



October 2015

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# Overview

Established in 2006, started operations in 2008  
100% owned by Anadolubank A.S.

*Equity*

**€ 82 mln**

*Paid-in  
Capital*

**€ 70 mln**

\* H1 2015

## *Parent Support*

- In 2011 shareholder capital was increased to € 55 mln (initial € 30 mln).
- In 2013 shareholder capital increased to € 70 mln.

# Overview

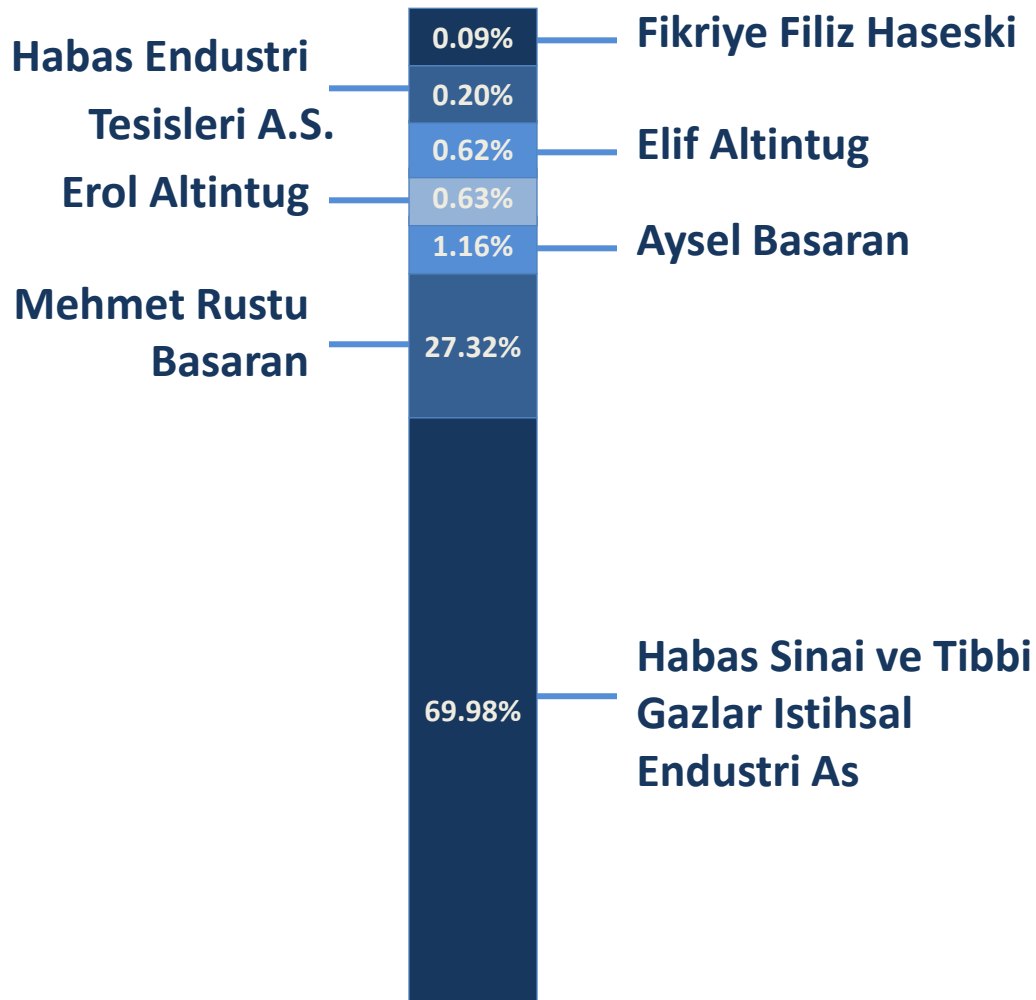


- Syndicated loan trading
- Originating bank-to-bank loans



**Anadolubank A.S.**

# Ownership



## *Habas Group*

**One of the largest industrial conglomerates in Turkey**

- Operates in:
  - Industrial and medical gas production
  - LPG and natural gas distribution
  - Electricity generation
  - Iron and steel manufacturing
  - Industrial facilities construction

# Credit Profile

FX Commitments	
Long-term	BB
Outlook	stable
National Currency	
Long-term	BB
Outlook	stable
National	
Long-term	AA (-)
Individual	BB
Support Rate	5

\*Fitch Ratings (April 2015)

# Financial Highlights

Consolidated (million TRY)	2012	2013	2014	Yearly change %
Interest income	823	688	907	32%
Interest expenses	378	297	479	61%
Net interest income	446	391	428	10%
Net fee and commission Income	56	58	76	31%
Other operating income	91	161	122	-24%
Other operating expenses	375	471	431	-9%
Tax	42	28	40	44%
Net profit	176	110	156	41%
Assets	7,362	9,018	11,286	25%
Loans	5,059	6,198	7,422	20%
Securities	876	974	1,163	19%
Customer deposits	4,494	5,604	7,248	29%
Funds borrowed	369	668	747	12%
Shareholders equity	1,271	1,226	1,404	15%
Share capital	603	603	603	0%

\* Audited IFRS

# Key Ratios

	2012	2013	2014
ROE	15.8%	8.4%	13.4%
ROAA	2.5%	1.3%	1.6%
NIM	6.3%	5.0%	4.0%
Efficiency ratio	43.3%	56.7%	45.8%
BIS	18.0%	14.6%	14.5%
Equity to liabilities ratio	20.9%	15.7%	13.65%





# Anadolubank NV

Nederland

# Financial Institutions

## *Main Business*

- **Participating in primary market banks and corporates syndications and trading in the secondary market.**
- **Bank-to-bank loans origination using various financial products.**
- **Forfaiting.**
- **Trade finance and corporate banking support.**

**Focus on bank-to-bank relationship development.**

**Continues increasing product range and improving the cost of external funding.**

## **In 2014**

- **Volume of processed bilateral and syndicated loans reached nearly €1 billion.**
- **Generated €0.5 million profit.**
- **Covered European Union, Middle East, Turkey, Azerbaijan, etc.**

# Trade Finance

## *Main Business*

- **BL & FCR financing**
- **Warehouse financing**
- **Receivables financing**
- **Letters of credit: B2B and export/import**
- **Guarantee letters**
- **Guarantees per avail and discount of availed notes**
- **Import/export collection services**

**Active in financing commodities such as steel, coal, non-ferrous metals and soft commodities such as petrochemicals and grains.**

**Most clients are Europe based commodity traders exporting either to Turkey or MENA.**

## *Products Offered*

- **Short and long term cash loans**
- **Project finance**
- **Letter of credits**
- **Letter of guarantees**
- **Derivative products**
- **Deposits**

**Works in line with other departments to provide tailor made products to customers.**

**Established two years ago and focusing on a solid customer portfolio from existing and prospect clients.**

# Retail Banking

## *Products Offered*

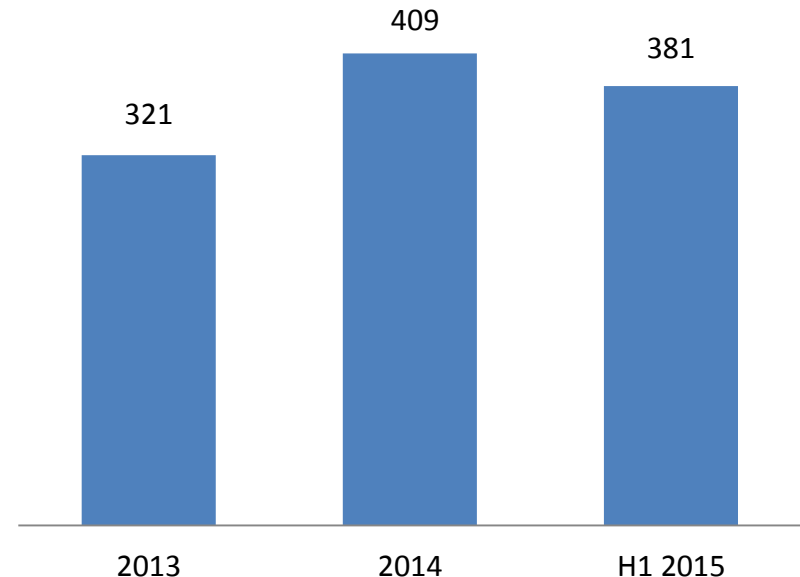
- **Various maturities deposits:**
  - **Minimum terms 3 months**
  - **Maximum term 5 year**

**Interest rates always ranks between top 10 in Dutch market.**

**Making clients interests priority**

**Stable customer base**

## **Retail deposits**

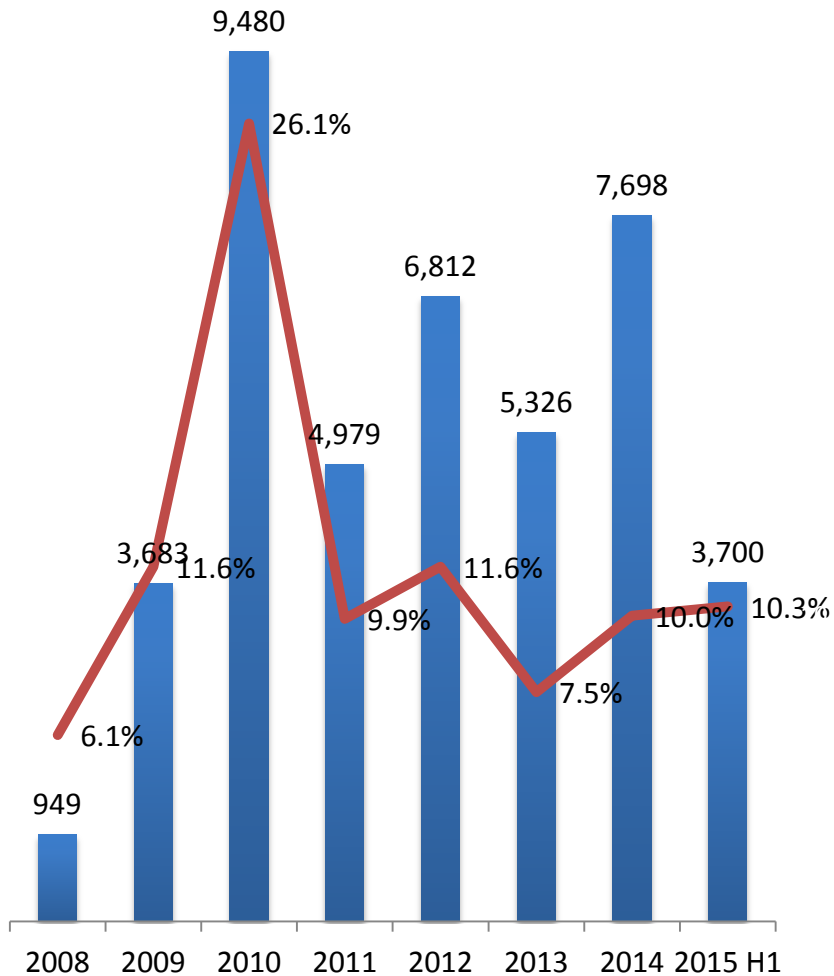


# Financial Highlights

(million € )	2011	2012	2013	2014	H1 2015	△ %
Total assets	370	461	534	621	606	-2%
Loans	279	325	360	381	353	-5%
Deposits	278	312	321	409	381	-7%
Shareholders equity	61	56	74	80	82	2%
Profit before tax	5.0	6.8	5.3	7.7	3.7	
Net profit	-4.3	-4.4	2.9	5.8	2.8	
(%)						
ROE			4.0	7.5	7.7	3%
Loan deposit ratio	100	104	112	93	95	2%
Efficiency ratio	35	34	46	43	42	-3%
Cost to assets ratio	0.8	0.8	0.9	1.0	0.9	-10%
Capital adequacy ratio	23.2	17.8	19.4	18.8	18.3	-3%

# Financial Performance

Revenue ('000 €) & ROE (%)



\* Revenue before tax and impairments

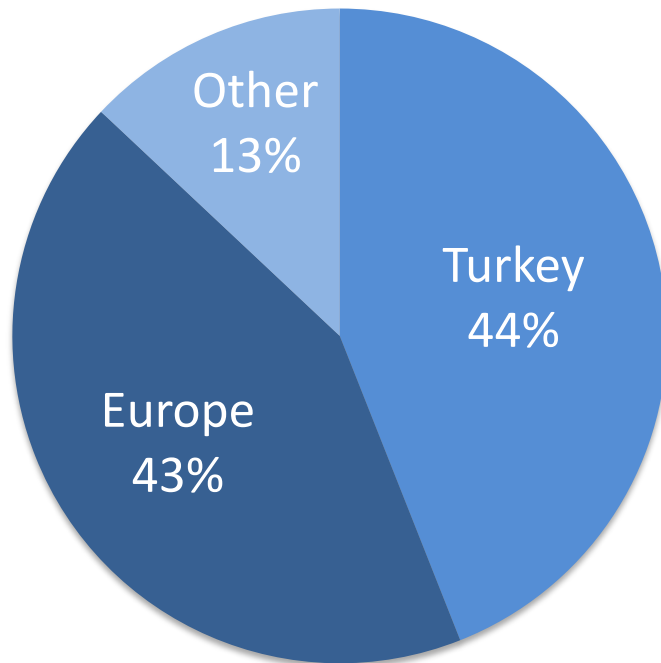
**Despite operating in a highly volatile market Anadolubank doubled its net revenue in 2014.**

**Net return on equity at 7.7% (before tax and impairments 10.3%) in H1 2015.**

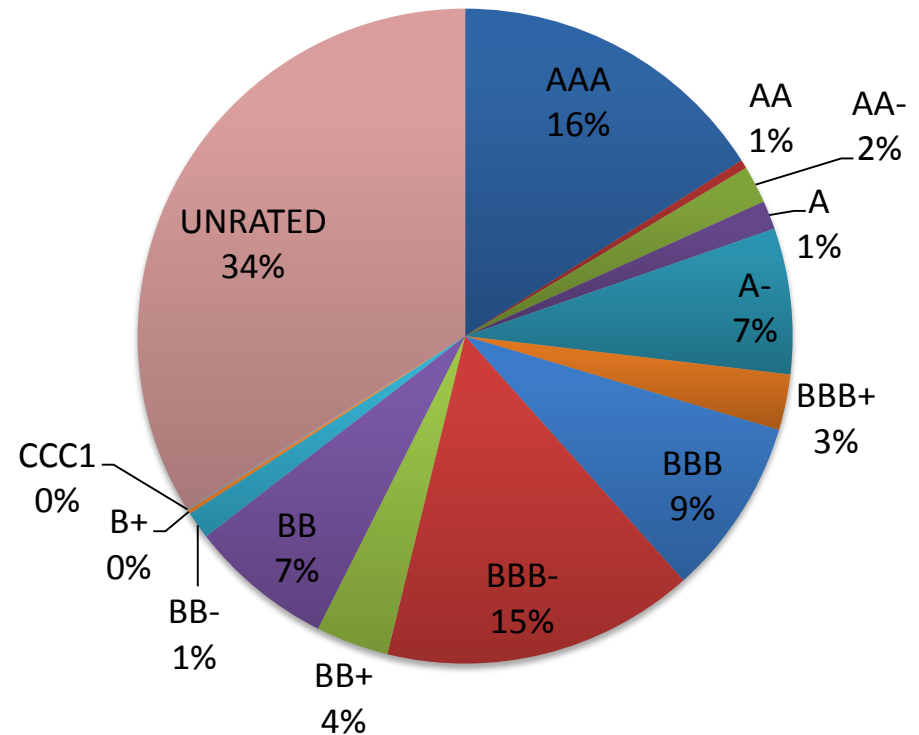
**Shareholder's equity was increased by 2.1% to €81 million in H1 2015.**

# Diversified Exposure

## Diversified by geography



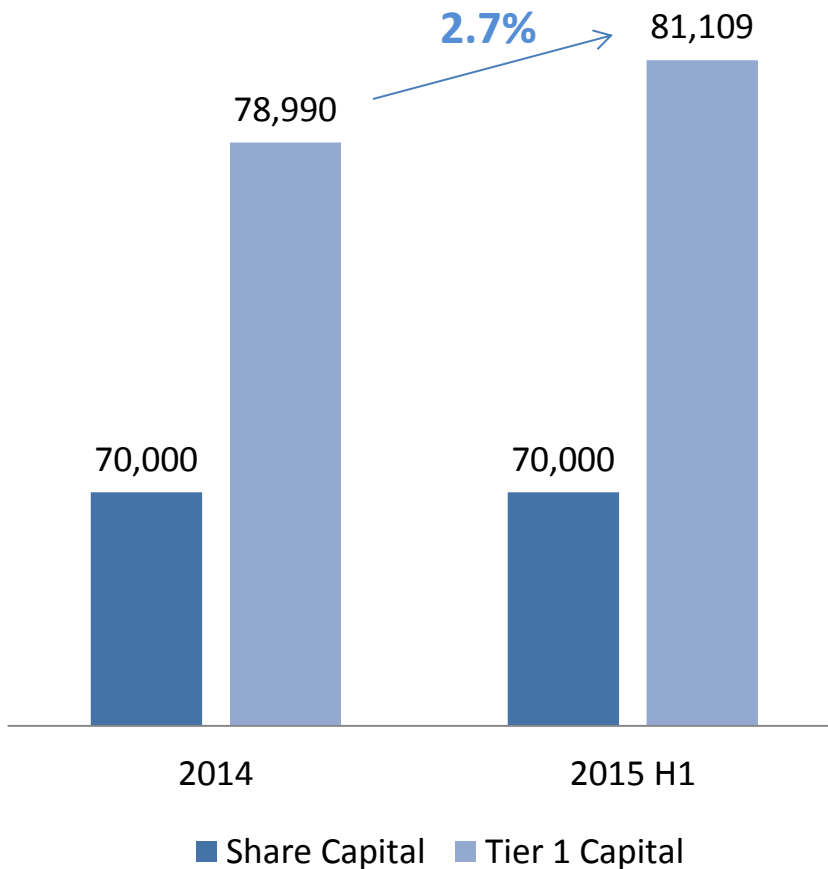
## Well composed credit profile



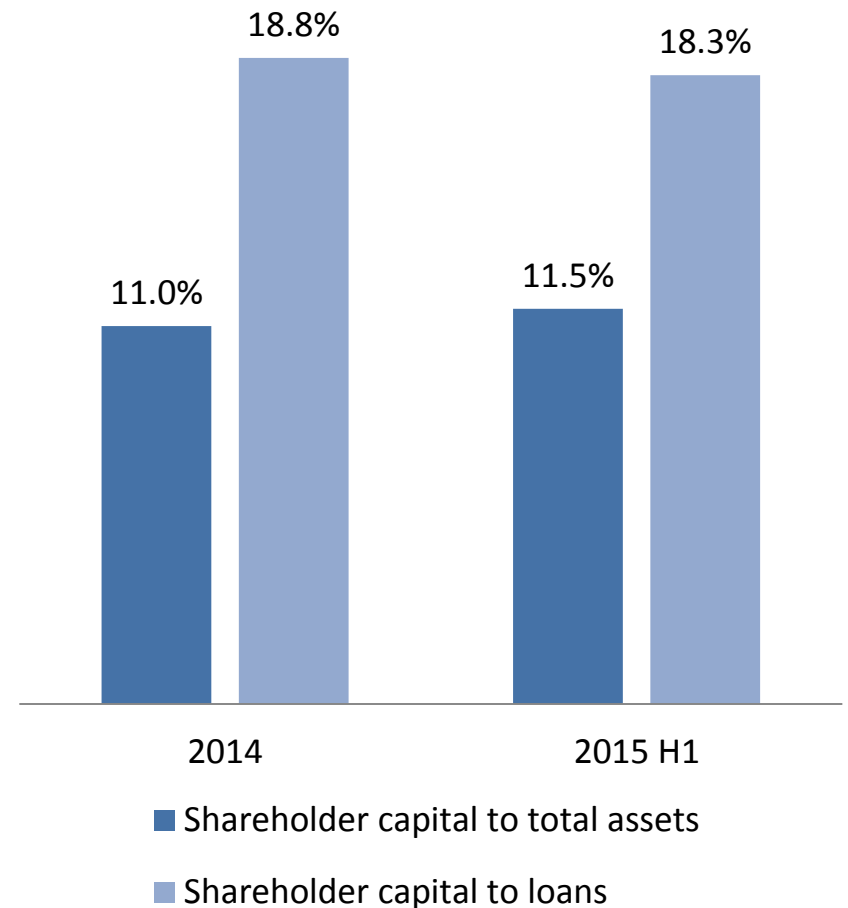


# Key Ratios

## Capital

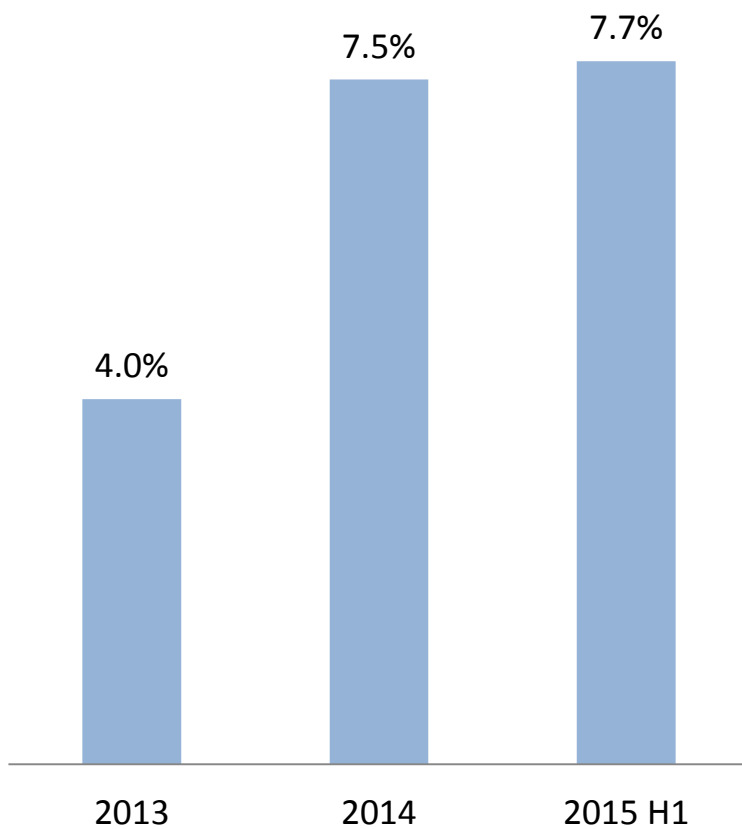


## Capital ratios

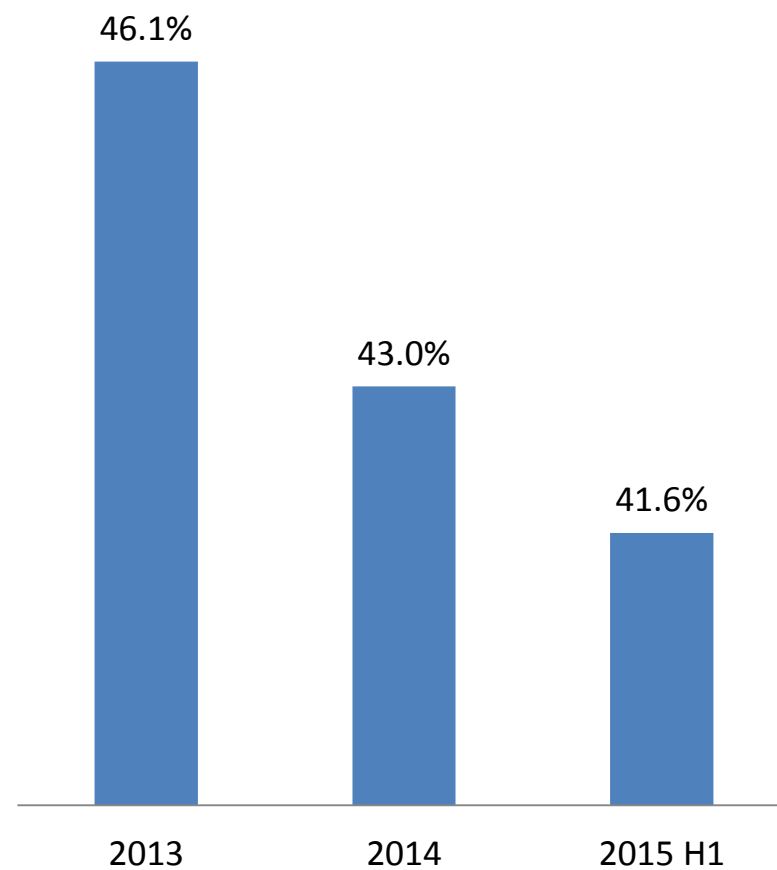


# Key Ratios

## ROE



## Cost to income ratio



# Management Board Contacts

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# Financial Institutions Contacts

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# Treasury Contacts

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Reuters: ANDL



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