



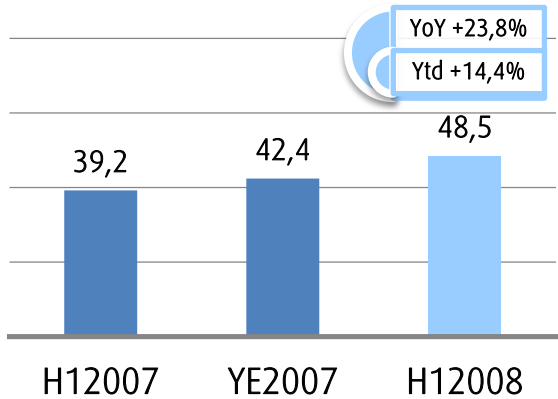
Earnings Presentation  
Brsa Bank-Only 1H08  
August 2008

# 2008 H1 Highlights

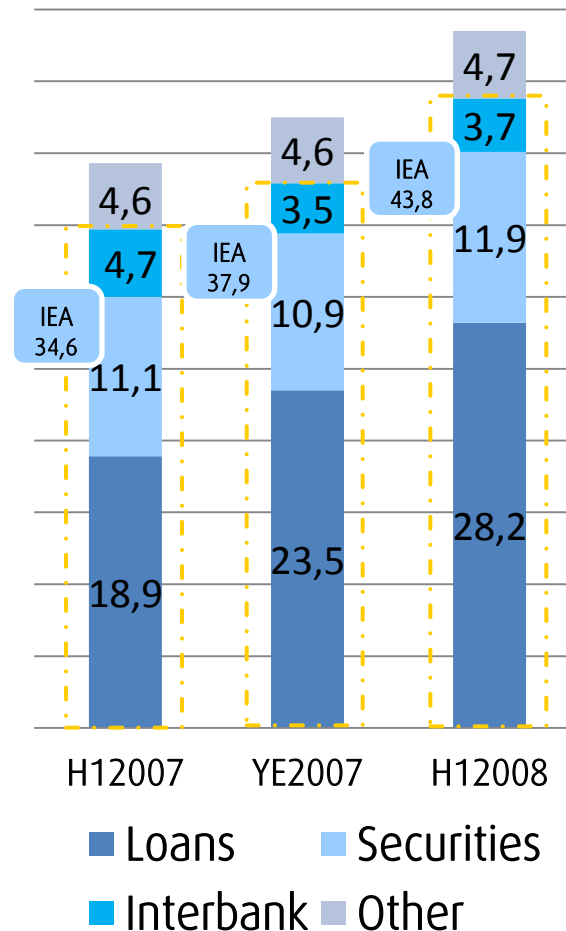
- ✓ Net Profits are up by 41% QoQ to 276,3 Mio YTL in 2Q08
- ✓ ROAE 21,4%; EPS is 0.19 YTL
- ✓ Strong growth in consumer lending; market share gains continue in general purpose consumer loans as in last two quarters
- ✓ CAR is improved by 19 bps to 13,66%; thanks to higher mortgage collateralized lending & slight increase in SHE
- ✓ Accelerated momentum in fees & commissions; 43% YoY increase
- ✓ Improving asset quality; NPL ratio is down by 30bps
- ✓ Cost of YTL deposits is down by 20 bps & adjusted NIM\* is stable
- ✓ Demand deposits surged 56% QoQ;reached to16% of total deposits

# Diversification of Asset Mix Towards IEA

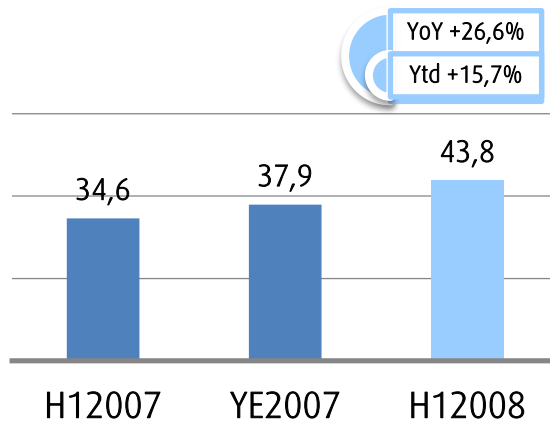
Total Assets (TRY bio)



Breakdown of Assets (TRY bio)



Interest Earning Assets (TRY bio)

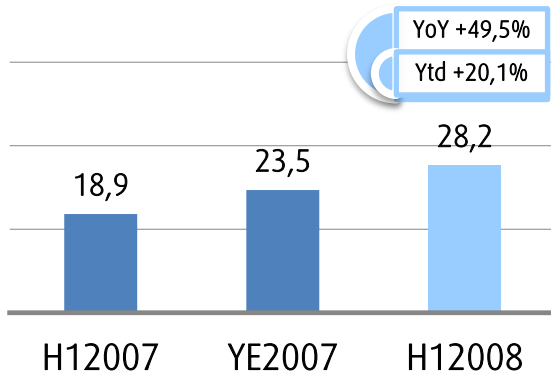


Asset Growth;  
Ytd

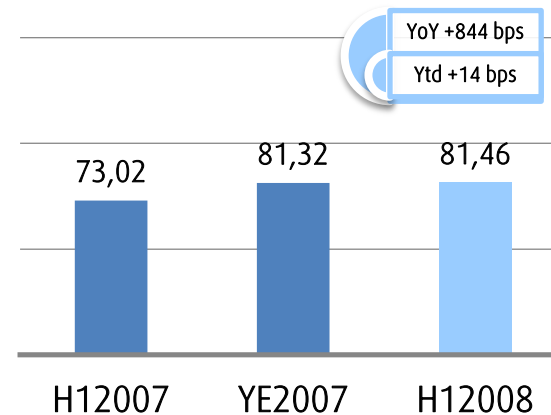
**14,4%**

# Expansion of Loan Portfolio Continued

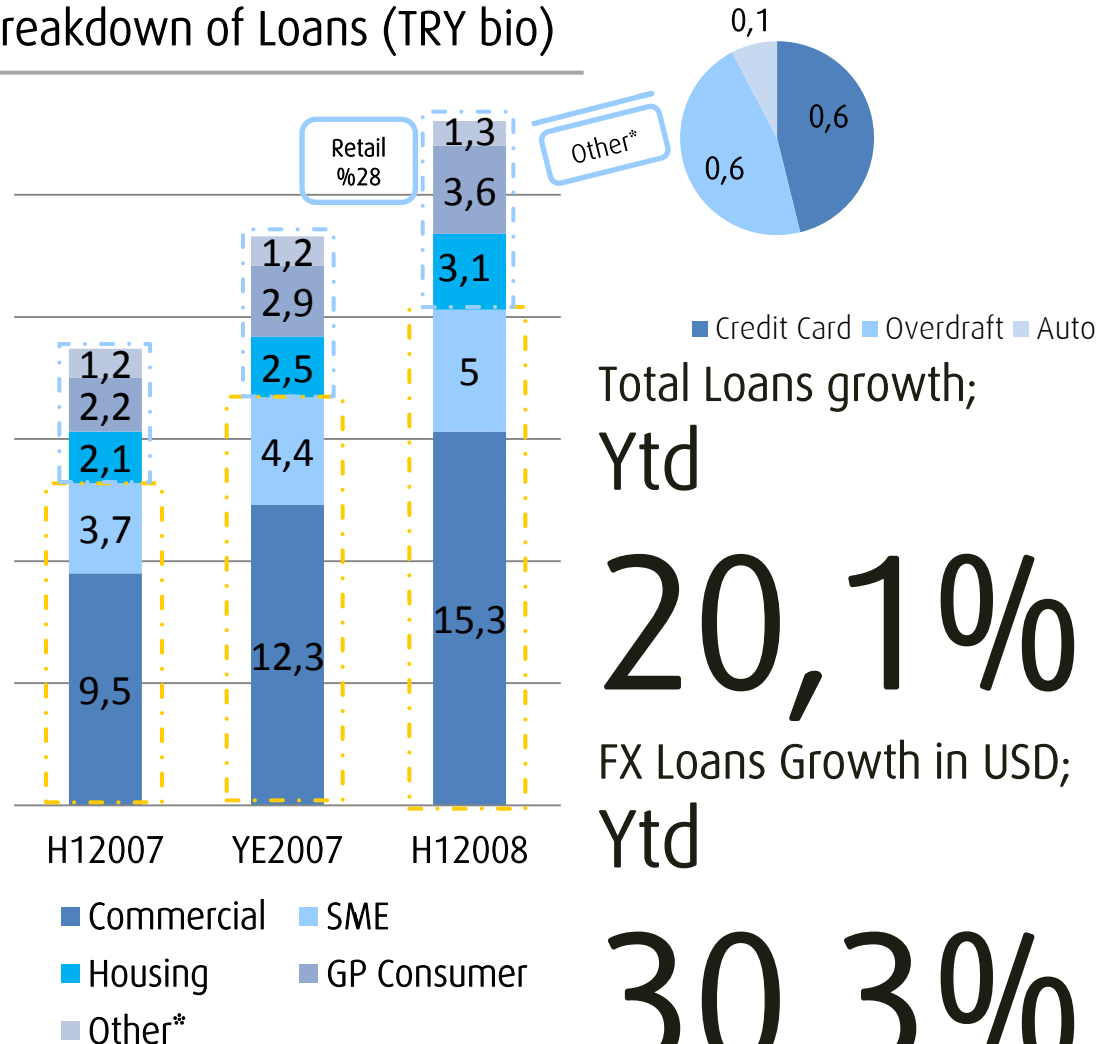
Total Loans (TRY bio)



Loan/Deposits (%)

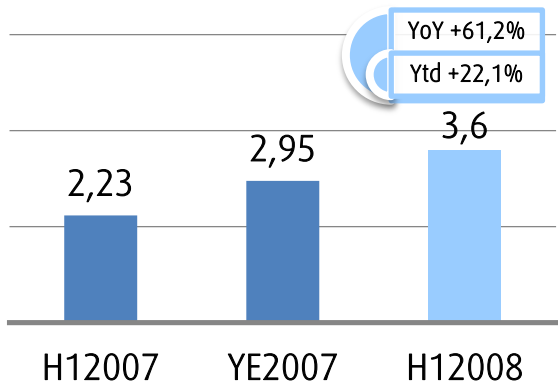


Breakdown of Loans (TRY bio)

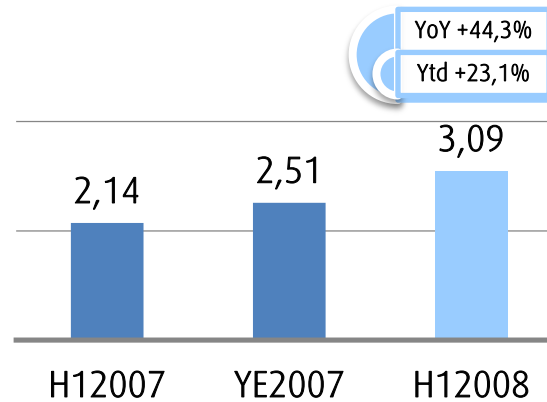


# Strong Retail Loan Growth

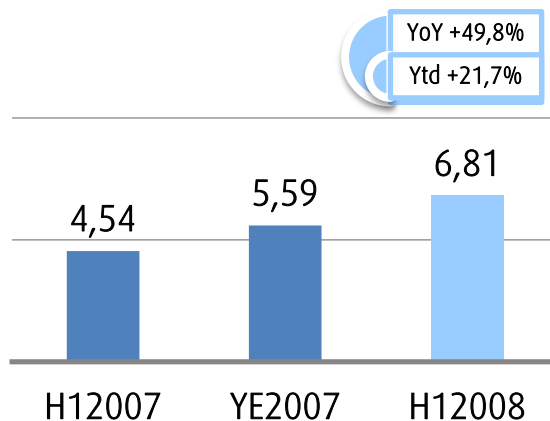
General Purpose Consumer



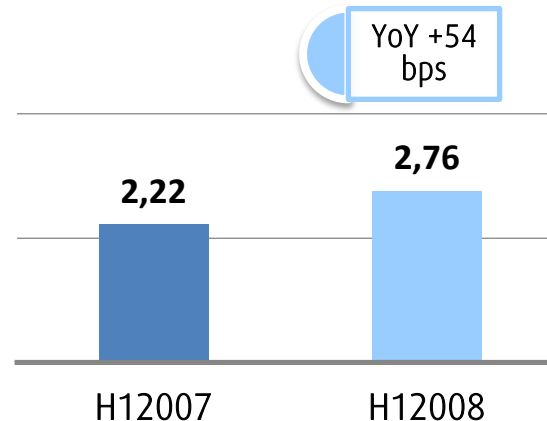
Residential Mortgages<sup>1</sup>



Total Retail<sup>2</sup>



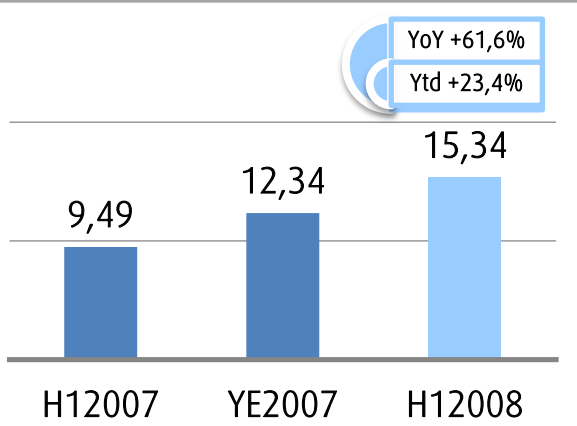
Retail Cross-Selling Ratio



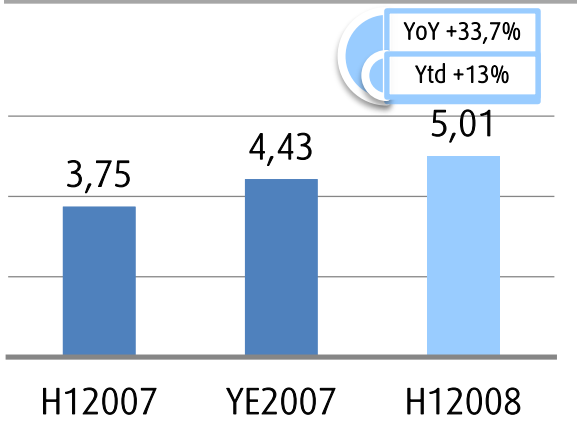
Market Share Gain in 1H08;  
Total Retail;  
**31 bps,**  
General Purpose;  
**10 bps.**  
Mortgage;  
**38 bps**

# Commercial, Corporate and SME Evolution

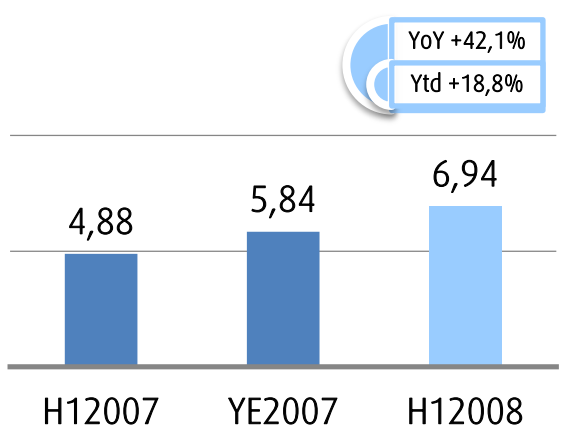
## Commercial & Corporate



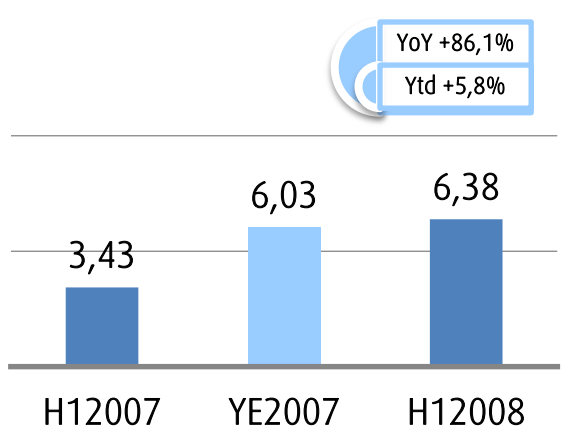
## SME (Commercial Installments)



## Guarantees



## Commitments



Commercial & Corporate Loan Growth;

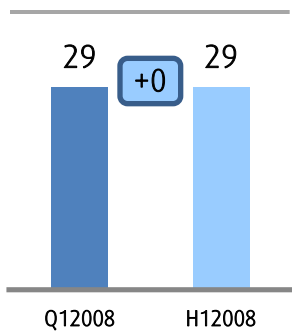
Ytd

**%23,4**

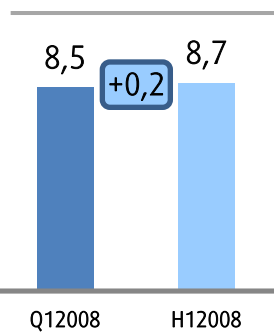
# Market Shares (%)

## Deposits and Funding

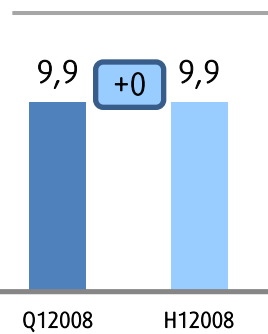
### Payroll<sup>1</sup>



### Total Deposits

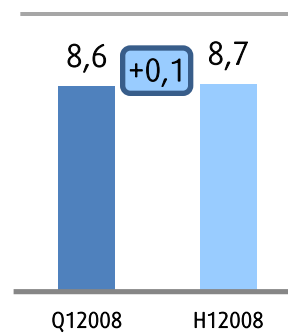


### YTL Deposits

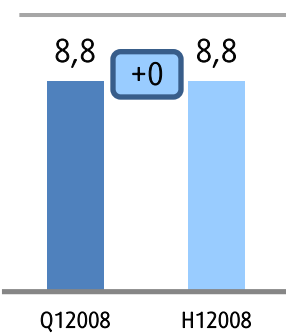


## Loans

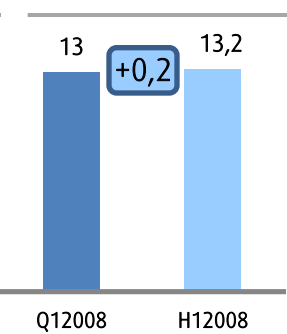
### Total Loans



### Retail Loans<sup>2</sup>

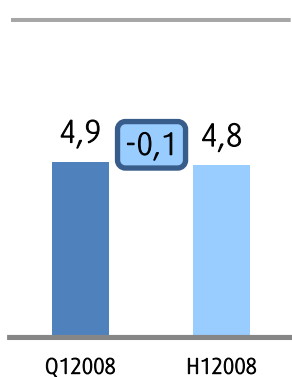


### SME Installment

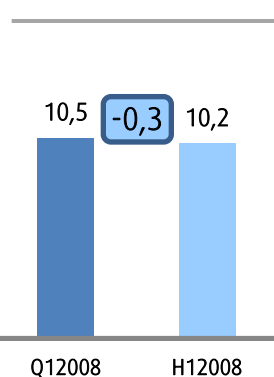


## Distribution #

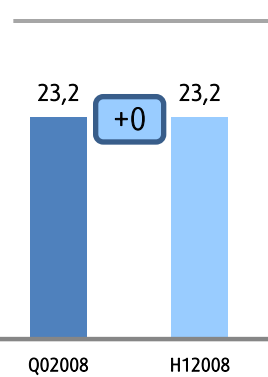
### Branch



### ATM



### Debit Card



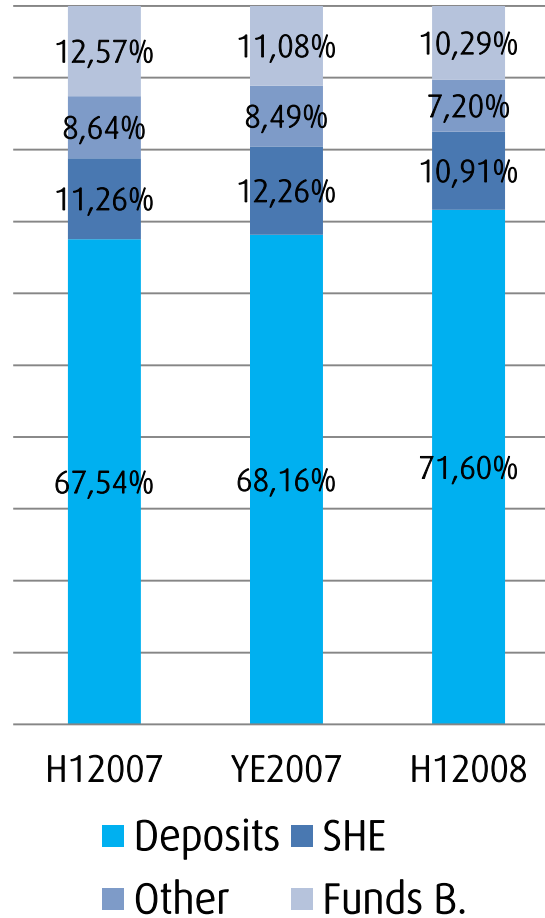
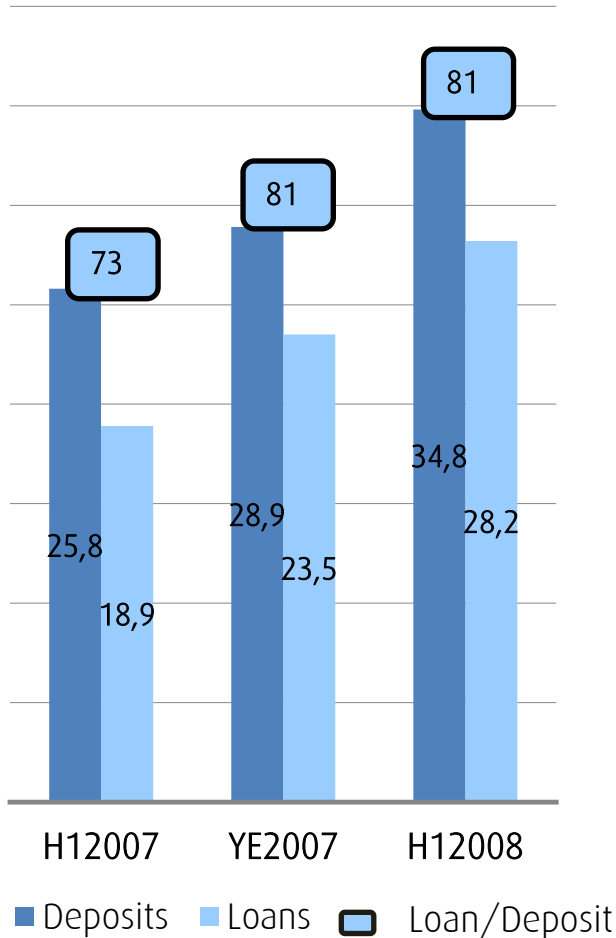
# 1 in payroll

# 1 in debit card #

# Deposits & Liabilities

Loans and Deposits (TRY,bio)

Breakdown of Liabilities (%)

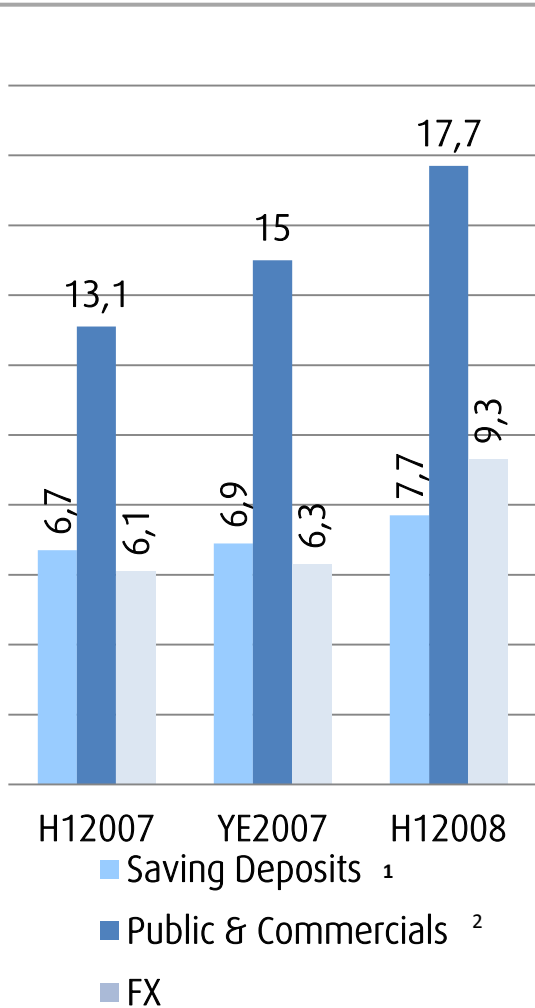


Total Deposits Growth;  
YoY  
**34,58%**

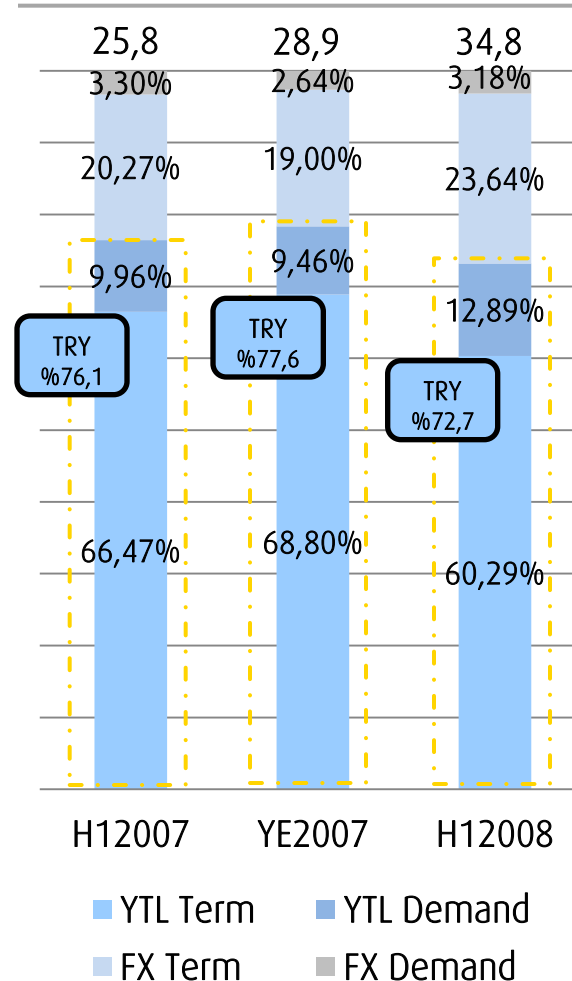
Ytd  
**20,43%**

# Strong Deposit Growth

Deposit Composition (TRY,bio)\*



Breakdown of deposits (%)

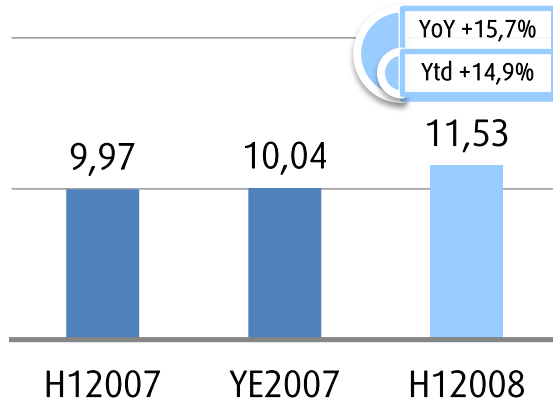


FX Deposits Growth in USD;  
Ytd

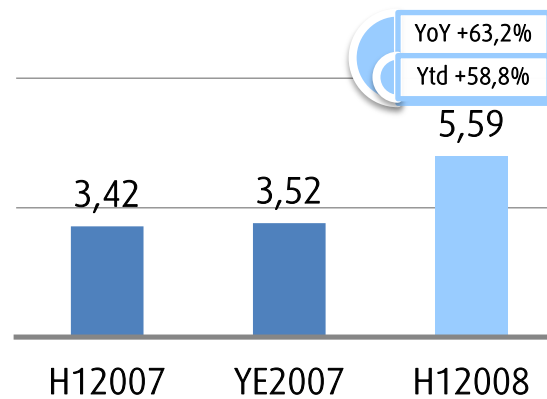
**%39,6**

# Demand Deposits Surged

Retail Deposits (TRY, bio)



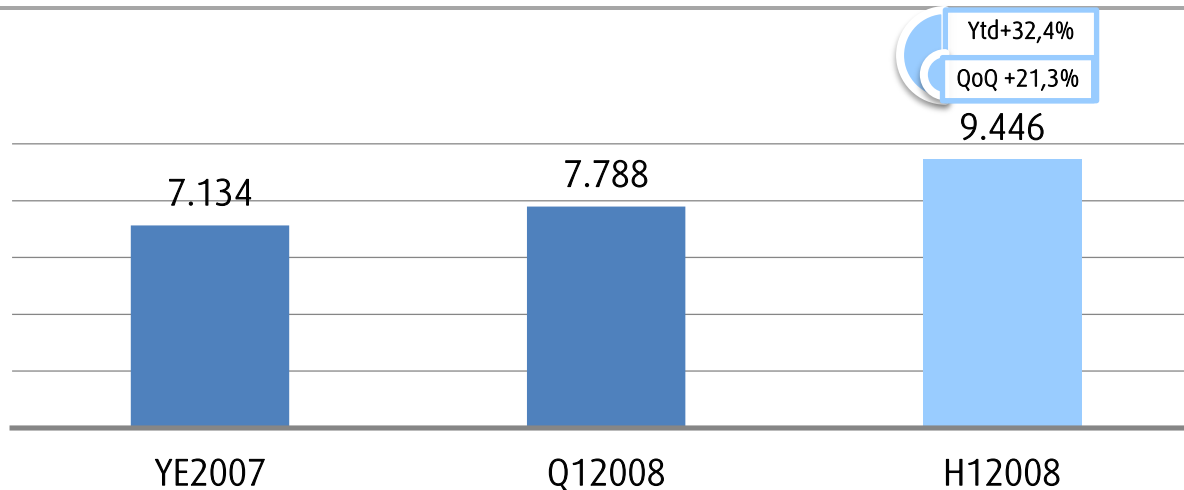
Demand Deposits (%)



Demand Deposits Growth;  
Ytd

**63,2%**

State Related Deposits\* (TRY, mio)

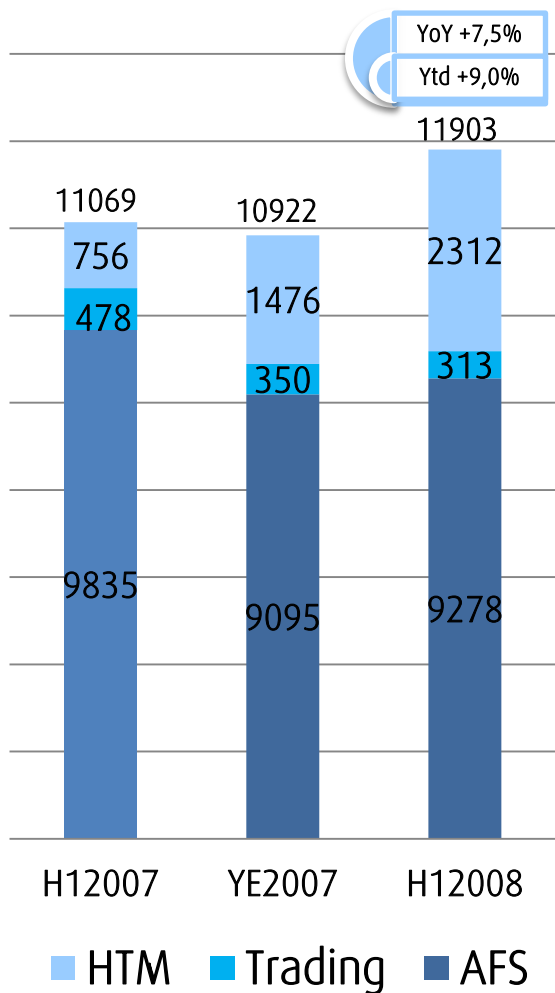


Retail Deposits Growth;  
Ytd

**15,7%**

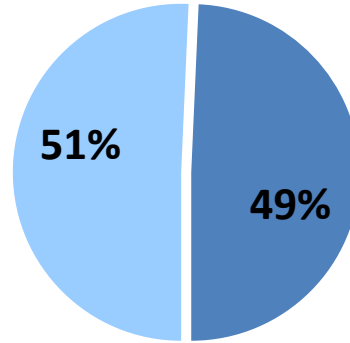
# Securities Portfolio Evolution

Total Securities (TRY, mio)

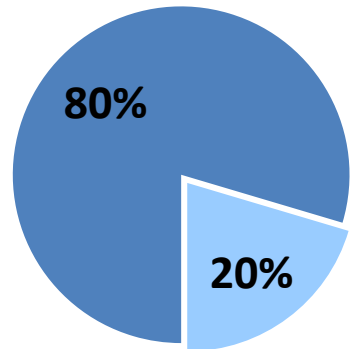


Portfolio Structure

YTL



FX



Legend: Fixed (dark blue), Floating (light blue)

YTL Securities Floating Rate Share;

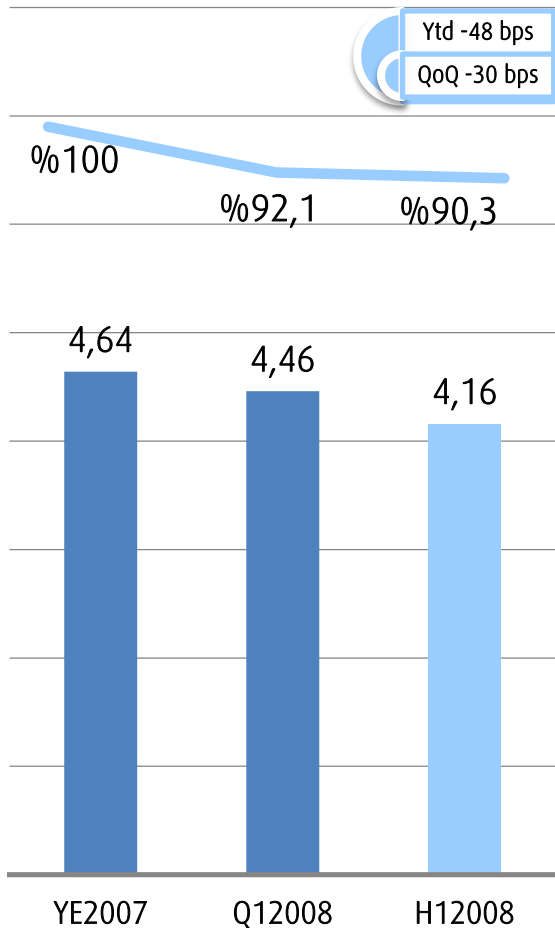
in 1Q08,  
%47

in 2Q08,  
%51

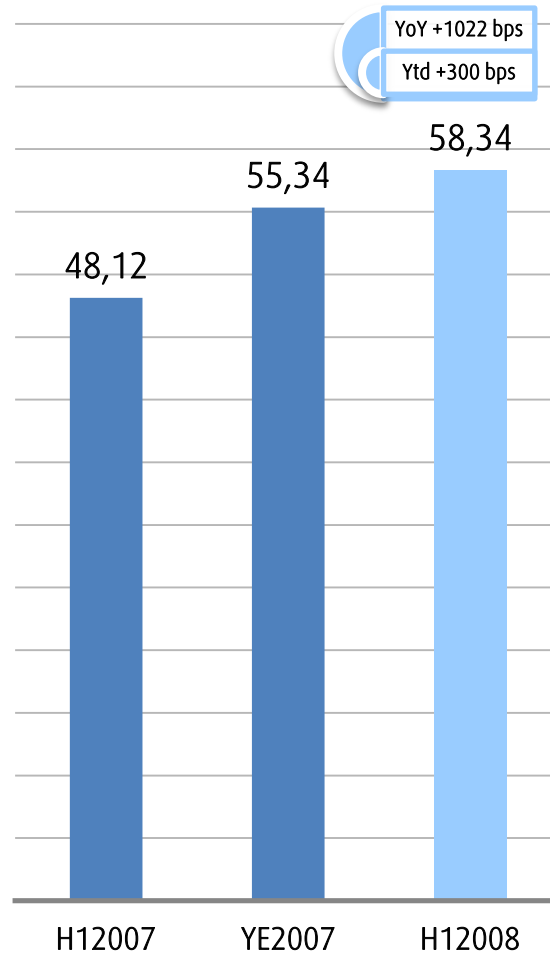
More FRN  
YTL Securities

# Asset Quality Continues to Improve

NPL Ratio & Provisions Coverage



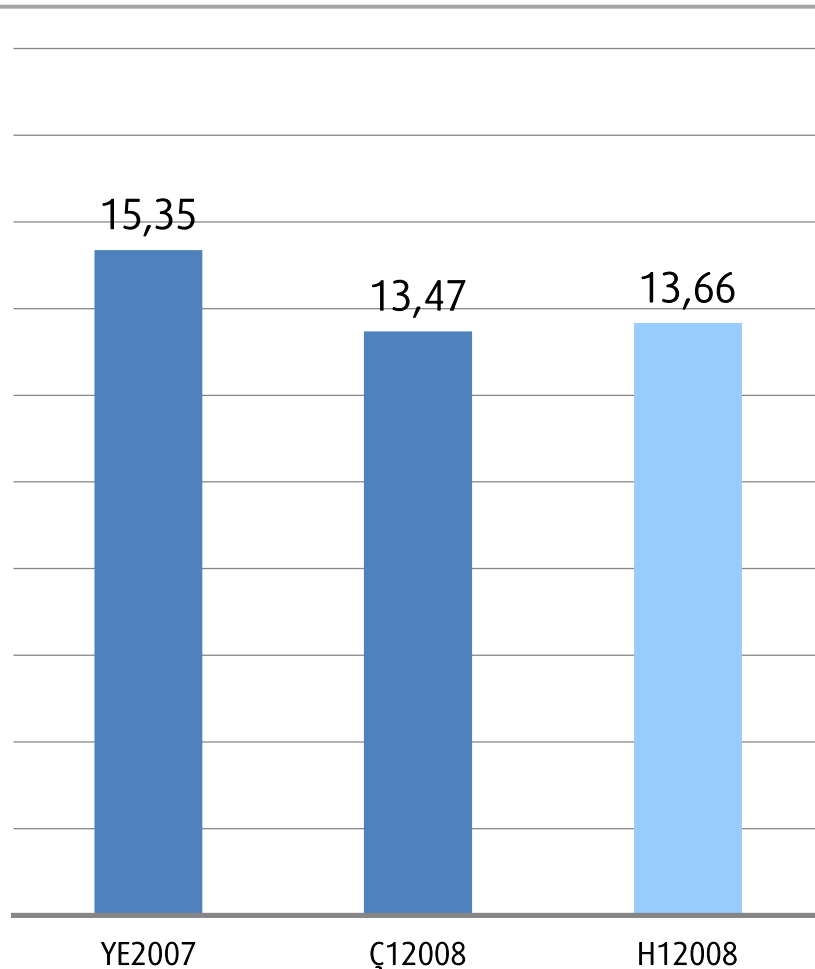
Loan / Assets (%)



No write-offs  
&  
No asset sale  
on NPL

# Capital Position; CAR is up by 19 bps

CAR (%)

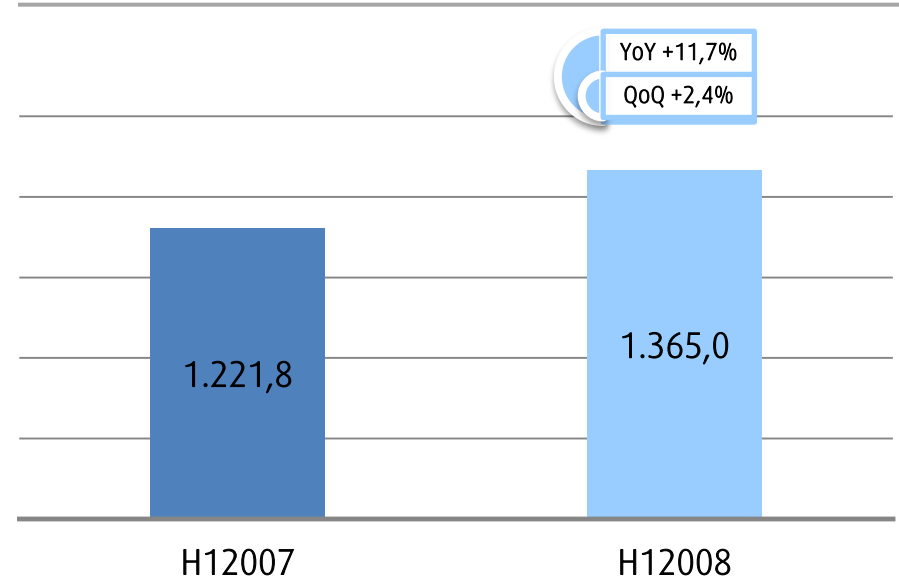


Despite strong loan growth; higher mortgage collaterals & slightly improved SHE helped CAR to increase.

# Earnings Summary

(TRY-mio, %)	H12007	H12008	Growth
Net Interest Income	790,1	949,2	20.1%
Net F&C Income	161,6	231,9	43.5%
Net Trading Income	116,3	13,2	-88,7%
Divident Income	33,8	25,3	-25.2%
Other Operating Income	153,8	170,7	11.0%
<b>Total Operating Income</b>	<b>1.255,6</b>	<b>1.390,3</b>	<b>10.7%</b>
<b>Total Operating Expenses (-)</b>	<b>458,4</b>	<b>580,6</b>	<b>26.7%</b>
<b>Operating Profit</b>	<b>797,2</b>	<b>809,6</b>	<b>1.6%</b>
<b>Provisions (-)</b>	<b>208,0</b>	<b>215,4</b>	<b>3.6%</b>
<b>Tax Provisions (-)</b>	<b>110,7</b>	<b>121,5</b>	<b>9.8%</b>
Income from investments	0	0	n.a.
Net Monetary Gain/Loss	0	0	n. a.
<b>Net Income</b>	<b>478,5</b>	<b>472,7</b>	<b>-1.2%</b>

## Net Banking Income Composition



New Branch #

**YoY 74**

**Ytd 39**

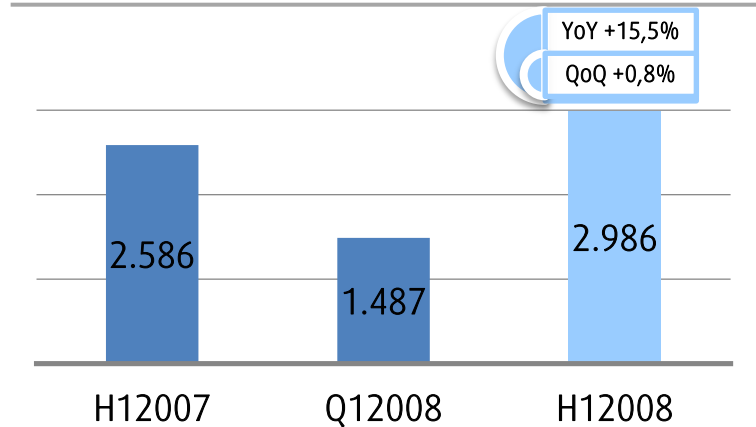
New Employee #

**YoY +1500**

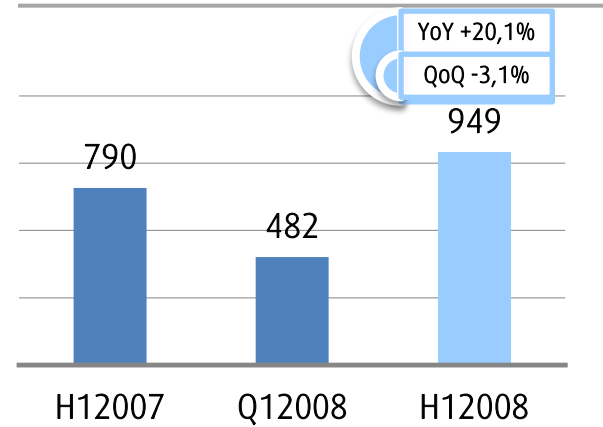
**Ytd +800**

# P & L Participants

Interest Income (TRY, mio)



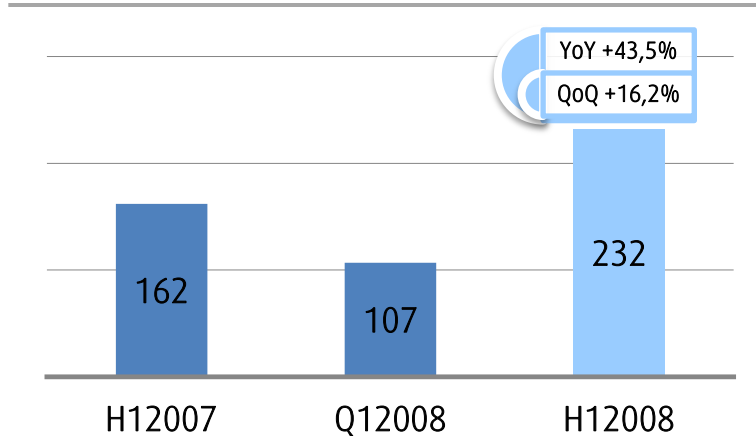
Net Interest Income



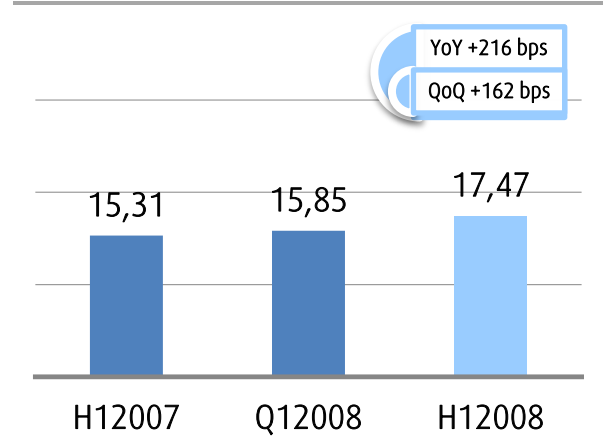
Net Interest Income Growth;  
YoY

20,1%

Net F & C Income (TRY, mio)



Net F & C Income/Op. Income

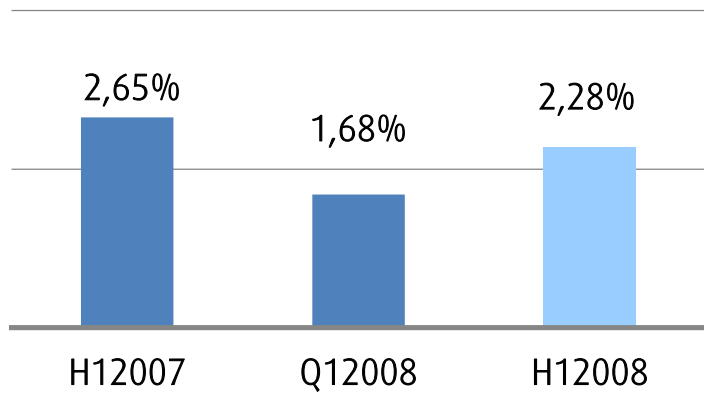


Net F&C Income Growth;  
YoY

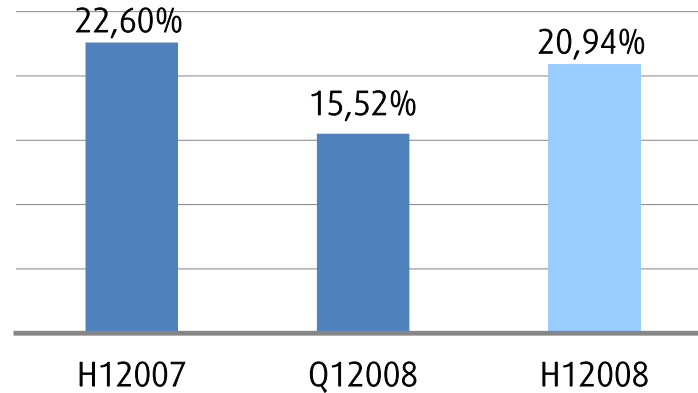
43,5%

# Earnings Ratios

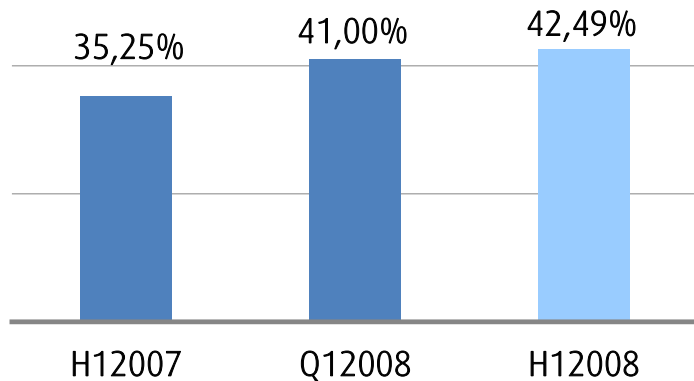
ROA<sup>1</sup>



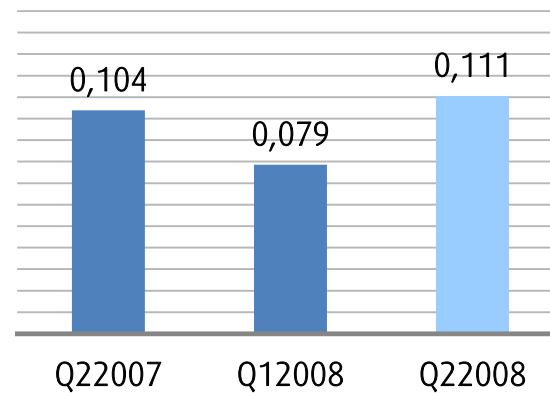
ROE<sup>1</sup>



Cost / Income (%)



Earnings Per Share (EPS)

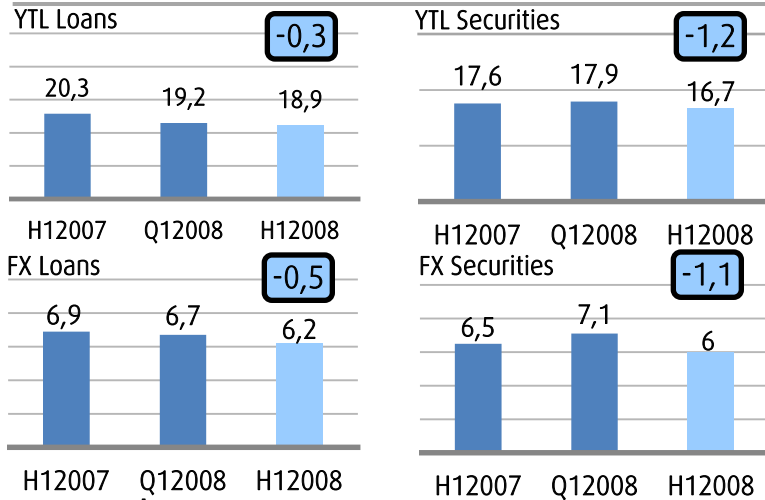


Cost / Income ratio

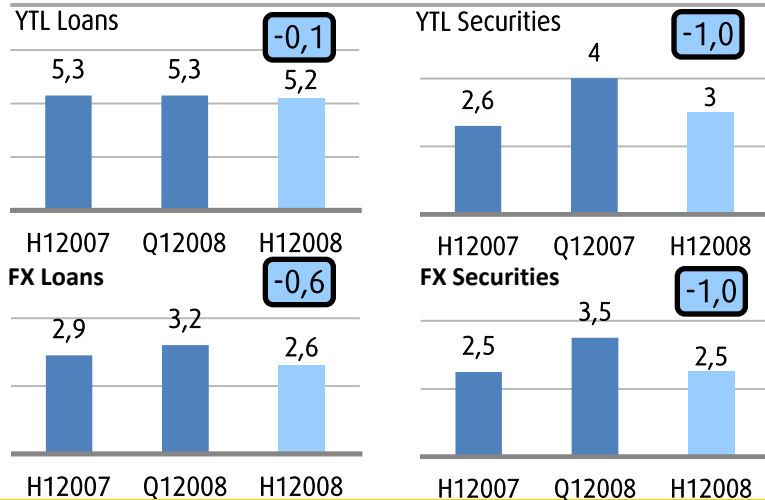
**42,5%**

# Yield, spread, cost of deposits, NIM (%)

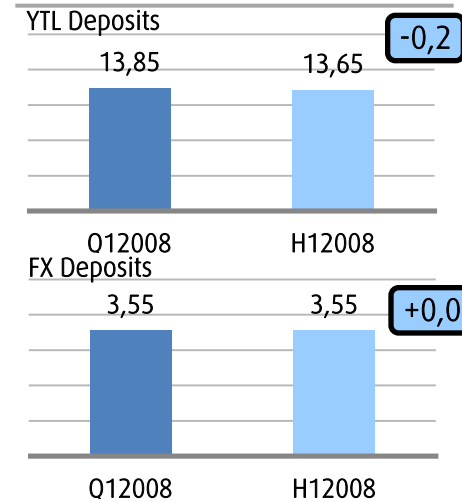
## Yield on Loans & Securities



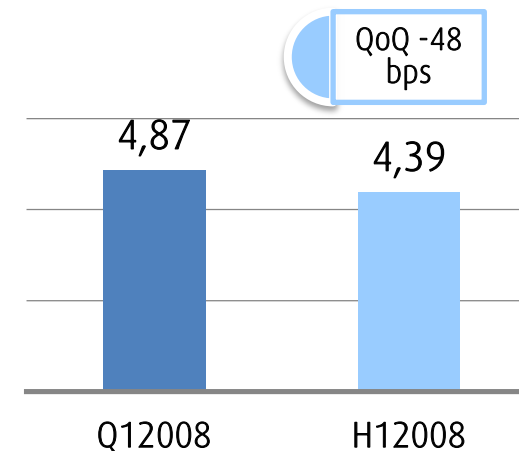
## Spreads



## Cost of Deposits



## NIM



Cost of YTL Deposits Decrease; Ytd **20 bps**

Stable Adjusted NIM\*

**4,68%**

Despite, 118 bps decline on YTL Securities' yields & 12 bps increase in FX assets share

# APPENDIX

# Vakif with numbers

Distribution Channels & Customer Base (#)	H12008	Efficiency ('000 TRY)	H12008
Branches <sup>1</sup>	393	Assets per Employee	5.111,1
ATMs <sup>2</sup>	2.090	Assets per Branch	123.486,4
Personnel	9.495	Loans per Employee	2.970
POS Terminals	90.088	Loans per Branch	71.745
Outstanding Credit Cards	1,98 mn	Deposits per Employee	3.660,9
Debit Cards	13,3 mn	Deposits per Branch	88.449,2
Total Customers	7,8 mn		
Total Payroll Customers	2,0 mn		
Internet Banking Customers	1,1 mn		
Active Mutual Fund Customers	0,94 mn		

## Most efficient bank in Turkey

# Balance Sheet

	(TRY-mio, %)	H12007	YE2007	H12008	YoY Growth	Ytd Growth
Assets	Cash & Balances with Central Bank	2.717	2.490	2.452	-9.8%	-1.6%
	Interbank	4.665	3.462	3.693	-20.8%	6.7%
	Securities	11.069	10.922	11.903	7.5%	9.0%
	Loans	18.861	23.470	28.196	49.5%	20.1%
	Subsidiaries & Investments	463	586	562	21.3%	-4.1%
	Property & Equipment	877	906	949	8.3%	4.8%
	Other	543	573	775	42.7%	35.2%
	<b>Total Assets</b>	<b>39.195</b>	<b>42.408</b>	<b>48.530</b>	<b>23.8%</b>	<b>14.4%</b>
Liabilities & SHE	Deposits	25.829	28.863	34.761	34.6%	20.4%
	Funds Borrowed	5.193	4.693	4.984	-4.0%	6.2%
	Other	3.164	3.128	2.929	-7.4%	-6.4%
	Provisions	417	499	578	38.4%	15.8%
	<b>Shareholders Equity</b>	<b>4.592</b>	<b>5.226</b>	<b>5.279</b>	<b>15.0%</b>	<b>1.0%</b>
Off-B.S	Guarantees	4.883	5.841	6.938	42.1%	18.8%
	Commitments	3.429	6.029	6.380	86.1%	5.8%
	Derivatives	2.892	1.464	1.554	-46.3%	6.2%

# Income Statement

(TRY-Thousand, %)	H12007	Q12008	H12008	$\Delta\{Q208$ $Q108\}$	$\Delta\{H108$ $H107\}$
Net Interest Income	790.102	482.156	949.235	-3.1%	20.1%
Net Fee & Com. Income	161.625	107.234	231.856	16.2%	43.5%
Divident Income	33.804	2.279	25.273	909.0%	-25.2%
Net Trading Income	116.274	-17.895	13.183	273.7%	-88.7%
Other Income	153.757	102.978	170.738	-34.2%	11.0%
Total Revenues	1.255.562	676.752	1.390.285	5.4%	10.7%
Operating Expense	458.355	277.497	580.647	9.2%	26.7%
Provisions	207.986	146.350	215.379	-52.8%	3.6%
Tax Provisions	110.672	56.508	121.523	15.1%	9.8%
<b>Net Income</b>	<b>478.549</b>	<b>196.397</b>	<b>472.736</b>	<b>40.7%</b>	<b>-1.2%</b>



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