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Earnings Presentation  
BRSA Bank-Only 3Q 2009  
November 12

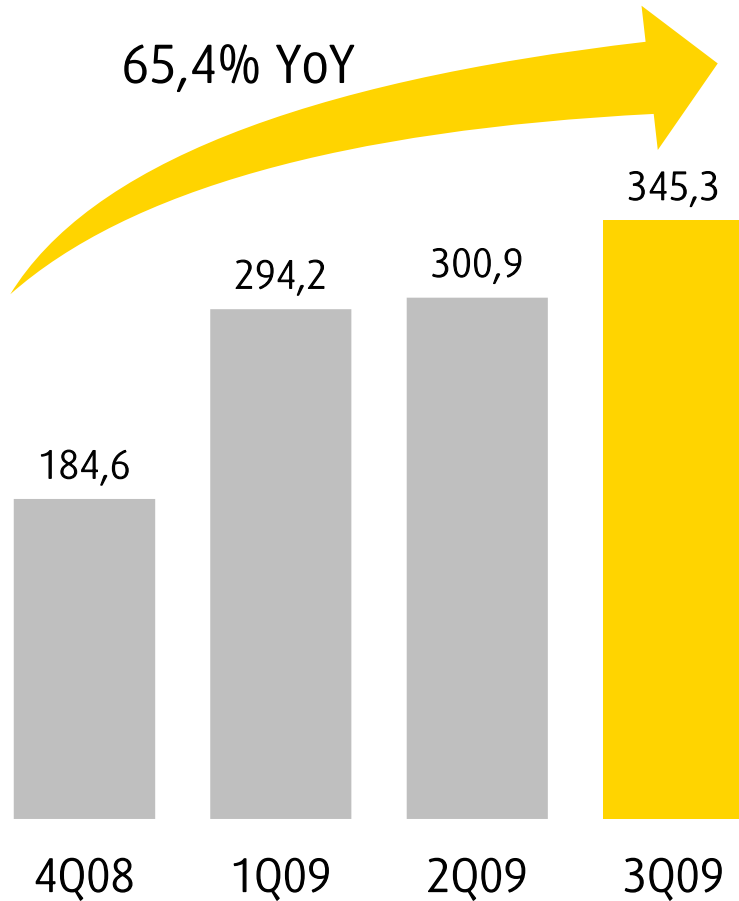


# 3Q 2009 Vakifbank Earnings Highlights

- ✓ Top notch earnings performance;
  - ✓ Net income up by 65,4% YoY,
  - ✓ ROAE is 20,5%,
  - ✓ 3Q09 net profits are up by 14,8% QoQ, highest quarterly figure ever, despite 90 bps improved cash coverage for NPL to 91,2%.
- ✓ Operating Income up by 12% QoQ, 45% YoY, driven by core banking income.
- ✓ Net Interest Income soared by 60,1% YoY.
- ✓ Resilient NIM thanks to active B/S management, up by 131 bps YoY.
- ✓ Net Fee&Com. are up by 7,4% QoQ, thanks to strong retail lending.
- ✓ Cost/Income ratio improved 2pps to 34% driven by extraordinary income growth.

# Solid Earnings Growth

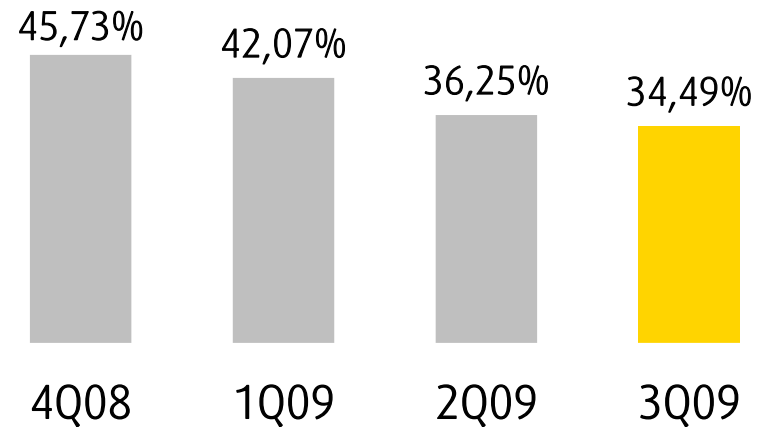
Quarterly Net Income (Mio TL)



ROAE (%)

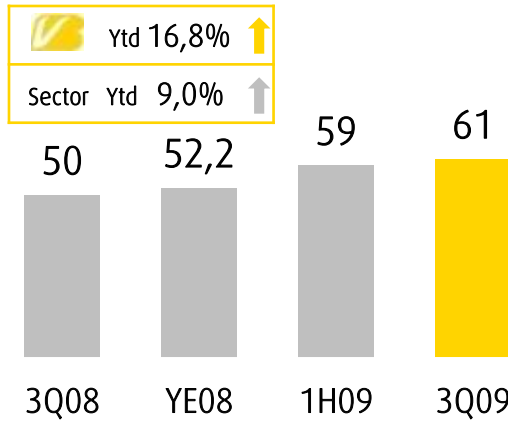


Cost/ Income (%)

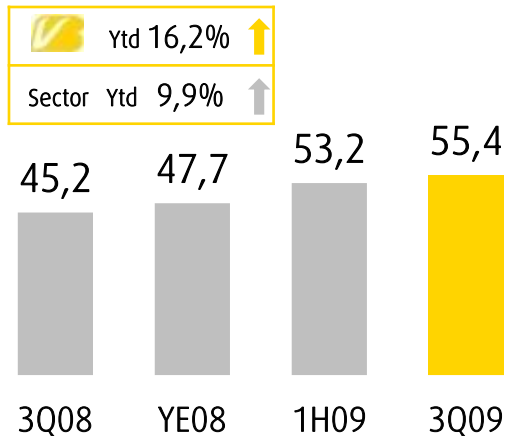


# While continued to lend, securities build up accelerated

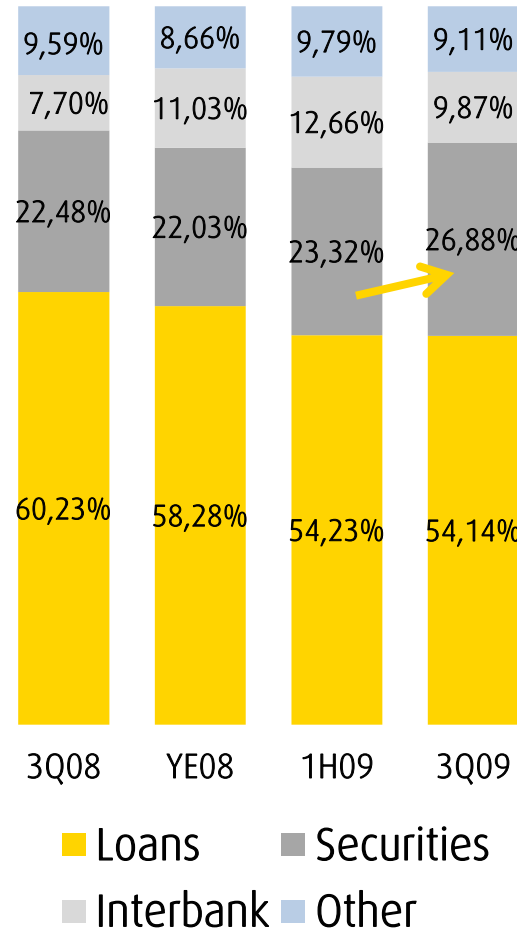
Total Assets (TL bio)



Interest Earning Assets (TL bio)



Breakdown of Assets (%)



Asset Growth;  
Ytd

**16,8%**

IEA Growth;  
Ytd

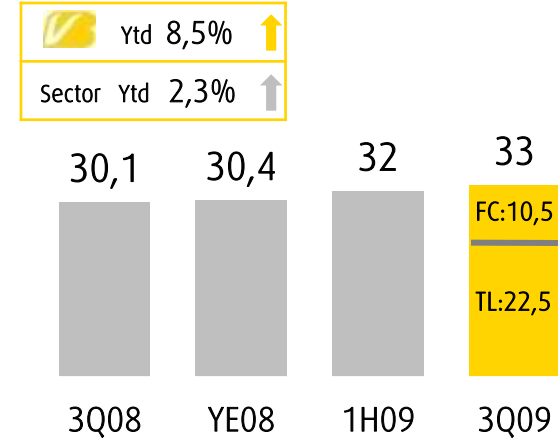
**16,2%**

Liquidity\*;

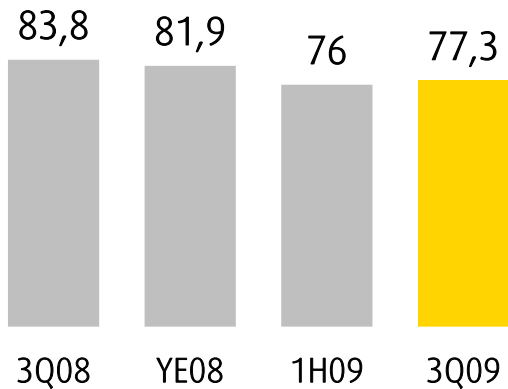
**14,6%**

# Robust TL loan growth

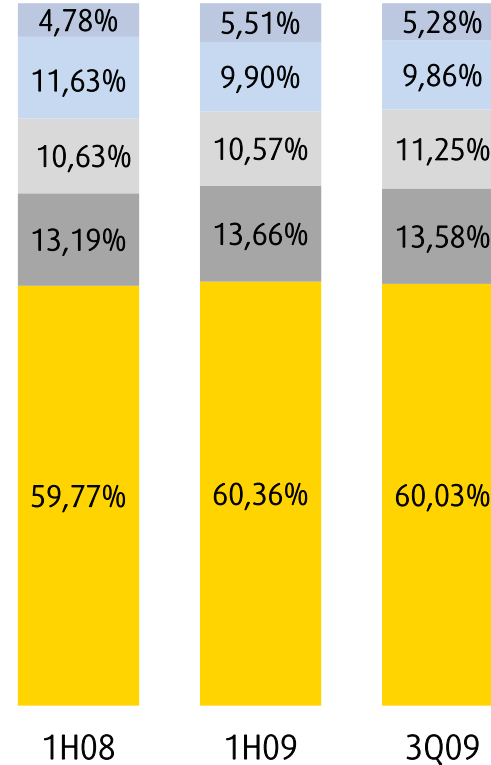
## Total Loans (TL bio)



## Loans/Deposits (%)



## Breakdown of Loans (TL bio)



■ Comm.&Corporate ■ GP Consumer  
■ Housing ■ SME\*\*  
■ Other\*

Loan Growth;  
Total: Ytd

**8,5%**

TL: Ytd;

**15,9%**

VS.

Sector Ytd 7,9%

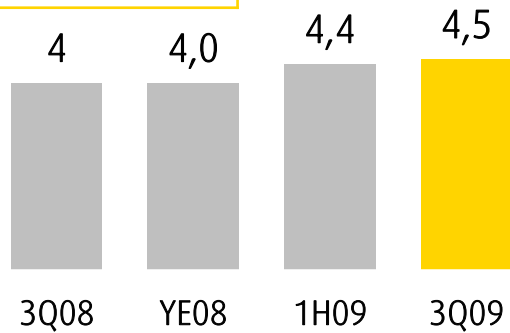
FC (USD): Ytd;

**-4,6%**

# Stellar Performance in Mortgages

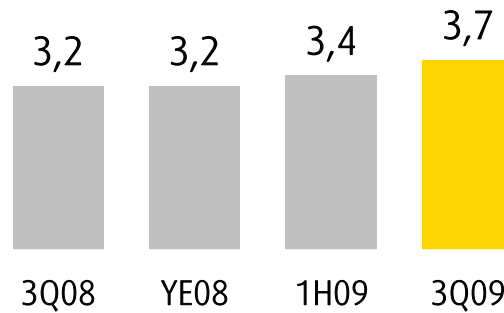
## General Purpose Consumer (TL bio)

Ytd 11,0% ↑  
Sector Ytd 7,3% ↑



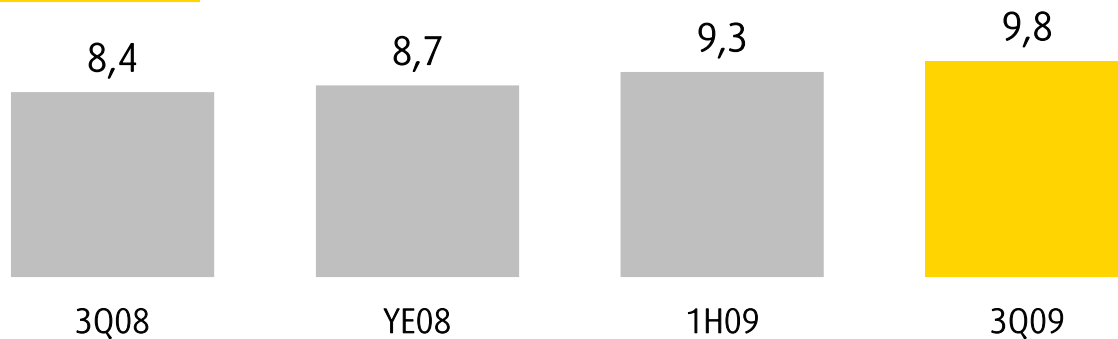
## Residential Mortgages<sup>1</sup> (TL bio)

Ytd 17,6% ↑  
Sector Ytd 7,3% ↑



## Total Retail (TL bio)

Ytd 12,4% ↑  
Sector Ytd 5,3% ↑



Vakifbank originated;

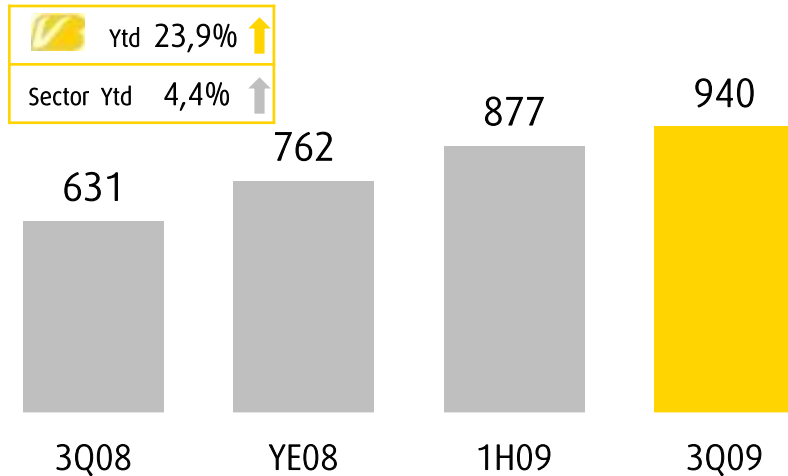
**1 / 4**

of all the mortgages in 3Q 2009;

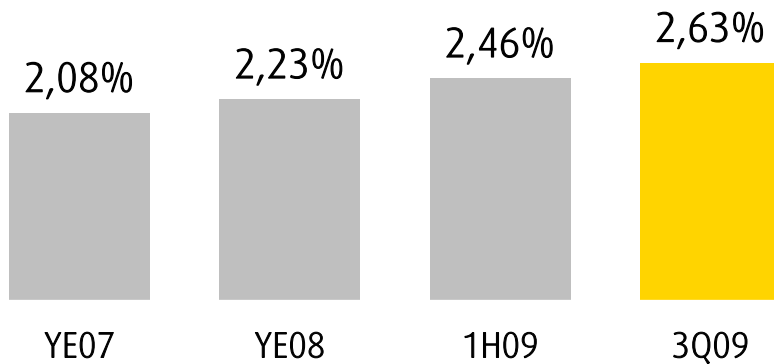
Jumped to **3rd** place among listed banks in mortgages.

# Continued to gain market share despite weak economic activity

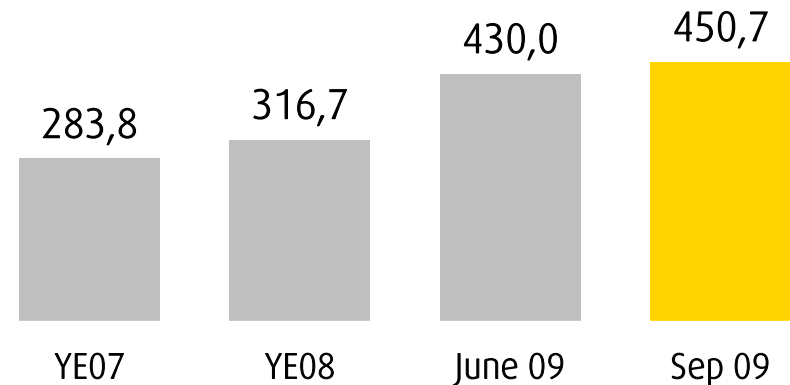
## Credit Card Loans (TL mio)



## Market share\* (%)

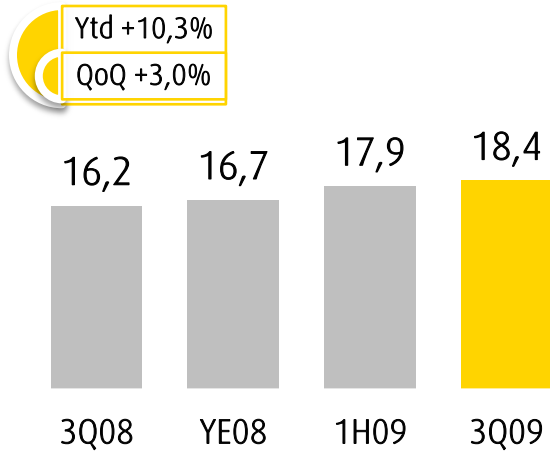


## Average Monthly Issuing Volume (TL mio)

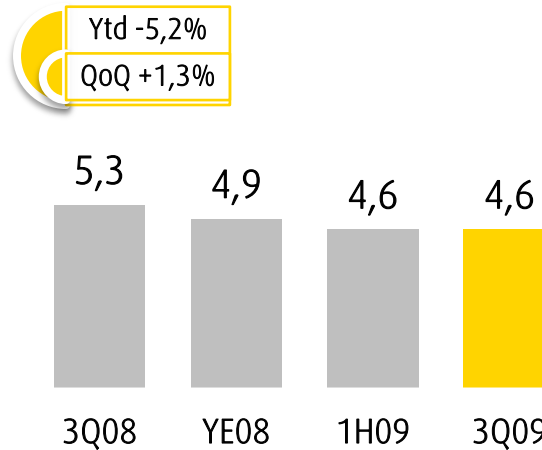


# Continued to support real economy

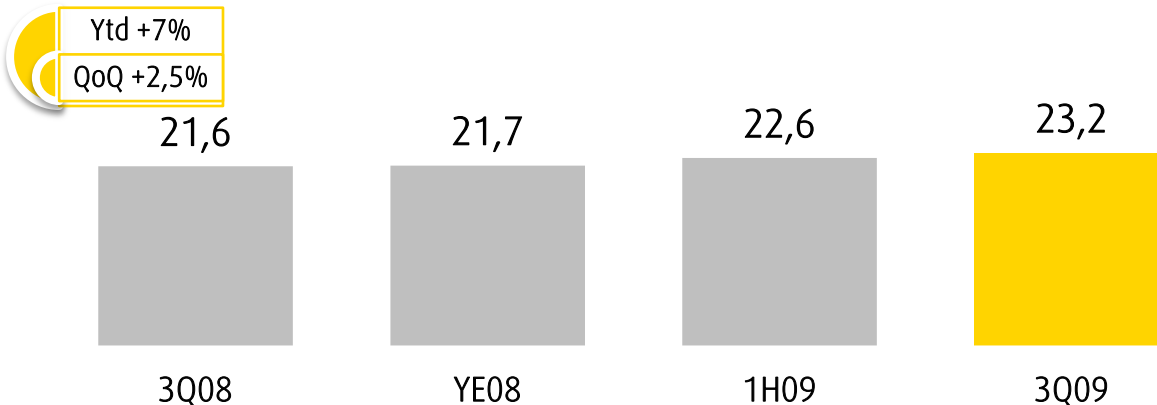
## Commercial & Corporate (TL bio)



## Commercial Installment (TL bio)



## Total Commercial Loans \*(TL bio)



Commercial & Corporate Loan Growth:

Ytd;

**10,3%**

SME lending:

Ytd;

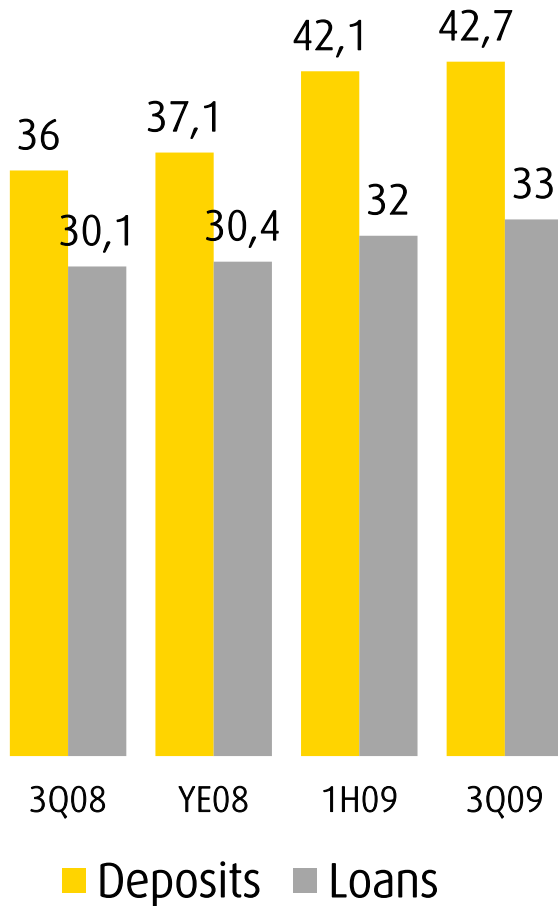
**-5,2%**

SME share in total loans:

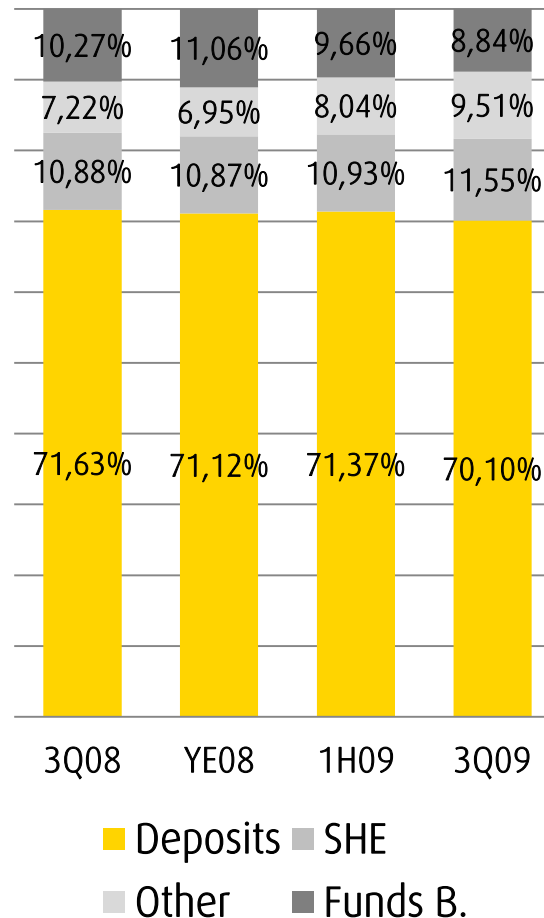
**9,9%**

# Strong & sustainable funding sources

Loans & Deposits (TL bio)



Breakdown of Liabilities (%)



Deposits;  
3Q09:

**70,1%**

3Q08:

**71,6%**

Funds Borrowed;  
3Q09:

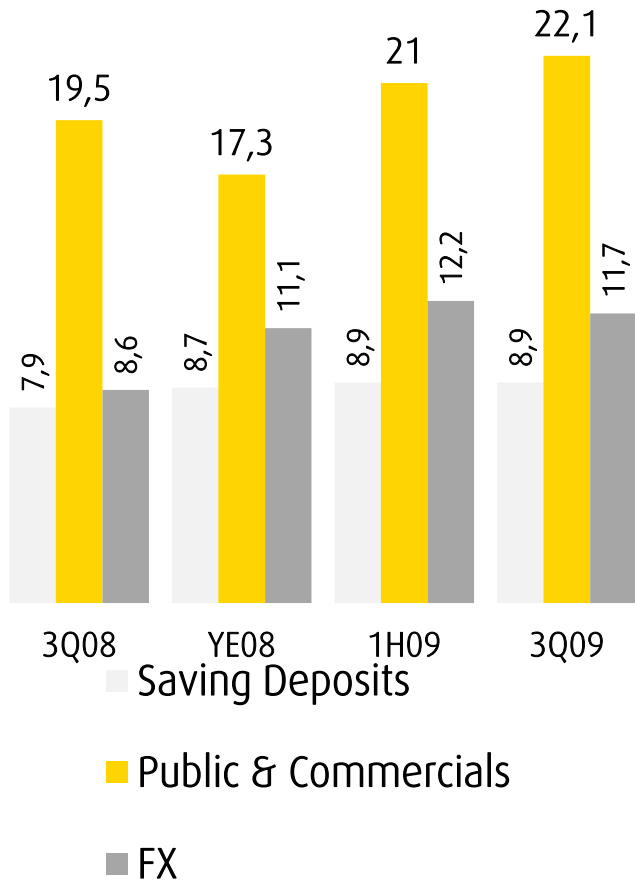
**11,6%**

3Q08:

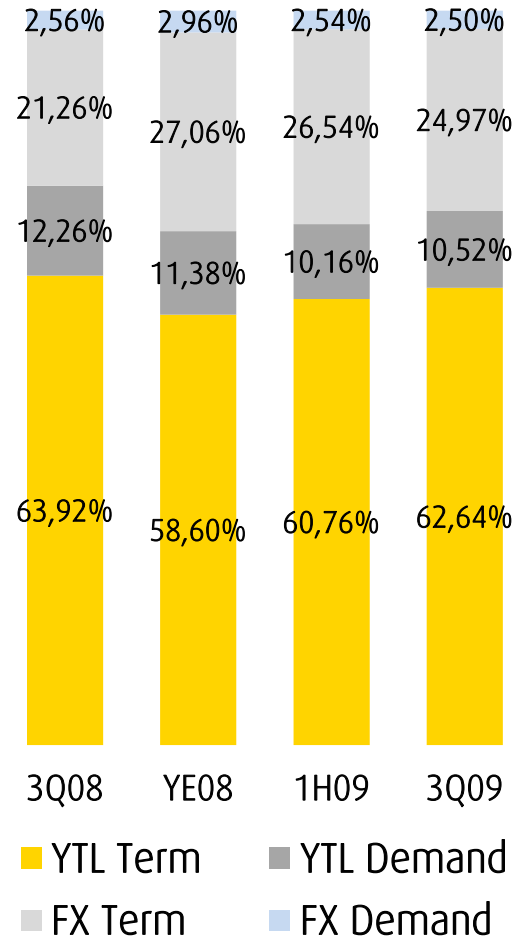
**10,9%**

# Deposits & Liabilities

Deposits Composition (TL bio)



Breakdown of Deposits



Deposit composition;

TL:

**71%**

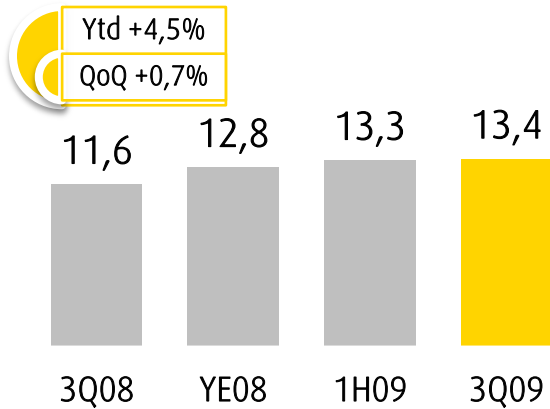
VS

FC:

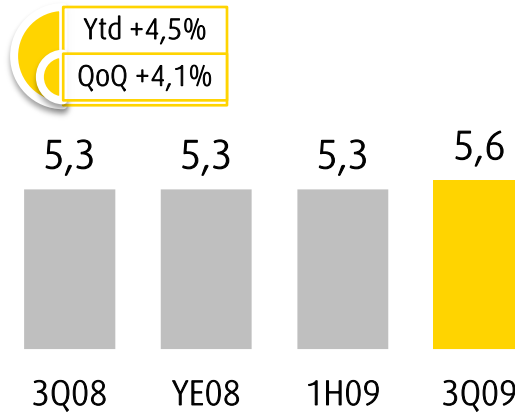
**29%**

# Retail focused solid deposit franchise

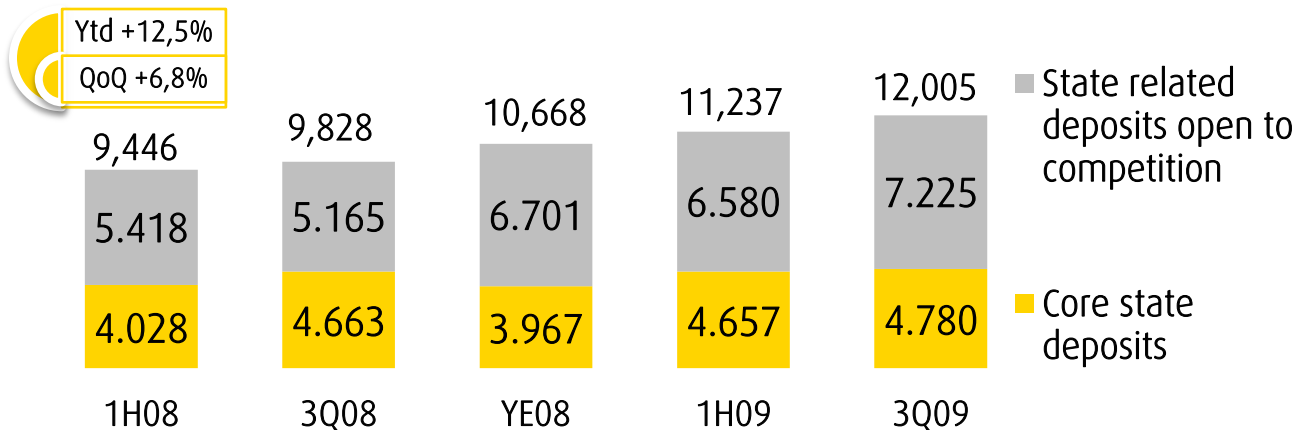
## Retail Deposits (TL bio)



## Demand Deposits (TL bio)



## State Related Deposits (TL bio)



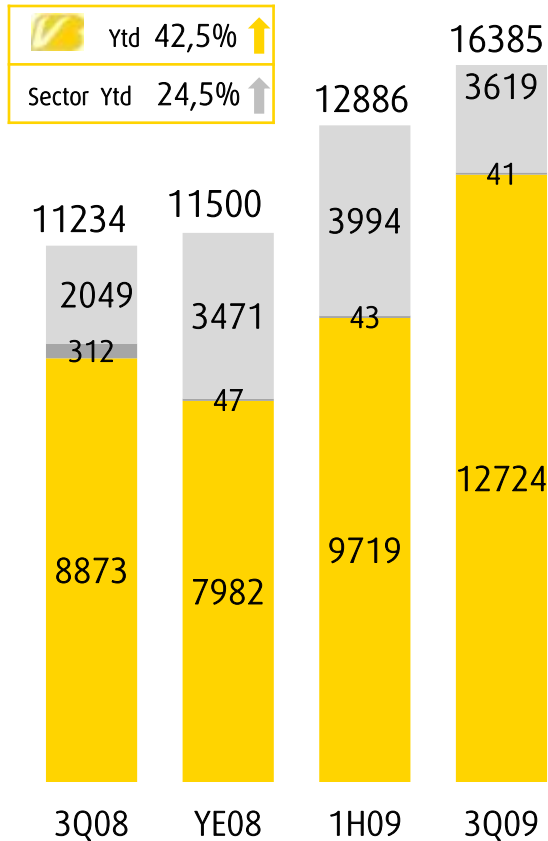
Strong deposits growth, Ytd

# 15%

Outperforming sector average growth of %7,6.

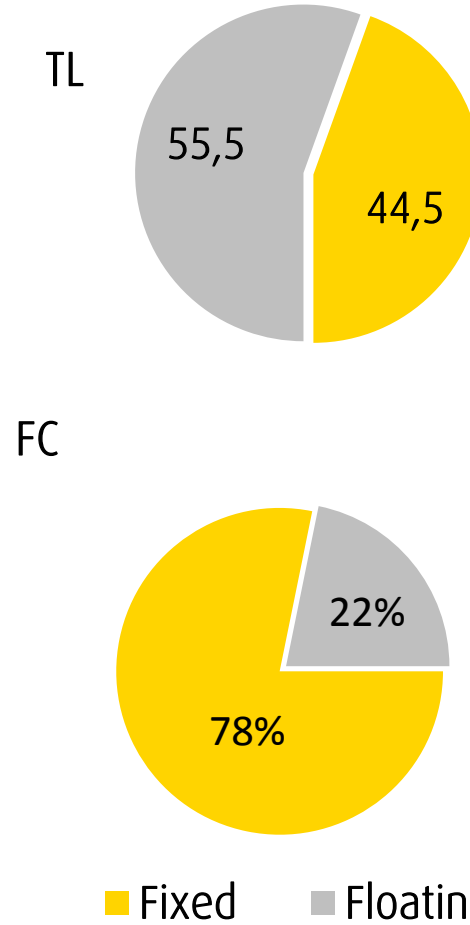
# Timely build up of TL heavy securities book

Total Securities (TL mio)



■ HTM ■ Trading ■ AFS

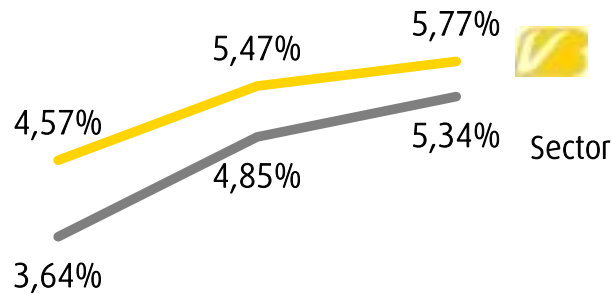
Portfolio Structure



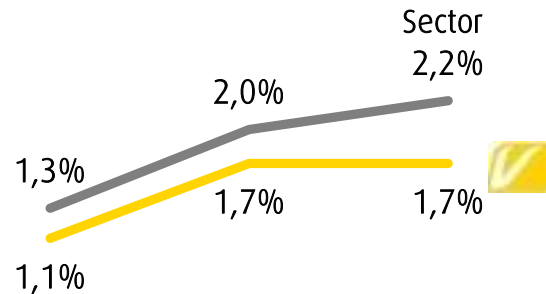
TL heavy portfolio  
breakdown:  
TL Securities;  
**78,2%**  
FC Securities;  
**21,8%**

# Maintained differentiated from the system with slower NPL generation

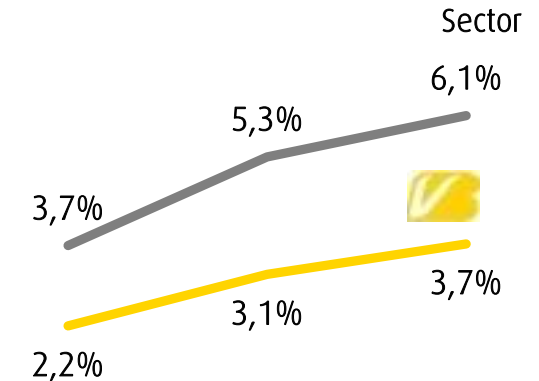
Overall NPL Ratio\* (%)



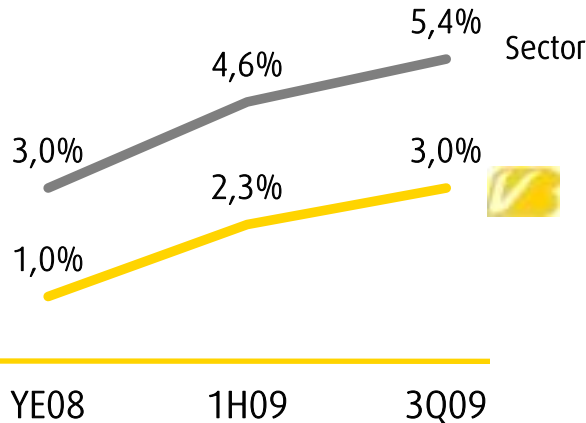
Mortgages NPL (%)



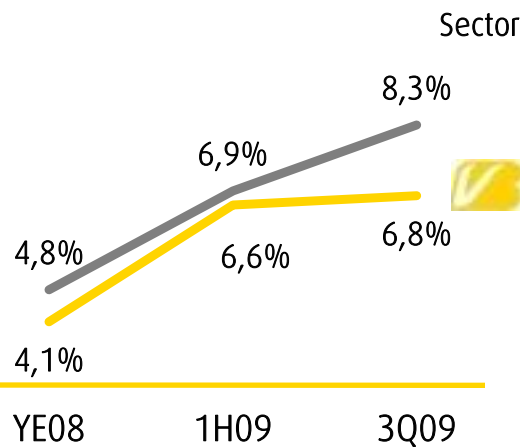
Total Retail NPL (%)



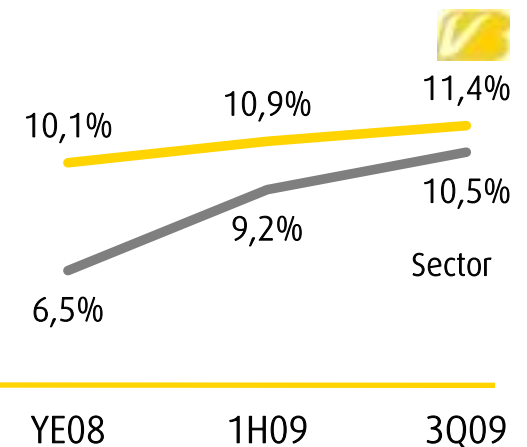
General Purpose Consumer NPL (%)



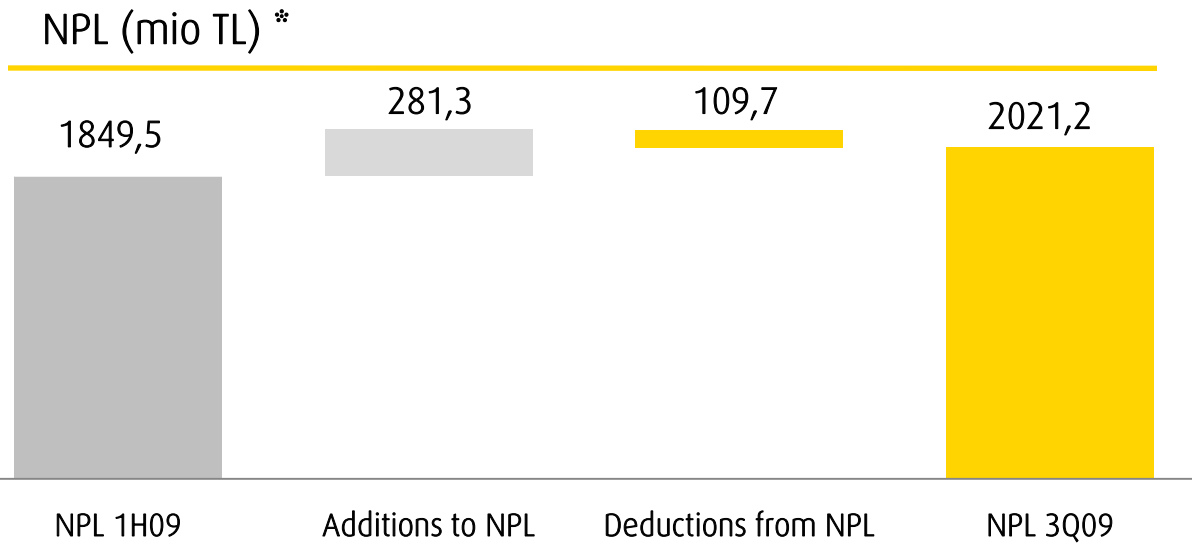
SME NPL (%)



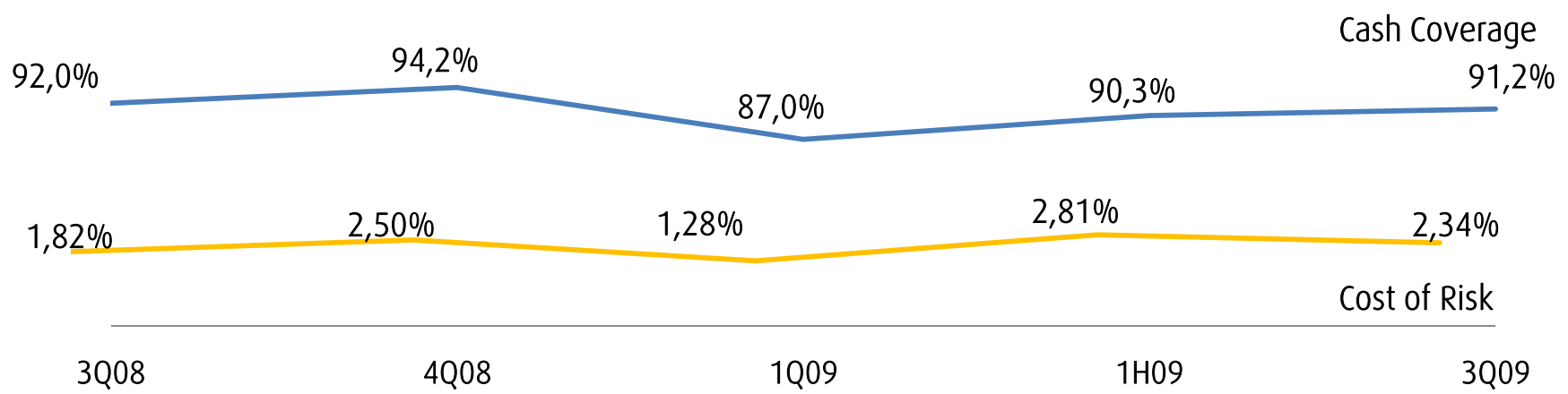
Credit Cards NPL (%)



# Asset quality deterioration is significantly lower than sector

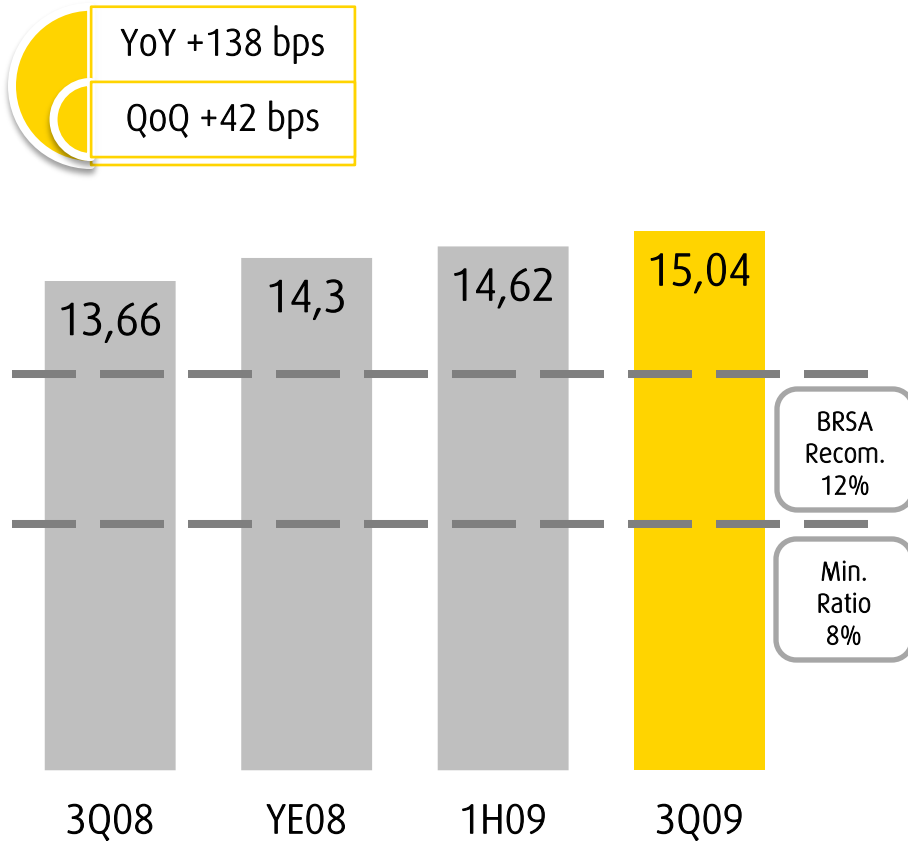


Lower NPL Growth;  
 Vakif Ytd    Sector Ytd  
**38,8%**    **50,1%**  
 Lower Cost of Risk;  
 2Q09        3Q09  
**281 bps**    **234 bps**



# Effective capital management, adequate capitalization

## Capital Adequacy Ratio (%)



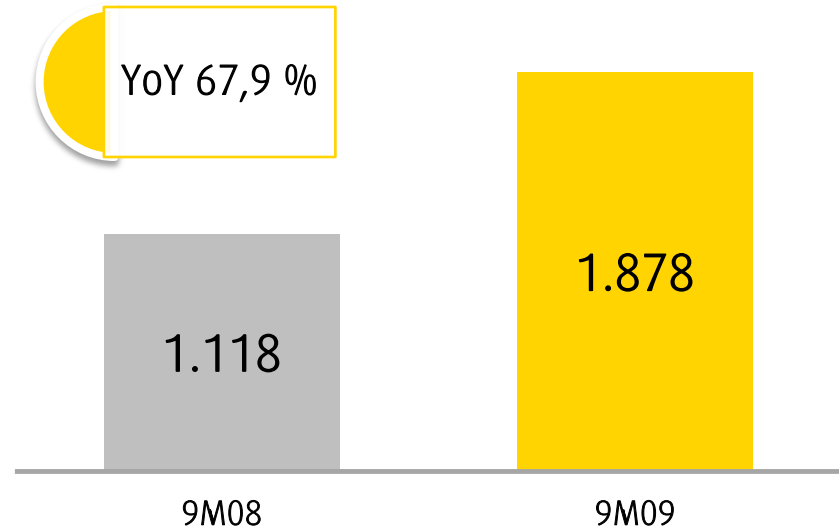
Conservatively  
lower leveraged

$$\frac{\text{Liabilities}}{\text{SHE}} = 8,6$$

# Earnings Summary

(TRY-mio, %)	3Q08	3Q09	Growth
Net Interest Income	1444,6	2.312,7	60,1%
Net F&C Income	342,8	345,5	0,8%
Net Trading Income	36,8	148,4	302,7%
Divident Income	25,5	24,3	-4,8%
Other Operating Income	224,0	171,8	-23,3%
Total Operating Income	2.074,0	3.002,7	44,8%
Total Operating Expenses (-)	955,6	1.125,2	17,8%
Operating Profit	1.118,2	1.877,5	67,9%
Provisions (-)	399,8	735,6	84,0%
Tax Provisions (-)	150,0	201,6	34,6%
Income from investments	0	0	n.a.
Net Monetary Gain/Loss	0	0	n. a.
Net Income	568,6	940,3	65,4%

## Operating Profit (TL mio)

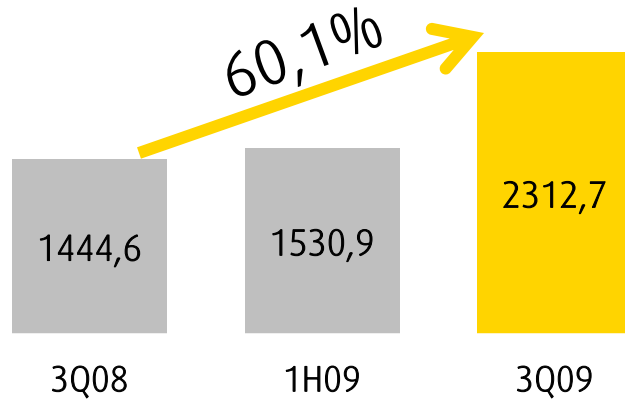


Strong Net Interest Income is the main driver of strong earnings;  
Net Interest Income is up by;

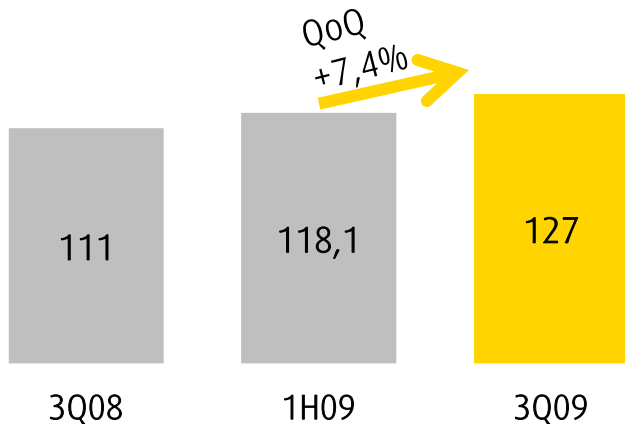
**60,1%**

# P & L Participants

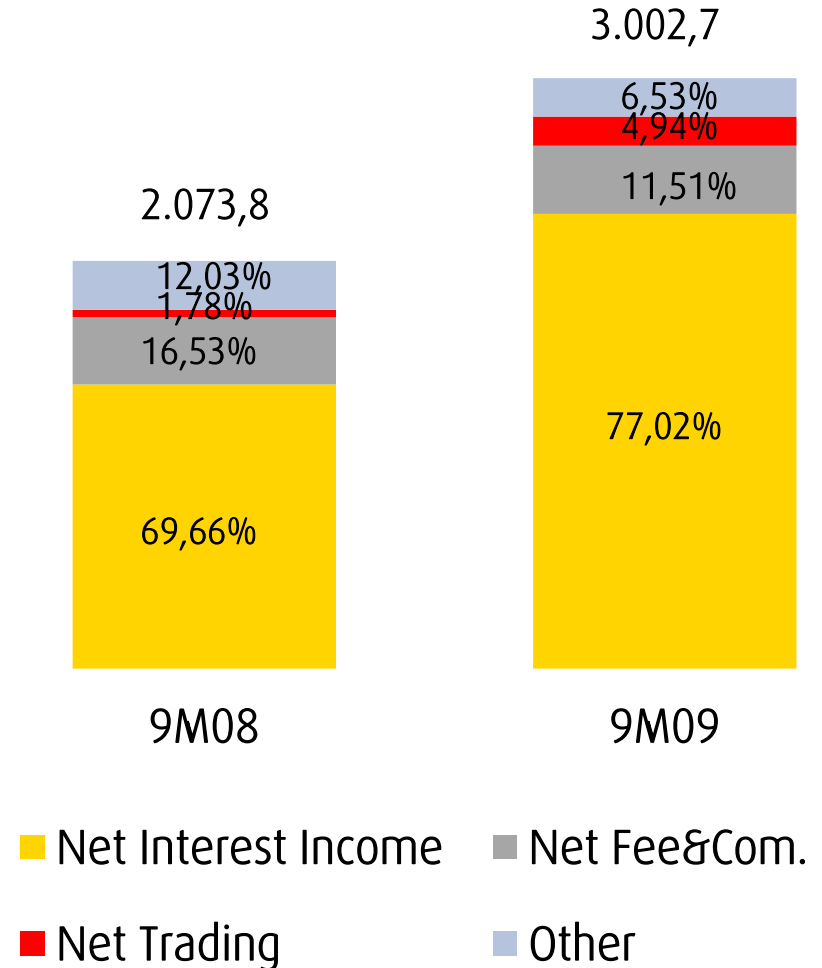
Net Interest Income (TRY mio)



Net F & C Income (TRY mio)



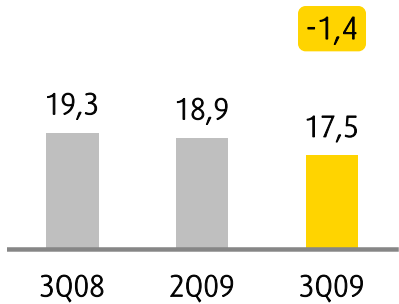
Breakdown of Total Revenues (%)



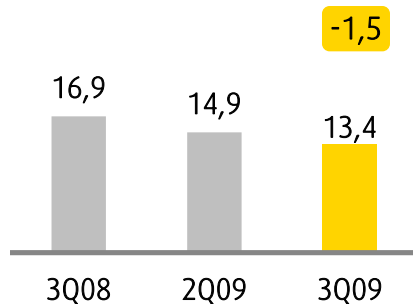
# NIM proved resilient thanks to active B/S management

## Yields (%)

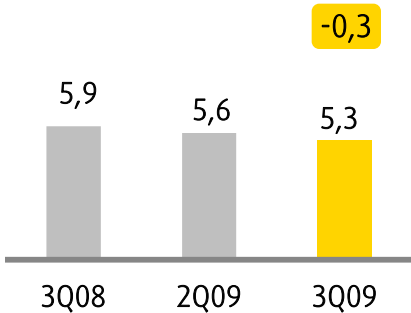
### TL Loans



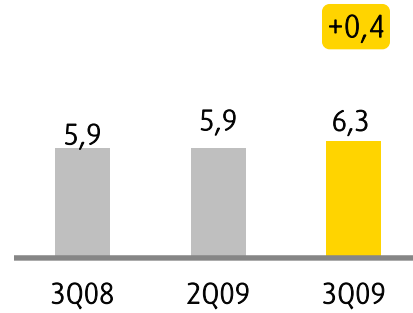
### TL Securities



### FC Loans

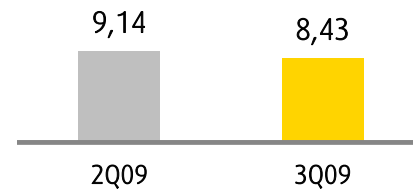


### FC Securities

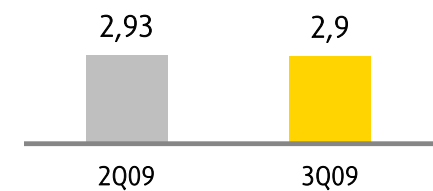


## Cost of Deposits (%)

### TL Deposits

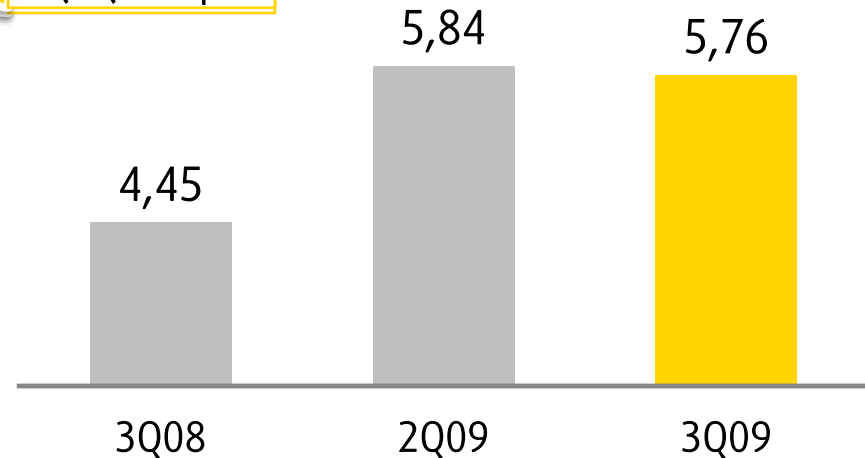


### FC Deposits



## Net Interest Margin (NIM)

YoY +131 bps  
QoQ -8 bps



# Vakifbank with numbers

Distribution Channels & Customer Base (#)	3Q09	Efficiency ('000 TRY)	3Q09
Branches	540	Assets per Employee	6.424,3
ATMs	2.169	Assets per Branch	112.876,6
Personnel	9.488	Loans per Employee	3.478,5
POS Terminals	74.829	Loans per Branch	61.119,2
Outstanding Credit Cards	2,08 mn	Deposits per Employee	4.500,5
Debit Cards	15,6 mn	Deposits per Branch	79.076,2
Total Customers	9,0 mn		
Total Payroll Customers	2,1 mn		
Internet Banking Customers	1,2 mn		
Active Mutual Fund Customers	0,98 mn		

## Most efficient bank in Turkey

# Balance Sheet

(TRY-mio, %)		3Q2008	1H2009	3Q2009	YoY Growth	QoQ Growth
Assets	Cash & Balances with Central Bank	2.374	3.232	2.886	21,6%	-10,7%
	Interbank	3.851	7.471	6.017	56,2%	-19,45%
	Securities	11.234	13.755	16.384	45,9%	19,11%
	Loans	30.107	31.987	33.004	9,6%	3,18%
	Subsidiaries & Investments	593	595	670	13,07%	12,7%
	Property & Equipment	981	1.034	1.071	9,12%	3,6%
	Other	842	912	919	9,12%	0,8%
	<b>Total Assets</b>	<b>49.983</b>	<b>58,987</b>	<b>60,953</b>	<b>22,0%</b>	<b>3,3%</b>
Liabilities & SHE	Deposits	35.927	42.098	42.701	18,9%	1,4%
	Funds Borrowed	4.972	5.698	5.388	8,4%	-5,4%
	Other	2.914	4.024	5.029	72,6%	25,0%
	Provisions	632	722	791	25,2%	9,5%
	Shareholders Equity	5.537	6.445	7.043	27,2%	9,3%
Off-B.S	Guarantees	7.545	8.592	8.751	16,0%	1,9%
	Commitments	6.163	7.493	16.626	169,8%	121,9%
	Derivatives	1.158	3.341	3.062	164,4%	-8,4%

# Income Statement

(TRY-Thousand, %)	3Q2008	1H2009	3Q2009	$\Delta\{3Q09$ 2Q09}	$\Delta\{3Q09$ 3Q08}
Net Interest Income	1.444.612	1.530.914	2.312.716	3,02%	60,1%
Net Fee & Com. Income	342.850	218.761	345.533	7,36%	0,78%
Divident Income	25.499	24.265	24.265	0,0%	-4,84%
Net Trading Income	36.844	62.084	148.382	251,8%	302,7%
Other Income	223.954	85.648	171.762	70,2%	-23,3%
<b>Total Revenues</b>	<b>2.073.759</b>	<b>1.921.672</b>	<b>3.002.658</b>	<b>12,0%</b>	<b>44,8%</b>
Operating Expense	955.560	-752.300	-1.125.178	6,58%	17,8%
Provisions	399.787	-444.544	-735.617	12,9%	84,0%
Tax Provisions	149.772	-129.786	-201.568	26,8%	34,6%
<b>Net Income</b>	<b>568.640</b>	<b>595.042</b>	<b>940.295</b>	<b>14,8%</b>	<b>65,4%</b>



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