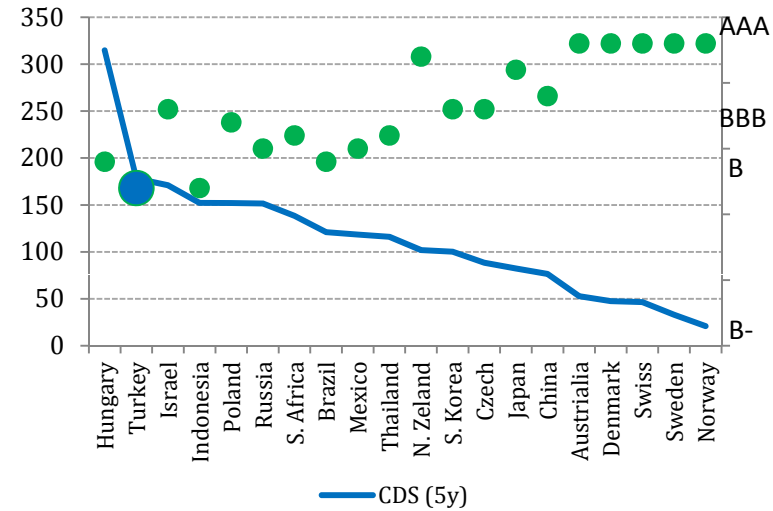


Exchange Rate & Inflation



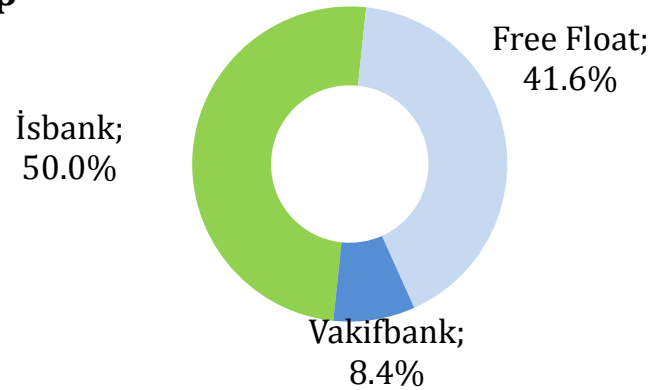
Source: Turkstat, CBRT, IMF,OECD

CDS & Rating





Ownership



TSKB Credit Ratings (May 2011)

Fitch LTFC

BB+

Moody's LTFC

Ba3

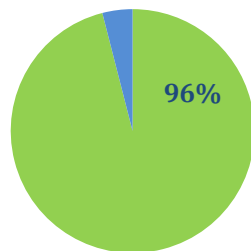
Corporate Governance Rating

SAHA

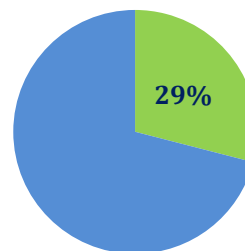
8.92/10

Main Subsidiaries

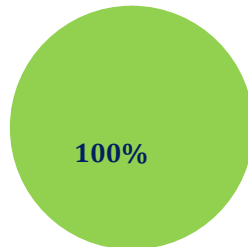
Yatırım Finansman Securities



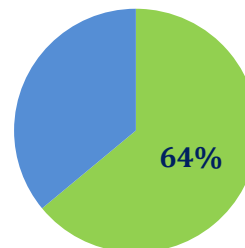
İş Leasing



TSKB Real Estate Appraisal



TSKB REIT



■ TSKB

- Established in 1950
- Largest private investment & development bank in Turkey
- **USD 5.4 billion** asset size
- **The 16th largest bank in Turkey**
- 360 employees, 3 branches



Sustainable Profitability; Stable Net Interest Margin

- Implying **55% QoQ** increase, net income reached **TRY 67 mn**
- Profitability higher than last quarter ; RoE at **20.9%**
- Up by **5.2% QoQ**, total assets keep growing without compromising on asset quality (ROA: **3.3%**)
- Loan volume totaling **USD 3.3 bn**; up by **3.4% YtD** (basket term)
- Net interest margin at **4.42%**
- Gross NPL decreased by **7.3% YtD** and asset quality has been maintained (NPL: **0.5%**)

Robust Asset Quality; High Efficiency

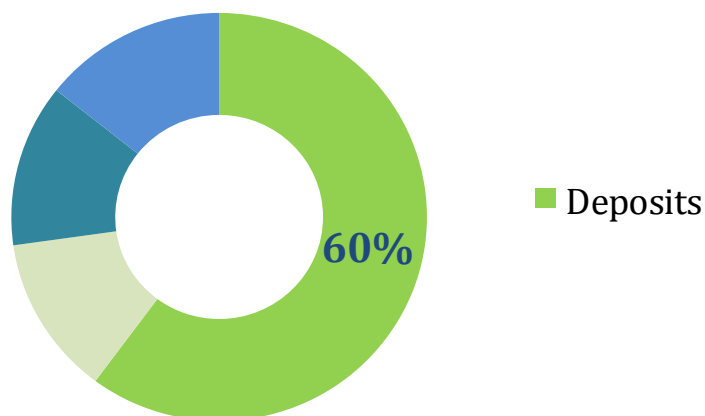
- Cost of risk; **0.28%**
- OPEX decreased **6% QoQ**; Cost/income ratio registered as **15.8%** whereas Opex/Asset ratio stood at **0.2%**
- CAR of **21.0%**; free capital **11.2%**
- Leverage ratio **6.5**
- Promising commission income growth **85% (YoY)**

Banking Sector vs TSKB



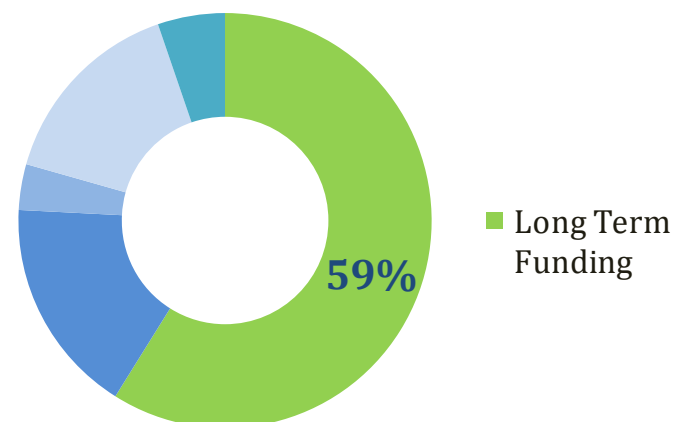
2010-1Q	Banking Sector	TSKB
CAR	18.0%	21.0%
Loans/ assets	54.2%	62.1%
NPL	3.2%	0.5%
Cost to income	40.9%	15.8%
NIM	4.13%	4.42%
ROAE	16.8%	20.9%

Banking Sector



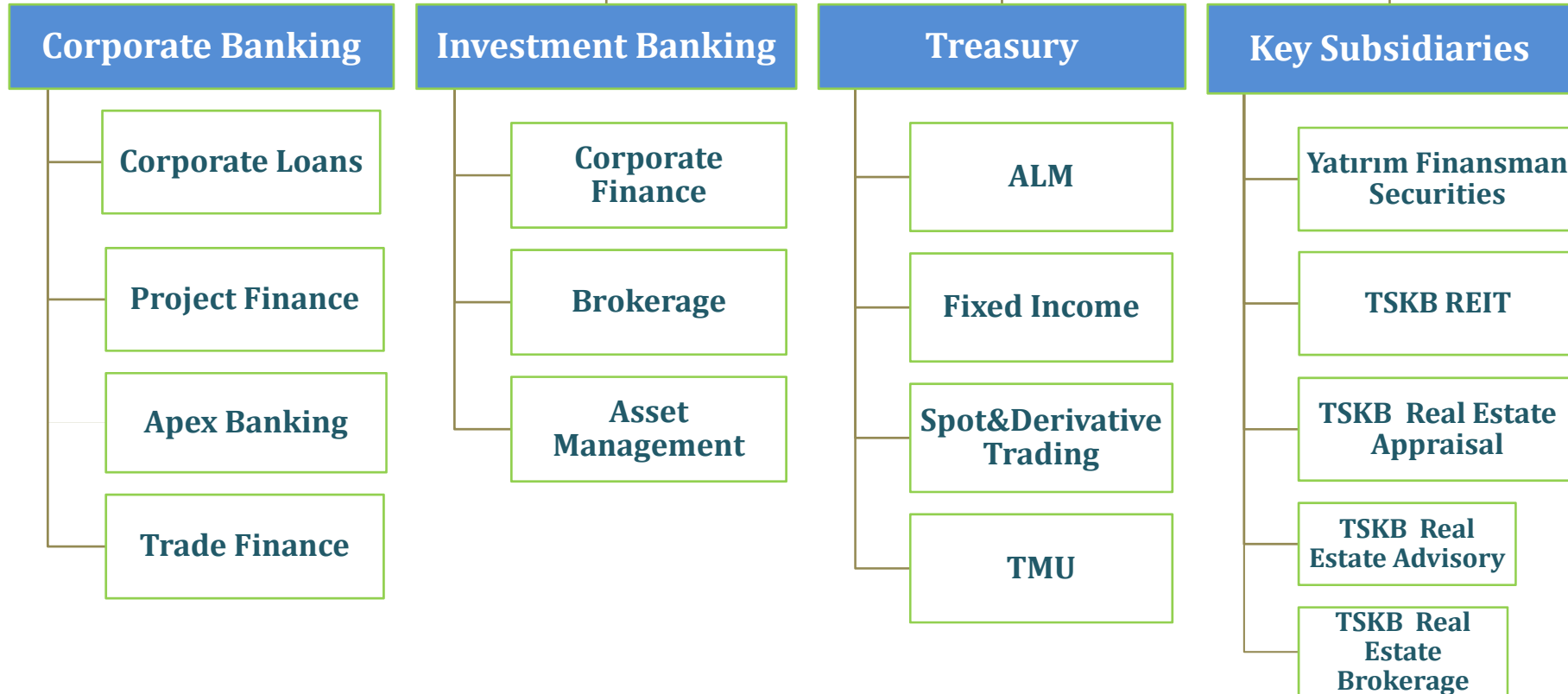
60% of liabilities are deposits
(Average maturity is less than 3 months)

TSKB



59% of liabilities are long term funding
(Average maturity is 11 years)

Business Lines





- **Corporate Lending and SME Loans**



- **Leasing**



- **Trade Finance**



- **Non-cash Loans**

Between 2005-2010, TSKB has financed half of **USD 7.7 bn** investments and contributed to the creation of **15.000** new jobs.



- Renewable energy investments reached USD **5.8 bn of which USD 1.7 bn** is underwritten by TSKB.



- 95 projects with total installed capacity of **3,192 MW in Hydro, Wind, Geothermal and Biomass.**



- **53** of these projects are syndicated with other banks.



- **8** of **18** Electricity Distribution Privatization were completed and TSKB has financed **half** of them.

2011 Prospects



- Alternative energy sources



- Acquisition finance



- Real Estate Sector

Two awards to TSKB Euromoney Project Finance Magazine "2010 Deals of the Year"

"European Hydro
PowerDeal of the Year"



Boyabat Dam ve HES
Project Finance

"European Utilities Deal
of the Year"



Uludağ Electricity
Distribution and Çamlıbel
Electricity Distribution
Shares' Purchase Project
Finance

Apex Banking



5 Commercial Banks
12 Leasing Companies



10 Commercial Banks
9 Leasing Companies



SMEs



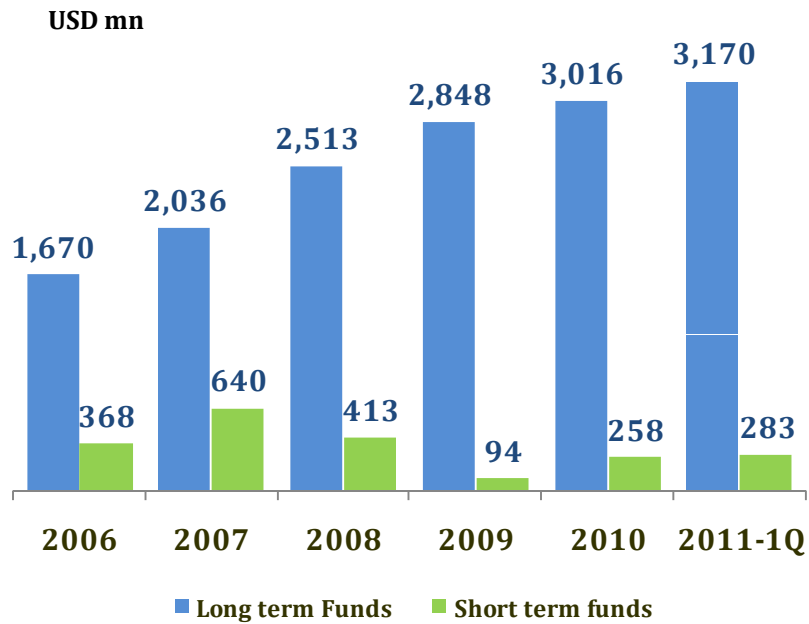
Exporters

- **13%** of lending through APEX scheme
- Placed through **23 intermediary financial institutions**
- **USD 1.19 bn** APEX funds; **USD 900 mn** to exports, **USD 219 mn** to SMEs
- Reached **over 1,000 companies.**
- A new agreement signed with the World Bank amounted to **USD 300 mn.**

Long Term Funding



Outstanding Funding Base



European Investment Bank (EIB)



World Bank (IBRD)



Council of Europe Development Bank (CEB)



Kreditanstalt für Wiederaufbau (KfW)



Agence Française de Développement (AFD)



International Finance Corporation (IFC)

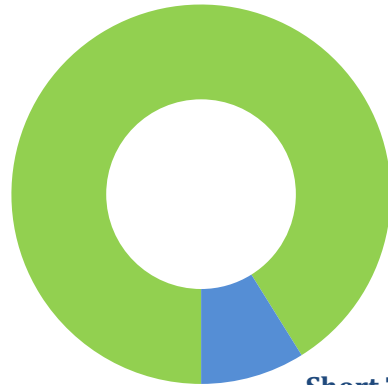


Islamic Development Bank (IDB)



Funding

Long Term
Funding;
92%



Short Term
Funding; 8%

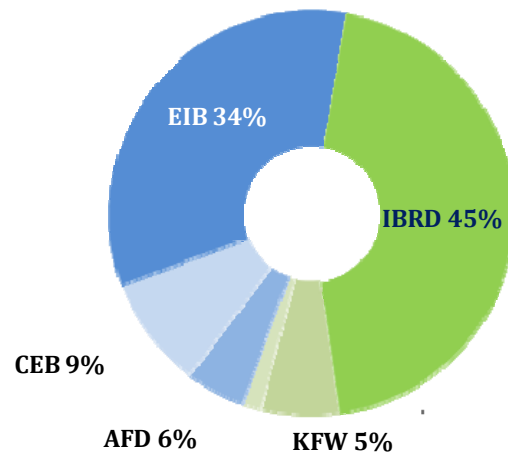
- Total LT outstanding funds: **USD mn 3,170** ; Since 2009 totaling **USD mn 1,684** agreements were signed.

- Long term funding average maturity: **11 yrs**

- **92%** of long term funds guaranteed by Turkish Treasury

- Short term funding: **8%** (Syndications, Bilateral Borrowings)

Outstanding LT Funds


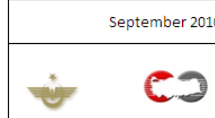





M&A and Strategic Advisory

Privatization

- The forefront advisor of the most strategic asset privatizations
- Recent track record in port, motor & highway privatization projects to sell-side

Continues	September 2010	May 2008
 <p>Motorways & Bridges</p> <p>TSKB Advisory to PA</p>	 <p>Iskenderun Port</p> <p>TSKB Advisory to PA</p>	 <p>Bandirma Port 175.5 million US\$</p> <p>TSKB Advisory to PA</p>

Other Strategic Advisory Services

- Company and asset valuations
- Feasibility studies
- Brand appraisals
- Establishment of new companies and investment trusts


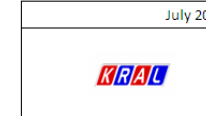
Buy-Side Advisory

- Leading investment bank in the energy sector
- M&A buy-side mandates of electricity and gas distribution projects

August 2010	August 2010	August 2010
 <p>Başkent Natural Gas Distribution</p> <p>aksa</p> <p>TSKB Buy-side Advisory</p>	 <p>Gediz Electricity Distribution</p> <p>aksa</p> <p>TSKB Buy-side Advisory</p>	 <p>Dicle Electricity Distribution</p> <p>aksa</p> <p>TSKB Buy-side Advisory</p>

Sell-Side Advisory

- Impressive track record in M&A sell-side mandates for various sectors

Continues	September 2009	July 2008
 <p>ESTON Construction Company</p> <p>TSKB Sell-side Advisory</p>	 <p>VARYAP</p> <p>TSKB Sell-side Advisory</p>	 <p>KRAL TV</p> <p>TSKB Sell-side Advisory</p>

Public Offering & Bond Origination



Public Offering

Ongoing

Ongoing

Türk Hava Yolları
TSKB

Advisory for ÖİB

- Advisor of Turkish Privatization Administration since February 2011
- Scope of work includes strategy, valuation, legal infrastructure, marketing, etc.
- Execution Options: SPO, block sale or both.

Completed



- 3 IPOs were completed in 2010.
- Emlak Konut REIT IPO was the 5th biggest IPO in Turkish history.
- TSKB REIT IPO is the first REIT IPO in year 2010.
- Aksa Energy is the largest independent power producer of Turkey.
- TSKB received EMEA Finance's Best Equity House in Turkey 2010 award in Europe Banking Awards.

Bond Origination

2011

Ongoing

A Bank
MUTLU BANKACILIK

A Bank Bank
Bill Issuance
TSKB
Consortium
Leader

6 and 12
months
maturity
TRY 150 mln

Completed

Şekerbank

Şekerbank Bank
Bill Issuance
TSKB
Consortium
Leader

12 and 18 months
maturity
TRY 350 mln
March 2011

Şekerbank

Şekerbank Bank
Bill Issuance
TSKB
Consortium
Leader

12 and 24 months
maturity
TRY 150 mln
March 2011

2010

TSKB

TSKB Bank Bill
Issuer and
Consortium Leader

180 and 360 days
maturity
TRY 200 mln
August 2010

EKSPO
FAKTÖRİNG A.Ş.

Ekspo Factoring
Bond Issuance
TSKB
Consortium Leader

2 years maturity
TRY 20 mln
October 2010

Asset Management & Brokerage



Conventional Investment Funds

Private Asset Management

TSKB Investment Trust

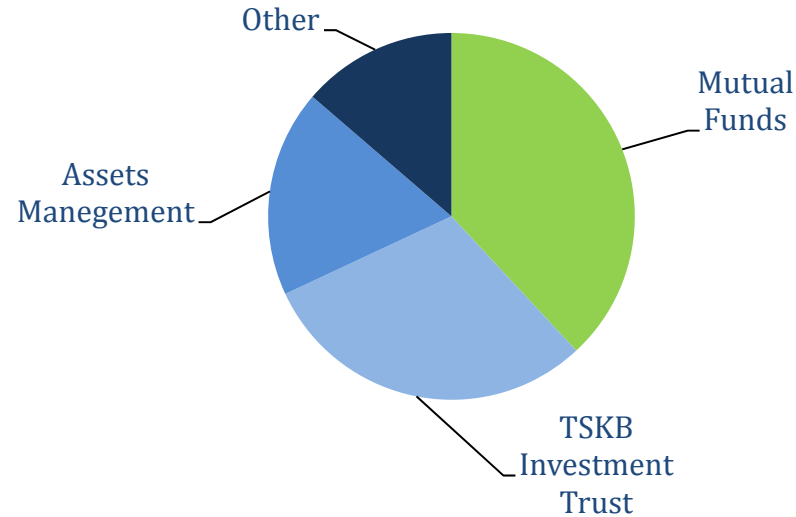
Capital Guaranteed Funds under the Umbrella fund

TSKB Energy Index at ISE

Secondary capital market transactions:

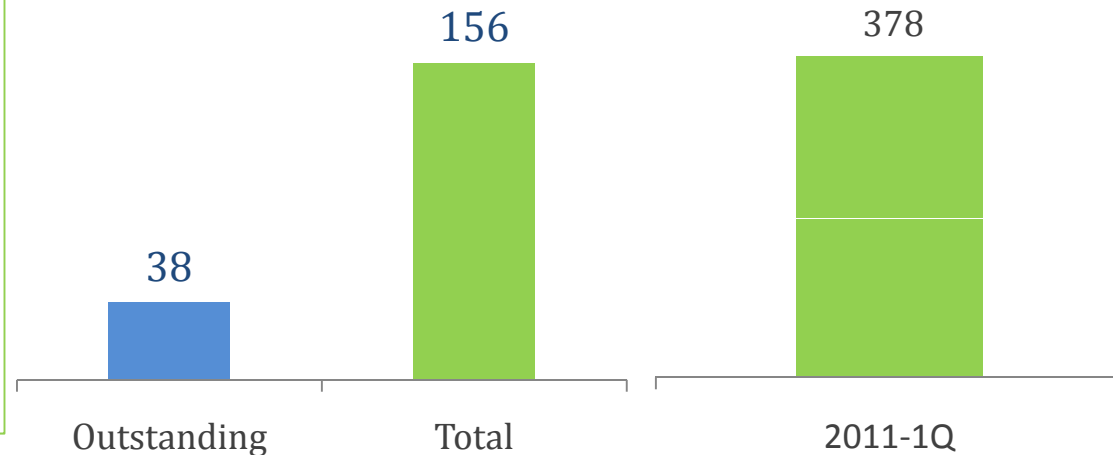
Investment Advisory and brokerage services to private&institutional customers in equity, fixed income, FX and derivative products

- TSKB Trading Platform (TTP)
- Istanbul-Ankara-İzmir branches



Capital Guaranteed Umbrella Funds (TRY mn)

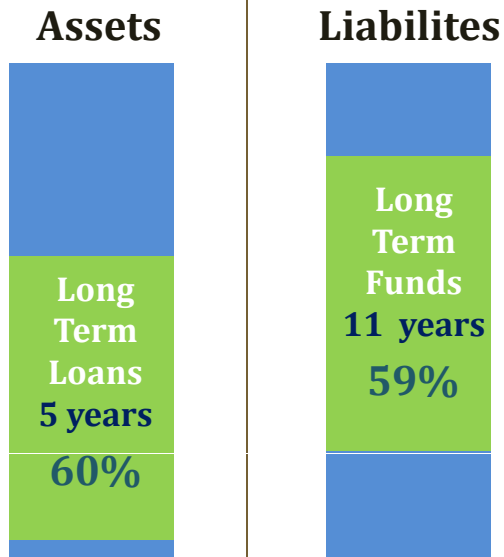
AUM (TRY mn)



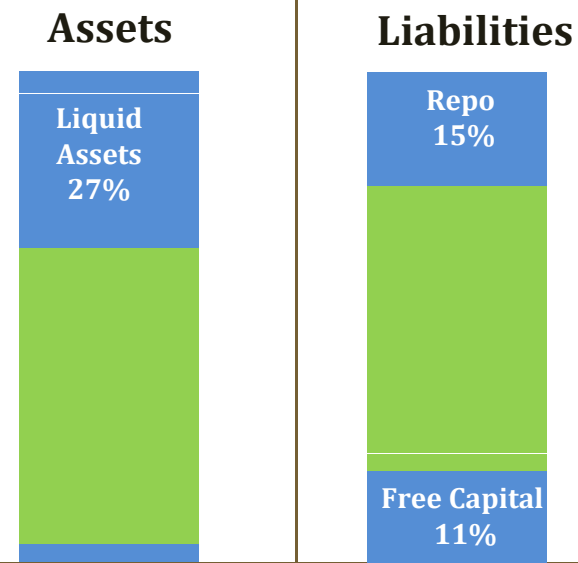
Financial Highlights



Foreign Currency

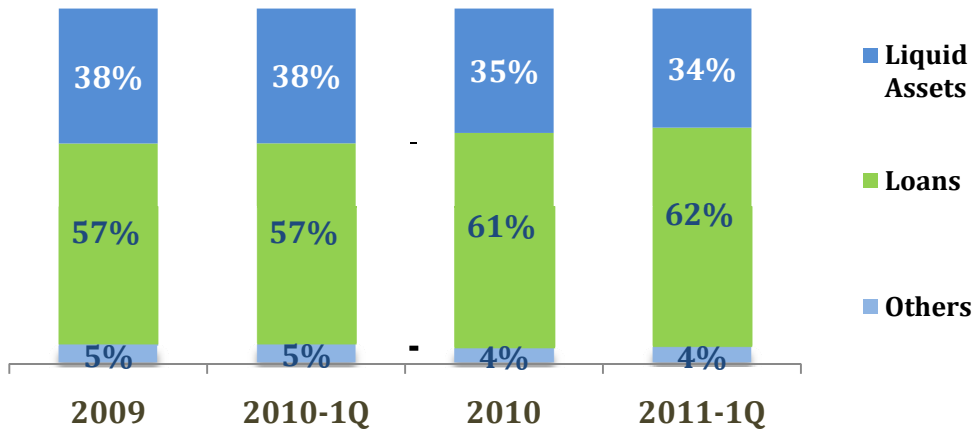


Turkish Lira



■ TRY
■ FX

Composition of Assets

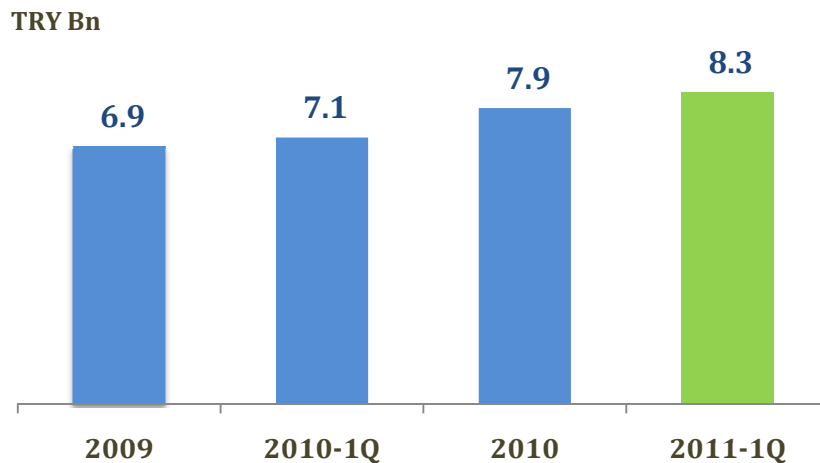


- Loan/ Asset ratio: **62%**

- **66%** of assets are FX denominated

- **67%** of liquid assets are TRY government bonds

- Other assets: subsidiaries and tangible assets



Total Assets (TRY)

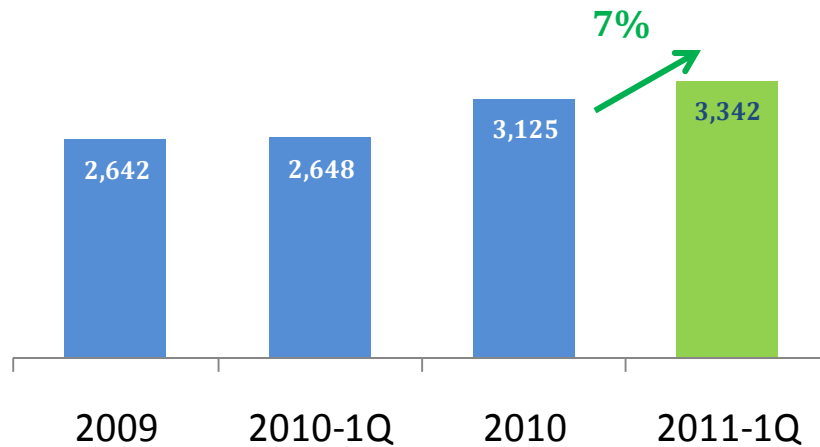


5.3% (ytd)

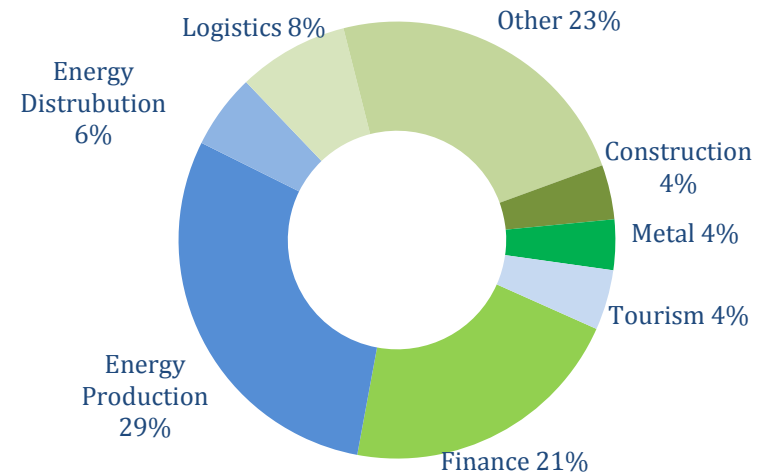
Loans



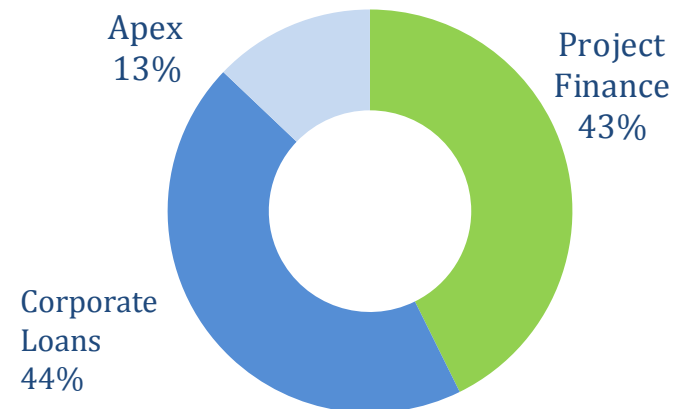
USD Mn,



Loans by Sector

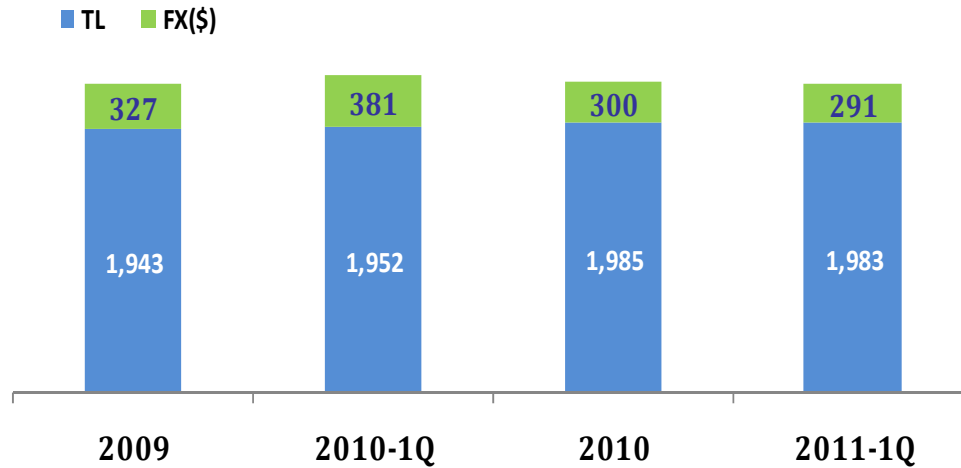


Loans by Type



- **96%** foreign currency denominated
- No currency mismatch
- **47%** in EUROS, **49%** USD
- **5 years** of average maturity
- **0.5%** NPL Ratio

Securities Portfolio



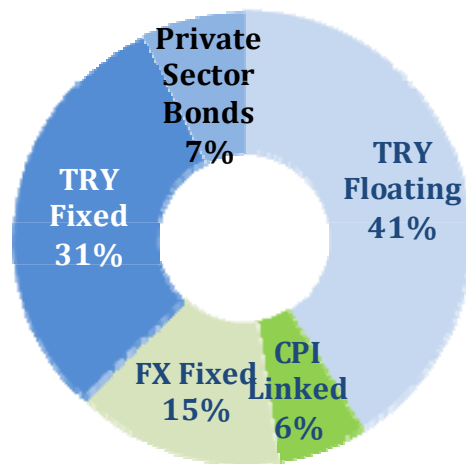
- Duration is **10 months** in Zero Coupon bonds, **3.2 yrs** in FRNs .

- **86%** is in AFS portfolio.

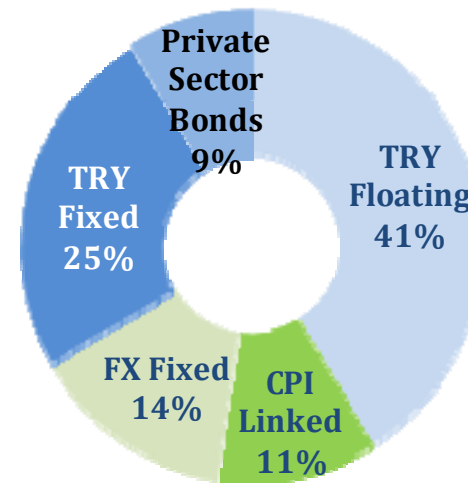
- Floating in TRY portfolio: **64%**

- **81%** of the portfolio: TRY securities

2010



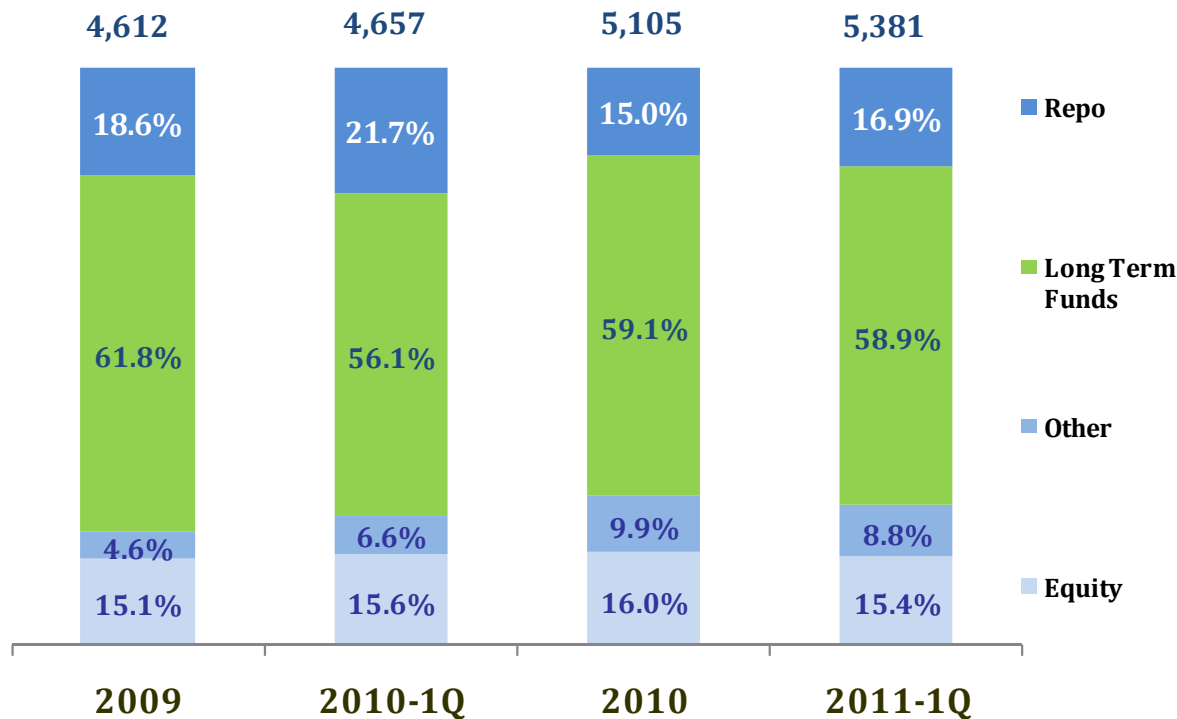
2011-1Q



Liabilities



USD mn

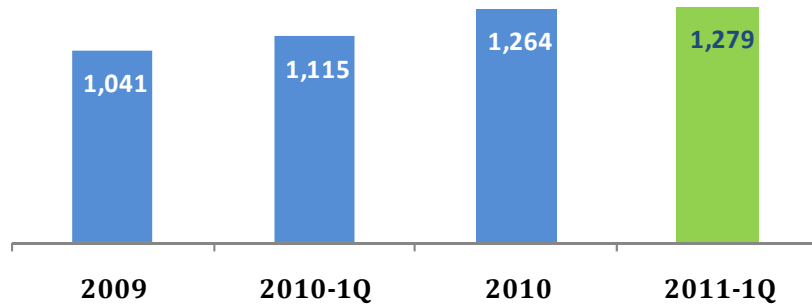


- Total FX borrowings: **USD 3.5 bn**
- Paid in Capital: **TRY 700 mn**
- Leverage ratio: **6.5X**

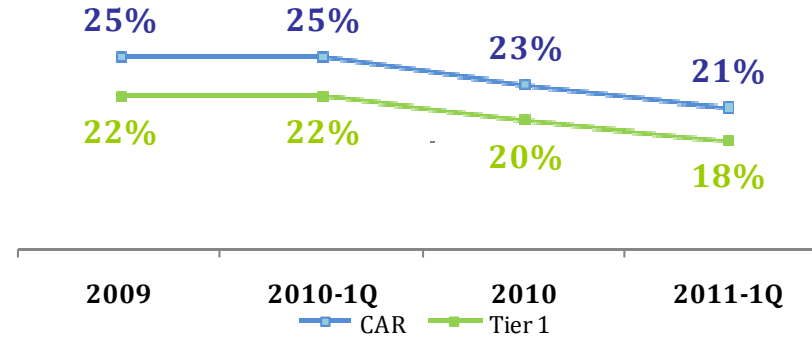
Shareholder's Equity



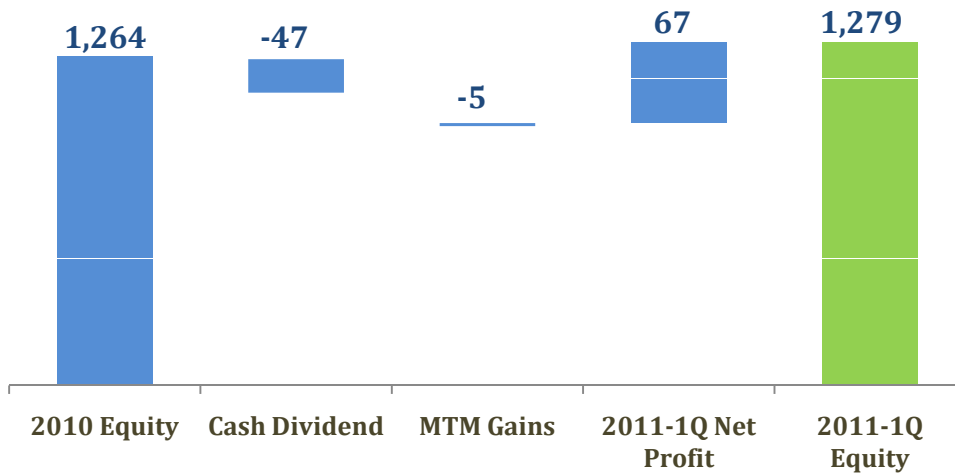
TRY mn



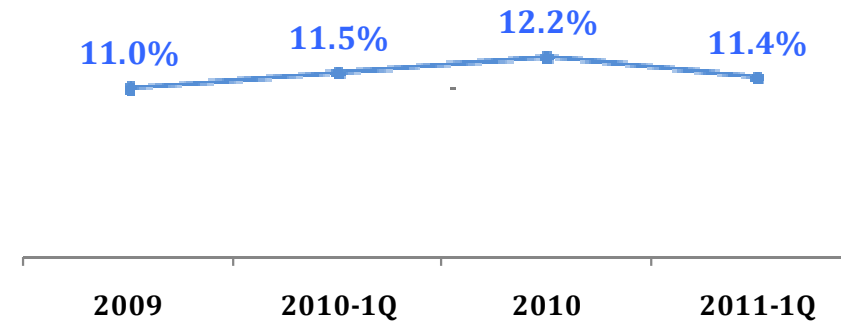
Capital Adequacy Ratio



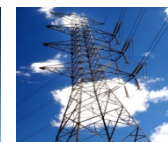
Equity Movement



Free Capital Ratio



Income Breakdown



(TRY mn)	2010-1Q	2011-1Q	Change
Adj. Net Interest Income	71.9	85.0	18%
Net Commissions	2.2	4.0	85%
Dividend Income	6.7	10.4	56%
Other Operating Income	3.0	2.6	-14%
Net Banking Income	83.8	102.0	22%
Personnel Expenses	8.3	10.0	20%
Adm. Expenses	3.6	3.8	4%
Other Op. Expenses	2.2	2.9	37%
Operating Profit	69.7	85.3	22%
Provisions(+/-)	-1.1	-3.5	144%
Tax Provisions	-12.6	-15.2	21%
Net Profit	55.6	66.6	20%

Banking
Income



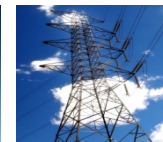
22%

Net Interest
Income



18%

Quarterly Income Breakdown

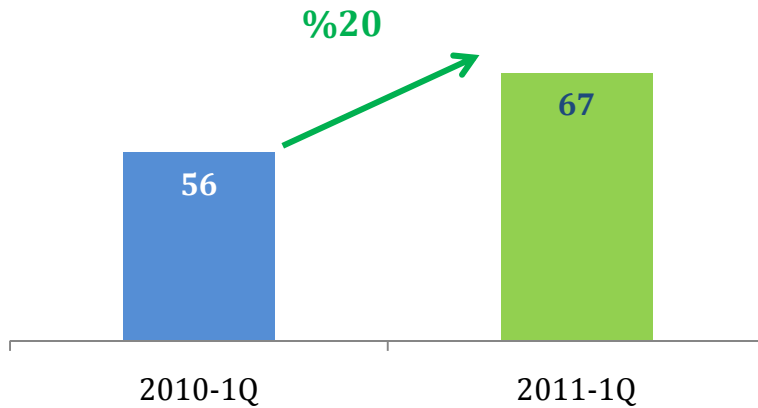


(TRY mn)	4Q09	1Q10	2Q10	3Q10	4Q10	1Q11	Change QoQ
Adj. Net Interest Income	67	72	76	70	71	85	20%
Net Commissions	3	2	4	2	6	4	-33%
Dividend Income	0	7	16	0	0	10	N.A.
Other Operating Income	4	3	5	4	5	3	-40%
Net Banking Income	74	84	101	76	82	102	24%
Personnel Expenses	11	8	8	8	12	10	-17%
Adm. Expenses	5	4	5	3	4	4	0%
Other Op. Expenses	1	2	3	4	2	3	50%
Operating Profit	57	70	85	61	64	85	33%
Provisions(+/-)	-7	-1	-2	0	-9	-3	-67%
Tax Provisions	-8	-13	-17	-15	-12	-15	25%
Net Profit	42	56	66	46	43	67	55%

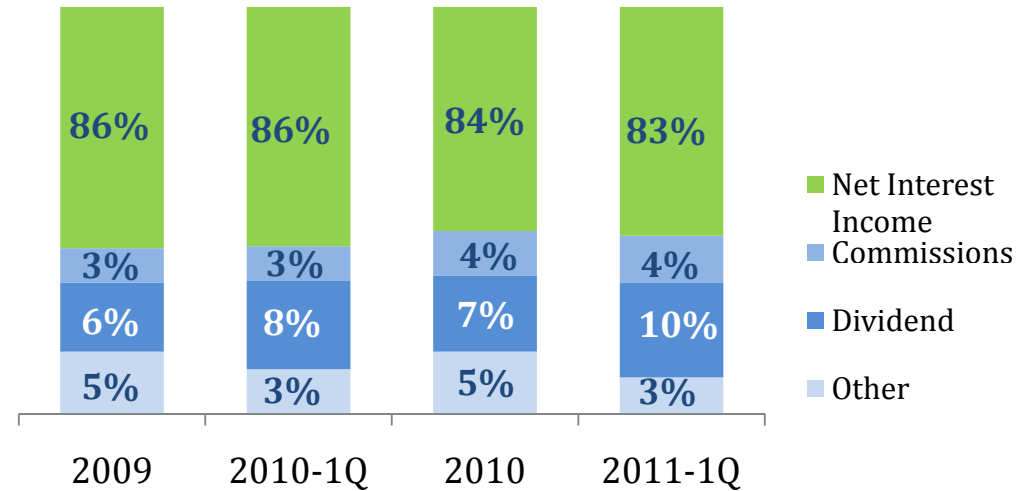
Income Breakdown



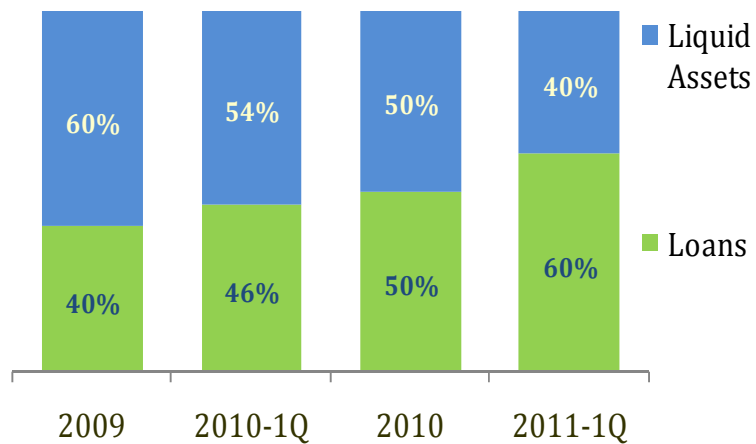
Net Profit



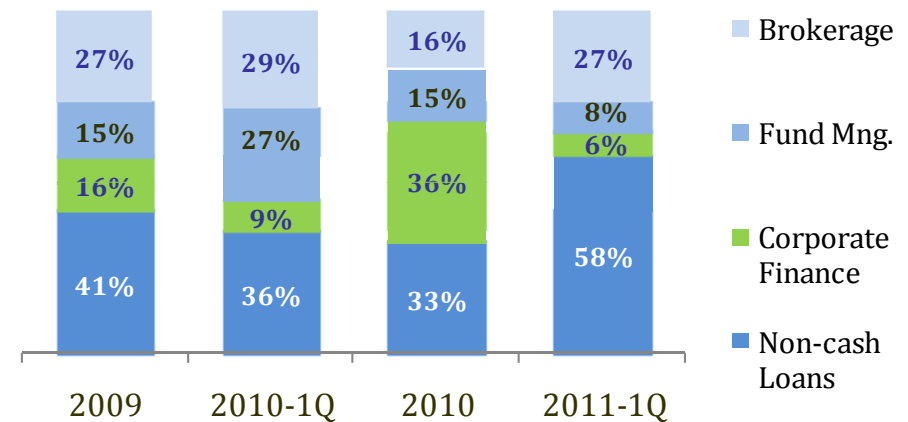
Income Breakdown



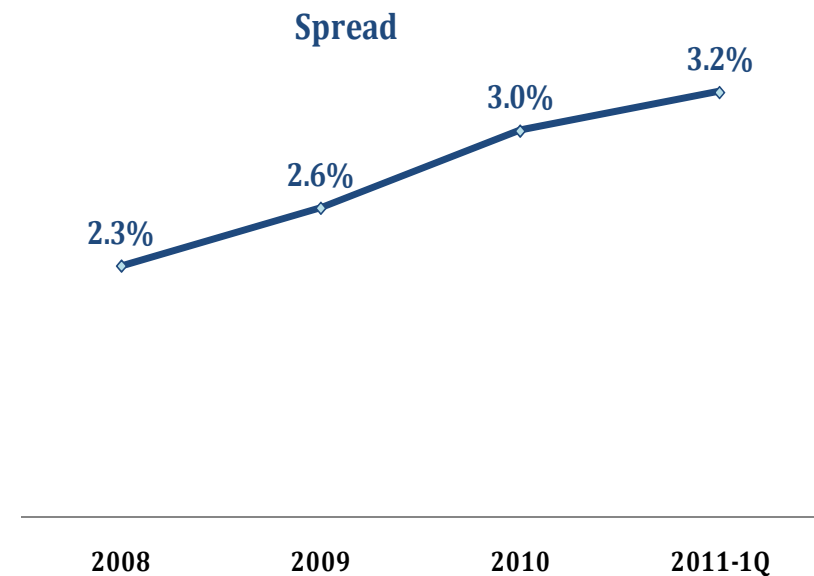
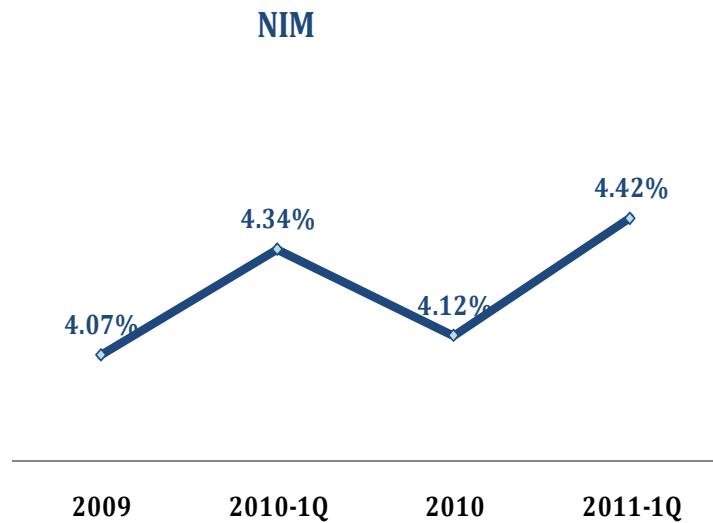
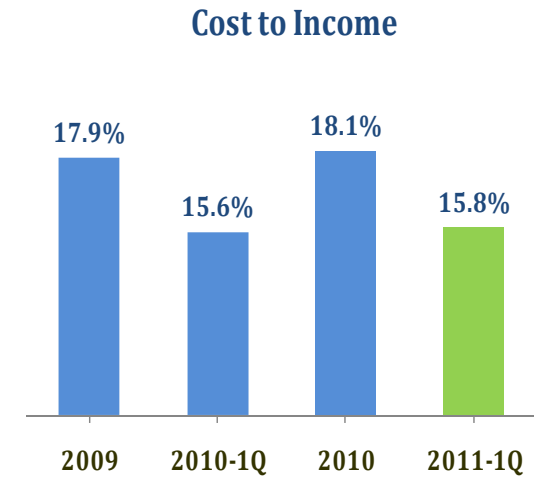
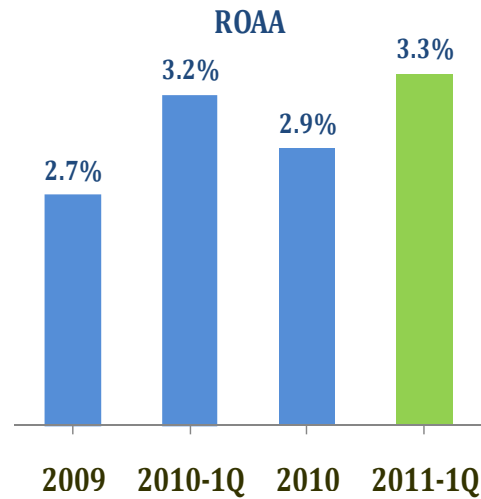
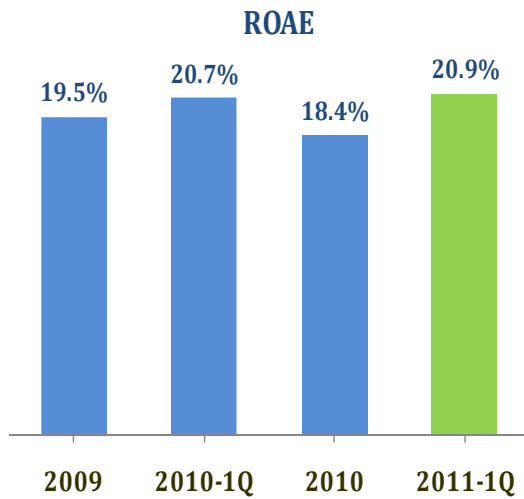
Net Interest Income Breakdown



Commission Income Breakdown



Key Performance Indicators





Financial Institutions & Investor Relations

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