



VakıfBank

BRSA Bank Only Earnings Presentation

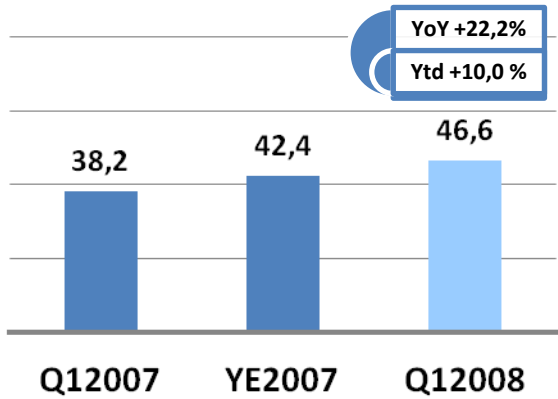
March 31, 2008

2008 Q1 Highlights

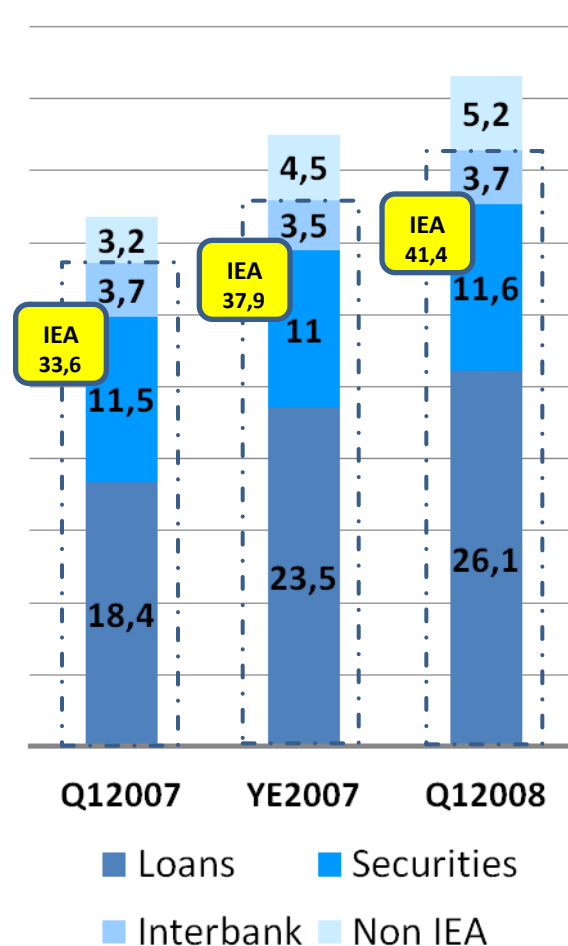
- ✓ **Growth in consumer lending, market share increase on both retail and mortgage**
- ✓ **Higher lending in every segment**
- ✓ **# 1 in payroll business with increasing market share**
- ✓ **Accelerated momentum in fees & commissions**
- ✓ **Sustainable spreads and margins**
- ✓ **Improving asset quality**
- ✓ **New products and diversified channels continue to contribute growth**
- ✓ **25 new branch openings**
- ✓ **Operating expenses are under control**

Diversification of Asset Mix Towards IEA

Total Assets (TRY bio)



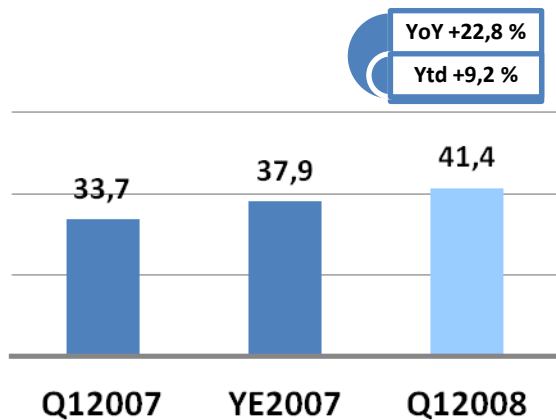
Breakdown of Assets (TRY bio)



Asset Growth;
Ytd

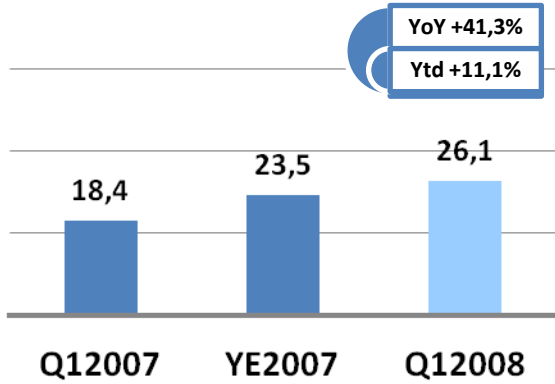
%10

Interest Earning Assets (TRY bio)

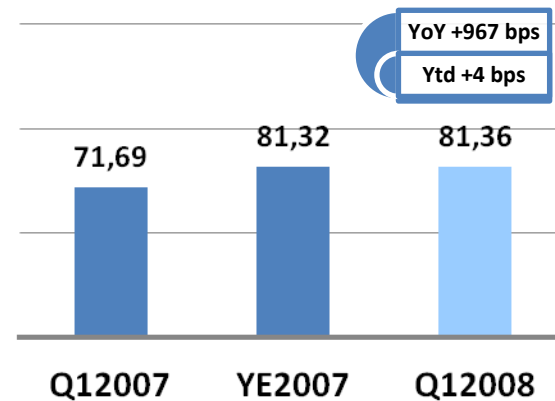


Expansion of Loan Portfolio Continued

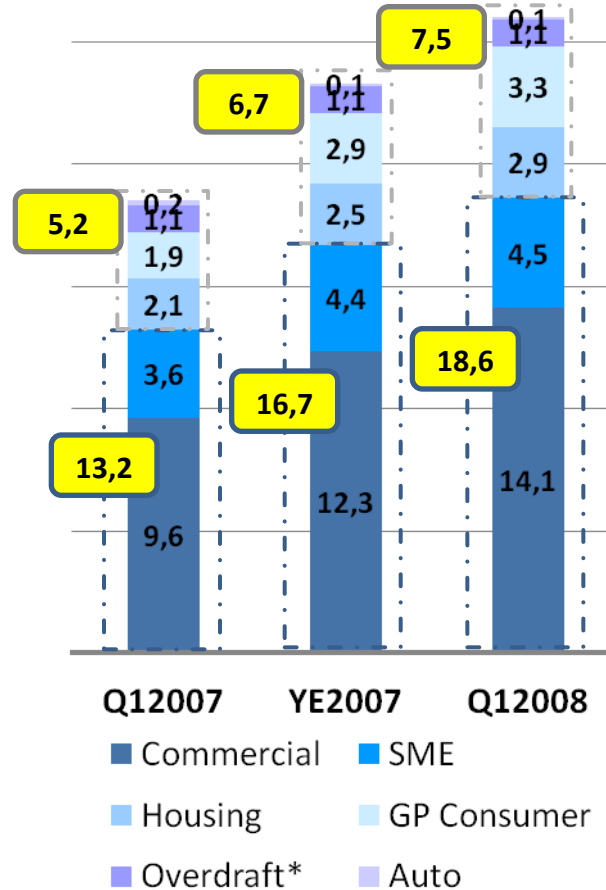
Total Loans (TRY bio)



Loan/Deposits (%)



Breakdown of Loans (TRY bio)



Total Loans growth;
Ytd

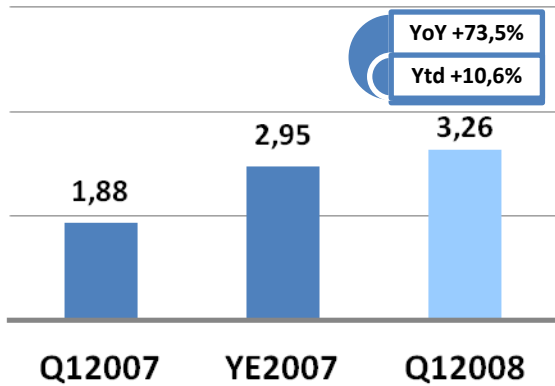
%11,1

FX Loans Growth in USD;
Ytd

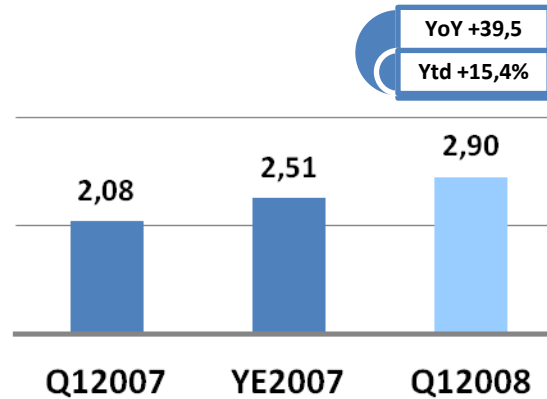
%14,9

Strong Retail Loan Growth

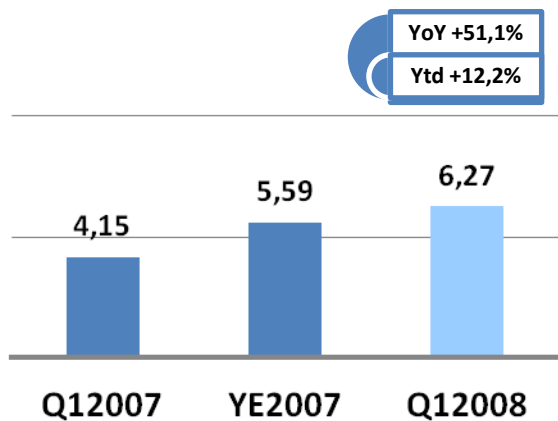
General Purpose Consumer



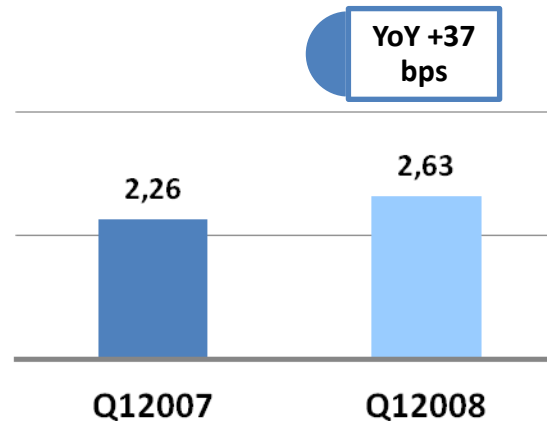
Residential Mortgages¹



Total Retail²



Retail Cross-Selling Ratio

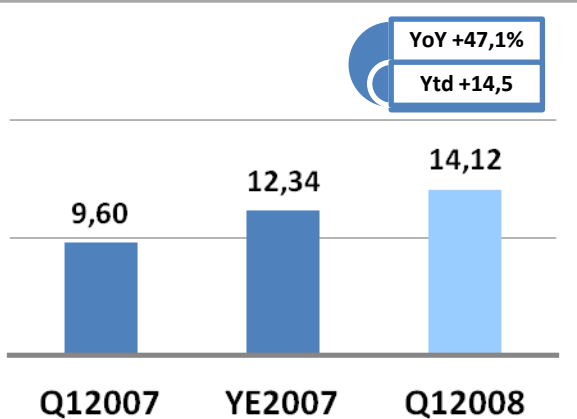


Market Share Gain in;

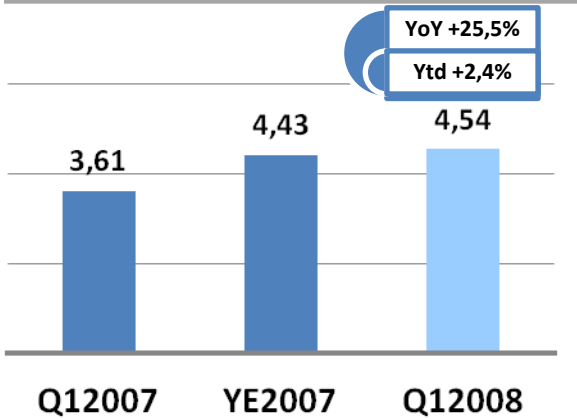
**Total Retail
32 bps,
Mortgage
45 bps.**

Commercial, Corporate and SME Evolution

Commercial&Corporate

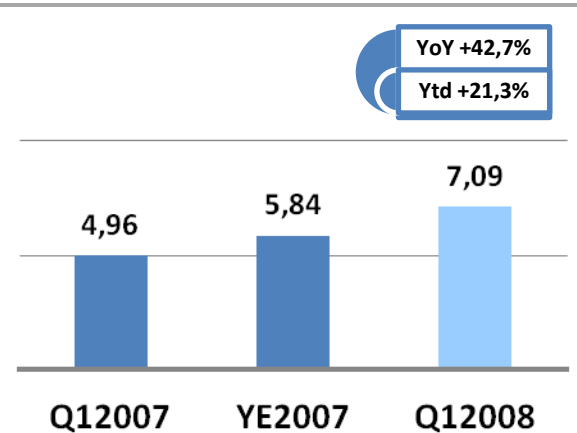


SME (Commercial Installments)

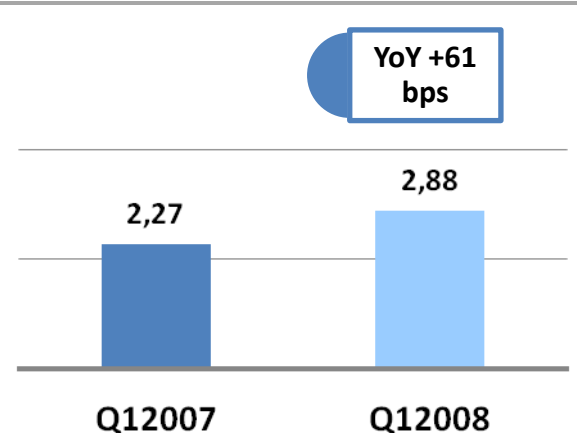


Commercial & Corporate
Loan Growth;
Ytd

Guarantees



SME Cross-Selling Ratio

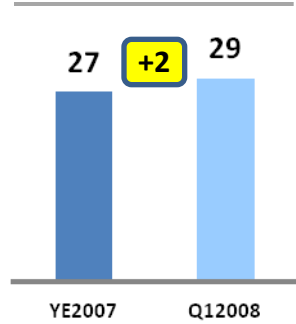


%14,5

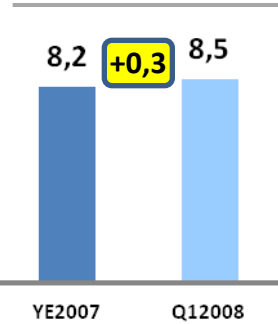
Market Shares (%)

Deposits and Funding

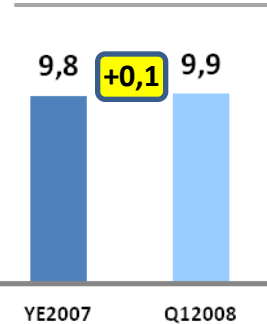
Payroll ¹



Total Deposits

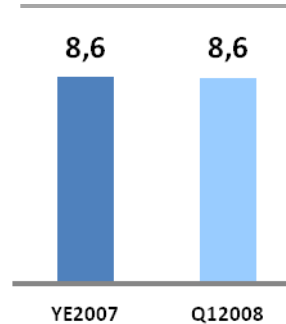


YTL Deposits

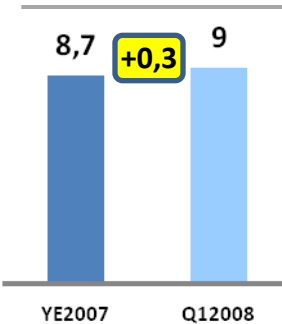


Loans

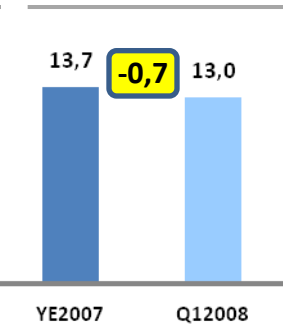
Total Loans



Retail Loans ²

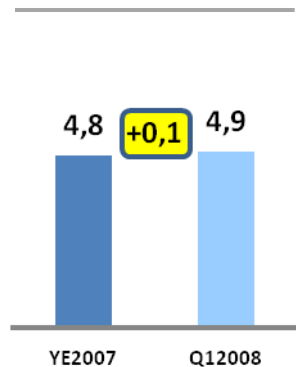


SME Installment

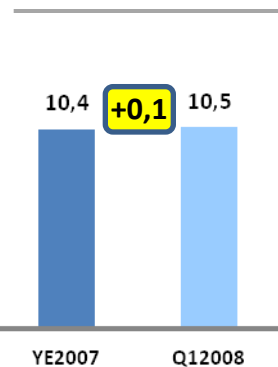


Distribution

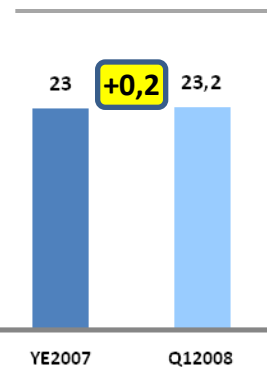
Branch



ATM



Debit Card



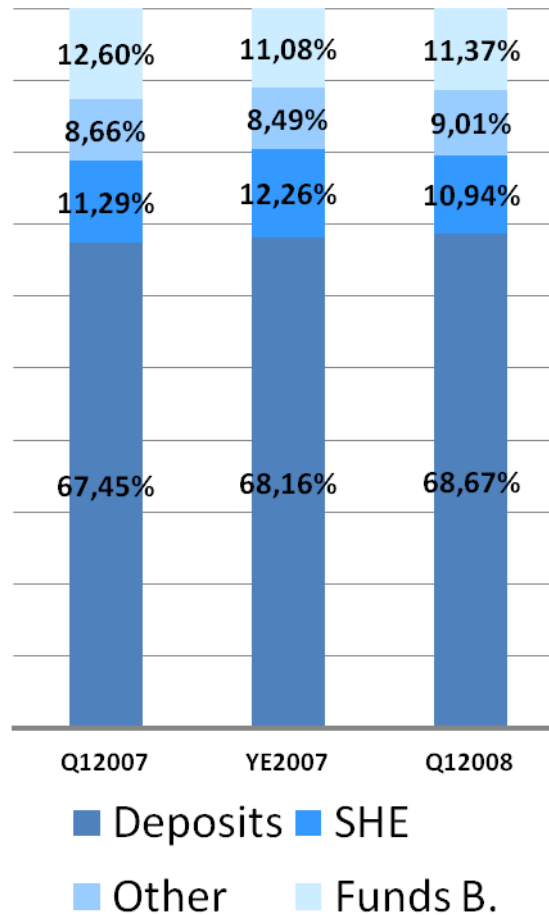
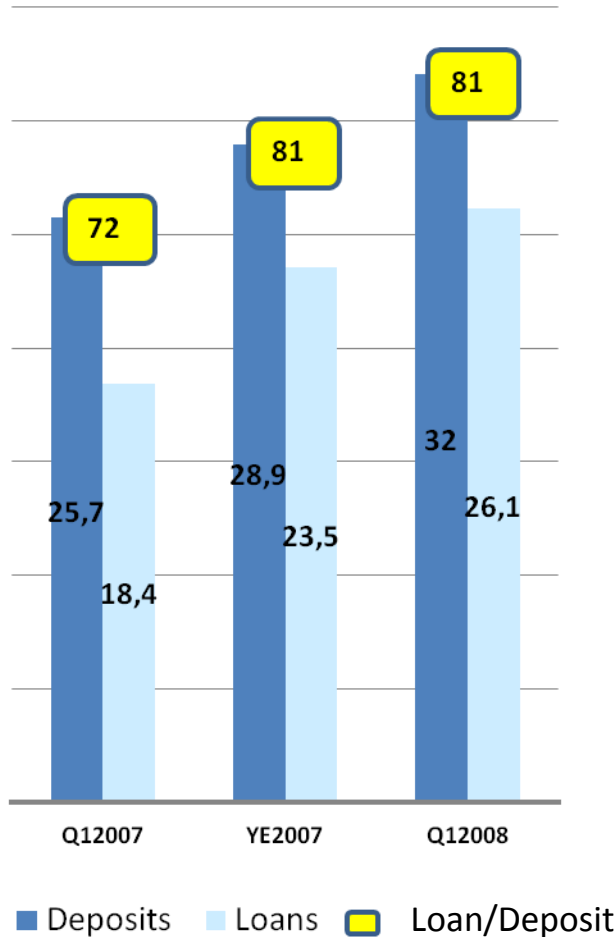
1 in payroll

1 in debit card

Deposit Evolution

Loans and Deposits (TRY,bio)

Breakdown of Liabilities (%)



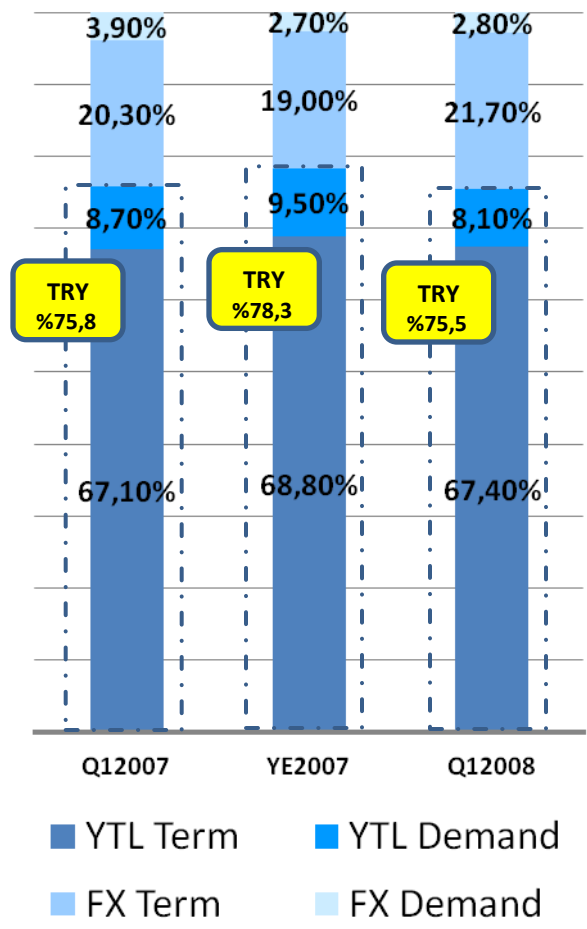
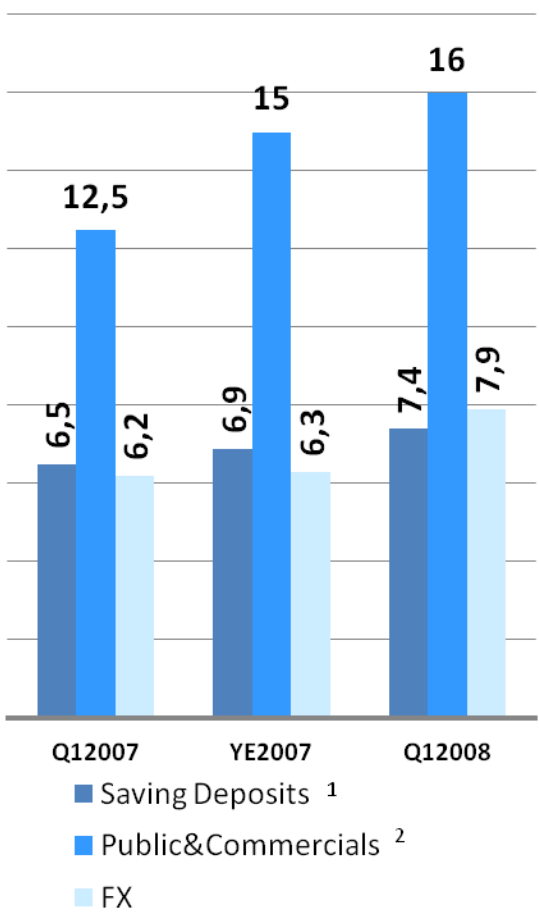
Total Deposits Growth;
Ytd

%11

Strong Deposit Growth

Deposit Composition (TRY,bio)*

Breakdown of deposits (%)

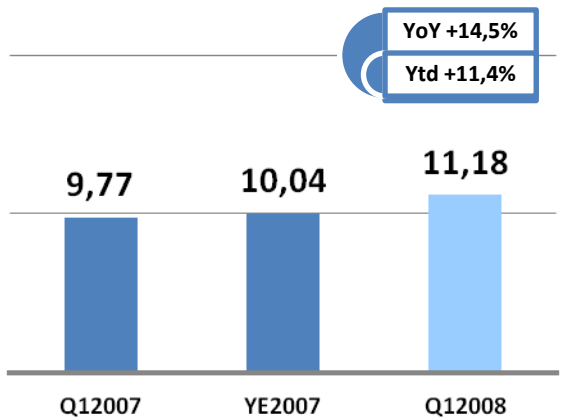


FX Deposits Growth in USD;
Ytd

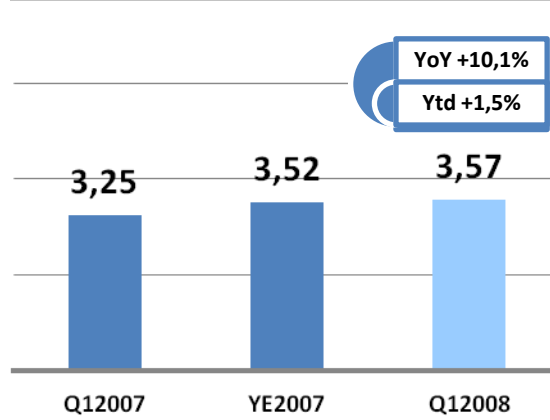
%12,2

Focus on Retail Deposits

Retail Deposits (TRY,bio)



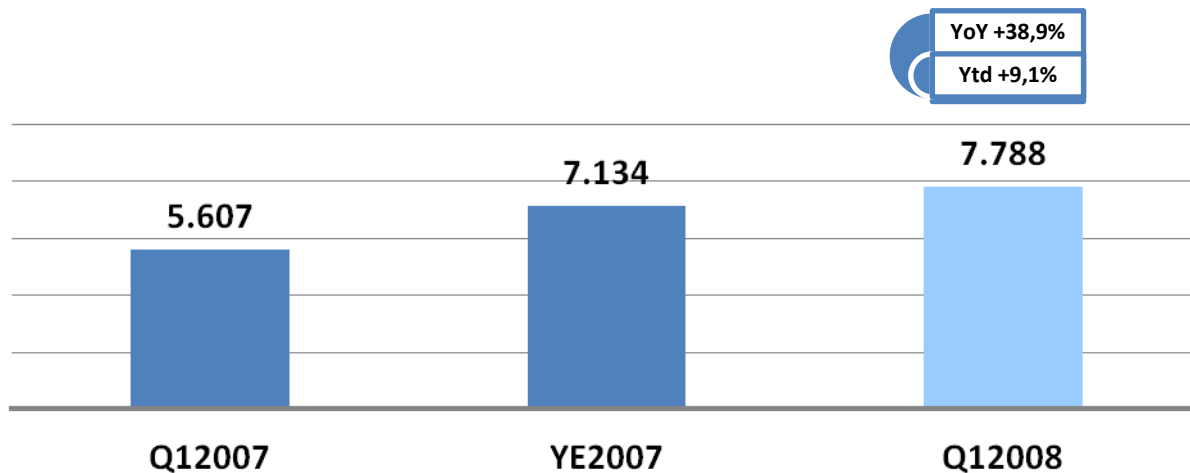
Demand Deposits (%)



Retail Deposits Growth;
Ytd

%11,4

State Deposits (TRY,mio)



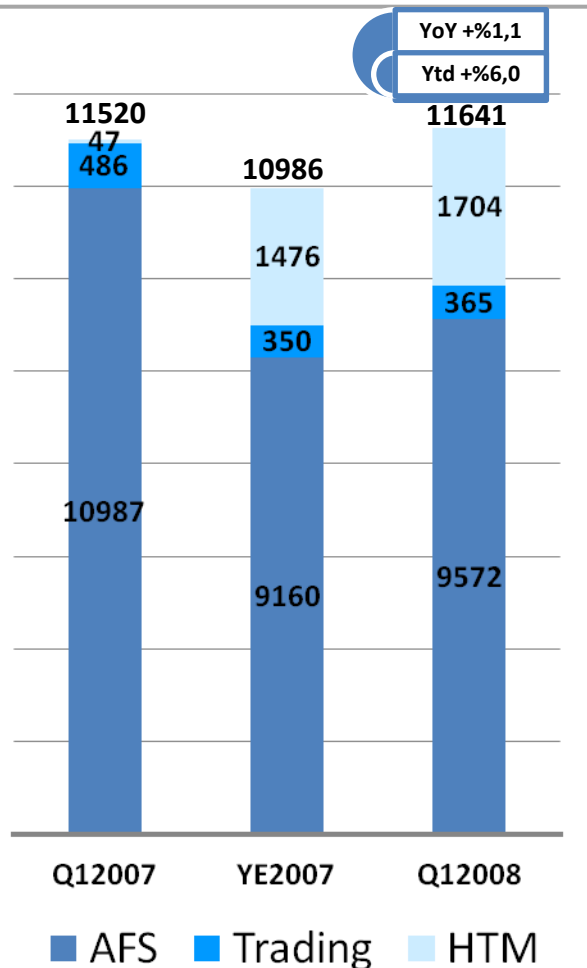
State Deposit Share in Total;

%32 in YE05

%24 in Q108

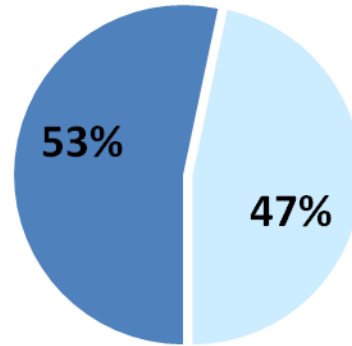
Securities Portfolio Evolution

Total Securities (TRY, mio)

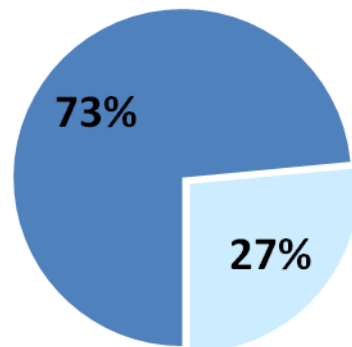


Portfolio Structure

YTL



FX



■ Fixed ■ Floating

FX Securities Fixed Rate share;

in Q107,
%55,5

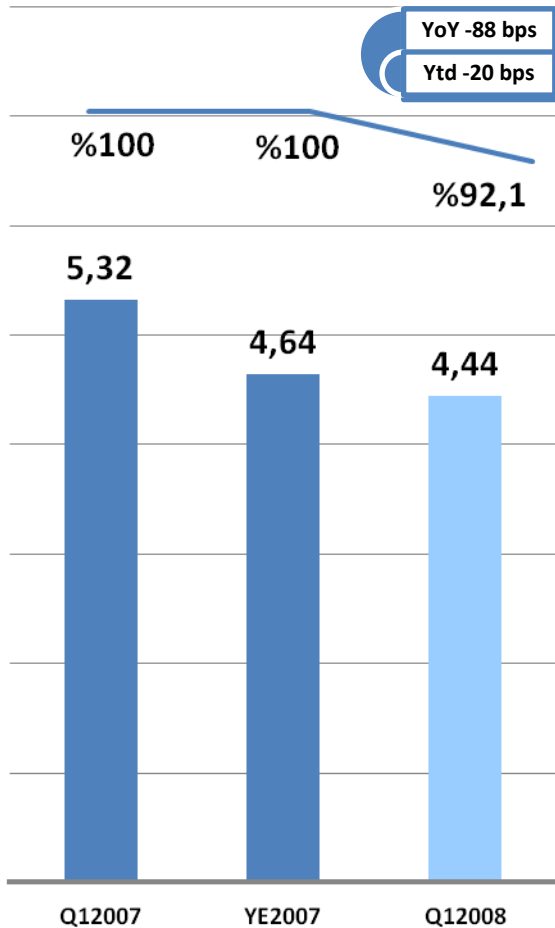
in Q108,
%73,5

FX margins
thanks to
Fed Rate Cuts

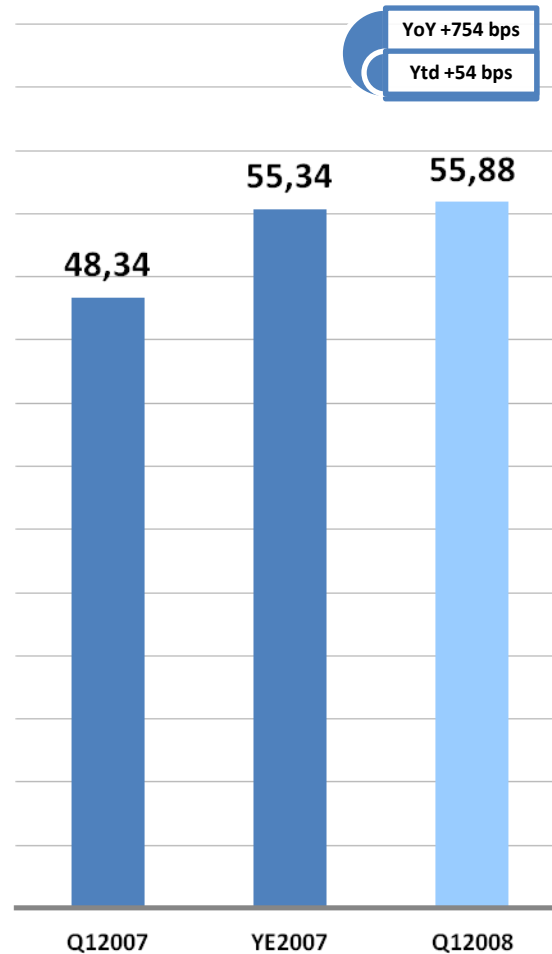


Asset Quality Continue to Improve

NPL Ratio&Provisions Coverage



Loan / Assets (%)

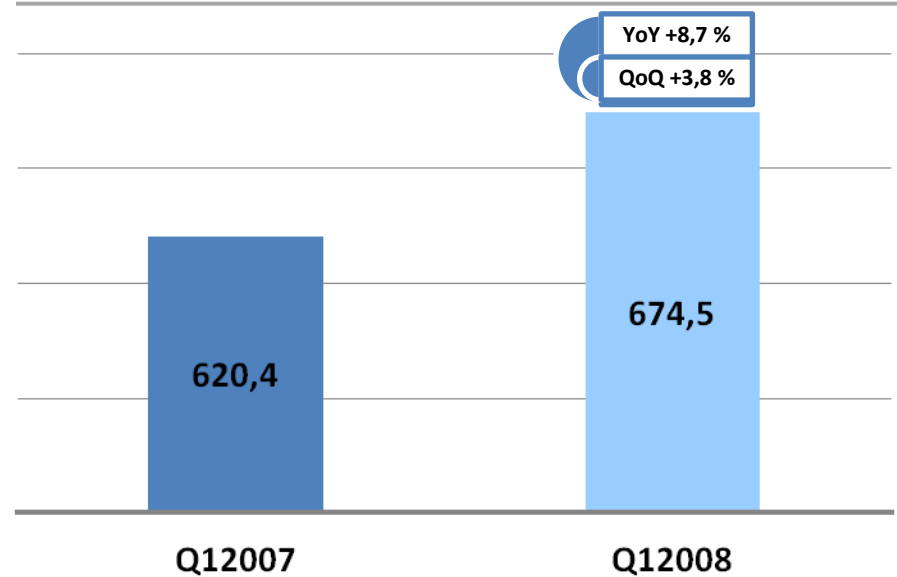


No write-offs
&
No asset sale
on NPL

Earnings Summary

(TRY-mio, %)	Q12007	Q12008	Growth
Net Interest Income	407.8	482.2	18.3%
Net F&C Income	67.4	107.2	59.0%
Net Trading Income	48.7	-17.9	n.a.
Divident Income	19.9	2.3	-88.6%
Other Operating Income	96.5	103.0	6.7%
Total Operating Income	640.3	676.8	5.7%
Total Operating Expenses (-)	241.5	277.5	14.9%
Operating Profit	398.9	399.3	0.1%
Provisions (-)	125.4	146.4	16.7%
Tax Provisions (-)	54.4	56.5	3.8%
Income from investments	0	0	n.a.
Net Monetary Gain/Loss	0	0	n. a.
Net Income	219.0	196.4	-10.3%

Net Banking Income Composition



New Branch #

YoY 61

Ytd 25

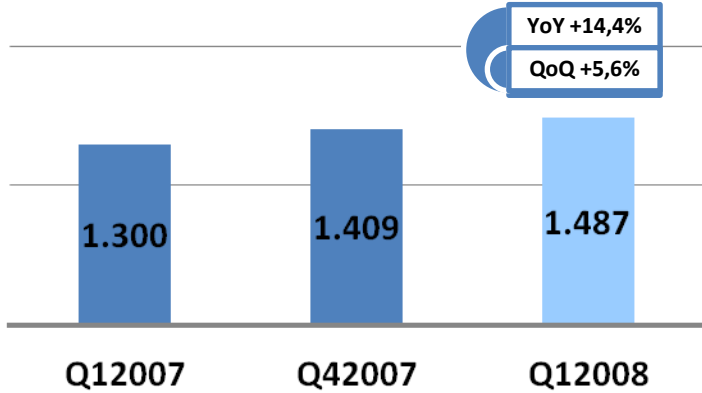
New Employee #

YoY +1000

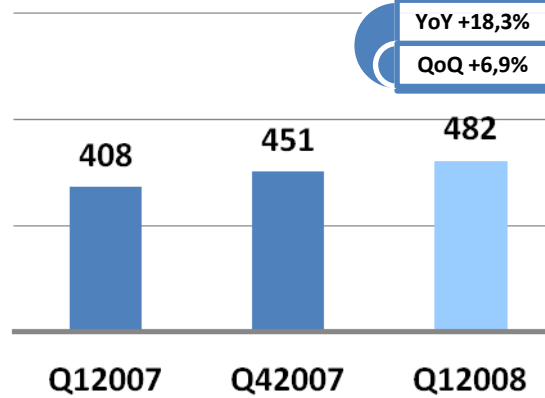
Ytd +130

P & L Participants

Interest Income (TRY, mio)



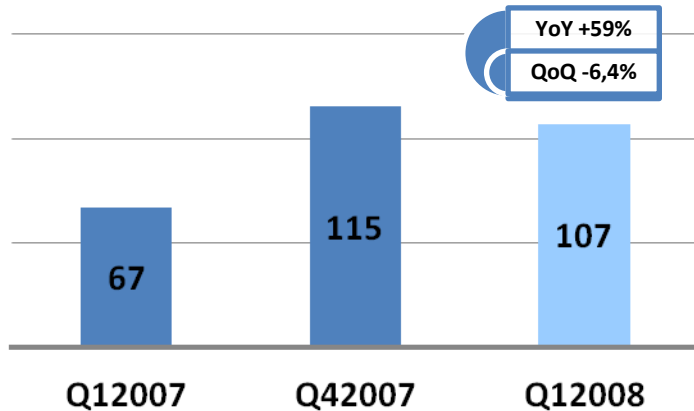
Net Interest Income



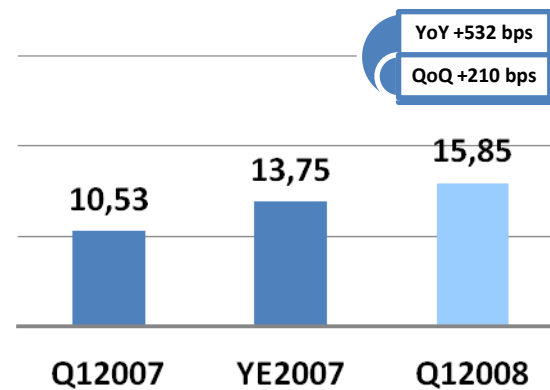
Net Interest Income Growth;
Ytd

%6,9

Net F & C Income (TRY, mio)



Net F & C Income/Op. Income

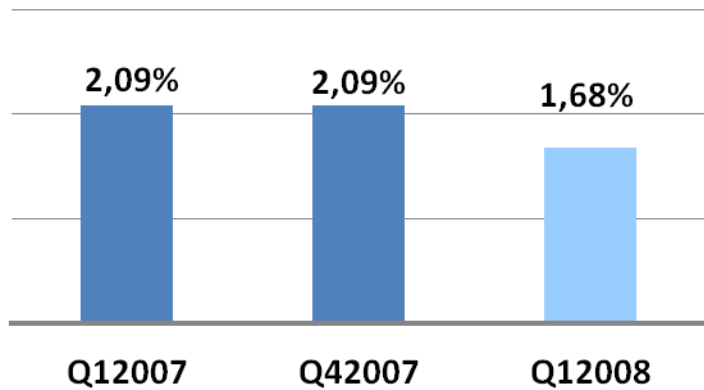


Net F&C Income Growth;
YoY

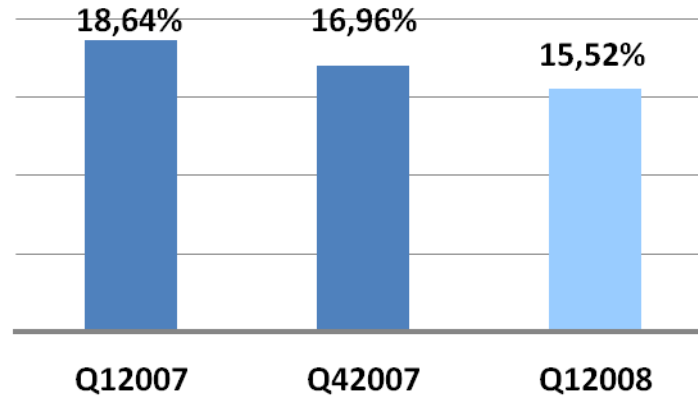
%59

Earnings Ratios

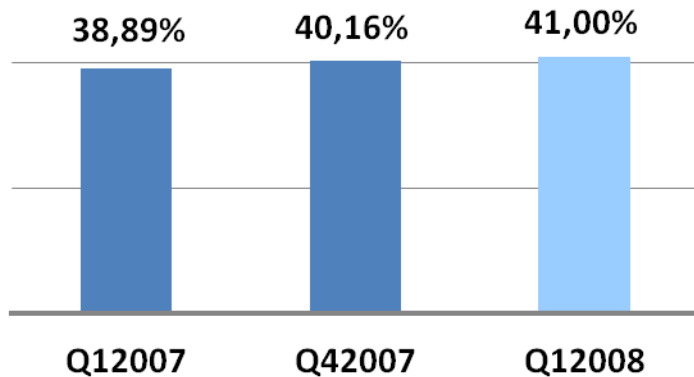
ROA¹



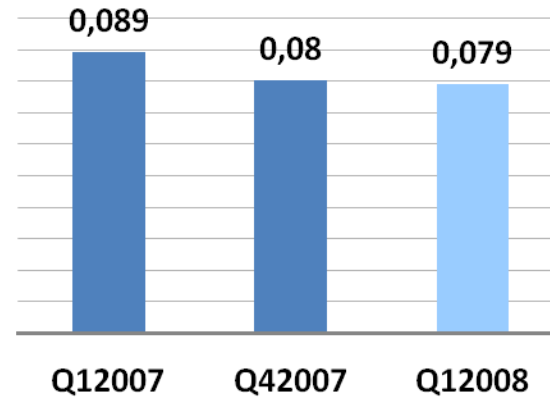
ROE¹



Cost / Income (%)



Earnings Per Share (EPS)

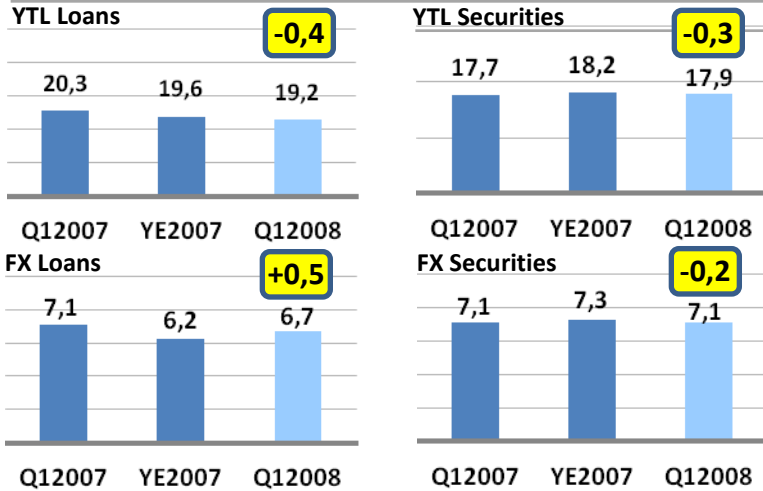


Cost / Income ratio

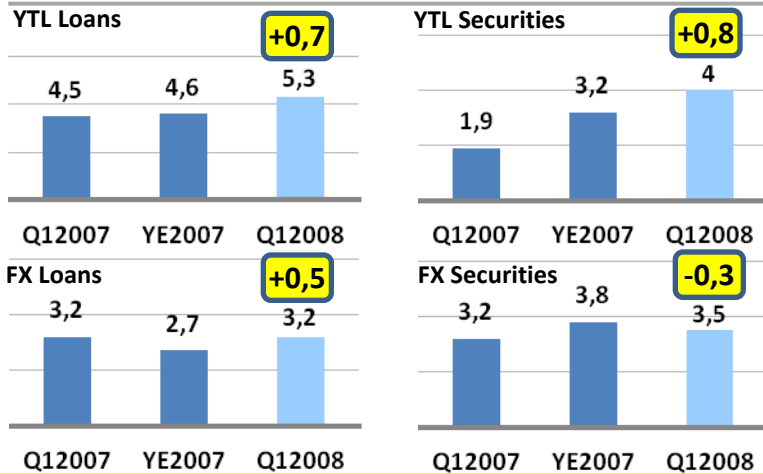
% 41

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

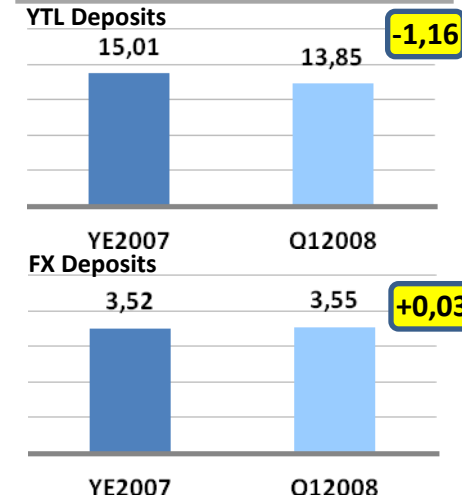
Yield on Loans & Securities



Spreads



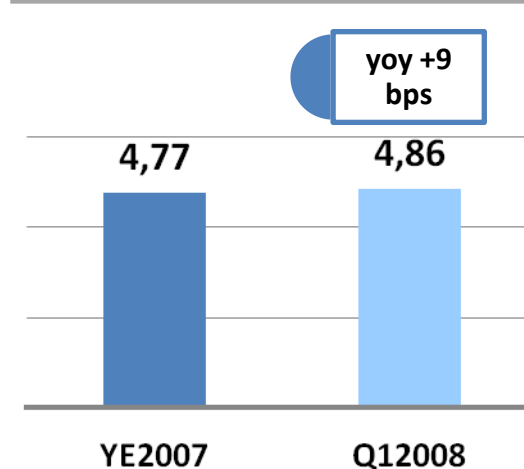
Cost of Deposits



Cost of YTL Deposits Decrease; Ytd

116 bps

NIM



NIM Increase; Ytd

9 bps

Despite FX assets share increased %2,5

APPENDIX

Balance Sheet

	(TRY-mio, %)	Q12007	YE2007	Q12008	YoY Growth	Ytd Growth
Assets	Cash & Balances with Central Bank	2.548	2.490	3.259	27.9%	30.9%
	Interbank	3.743	3.462	3.684	-1.6%	6.4%
	Securities	11.520	10.987	11.641	1.1%	6.0%
	Loans	18.444	23.470	26.062	41.3%	11.1%
	Subsidiaries & Investments	439	521	423	-3.6%	-18.8%
	Property & Equipment	895	906	928	3.7%	2.4%
	Other	564	573	640	13.4%	11.6%
	Total Assets	38.151	42.408	46.636	22.2%	10.0%
Liabilities&SHE	Deposits	25.726	28.863	32.034	24.5%	11.0%
	Funds Borrowed	4.757	4.693	5.334	12.1%	13.7%
	Other	2.977	3.128	3.681	23.7%	17.7%
	Provisions	409	499	527	28.7%	5.6%
	Shareholders Equity	4.282	5.226	5.061	18.2%	-3.2%
Off-B.S	Guarantees	4.965	5.841	7.085	42.7%	21.3%
	Commitments	2.920	6.029	6.863	135.1%	13.8%
	Derivatives	1.226	1.464	816	-33.4%	-44.3%

Income Statement

(TRY-Thousand, %)	Q12007	Q42007	Q12008	$\Delta\{Q108$ $Q407\}$	$\Delta\{Q108$ $Q107\}$
Net Interest Income	407.758	451.188	482.156	6.9%	18.3%
Net Fee&Com. Income	67.426	114.529	107.234	-6.4%	59.0%
Divident Income	19.941	0	2.279	-	-88.6%
Net Trading Income	48.733	33.284	-17.895	n.a.	n.a.
Other Income	96.480	50.924	102.978	102.2%	6.7%
Total Revenues	640.338	649.925	676.752	4.1%	5.7%
Operating Expense	241.456	275.331	277.497	0.8%	14.9%
Provisions	125.429	86.056	146.350	70.1%	16.7%
Tax Provisions	54.426	66.519	56.508	-15.1%	3.8%
Net Income	219.027	222.019	196.397	-11.5%	-10.3%



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