



**QNB Finansbank Anonim Şirketi  
And Subsidiaries**

Consolidated Financial Statements  
as at and for the Year Ended  
December 31, 2018

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## **Report on the Audit of the Consolidated Financial Statements**

To the Board of Directors of QNB Finansbank A.Ş.

### **Opinion**

We have audited the consolidated financial statements of QNB Finansbank A.Ş. (the “Bank”) and its subsidiaries (together referred to as the “Group”), which comprise the consolidated statement of financial position as at December 31, 2018, and the consolidated statement of profit or loss, consolidated statement of other comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Group as at December 31, 2018, and its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRS).

### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor’s responsibilities for the audit of the financial statements section of our report. We are independent of the Group in accordance with the International Ethics Standards Board for Accountants’ Code of Ethics for Professional Accountants (IESBA Code) together with the ethical requirements that are relevant to our audit of the financial statements in Turkey, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### **Key audit matters**

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. For each matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the Auditor’s responsibilities for the audit of the financial statements section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying consolidated financial statements.

<i>Key Audit Matter</i>	<i>How the matter is addressed in our audit</i>
<b><i>Transition impact of IFRS 9 “Financial Instruments” Standard and recognition of impairment on financial assets and related significant disclosures</i></b>	
<p>As presented in Note 2.14.8, as of January 1, 2018, the Group adopted the IFRS 9 “Financial Instruments” standard began to recognize expected credit losses of financial assets in accordance with IFRS 9. We considered the transition to IFRS 9 and impairment of financial assets as a key audit matter since:</p> <ul style="list-style-type: none"> <li>- Amount of on and off balance sheet items that are subject to expected credit loss calculation is material to the financial statements</li> <li>- IFRS 9 transition has an effect on Group’s equity</li> <li>- There are complex and comprehensive requirements of IFRS 9</li> <li>- The classification of the financial assets is based on the Bank’s business model and characteristics of the contractual cash flows in accordance with IFRS 9 and the Group uses significant judgment on the assessment of the business model and identification of the complex contractual cash flow characteristics of financial instruments.</li> <li>- Policies implemented by the Group management include compliance risk to the regulations and other practices.</li> <li>- New or re-structured processes of IFRS 9 are advanced and complex.</li> <li>- Judgements and estimates used in expected credit loss calculation are new, complex and comprehensive.</li> <li>- Disclosure requirements of IFRS 9 are comprehensive and complex</li> </ul>	<p>Our audit procedures included among others include:</p> <ul style="list-style-type: none"> <li>- Evaluating the appropriateness of accounting policies as to the requirements of IFRS 9, Group’s past experience, local and global practices.</li> <li>- Reviewing and testing of new or re-structured processes which are used to calculate expected credit losses by involving our Information technology and Process audit specialists.</li> <li>- Evaluating the reasonableness of management’s key judgements, estimates and data sources used in expected credit loss calculations considering the standard requirements, sectorial, local and global practices</li> <li>- Reviewing the appropriateness of criteria in order to identify the financial assets having solely payments of principal and interest and checking the compliance to the Group’s Business model</li> <li>- Assessing the appropriateness of definition of significant increase in credit risk, default criteria, modification, probability of default, loss given default, exposure at default and forward looking assumptions together with the significant judgements and estimates used in these calculations to regulations and bank’s past performance. Evaluating the alignment of those forward looking parameters to Group’s internal processes where applicable.</li> </ul>

	<ul style="list-style-type: none"> <li>- Assessing the completeness and the accuracy of the data used for expected credit loss calculation</li> <li>- Testing the mathematical accuracy of expected credit loss calculation on sample basis</li> <li>- Evaluating the judgments and estimates used for the individually assessed financial assets</li> <li>- Evaluating the accuracy and the necessity of post-model adjustments</li> <li>- Auditing of IFRS 9 disclosures</li> </ul>
<b><i>Hedge Accounting</i></b>	
<p>As explained Note 22, the Group enters into hedge relationships to manage exposures to interest rate, and foreign currency risks. In order to manage particular risks, the Group applies hedge accounting for transactions that meet the specified criteria. The Group uses of derivatives and other hedge relationships to hedge the financial risk of its deposits, loans, financial assets at fair value through other comprehensive income , bond issued and borrowings. The Group documents the hedge relationship between hedging instruments and hedged items at inception, as well as their risk management objectives and the strategy for undertaking various hedge transactions. The Group also documents its assessment, both at hedge inception and on an ongoing basis, of whether the instruments that are used in hedging transactions are highly effective in offsetting changes in values of hedged items. The Group performs prospective and retrospective effective effectiveness tests and accounts the results in accordance with IFRS. There is a potential risk that hedge relationship is not eligible, effective, accounted correctly nor documentation and termination of hedge relationship including the effect of termination on the carrying amount of assets in accordance with IFRS.</p>	<p>In addition to general audit procedures our audit procedures include the re-calculation of fair values of derivative financial instruments, assessment of the financial risk components, documentation of all hedging relationships, examination of the effectiveness tests, the review of hedge accounting records, evaluating the appropriateness of the carrying amount of the asset in accordance with the relevant standards in case of a termination.</p> <p>Our procedures included, amongst others, recalculating fair value calculation, assessment of financial risk component, reviewing hedge documentation for all hedge relationships, effectiveness tests, hedge accounting entries, evaluating the appropriateness of the carrying amount of the asset in accordance with the relevant standards in case of a termination. and disclosures relating to derivative financial instruments and hedge accounting considering the requirements of IFRS.</p>

<i>Valuation of Derivative Financial Instruments</i>	
<p>Derivative financial instruments including foreign exchange contracts, forward rate agreements, currency and interest rate swaps, interest rate futures, currency and interest rate options (both written and purchased), credit default swaps and other derivative financial instruments are initially recognized on the statement of financial position at fair value and subsequently are re-measured at their fair value. There is a potential risk in fair valuation of derivative instruments in accordance with IFRS. Details of the related amounts are explained in Note 22.</p> <p>The fair value of derivative financial instruments is determined by selecting the most appropriate market data and applying valuation techniques for certain products. Due to the assumptions, estimates and subjectivity used in these applications, derivative financial instruments are considered as a key audit matter by us.</p>	<p>In addition to our auditing procedures, include reviewing the fair valuation policies as determined by the Group Management, checking the fair value calculations of the derivative financial instruments chosen by the sample as valuation experts, evaluating the assumptions and estimates used, operational evaluation and testing.</p>

### **Responsibilities of the Board of Directors for the consolidated financial statements**

The Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with IFRSs, and for such internal control as management determines is necessary to enable the preparation of the consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, the management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

The Board of Directors are responsible for overseeing the Group's financial reporting process.

## **Auditor's responsibilities for the audit of the consolidated financial statements**

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors
- Conclude on the appropriateness of the Board of Director's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with the Board of Directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the Board of Directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the Board of Directors we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

The engagement partner who supervised and concluded this independent auditor's report is Damla Harman.

Güney Bağımsız Denetim ve Serbest Muhasebeci Mali Müşavirlik Anonim Şirketi  
A member firm of Ernst &Young Global Limited

Damla Harman  
Partner, SMMM

Istanbul, Turkey  
May 6, 2019



## **Certification of the Board of Directors and Chief Financial Officer**

We, the members of the Board of Directors of QNB Finansbank A.Ş. and Group CFO certify that to the best of our knowledge:

The financial statements for the annual period ended December 31, 2018 have been prepared in accordance with International Financial Reporting Standards – IFRS and present a true and fair view of the assets, liabilities, equity and results of operations of the Bank and of the consolidated companies included in the consolidation.

**Ali Teoman Kerman**

Member of the Board of  
Directors and Chairman of the  
Audit Committee

**Temel Güzeloğlu**

General Manager and Member of the  
Board of Directors

**Adnan Menderes Yayla**

Group CFO

**QNB FİNANSBANK ANONİM ŞİRKETİ**

**CONSOLIDATED STATEMENT OF PROFIT OR LOSS FOR THE YEAR ENDED  
DECEMBER 31, 2018**

*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

		<b>12 month period ended December 31,</b>	
	<b>Notes</b>	<b>2018</b>	<b>2017</b>
Interest income	7	17,447,591	11,549,450
Interest expense	7	(11,273,182)	(6,916,920)
<b>Net interest income</b>		<b>6,174,409</b>	<b>4,632,530</b>
Fee and commission income	8	2,197,118	1,746,015
Fee and commission expense	8	(123,960)	(106,125)
<b>Net fee and commission income</b>		<b>2,073,158</b>	<b>1,639,890</b>
Dividend income		5,716	1,454
Net trading income and results from investment securities	9	634,116	151,710
Other operating income	10	92,442	76,237
<b>Total operating income</b>		<b>8,979,841</b>	<b>6,501,821</b>
Personnel expenses	11	(1,531,211)	(1,359,004)
General and administrative expenses	13	(1,640,643)	(1,460,473)
Depreciation, amortization and impairment charges	14	(260,340)	(257,513)
Impairment losses on loans and advances to customers, finance lease receivables, factoring receivables and other impairment charges	15	(2,254,328)	(1,308,808)
Share in the profit of joint ventures	28	48,669	43,268
Other provision expenses	16	(91,647)	(38,221)
<b>Profit before tax</b>		<b>3,250,341</b>	<b>2,121,070</b>
Income tax expense	17	(697,924)	(417,321)
<b>Profit for the year</b>		<b>2,552,417</b>	<b>1,703,749</b>
Attributable to:			
Equity holders of the Parent		2,551,920	1,703,554
Non-controlling interest		497	195
Earnings per share - Basic and Diluted (Full TL)	18	0.0762	0.0509

The accompanying policies and explanatory notes are an integral part of these consolidated financial statements.

# QNB FİNANSBANK ANONİM ŞİRKETİ

## CONSOLIDATED STATEMENT OF OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED DECEMBER 31, 2018

*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

		12 month period ended December 31,	
	Notes	2018	2017
<b>Profit for the year</b>		<b>2,552,417</b>	<b>1,703,749</b>
<b>Items that may be recycled to profit or loss</b>			
<b>FVOCI investment securities reserve (*)</b>		<b>(424,103)</b>	<b>232,671</b>
Net change in fair value	26	(415,004)	237,744
Net amount transferred to profit or loss	41	(9,099)	(5,073)
<b>Net gain on cash flow hedges</b>		<b>209,669</b>	<b>239,630</b>
Net change in fair value	41	209,001	238,303
Net amount transferred to profit or loss	41	668	1,327
<b>Items that will not be recycled to profit or loss</b>			
<b>Actuarial gains / (losses) related to employee benefits</b>		<b>20,882</b>	<b>(34,503)</b>
Effect of changes in actuarial assumptions	12	20,882	(34,503)
<b>FVOCI equity securities reserve(*)</b>		<b>24,064</b>	<b>22,414</b>
Net change in fair value		24,064	22,414
<b>Income tax relating to components of other comprehensive income</b>	31	<b>40,256</b>	<b>(87,096)</b>
<b>Other comprehensive income for the year, net of tax</b>		<b>(129,232)</b>	<b>350,702</b>
<b>Total comprehensive income for the year</b>		<b>2,423,185</b>	<b>2,054,451</b>
<b>Total comprehensive income attributable to:</b>		<b>2,423,185</b>	<b>2,054,451</b>
Equity holders of the Parent		2,422,688	2,054,256
Non-controlling interests		497	195

(\*) With the transition to IFRS 9, "Available for sale securities" is changed to "Investments measured at fair value through other comprehensive income".

The accompanying policies and explanatory notes are an integral part of these consolidated financial statements.

# QNB FİNANSBANK ANONİM ŞİRKETİ

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT DECEMBER 31, 2018

*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

	Notes	December 31, 2018	December 31, 2017
<b>ASSETS</b>			
Cash and balances with T.R. Central Bank (net)	19	18,474,318	15,882,276
Due from banks (net)	20	3,880,878	1,902,768
Financial assets at fair value through profit or loss	21	45,739	89,390
Hedging derivatives	22	6,968,946	2,938,126
Trading derivatives	22	5,432,383	2,504,142
Loans and advances to customers	23	93,467,525	82,113,497
Factoring receivables	24	1,208,884	1,385,979
Finance lease receivables	25	5,521,076	4,473,945
Investments measured at fair value through other comprehensive income (FVOCI) (*)	26	8,451,754	8,353,636
Investments measured at amortised cost	27	12,895,116	7,168,664
Investments in joint ventures	28	158,380	135,381
Intangible assets	29	433,889	344,715
Property and equipment	30	2,893,451	1,959,923
Deferred tax assets (net)	31	613,768	41,867
Other assets	32	2,700,827	1,497,163
<b>Total assets</b>		<b>163,146,934</b>	<b>130,791,472</b>
<b>LIABILITIES</b>			
Due to banks	33	15,132,315	12,175,578
Customer deposits	34	83,153,195	65,264,397
Hedging derivatives	22	719,479	536,074
Trading derivatives	22	5,730,710	2,070,244
Debt securities issued	35	11,791,532	10,360,066
Funds borrowed	36	25,372,367	21,745,053
Current tax liabilities	17	153,080	419,559
Retirement benefit obligations	12	193,133	193,738
Other provisions	37	320,498	143,484
Other liabilities	38	5,950,923	4,232,546
<b>Total liabilities</b>		<b>148,517,232</b>	<b>117,140,739</b>
<b>EQUITY</b>			
Share capital issued	40	3,350,000	3,350,000
Share premium		714	714
Financial assets at FVOCI reserve, net of tax (*)	41	(452,050)	(229,575)
Actuarial losses, net of tax		(55,799)	(72,343)
Cash flow hedging reserve, net of tax	41	397,059	231,847
Reserves and retained earnings	41,42	11,383,249	10,362,485
<b>Equity attributable to owners of the Group</b>		<b>14,623,173</b>	<b>13,643,128</b>
Non-controlling interest		6,529	7,605
<b>Total equity</b>		<b>14,629,702</b>	<b>13,650,733</b>
<b>Total equity and liabilities</b>		<b>163,146,934</b>	<b>130,791,472</b>

(\*) With the transition to IFRS 9, "Available for sale securities" is changed as "Investments measured at fair value through other comprehensive income".

The accompanying policies and explanatory notes are an integral part of these consolidated financial statements.

# QNB FİNANSBANK ANONİM ŞİRKETİ

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED DECEMBER 31, 2018

*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

	Notes	Share Capital	Share Premium	Other Comprehensive Income/Expense Items			Reserves and Retained Earnings	Equity attributable to Finansbank shareholders	Minority interest	Total	
				to be Recycled to Profit or Loss	Net gains/(losses) on cash flow hedges, net of tax	not to be Recycled to Profit or Loss					
			FVOCI investment securities reserve, net of tax	FVOCI equity securities reserve, net of tax	Pension reserve, net of tax						
Balance at January 1, 2017		3,150,000	714	(420,525)	45,550	(46,170)	372	8,858,931	11,588,872	7,410	11,596,282
Profit for the year		-	-	-	-	-	-	1,703,554	1,703,554	195	1,703,749
Other comprehensive income for the year, net of tax		-	-	169,285	186,297	(26,173)	21,293	-	350,702	-	350,702
Total comprehensive income for the year, net of tax		-	-	169,285	186,297	(26,173)	21,293	1,703,554	2,054,256	195	2,054,451
Issue of share capital (Note 42)		200,000	-	-	-	-	-	(200,000)	-	-	-
Dividends paid (Note 40,42)		-	-	-	-	-	-	-	-	-	-
Changes in consolidation structure due to acquisition of the shares from non-controlling interest in subsidiaries		-	-	-	-	-	-	-	-	-	-
Balance at December 31, 2017		3,350,000	714	(251,240)	231,847	(72,343)	21,665	10,362,485	13,643,128	7,605	13,650,733
Impact of adopting IFRS 9 at January 1, 2018 (Note 41)		-	-	88,513	-	-	-	(1,431,156)	(1,342,643)	-	(1,342,643)
Restated balances at January 1, 2018		3,350,000	714	(162,727)	231,847	(72,343)	21,665	8,931,329	12,300,485	7,605	12,308,090
Profit for the year		-	-	-	-	-	-	2,551,920	2,551,920	497	2,552,417
Other comprehensive income for the year, net of tax		-	-	(333,849)	165,212	16,544	22,861	-	(129,232)	-	(129,232)
Total comprehensive income for the year, net of tax		-	-	(333,849)	165,212	16,544	22,861	2,551,920	2,422,688	497	2,423,185
Issue of share capital		-	-	-	-	-	-	-	-	-	-
Dividends paid (Note 42)		-	-	-	-	-	-	(100,000)	(100,000)	-	(100,000)
Changes in consolidation structure due to acquisition of the shares from non-controlling interest in subsidiaries		-	-	-	-	-	-	-	-	(1,573)	(1,573)
Balance at December 31, 2018		3,350,000	714	(496,576)	397,059	(55,799)	44,526	11,383,249	14,623,173	6,529	14,629,702

The accompanying policies and explanatory notes are an integral part of these consolidated financial statements.

# QNB FİNANSBANK ANONİM ŞİRKETİ

## CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2018

*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

		12 month period ended December 31,	
	Note	2018	2017
<b>Cash flows from operating activities</b>			
Interest received		14,625,642	10,803,696
Interest paid		(7,562,643)	(9,985,323)
Income from associates and dividends received		5,716	1,454
Fee and commission received		2,198,951	1,723,683
Trading gain / (loss)		3,265,183	5,137,727
Recoveries of loans previously written off and impaired loans		1,288,720	146,062
Fee and commission paid		(123,960)	(106,125)
Cash payments to employees and suppliers		(2,433,899)	(2,089,985)
Cash received from other operating activities		92,442	76,237
Cash paid for other operating activities		(531,686)	(393,482)
Income and other taxes paid		(798,465)	(340,138)
<b>Cash flows from operating activities before changes in operating assets and liabilities</b>		<b>10,026,001</b>	<b>4,973,806</b>
<b>Changes in operating assets and liabilities</b>			
Due from banks		43,651	(36,176)
Financial assets at fair value through profit or loss		(1,464,283)	(2,173,026)
Loans and advances to customers		(4,742,545)	(18,021,034)
Factoring receivables		(583,889)	(1,555,323)
Finance lease receivables		177,095	(632,907)
Other assets		(2,742,932)	(303,478)
Due to other banks		2,101,017	168,613
Customer deposits		7,413,058	10,431,469
Other liabilities		291,378	(446,078)
<b>Net cash used in/provided by operating activities</b>		<b>10,518,551</b>	<b>(7,594,134)</b>
<b>Cash flows from investing activities</b>			
Purchases of FVOCI investments	26	(2,249,770)	(2,417,929)
Proceeds from sale and redemption of FVOCI investments		876,324	1,591,876
Purchase of amortised cost investment securities	27	(2,163,995)	(829,915)
Redemption of amortised cost investment securities		815,934	140,075
Acquisitions of property and equipment		(1,054,034)	(138,430)
Proceeds from the disposal of property and equipment		15,253	15,191
Acquisitions of intangible assets	29	(209,358)	(166,285)
Dividend received from investment in joint ventures	28	25,626	9,593
<b>Net cash used in investing activities</b>		<b>(3,944,020)</b>	<b>(1,795,824)</b>
<b>Cash flows from financing activities</b>			
Proceeds from funds borrowed and debt securities	35, 36	7,890,543	16,762,592
Payments of funds borrowed and debt securities	35, 36	(10,535,519)	(7,400,387)
Dividends paid to equity holders of the parent		(100,000)	-
Other		194	-
<b>Net cash used in provided by financing activities</b>		<b>(2,744,782)</b>	<b>9,362,205</b>
Effect of net foreign exchange differences on cash and cash equivalents		(700,930)	207,063
<b>Net increase in cash and cash equivalents</b>		<b>3,128,819</b>	<b>179,310</b>
Cash and cash equivalents at the beginning of the year	43	6,089,296	5,909,986
<b>Cash and cash equivalents at the end of the year</b>	<b>43</b>	<b>9,218,115</b>	<b>6,089,296</b>

The accompanying policies and explanatory notes are an integral part of these consolidated financial statements.

# QNB FİNANSBANK ANONİM ŞİRKETİ

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2018

*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

### 1 General information

QNB Finansbank Anonim Şirketi (hereinafter the “Bank” or “QNB Finansbank”) was incorporated in Istanbul on September 23, 1987, by the Fiba Group (“Fiba”). The Bank was listed on the Istanbul Stock Exchange on February 3, 1990. Currently the Bank only has a free float of 0.19% of its shares. The registered address of the Bank is at Kristal Kule, Büyükdere Caddesi, No 215, Şişli 34394 Istanbul, Turkey.

A share sales agreement has been concluded between National Bank of Greece S.A. (NBG) and Qatar National Bank (“QNB”) at a price of EUR 2.750 million as of December 21, 2015. Necessary permissions related to share transfer have been completed on May 4, 2016. After receipt of permission from Competition Board on May 4, 2016 for the Bank, related permissions from regulatory bodies for the subsidiaries were completed on May 12, 2016, consequently share transfer of the Bank has been completed on June 15, 2016.

99.88% of shares of QNB Finansbank A.Ş. are controlled by Qatar National Bank as of December 31, 2018 and remaining 0.12% of related shares are public shares.

50% of QNB shares, the first commercial bank of Qatar was founded in 1964 and has been traded on the Qatar Stock Exchange since 1997, are owned by Qatar Investment Authority while 50% of related shares are public shares. QNB is operating over 30 countries mainly in the Middle East and North Africa Regions as well as being the biggest bank of Qatar. Also with respect to total assets, total credits and total deposits QNB is the biggest bank of Middle East and North Africa.

The Bank has decided to change the logo and the name of the company within the scope of the main shareholder change and brand strategies and the new logo of the Parent Bank has started to be used as "QNB FİNANSBANK" as of October 20, 2016. According to the decision dated January 17, 2018 which was taken by the General Assembly, “The Bank's trade name is changed from FİNANS BANK A.Ş to QNB FİNANSBANK A.Ş as of January 19, 2018.

The accompanying consolidated financial statements of the Bank for the year ended December 31, 2018 comprise the Bank and its subsidiaries (together referred to as the “Group”) listed in Note 45.

### Nature of Activities of the Bank / Group

The Group’s activities include trade finance, corporate and commercial banking, treasury, retail banking and credit card operations. The Bank operates through a total of 542 branches, of which 540 are domestic branches, 2 in the İstanbul Atatürk Airport Free Trade Zone, and an off-shore banking branch in Bahrain.

# QNB FİNANSBANK ANONİM ŞİRKETİ

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2018

*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

### 1.1 Information About the Chairman and Members of Board of Directors, Members of Audit Committee, Managing Director and Executive Vice Presidents; Any Changes, and the Information About the Parent Bank Shares They Hold and Their Responsibilities

Name	Title	Date of Appointment	Education
Dr. Ömer A. Aras	Chairman	April 16, 2010	Phd
Sinan Şahinbaş	Deputy Chairman and Executive Member	April 16, 2010	Masters
Ali Teoman Kerman	Board Member and Chairman of the Audit Committee	April 16, 2013	Masters
Ramzi Talat A.Mari	Board Member and Audit Committee Member	June 16, 2016	Masters
Fatma Abdulla S.S. Al-Suwaiti	Board Member	June 23, 2016	Masters
Durmuş Ali Kuzu	Board Member and Audit Committee Member	August 25, 2016	Phd
Temel Güzeloglu	Deputy Chairman and Executive Member	April 16, 2010	Masters
Abdulla Mubarak N.Al-Khalifa	Board Member	June 23, 2016	Graduate
Associate Prof. Osman Reha Yolalan	Board Member	June 21, 2016	Phd
Ali Rashid A.S.Al-Mohannadi	Board Member	June 16, 2016	Graduate
Noor Mohd J. A. Al-Naimi	Board Member and Audit Committee Member	June 22, 2017	Graduate
Adnan Menderes Yayla	Executive Vice President	May 20, 2008	Masters
Murat Şakar	Executive Vice President	August 1, 2008	Graduate
Köksal Çoban	Executive Vice President	August 19, 2008	Masters
Dr. Mehmet Kürşad Demirkol	Executive Vice President	October 8, 2010	Phd
Erkin Aydın	Executive Vice President	May 16, 2011	Masters
Ömür Tan	Executive Vice President	October 28, 2011	Graduate
Halim Ersun Bilgici	Executive Vice President	March 15, 2013	Masters
Enis Kurtoglu	Executive Vice President	May 14, 2015	Masters
Murat Koraş	Executive Vice President	May 14, 2015	Masters
Engin Turhan	Executive Vice President	June 14, 2016	Masters
Cumhur Türkmen	Executive Vice President	June 11, 2018	Graduate
Ahmet Erzençin	Head of the Department of Internal Control and Compliance	September 12, 2012	Graduate
Bülent Yurdalan	Head of Department of Internal Systems	August 6, 2013	Graduate
Ersin Emir	Head of Internal Audit	February 18, 2011	Masters
Zeynep Aydın Demirkıran	Head of Risk Management	September 16, 2011	Masters

These financial statements have been approved for issue by the Bank's Board of Directors on May 6, 2019.



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2018**

*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

## **2 Summary of significant accounting policies**

### **2.1 Basis of preparation**

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board (“IASB”).

The consolidated financial statements have been prepared under the historical cost convention except for financial assets measured at fair value such as derivative financial instruments, financial assets at fair value through profit or loss and financial assets at fair value through other comprehensive income (OCI). The carrying values of recognised assets and liabilities that are hedged items in fair value hedges, and otherwise carried at amortised cost, are adjusted to record changes in fair value attributable to the risks that are being hedged.

The consolidated financial statements are presented in Turkish Lira (“TL”) and except as indicated, financial information presented in TL has been rounded to the nearest thousand.

The Bank maintains its books of accounts and prepares its statutory financial statements in accordance with the Banking Law and the “Regulation on Accounting Applications for Banks and Safeguarding of Documents” published in the Official Gazette No. 26333 dated 1 November 2006, which refers to Turkish Accounting Standards and Turkish Financial Reporting Standards issued by Public Oversight Accounting and Auditing Standards Authority “POAASA” and additional explanations and notes related to them and other decrees, notes and explanations related to accounting and financial reporting principles published by the Banking Regulation and Supervision Agency (“BRSA”) and other relevant rules promulgated by the Turkish Commercial Code, Capital Markets Board and Tax Regulations.

The subsidiaries maintain their books of accounts based on statutory rules and regulations applicable in their jurisdictions. The accompanying financial statements are derived from statutory financial statements with adjustments and reclassifications for the purpose of presentation in accordance with IFRS.

The preparation of financial statements in conformity with IFRS requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Use of available information and application of judgment are inherent in the formation of estimates in the following areas: valuation of over-the-counter (“OTC”) derivatives, unlisted securities, retirement benefits obligation, impairment of loans and receivables, provisions for taxes and contingencies from litigation. Actual results in the future may differ from those reported.

The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the consolidated financial statements are disclosed in Note 3.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2018**

*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

**2.2 Adoption of International Financial Reporting Standards (IFRS)**

The accounting policies adopted in preparation of the consolidated financial statements as at December 31, 2018 are consistent with those of the previous financial year, except for the adoption of new and amended IFRS and IFRIC interpretations effective as of January 1, 2018. The effects of these standards and interpretations on the Group's financial position and performance have been disclosed in the related paragraphs.

- i) The new standards, amendments and interpretations which are effective as at January 1, 2018 are as follows:**

**IFRS 15 Revenue from Contracts with Customers**

The IASB issued IFRS 15 Revenue from Contracts with Customers. The new five-step model in the standard provides the recognition and measurement requirements of revenue. The standard applies to revenue from contracts with customers and provides a model for the sale of some non-financial assets that are not an output of the entity's ordinary activities (e.g., the sale of property, plant and equipment or intangibles). IFRS 15 for annual periods beginning on or after January 1, 2018. The standard is in effect starting from January 1, 2018 and does not have significant impact on the consolidated financial statements.

**IFRS 9 Financial Instruments**

The Group adopted IFRS 9 on January 1, 2018 and not restated the comparative information in accordance with International Financial Reporting Standards (IFRS). IFRS 9 has replaced IAS 39 Financial Instruments: Recognition and Measurement and introduced new requirements for the classification and measurement of financial assets and financial liabilities, a new model based on expected credit losses for recognizing loan loss provisions and provides for simplified hedge accounting by aligning hedge accounting more closely with an entity's risk management methodology.

Along with the completed works under IFRS 9, the opening balance sheet and equity impact is presented in Note 2.14.8.

A number of significant judgments are required in determining whether the risk of default on a financial instrument has increased significantly since initial recognition. The Group considers all reasonable and supportable information that includes both quantitative and qualitative information and analysis, based on the Group's historical experience and expert credit assessment and including forward looking information, to make a relative assessment of any deterioration of credit quality as per IFRS 9.

The above assessment of Significant Increase in Credit Risk (SICR) reflects the transitional estimate of ECL impact arising after considering all reasonable and supportable information from prior periods up to the reporting date.

**a) Classification and measurement**

The Group had insignificant impact on its balance sheet and equity on applying the classification and measurement requirements of IFRS 9. It continued measuring at fair value almost all financial assets currently held at fair value. There was only some reclassifications between FVOCI and amortized cost portfolios in accordance with the business model of the Group.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2018**

*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

**2.2 Adoption of International Financial Reporting Standards (IFRS) (continued)**

The equity shares in non-listed companies are intended to be held for the foreseeable future. No impairment losses were recognized in profit or loss during prior periods for these investments. The Group applied the option to present fair value changes in OCI and profit and loss will no longer be recycled under IFRS 9, and, therefore, the application of IFRS 9 did not have a significant impact.

Loans and advances to customers as well as lease, factoring and other receivables as well as trade receivables are held to collect contractual cash flows and give rise to cash flows representing solely payments of principal and interest. The Group analyzed the contractual cash flow characteristics of those instruments and concluded that they meet the criteria for amortized cost measurement under IFRS 9. Therefore, reclassification for these instruments is not required.

**b) Expected credit losses**

IFRS 9 replaces the ‘incurred loss’ model in IAS 39 with a forward-looking ‘expected credit loss’ (ECL) model. The new impairment model will apply to financial assets at amortized cost or FVOCI, except for investments in equity instruments. A number of significant judgements are also required in applying the accounting requirements for measuring ECL, such as:

- Determining criteria for SICR;
- Choosing appropriate models and assumptions for the measurement of ECL;
- Establishing the number and relative weightings of forward-looking scenarios for each type of product/market and the associated ECL; and
- Establishing groups of similar financial assets for the purposes of measuring ECL.

**c) Hedge accounting:**

IFRS 9 permits to defer application of IFRS 9 hedge accounting and continue to apply hedge accounting in accordance with IAS 39 as a policy choice. Accordingly, the Group decided to continue to follow hedge accounting under the requirements of IAS 39.

**d) Disclosure**

IFRS 9 also introduces expanded disclosure requirements and changes in presentation. These are extended the Group’s disclosures about its financial instruments.

**IFRS 4 Insurance Contracts (Amendments)**

In September 2016, the IASB issued amendments to IFRS 4 Insurance Contracts. The amendments introduce two approaches: an overlay approach and a deferral approach.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2018**

*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

**2.2 Adoption of International Financial Reporting Standards (IFRS) (continued)**

**IFRIC 22 Foreign Currency Transactions and Advance Consideration**

The interpretation clarifies the accounting for transactions that include the receipt or payment of advance consideration in a foreign currency.

The Interpretation states that the date of the transaction for the purpose of determining the exchange rate to use on initial recognition of the related asset, expense or income is the date on which an entity initially recognises the non-monetary asset or non-monetary liability arising from the payment or receipt of advance consideration. An entity is not required to apply this Interpretation to income taxes; or insurance contracts (including reinsurance contracts) it issues or reinsurance contracts that it holds.

The interpretation is not applicable for the Group and did not have an impact on the financial position or performance of the Group.

**IFRS 2 Classification and Measurement of Share-based Payment Transactions (Amendments)**

The IASB issued amendments to IFRS 2 Share-based Payment, clarifying how to account for certain types of share-based payment transactions. The amendments, provide requirements on the accounting for:

- a. the effects of vesting and non-vesting conditions on the measurement of cash-settled share-based payments;
- b. share-based payment transactions with a net settlement feature for withholding tax obligations; and
- c. a modification to the terms and conditions of a share-based payment that changes the classification of the transaction from cash-settled to equity-settled.

The amendments are not applicable for the Group and did not have an impact on the financial position or performance of the Group.

**IAS 40 Investment Property: Transfers of Investment Property (Amendments)**

The IASB issued amendments to IAS 40 'Investment Property '. The amendments state that a change in use occurs when the property meets, or ceases to meet, the definition of investment property and there is evidence of the change in use.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
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*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

**2.2 Adoption of International Financial Reporting Standards (IFRS) (continued)**

**Annual Improvements to IFRSs - 2014-2016 Cycle**

The IASB issued Annual Improvements to IFRS Standards 2014–2016 Cycle, amending the following standards:

- IFRS 1 First-time Adoption of International Financial Reporting Standards: This amendment deletes the short-term exemptions about some IFRS 7 disclosures, IAS 19 transition provisions and IFRS 10 Investment Entities. These amendments are applied for annual periods beginning on or after January 1, 2018.
- IAS 28 Investments in Associates and Joint Ventures: This amendment clarifies that the election to measure an investment in an associate or a joint venture held by, or indirectly through, a venture capital organisation or other qualifying entity at fair value through profit or loss applying IFRS 9 Financial Instruments is available for each associate or joint venture, at the initial recognition of the associate or joint venture.

The amendments are not applicable for the Group and did not have an impact on the financial position or performance of the Group.

**ii) Standards issued but not yet effective and not early adopted**

Standards, interpretations and amendments to existing standards that are issued but not yet effective up to the date of issuance of the consolidated financial statements are as follows. The Group will make the necessary changes if not indicated otherwise, which will be affecting the consolidated financial statements and disclosures, when the new standards and interpretations become effective.

**IFRS 16 Leases**

The IASB has published a new standard, IFRS 16 'Leases'. The new standard brings most leases on-balance sheet for lessees under a single model, eliminating the distinction between operating and finance leases. Lessor accounting however remains largely unchanged and the distinction between operating and finance leases is retained. IFRS 16 supersedes IAS 17 'Leases' and related interpretations and is effective for periods beginning on or after January 1, 2019, with earlier adoption permitted.

Lessees have recognition exemptions to applying this standard in case of short-term leases (i.e., leases with a lease term of 12 months or less) and leases of 'low-value' assets (e.g., personal computers, office equipment, etc.). At the commencement date of a lease, a lessee measures the lease liability at the present value of the lease payments that are not paid at that date (i.e., the lease liability), at the same date recognises an asset representing the right to use the underlying asset (i.e., the right-of-use asset) and depreciates it during the lease term. The lease payments shall be discounted using the interest rate implicit in the lease, if that rate can be readily determined. If that rate cannot be readily determined, the lessee shall use the lessee's incremental borrowing rate. Lessees are required to recognise the interest expense on the lease liability and the depreciation expense on the right-of-use asset separately.

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FOR THE YEAR ENDED DECEMBER 31, 2018**

*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

**2.2 Adoption of International Financial Reporting Standards (IFRS) (continued)**

Lessees are required to remeasure the lease liability upon the occurrence of certain events (e.g. a change in the lease term, a change in future lease payments resulting from a change in an index or rate used to determine those payments). Under these circumstances, the lessee recognises the amount of the remeasurement of the lease liability as an adjustment to the right-of-use asset. The Group is in the process of assessing the impact of the standard on the financial position and performance of the Group, the explanation of preliminary analyses is as follows:

**Transition to IFRS 16:**

The Group plans to adopt IFRS 16 using the modified retrospective approach. The Group will elect to apply the standard to contracts that were previously identified as leases applying IAS 17 and IFRIC 4. The Group will therefore not apply the standard to contracts that were not previously identified as containing a lease applying IAS 17 and IFRIC 4.

The Group plans to elect to use the exemptions applicable to the standard on lease contracts for which the lease terms ends within 12 months as of the date of initial application and lease contracts for which the underlying asset is of low value. The Group has leases of certain office equipment (i.e., personal computers, printing and photocopying machines) that are considered of low value. The Group has performed an impact assessment of IFRS 16 in 2018 and concluded that the impact of IFRS 16 adoption on the financial statements as of December 31, 2018 would increase the total assets and liabilities within the range of 0.2 – 0.3%.

Due to the adoption of IFRS 16, the Group's operating profit will improve, while its finance cost will increase. This is due to the change in accounting for expenses of leases that were classified as operating leases under IAS 17.

**Amendments to IAS 28 Investments in Associates and Joint Ventures (Amendments)**

In October 2017, the IASB issued amendments to IAS 28 Investments in Associates and Joint Ventures. The amendments clarify that a company applies IFRS 9 Financial Instruments to long-term interests in an associate or joint venture that form part of the net investment in the associate or joint venture.

IFRS 9 Financial Instruments excludes interests in associates and joint ventures accounted for in accordance with IAS 28 Investments in Associates and Joint Ventures. In this amendment the IASB clarified that the exclusion in IFRS 9 applies only to interests a company accounts for using the equity method. A company applies IFRS 9 to other interests in associates and joint ventures, including long-term interests to which the equity method is not applied and that, in substance, form part of the net investment in those associates and joint ventures.

The amendments are not applicable for the Group and will not have an impact on the financial position or performance of the Group.

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*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

**2.2 Adoption of International Financial Reporting Standards (IFRS) (continued)**

**IFRS 10 and IAS 28: Sale or Contribution of Assets between an Investor and its Associate or Joint Venture (Amendments)**

Amendments issued to IFRS 10 and IAS 28, to address the acknowledged inconsistency between the requirements in IFRS 10 and IAS 28 in dealing with the loss of control of a subsidiary that is contributed to an associate or a joint venture, to clarify that an investor recognises a full gain or loss on the sale or contribution of assets that constitute a business, as defined in IFRS 3, between an investor and its associate or joint venture. The gain or loss resulting from the re-measurement at fair value of an investment retained in a former subsidiary should be recognised only to the extent of unrelated investors' interests in that former subsidiary. In December 2015, the IASB postponed the effective date of this amendment indefinitely pending the outcome of its research project on the equity method of accounting. Early application of the amendments is still permitted. An entity shall apply those amendments prospectively. The amendment is not applicable for the Group and will not have an impact on the financial position or performance of the Group.

**IFRIC 23 Uncertainty over Income Tax Treatments**

The interpretation clarifies how to apply the recognition and measurement requirements in "IAS 12 Income Taxes" when there is uncertainty over income tax treatments.

When there is uncertainty over income tax treatments, the interpretation addresses:

- (a) whether an entity considers uncertain tax treatments separately;
- (b) the assumptions an entity makes about the examination of tax treatments by taxation authorities;
- (c) how an entity determines taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates; and
- (d) how an entity considers changes in facts and circumstances.

An entity shall apply this Interpretation for annual reporting periods beginning on or after 1 January 2019. Earlier application is permitted. If an entity applies this Interpretation for an earlier period, it shall disclose that fact. On initial application, an entity shall apply the interpretation either retrospectively applying IAS 8, or retrospectively with the cumulative effect of initially applying the Interpretation recognised at the date of initial application.

The Group is in the process of assessing the impact of the interpretation on financial position or performance of the Group.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
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*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

**2.2 Adoption of International Financial Reporting Standards (IFRS) (continued)**

***Annual Improvements – 2015–2017 Cycle***

In December 2017, the IASB announced *Annual Improvements to IFRS Standards 2015–2017 Cycle*, containing the following amendments to IFRSs:

- IFRS 3 *Business Combinations* and IFRS 11 *Joint Arrangements* — The amendments to IFRS 3 clarify that when an entity obtains control of a business that is a joint operation, it remeasures previously held interests in that business. The amendments to IFRS 11 clarify that when an entity obtains joint control of a business that is a joint operation, the entity does not remeasure previously held interests in that business.
- IAS 12 *Income Taxes* — The amendments clarify that all income tax consequences of dividends (i.e. distribution of profits) should be recognised in profit or loss, regardless of how the tax arises.
- IAS 23 *Borrowing Costs* — The amendments clarify that if any specific borrowing remains outstanding after the related asset is ready for its intended use or sale, that borrowing becomes part of the funds that an entity borrows *generally* when calculating the capitalisation rate on general borrowings.

The amendments are effective from annual periods beginning on or after January 1, 2019, with early application permitted. The amendments are not applicable for the Group and will not have an impact on the financial position or performance of the Group.

**Plan Amendment, Curtailment or Settlement (Amendments to IAS 19)**

On February 7, 2018, the IASB published Amendments to IAS 19 “Plan Amendment, Curtailment or Settlement” to harmonise accounting practices and to provide more relevant information for decision-making. The amendments require entities to use updated actuarial assumptions to determine current service cost and net interest for the remainder of the annual reporting period after a plan amendment, curtailment or settlement occurs. An entity shall apply these amendments for annual reporting periods beginning on or after January 1, 2019. Earlier application is permitted. If an entity applies these amendments for an earlier period, it shall disclose that fact. The Group is in the process of assessing the impact of the interpretation on financial position or performance of the Group.

**Prepayment Features with Negative Compensation (Amendments to IFRS 9)**

In October 2017, the IASB issued minor amendments to IFRS 9 Financial Instruments to enable companies to measure some prepayable financial assets at amortised cost.

Applying IFRS 9, a company would measure a financial asset with so-called negative compensation at fair value through profit or loss. Applying the amendments, if a specific condition is met, entities will be able to measure at amortised cost some prepayable financial assets with so-called negative compensation.

The amendments are effective from annual periods beginning on or after January 1, 2019, with early application permitted.



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
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*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

**2.2 Adoption of International Financial Reporting Standards (IFRS) (continued)**

The Group is in the process of assessing the impact of the amendments on financial position or performance of the Group.

**IFRS 17 - The new Standard for insurance contracts**

The IASB issued IFRS 17, a comprehensive new accounting standard for insurance contracts covering recognition and measurement, presentation and disclosure. IFRS 17 model combines a current balance sheet measurement of insurance contract liabilities with the recognition of profit over the period that services are provided. IFRS 17 will become effective for annual reporting periods beginning on or after January 1, 2021; early application is permitted. The standard is not applicable for the Group and will not have an impact on the financial position or performance of the Group.

**Definition of a Business (Amendments to IFRS 3)**

In October 2018, the IASB issued amendments to the definition of a business in IFRS 3 Business Combinations. The amendments are intended to assist entities to determine whether a transaction should be accounted for as a business combination or as an asset acquisition.

The amendments:

- clarify the minimum requirements for a business;
- remove the assessment of whether market participants are capable of replacing any missing elements;
- add guidance to help entities assess whether an acquired process is substantive;
- narrow the definitions of a business and of outputs; and
- introduce an optional fair value concentration test.

The amendments to IFRS 3 are effective for annual reporting periods beginning on or after January 1, 2020 and apply prospectively. Earlier application is permitted.

The amendments are not applicable for the Group and will not have an impact on the financial position or performance of the Group.

**Definition of Material (Amendments to IAS 1 and IAS 8)**

In October 2018, the IASB issued amendments to IAS 1 Presentation of Financial Statements and IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors to align the definition of ‘material’ across the standards and to clarify certain aspects of the definition. The new definition states that, ‘Information is material if omitting, misstating or obscuring it could reasonably be expected to influence decisions that the primary users of general purpose financial statements make on the basis of those financial statements, which provide financial information about a specific reporting entity. The amendments clarify that materiality will depend on the nature or magnitude of information, or both. An entity will need to assess whether the information, either individually or in combination with other information, is material in the context of the financial statements.

The amendments to IAS 1 and IAS 8 are required to be applied for annual periods beginning on or after January 1, 2020. The amendments must be applied prospectively and earlier application is permitted.

The Group is in the process of assessing the impact of the amendments on financial position or performance of the Group.

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*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

**2.3 Consolidation**

**2.3.1 Basis of consolidation**

The consolidated financial statements incorporate the financial statements of the Bank and its subsidiaries (including special purpose entities), which are entities controlled by the Bank. Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee.

Income and expenses and other comprehensive income of subsidiaries acquired or disposed of during the year are included in the consolidated statement of profit or loss and in the consolidated statement of other comprehensive income, respectively, from the effective date of acquisition and up to the effective date of disposal, as appropriate. Profit for the period and total comprehensive income of subsidiaries is attributed to the owners of the Bank and to the non-controlling interests even if this results in the non-controlling interests having a deficit balance.

When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with those of the Group.

All intra-group transactions, balances, income and expenses are eliminated in full on consolidation.

**2.3.2 Non-controlling interests**

Non-controlling interests that are present ownership interests and entitle their holders to a proportionate share of the entity's net assets in the event of liquidation may be initially measured either at fair value or at the non-controlling interests' proportionate share of the recognized amounts of the acquiree's identifiable net assets. The choice of measurement basis is made on a transaction-by-transaction basis. Other types of non-controlling interests are measured at fair value or, when applicable, on the basis specified in another IFRS. Subsequent to acquisition, the carrying amount of non-controlling interests is the amount of those interests at initial recognition plus the non-controlling interests' share of subsequent changes in equity. Total comprehensive income is attributed to non-controlling interests even if this results in the non-controlling interests having a deficit balance.

**2.3.3 Changes in the Group's ownership interests in subsidiaries that do not result in loss of control**

Changes in the Group's ownership interests in subsidiaries that do not result in the Group losing control over the subsidiaries are accounted for as equity transactions. The carrying amounts of the Group's interests and the non-controlling interests are adjusted to reflect the changes in their relative interests in the subsidiaries. Any difference between the amount by which the non-controlling interests are adjusted and the fair value of the consideration paid or received is recognized directly in equity and attributed to owners of the Bank.

**2.3.4 Loss of control**

When the Group loses control of a subsidiary, the profit or loss on disposal is calculated as the difference between (i) the aggregate of the fair value of the consideration received and the fair value of any retained interest and (ii) the previous carrying amount of the assets (including goodwill), and liabilities of the subsidiary and any non-controlling interests. Assets of the subsidiary carried at fair value with the related cumulative gain or loss recognized in other comprehensive income, the amount previously recognized in other comprehensive income are accounted for as if the Group had directly disposed of the relevant assets (i.e. reclassified to the statement of profit or loss or transferred directly to retained earnings as specified by applicable IFRSs). The fair value of any investment retained in the former subsidiary at the date when control is lost is regarded as the fair value on initial recognition for subsequent accounting under IFRS 9 Financial Instruments: Recognition and Measurement or, when applicable, the cost on initial recognition of an investment in an associate or a jointly controlled entity.

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**2.3 Consolidation (continued)**

**2.3.5 Joint Ventures**

A joint venture is a joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the joint arrangement. Joint control is the contractually agreed sharing of control of an arrangement, which exists only when decisions about the relevant activities require unanimous consent of the parties sharing control.

The results and assets and liabilities of joint ventures are incorporated in these consolidated financial statements using the equity method of accounting, except when the investment, or a portion thereof, is classified as held for sale, in which case it is accounted for in accordance with IFRS 5 Non-current Assets Held for Sale and Discontinued Operations. Under the equity method, an investment in a joint venture is initially recognized in the consolidated statement of financial position at cost and adjusted thereafter to recognize the Group's share of the profit or loss and other comprehensive income of a joint venture. When the Group's share of losses of a joint venture exceeds the Group's interest in that joint venture (which includes any long-term interests that, in substance, form part of the Group's net investment in the joint venture), the Group discontinues recognizing its share of further losses. Additional losses are recognized only to the extent that the Group has incurred legal or constructive obligations or made payments on behalf of a joint venture. An investment in a joint venture is accounted for using the equity method from the date on which the investee becomes a joint venture.

On acquisition of the investment in a joint venture, any excess of the cost of the investment over the Group's share of the net fair value of the identifiable assets and liabilities of the investee is recognised as goodwill, which is included within the carrying amount of the investment. Any excess of the Group's share of the net fair value of the identifiable assets and liabilities over the cost of the investment, after reassessment, is recognised immediately in profit or loss in the period in which the investment is acquired.

The requirements of IFRS 9 are applied to determine whether it is necessary to recognize any impairment loss with respect to the Group's investment in a joint venture. When necessary, the entire carrying amount of the investment (including goodwill) is tested for impairment in accordance with IAS 36 Impairment of Assets as a single asset by comparing its recoverable amount (higher of value in use and fair value less costs to sell) with its carrying amount. Any impairment loss recognized forms part of the carrying amount of the investment. Any reversal of that impairment loss is recognized in accordance with IAS 36 to the extent that the recoverable amount of the investment subsequently increases.

The Group discontinues the use of the equity method from the date when the investment ceases to be a joint venture, or when the investment is classified as held for sale. When the Group retains an interest in the former joint venture and the retained interest is a financial asset, the Group measures the retained interest at fair value at that date and the fair value is regarded as its fair value on initial recognition in accordance with IFRS 9.

The difference between the carrying amount of the joint venture at the date the equity method was discontinued, and the fair value of any retained interest and any proceeds from disposing of a part interest in the joint venture is included in the determination of the gain or loss on disposal of the joint venture. In addition, the Group accounts for all amounts previously recognised in other comprehensive income in relation to that joint venture on the same basis as would be required if that joint venture had directly disposed of the related assets or liabilities. Therefore, if a gain or loss previously recognised in other comprehensive income by that joint venture would be reclassified to profit or loss on the disposal of the related assets or liabilities, the Group reclassifies the gain or loss from equity to profit or loss (as a reclassification adjustment) when the equity method is discontinued.

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**2.3 Consolidation (continued)**

**2.3.5 Joint Ventures (continued)**

When the Group reduces its ownership interest in a joint venture but the Group continues to use the equity method, the Group reclassifies to profit or loss the proportion of the gain or loss that had previously been recognised in other comprehensive income relating to that reduction in ownership interest if that gain or loss would be reclassified to profit or loss on the disposal of the related assets or liabilities.

When a group entity transacts with a joint venture of the Group, profits and losses resulting from the transactions with the joint venture are recognised in the Group's consolidated financial statements only to the extent of interests in the joint venture that are not related to the Group.

**2.4 Business combinations**

**2.4.1 Acquisition method**

Acquisitions of businesses are accounted for using the acquisition method. The cost of an acquisition is measured as the aggregate of the consideration transferred measured at acquisition date fair value and the amount of any non-controlling interests in the acquiree. For each business combination, the Group elects whether to measure the non-controlling interests in the acquiree at fair value or at the proportionate share of the acquiree's identifiable net assets. The consideration transferred in a business combination is measured at fair value, which is calculated as the sum of the acquisition-date fair values of the assets transferred by the Group, liabilities incurred by the Group to the former owners of the acquiree and the equity interests issued by the Group in exchange for control of the acquiree.

Acquisition-related costs are expensed as incurred and included in the statement of profit or loss under general and administrative expenses.

At the acquisition date, the identifiable assets acquired and the liabilities assumed are recognized at their fair value at the acquisition date, except that:

- deferred tax assets or liabilities and liabilities or assets related to employee benefit arrangements are recognized and measured in accordance with IAS 12 Income Taxes and IAS 19 Employee Benefits respectively;
- liabilities or equity instruments related to share-based payment arrangements of the acquiree or share-based payment arrangements of the Group entered into to replace share-based payment arrangements of the acquiree are measured in accordance with IFRS 2 Share-based Payment at the acquisition date; And
- assets (or disposal groups) that are classified as held for sale in accordance with IFRS 5 Non-current Assets Held for Sale and Discontinued Operations are measured in accordance with that Standard.

**2.4.2 Goodwill**

Goodwill is measured as the excess of the sum of the consideration transferred, the amount of any non-controlling interests in the acquiree, and the fair value of the acquirer's previously held equity interest in the acquiree (if any) over the net of the acquisition-date amounts of the identifiable assets acquired and the liabilities assumed. If, after reassessment, the net of the acquisition-date amounts of the identifiable assets acquired and liabilities assumed exceeds the sum of the consideration transferred, the amount of any non-controlling interests in the acquiree and the fair value of the acquirer's previously held interest in the acquiree (if any), the excess is recognized immediately in the statement of profit or loss.

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**2.4 Business combinations (continued)**

**2.4.3 Contingent consideration**

From January 1, 2010, when the consideration transferred by the Group in a business combination includes assets or liabilities resulting from a contingent consideration arrangement, the contingent consideration is measured at its acquisition-date fair value and included as part of the consideration transferred in a business combination. Changes in the fair value of the contingent consideration that qualify as measurement period adjustments are adjusted retrospectively, with corresponding adjustments against goodwill. Measurement period adjustments are adjustments that arise from additional information obtained during the “measurement period” (which cannot exceed one year from the acquisition date) about facts and circumstances that existed at the acquisition date.

The subsequent accounting for changes in the fair value of the contingent consideration that do not qualify as measurement period adjustments depends on how the contingent consideration is classified. Contingent consideration that is classified as equity is not remeasured at subsequent reporting dates and its subsequent settlement is accounted for within equity.

Other contingent consideration that:

- (i) is within the scope of IAs 39/ IFRS 9 is measured at fair value at each reporting date and changes in fair value are recognised in profit or loss in accordance with that IFRS;
- (ii) is not within the scope of IAs 39/IFRS 9 is measured at fair value at each reporting date and changes in fair value are recognised in profit or loss.

For acquisitions before January 1, 2010, contingent consideration was recorded when its amount becomes probable and reliably measurable.

**2.4.4 Business combination achieved in stages**

From January 1, 2010, when a business combination is achieved in stages, the Group's previously held equity interest in the acquiree is remeasured to fair value at the acquisition date (i.e. the date when the Group obtains control) and the resulting gain or loss, if any, is recognized in the statement of profit or loss. Amounts arising from interests in the acquiree prior to the acquisition date that have previously been recognized in other comprehensive income are reclassified to the statement of profit or loss where such treatment would be appropriate if that interest were disposed of.

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**2.5 Foreign currency transactions**

Items included in the financial statements of each entity of the Group are measured using the currency that best reflects the economic substance of the underlying events and circumstances relevant to that entity (“the functional currency”). The consolidated financial statements of the Group are presented in thousands of TL, which is the functional currency of the Bank.

Foreign currency transactions are translated into the functional currency at the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation of monetary assets and liabilities denominated in foreign currencies are recognized in the statement of profit or loss. Translation differences on debt securities and other monetary financial assets re-measured at fair value are included in net trading income and results from investment securities. Translation differences on non-monetary financial assets are a component of the change in their fair value and are recognized in the statement of profit or loss for equity securities held for trading, or in other comprehensive income for equity securities classified as fair value through OCI investment securities. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction.

Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value is determined. The gain or loss arising on translation of non-monetary items measured at fair value is treated in line with the recognition of the gain or loss on the change in fair value of the item (i.e. translation differences on items whose fair value gain or loss is recognised in OCI or profit or loss are also recognised in OCI or profit or loss, respectively).

Foreign currency translation rates used by the Group as of December 31, 2018 and 2017 are as follows:

	<b>EUR / TL</b>	<b>USD / TL</b>
December 31, 2018	6,0280	5,2609
December 31, 2017	4,5478	3,8104

**2.6 Regular way purchases and sales**

Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the time frame generally established by regulation or convention in the market place. All regular way purchases and sales of financial assets are recognized on the settlement date apart from financial assets at fair value through profit or loss and investment securities and derivative instruments, which are recognized on the trade date, which is the date that the Group commits to purchase or sell the asset.

**2.7 Derivative financial instruments and hedge accounting**

Derivative financial instruments including foreign exchange contracts, forward rate agreements, currency and interest rate swaps, interest rate futures, currency and interest rate options (both written and purchased), credit default swaps and other derivative financial instruments are initially recognized on the statement of financial position at fair value and subsequently are re-measured at their fair value. Derivatives are presented in assets when favorable to the Group and in liabilities when unfavorable to the Group. Financial assets or liabilities at fair value through profit or loss are initially recognized and subsequently re-measured at fair value. All related realized and unrealized fair value gains and losses are included in net trading income. Interest earned or paid whilst holding financial assets or liabilities at fair value through profit or loss is reported as interest income or expense.

A derivative may be embedded in another financial instrument, known as “host contract”. In such cases, the derivative instrument is separated from the host contract and treated as a separate derivative, provided that its risks and economic characteristics are not closely related to those of the host contract, the embedded derivative actually meets the definition of a derivative and the host contract is not carried at fair value with unrealized gains and losses reported in the statement of profit or loss.

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**2.7 Derivative financial instruments and hedge accounting (continued)**

Certain derivative instruments transacted as effective economic hedges under the Group's risk management positions, do not qualify for hedge accounting under the specific rules of IAS 39 and are therefore treated in the same way as derivative instruments held for trading purposes.

The Group also uses derivative instruments as part of its asset and liability management activities to manage exposures to interest rate, foreign currency and credit risks, including exposures arising from forecast transactions. The Group applies fair value or cash flow hedge accounting when transactions meet the specified criteria to obtain hedge accounting treatment. The Group's criteria for a derivative instrument to be accounted for as a hedge include:

- at inception of the hedge, there is formal designation and documentation of the hedging instrument, hedged item, hedging objective, strategy and relationship;
- the hedge is documented showing that it is expected to be highly effective in offsetting the risk in the hedged item throughout the hedging period. A hedge is considered to be highly effective when the Group achieves offsetting changes in fair value between 80 percent and 125 percent for the risk being hedged;
- the hedge is highly effective on an ongoing basis; and
- for cash flow hedges, a forecast transaction that is the subject of the hedge must be highly probable and must present an exposure to variations in cash flows that could ultimately affect profit or loss.

**2.7.1 Fair value hedges**

For qualifying fair value hedges, the change in fair value of the hedging instrument is recognized in the statement of profit or loss along with the corresponding change in the fair value of the hedged item that is attributable to that specific hedged risk. For designated and qualifying fair value hedges, the change in the fair value of a hedging derivative is recognised in the income statement in net trading income. Meanwhile, the change in the fair value of the hedged item attributable to the risk hedged is recorded as part of the carrying value of the hedged item in the statement of financial position and is also recognised in the income statement in net trading income.

In FV hedges of fixed rate Eurobond and government bonds classified as fair value through other comprehensive income (FVOCI) financial assets, fair value changes which have already been booked in other comprehensive income (OCI) are reclassified from OCI to net trading income in profit or loss statement.

If the hedge relationship no longer meets the criteria for hedge accounting, for reasons other than the de-recognition of the hedged item, or the hedging designation is revoked, the cumulative adjustment to the carrying amount of the hedged item, is, in the case of interest bearing financial instruments, amortized to the statement of profit or loss over the remaining term of the original hedged item using a recalculated effective interest rate, or in the case of a fair value hedge of the interest rate exposure of a portfolio of financial assets or financial liabilities (and only in such a hedge), using a straight-line method. In other cases, adjustments to the hedged asset or liability arising from the application of hedge accounting are dealt with in accordance with the normal accounting treatment for that item. If the hedged item has been derecognized, e.g. sold or repaid, the unamortized fair value adjustment is recognized immediately in the statement of profit or loss.

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**2.7 Derivative financial instruments and hedge accounting (continued)**

In cases where fair value hedge operations cannot be effectively performed as described in IAS 39, fair value hedge accounting is ceased. The fair value differences reflected to income statement prior to discontinuation of hedge accounting are amortized through equity until the maturity of related hedged securities. The fair value differences of related portfolio securities sold prior to maturity are immediately realized in the income statement.

**2.7.2 Cash flow hedges**

Fair value gains or losses associated with the effective portion of a derivative designated as a cash flow hedge are recognized initially in other comprehensive income. The ineffective portion of the gain or loss on the hedging instrument is recognised immediately in net trading income in the statement of profit or loss.

When the cash flows that the derivative is hedging (including cash flows from transactions that were only forecast when the derivative hedge was effected) materialize, resulting in income or expense, then the associated gain or loss on the hedging derivative is simultaneously transferred from other comprehensive income to corresponding income or expense line item.

If a cash flow hedge for a forecast transaction is deemed to be no longer effective, or the hedge relationship is terminated, the cumulative gain or loss on the hedging derivative previously reported in other comprehensive income is transferred to the statement of profit or loss when the committed or forecast transaction occurs. When a forecast transaction is no longer expected to occur, the cumulative gain or loss that was reported in other comprehensive income is immediately transferred to the statement of profit or loss.

**2.7.3 Hedge effectiveness testing**

To qualify for hedge accounting, the Group requires that at the inception of the hedge and throughout its life, each hedge must be expected to be highly effective (prospective test), and demonstrate actual effectiveness (retrospective test) on an ongoing basis.

The documentation of each hedging relationship sets out how the hedge effectiveness is assessed. The method the Group adopts for assessing hedge effectiveness will depend on its risk management strategy.

Hedge ineffectiveness is recognized in the statement of profit or loss.

**2.8 Offsetting**

Financial assets and liabilities are offset and the net amount reported on the statement of financial position when, and only when there is a currently enforceable legal right to offset the recognized amounts and there is an intention to realize the asset and settle the liability simultaneously or on a net basis.



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**2.9 Interest income and expenses**

**Current period accounting policies**

Interest income is recorded according to the effective interest rate method (Rate equal to net present value of future cash flows of financial assets or liabilities) defined in the IFRS 9 “Financial Instruments” standard by applying the effective interest rate to the gross carrying amount of a financial asset except for purchased or originated credit-impaired financial assets or financial assets that are not purchased or originated credit-impaired financial assets but subsequently have become credit-impaired financial assets. When applying the effective interest rate method, the Group identifies fees that are an integral part of the effective interest rate of a financial instrument. Fees that are an integral part of the effective interest rate of a financial instrument are treated as an adjustment to the effective interest rate, unless the financial instrument is measured at fair value, with the change in fair value being recognized in profit or loss.

**Prior period accounting policies**

Interest income and expenses are recognized in the statement of profit or loss for all interest bearing instruments using the effective interest rate method. Interest income includes interest on loans and advances to customers, finance lease receivables, factoring receivables and due from banks, coupons earned on investment and trading securities and accrued discount and premium on treasury bills and other instruments.

Fees and direct costs relating to a loan origination or acquiring a security, financing or restructuring and to loan commitments are deferred and amortized to interest income over the life of the instrument using the effective interest rate method.

Once a financial asset or a group of similar financial assets has been written down as a result of an impairment loss, interest income is recognized using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss.

**2.10 Fees and commissions**

**Current period accounting policies**

Fee and commission income and expenses that are integral to the effective interest rate on a financial asset or liability are included in the measurement of the effective interest rate in accordance with IFRS 9. Other fees and commission income, including account maintenance fees, investment management fees, sales commissions, placement fees and syndication fees, are recognized as the related services are performed in accordance with IFRS 15 Revenue from contracts with customers. Other fees and commission expense relates mainly to transaction and service fees, which are expensed as the services are received.

**Prior period accounting policies**

Fee and commission income is generally recognized on an accrual basis over the period the service is provided. Commission and fee arising from negotiating or participating in the negotiation of a transaction for a third party are recognized on completion of the underlying transaction. Portfolio and other management advisory and service fees are recognized based on the applicable service contracts.

The fee and commissions paid to other institutions are recognized as transaction cost and recorded using effective interest rate method.

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**2.11 Financial Instruments (Current Period)**

**2.11.1 Initial measurement of financial instruments**

The classification of financial instruments at initial recognition depends on the contractual conditions and the relevant business model. Except for the assets in the scope of IFRS 15 Revenue from contracts with customers, at initial recognition, the Group measures financial asset or financial liabilities at fair value plus or minus, in the case of a financial asset or financial liability not at fair value through profit/loss, transaction costs that are directly attributable to the acquisition or issue of the financial asset or financial liability.

**2.11.2 Classification of financial instruments**

On which category a financial instruments shall be classified at initial recognition depends on both the business model for managing the financial assets and the contractual cash flow characteristics of the financial asset.

As per IFRS 9, the Group classifies a financial asset on the basis of its contractual cash flow characteristics if the financial asset is held within a business model whose objective is to hold assets to collect contractual cash flows or within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets.

The Group tested all financial assets whether their “contractual cash-flows solely represent payments of principal and interest” and assessed the asset classification within the business model. If any financial asset does not meet the “contractual cash-flows solely represent payments of principal and interest” criteria of IFRS 9 then it is classified as financial assets at fair value through profit/loss.

**2.11.3 Assessment of business model**

As per IFRS 9, the Group’s business model is determined at a level that reflects how groups of financial assets are managed together to achieve a particular business objective.

The Group’s business models are divided into three categories.

**Business model aimed to hold assets in order to collect contractual cash flows:**

This is a model whose objective is to hold assets in order to collect contractual cash flows are managed to realise cash flows by collecting contractual payments over the life of the instrument. The financial assets that are held within the scope of this business model are measured at amortized cost when the contractual terms of the financial asset meet the condition of giving rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding. Cash and balances with T.R. central bank, due from banks, financial assets at amortised cost, loans and advances to customers, factoring receivables, finance lease receivables and other receivables are assessed within this business model.

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**2.11 Financial Instruments (Current Period) (continued)**

Business model aimed to collect contractual cash flows and sell financial assets:

This is a model whose objective is achieved by both collecting contractual cash flows and selling financial assets: the Group may hold financial assets in a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets. Fair value change of the financial assets that are held within the scope of this business model are accounted under other comprehensive income when the contractual terms of the financial asset meet the condition of giving rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding. Financial assets at fair value through other comprehensive income are assessed in this business model.

Other business models:

Financial assets are at fair value through profit or loss when they are not held within a business model whose objective is to hold assets to collect contractual cash flows or within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets. Financial assets at fair value through profit/loss are assessed in this business model.

**2.11.4 Measurement categories of financial assets and liabilities**

Financial assets are classified in three main categories as listed below:

- Financial assets at fair value through profit/loss;
- Financial assets at fair value through other comprehensive income; and
- Financial assets at amortized cost.

Financial Assets at Fair Value Through Profit or Loss:

Financial assets at fair value through profit/loss are financial assets other than the ones that are managed with business model that aims to hold to collect contractual cash flows or business model that aims to collect both the contractual cash flows and cash flows arising from the sale of the assets; and if the contractual terms of the financial asset do not lead to cash flows representing solely payments of principal and interest at certain date; that are either acquired for generating a profit from short-term fluctuations in prices or are financial assets included in a portfolio aiming to short-term profit making. Financial assets at the fair value through profit or loss are initially recognized at fair value and measured at their fair value after recognition. All gains and losses arising from these valuations are reflected in the income statement.

Interest income earned on financial asset and the difference between their acquisition costs and amortized costs are recorded as interest income in the statement of profit or loss. The differences between the amortized costs and the fair values of such assets are recorded under trading account income/losses in the statement of profit or loss. In cases where such assets are sold before their maturities, the gains/losses on such sales are recorded under trading account income/losses.

Financial assets at fair value through profit and loss, which are recognized in accordance with the Group's business model, have loans, stocks, bonds and bills.

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**2.11 Financial Instruments (Current Period) (continued)**

**Financial Assets at Fair Value Through Other Comprehensive Income:**

Financial assets within a business model that aims to hold to collect contractual cash flows and sell, then they are classified as fair value through other comprehensive income as long as the cash flows of the financial asset are solely payments of principal and interest at certain dates. Financial assets at fair value through other comprehensive income are recognized by adding transaction cost to acquisition cost reflecting the fair value of the financial asset. After the recognition, financial assets at fair value through other comprehensive income are measured at fair value. Interest income calculated with effective interest rate method arising from financial assets at fair value through other comprehensive income and dividend income from equity securities are recorded to income statement.

“Unrealized gains and losses” arising from the difference between the amortized cost and the fair value of financial assets at fair value through other comprehensive income are not reflected in the income statement of the period until the acquisition of the asset, sale of the asset, the disposal of the asset, and impairment of the asset and are accounted under the “Other comprehensive income/expense items to be recycled to profit/loss” under shareholders’ equity. Equity securities, which are classified as financial assets at fair value through other comprehensive income, that have a quoted market price in an active market and whose fair values can be reliably measured are carried at fair value. Equity securities that do not have a quoted market price in an active market and whose fair values cannot be reliably measured are carried at cost, less provision for impairment. According to IFRS 9 principles “Unrealized gains and losses” arising from equity securities are accounted under the “Other comprehensive income/expense items not be recycled to profit/loss” under shareholders’ equity.

**Financial Assets at Amortized Cost:**

Financial assets that are held for collection of contractual cash flows where those cash flows represent solely payments of principal and interest are classified as financial assets at amortized cost. Financial assets at amortized cost are initially recognized at acquisition cost including the transaction costs which reflect the fair value of those instruments and subsequently recognized at amortized cost by using effective interest rate method. Interest income obtained from financial assets at amortized cost is accounted in income statement.

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**2.12 Financial Instruments (Prior Period)**

**2.12.1 Financial assets and liabilities at fair value through profit or loss (“FVTPL”)**

This category has the following two sub-categories:

- Trading; and
- Financial assets and liabilities designated at fair value through profit or loss.

**Trading**

The trading category includes securities, which are either acquired for generating a profit from short-term fluctuations in price or dealer’s margin, or are included in a portfolio in which a pattern of short-term profit taking exists, and derivatives unless they are designated as and are effective hedging instruments. Trading securities may also include securities sold under sale and repurchase agreements (see Note 2.17 below).

**Financial assets and liabilities designated at fair value through profit or loss**

The Group designates at initial recognition certain financial assets or liabilities as at fair value through profit or loss when a group of financial assets, financial liabilities or both is managed and its performance is evaluated on a fair value basis, in accordance with a documented risk management or investment strategy, and information about the group is provided internally on that basis to key management personnel, for example the Board of Directors and Chief Executive Officer. The fair value designation, once made, is irrevocable.

**Measurement**

Financial assets and liabilities at fair value through profit or loss (both trading and designated) are initially recognized at fair value and subsequently re-measured at fair value.

Gains and losses realised on disposal or redemption and unrealised gains and losses from changes in the fair value are included in net trading income and results from investment securities.

Interest income generated from financial assets are recognized under net interest income in the statement of profit or loss.

Dividend income is recognized in the statement of profit or loss when the right to receive payment is established. This is the ex-dividend date for equity securities and is separately reported and included in dividend income.

The amount of change during the period, and cumulatively, in the fair values of designated loans and advances to customers that is attributable to changes in their credit risk is determined as the amount of change in the fair value that is not attributable to changes in market conditions that give rise to market risk.

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**2.12 Financial Instruments (Prior Period) (continued)**

**2.12.2 Available for sale investments**

Available for sale investments are initially recognized at fair value (including transaction costs) and subsequent to initial recognition are measured at fair value. Unquoted equity instruments whose fair value cannot be reliably estimated are carried at cost. Unrealised gains and losses arising from changes in the fair value of available for sale investment securities are reported in other comprehensive income, net of taxes (where applicable), until such investment is sold, collected or otherwise disposed of, or until such investment is determined to be impaired.

Available for sale investment securities may be sold in response to needs for liquidity or changes in interest rates, foreign exchange rates or equity prices. When an available for sale investment security is disposed of or impaired, the accumulated unrealised gain or loss included in other comprehensive income is transferred to the statement of profit or loss for the period and reported as gains / losses from investment securities.

**Impairment:** The Group assesses at each reporting date whether there is objective evidence that an available for sale investment security or a group of such securities is impaired.

Particularly for equity investments classified as available for sale, a significant or prolonged decline in the fair value of the security below its cost is considered in determining whether the assets are impaired. If any objective evidence of impairment exists for available-for-sale financial assets, the cumulative loss (measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognized in the statement of profit or loss) is removed from other comprehensive income and recognized in the statement of profit or loss.

Impairment losses recognized in the statement of profit or loss on equity instruments are not reversed through the statement of profit or loss. If, in a subsequent period, the fair value of a debt instrument classified as available for sale increases and the increase can be objectively related to an event occurring after the impairment loss was recognized in the statement of profit or loss, the impairment loss is reversed through the statement of profit or loss.

Interest earned while holding investment securities is reported as interest income.

Dividend income is recognized when the right to receive payment is established (the ex-dividend date) for equity securities and is separately reported and included in dividend income.

**2.12.3 Held to maturity investments**

Investments held to maturity include securities with fixed or determinable payments and fixed maturity where there is an intention of holding until maturity and the relevant conditions for fulfillment of such intention, including the funding ability exist, other than those that meet the definition of loans and receivables.

**2.13 Loans and advances to customers**

Loans and advances to customers include non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, and the Group does not intend to sell immediately or in the near term. Loans and advances to customers include those classified as loans and receivables and those measured at fair value through profit or loss.

Loans originated by the Group are recognized when cash is advanced to borrowers. Loans and advances to customers are initially recorded at fair value, which is usually the net amount disbursed at inception including directly attributable origination costs and certain types of fees or commission (syndication commission, commitment fees and handling charges) that are regarded as an adjustment to the effective interest rate of the loan, and are subsequently measured at amortized cost using the effective interest rate method, unless they are measured at “fair value through profit or loss” or “fair value through other comprehensive income” (see Note 2.11.4).

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**2.13 Loans and advances to customers (continued)**

**2.13.1 Explanations on write-off policy**

The Parent Bank's general policy for write-offs of loans and receivables under follow-up is to write of such loans and receivables that are proven to be uncollectible in legal follow-up process.

**2.14 Explanations on Expected Credit Losses (Current Period)**

As of January 1, 2018, the Group recognizes a loss allowance for expected credit losses on financial assets and loans measured at amortized cost, financial assets at fair value through other comprehensive income, loan commitments and financial guarantee contracts not measured at fair value through profit/loss based on IFRS 9. At each reporting date, the Group shall assess whether the credit risk on a financial instrument has increased significantly since initial recognition. The Group considers the changes in the default risk of financial instrument, when making the assessment.

The expected credit loss estimates are required to be unbiased, probability-weighted and include supportable information about past events, current conditions, and forecasts of future economic conditions. These financial assets are divided into three categories depending on increase in credit risk observed since their initial recognition:

Stage 1:

For the financial assets at initial recognition or that do not have a significant increase in credit risk since initial recognition. Impairment for credit risk is recorded in the amount of expected credit losses on the 12-month default risk. It is calculated 12-month expected credit loss based on a probability of default realized within 12 months after the reporting date. Such expected 12-month probability of default is applied on an expected exposure at default, multiplied with loss given default rate and discounted with the original effective interest rate.

Stage 2:

As of the reporting date of the financial asset, in the event of a significant increase in credit risk since initial recognition, the financial asset is transferred to Stage 2. Impairment for credit risk is determined on the basis of the instrument's lifetime expected credit losses. Calculation approach is quite similar with approach mentioned above, but probability of default and loss amount in default ratios estimated for the lifetime of instruments.

Stage 3:

Financial assets considered as impaired at the reporting date are classified as stage 3. The probability of default is taken into account as 100% in the calculation of impairment provision and Group accounts lifetime expected credit losses. In determining the impairment, the Group takes into consideration the following criteria:

- Delay of over 90 days;
- Impairment of credit worthiness;
- Collateral and / or equity of debtor is inadequate cover the payment of receivables on the maturity; and
- If it is convinced that will be delayed by more than 90 days for recovery of receivables due to macroeconomic, sector-specific or customer-specific reasons.

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**2.14 Explanations on Expected Credit Losses (Current Period) (continued)**

**2.14.1 Calculation of expected credit losses**

The Bank measured expected credit losses with the reasonable, objective and supportable information based on a probability-weighted including estimations about time value of money, past events, current conditions and future economic conditions as of the reporting date, without undue cost or effort. The calculation of expected credit losses consists of three main parameters: probability of default (PD), loss given default (LGD) and exposure at default (EAD). PDs and LGDs used in the ECL calculation are point in time ("PIT") - based for key portfolios and consider both current conditions and expected cyclical changes.

While the expected credit loss is estimated, three scenarios (baseline scenario, adverse scenario, New Economic Plan) are evaluated. Each of these scenarios was associated with the different PD and LGD.

In addition, a certain portion of commercial and corporate loans is assessed individually in accordance with the internal policies in the calculation of the expected credit losses based on IFRS 9. Such calculations are made by discounting the expected cash flows from the individual financial instrument to its present value using the effective interest rate.

When measuring expected credit losses, it shall be considered the risk or probability that a credit loss occurs by reflecting the possibility that a credit loss occurs and the possibility that no credit loss occurs, even if the possibility of a credit loss occurring is very low. Such assessment is made by reflecting the estimate of expected credit loss which is unbiased and probability-weighted determined by evaluating a range of possible outcomes.

**2.14.2 Probability of Default ("PD")**

The PD represents the likelihood of a default over a specified time period. A 12-month PD represents the likelihood of default determined for the next 12 months and a lifetime PD represents the probability of default over the remaining lifetime of the instrument. The lifetime PD calculation is based on a series of 12-month PIT PDs that are derived from through the cycle (TTC) PDs and scenario forecasts.

It is used internal rating systems for both retail and commercial portfolios to measure risk level. The internal rating models used for the commercial portfolio include customer financial information and qualitative survey responses. Whereas behavioral and application scorecards used in the retail portfolio include; the behavioral data of the customer and the product in the Bank, the demographic information of the customer, and the behavioral data of the customer in the sector. Probability of default calculation has been carried out based on past information, current conditions and forward looking macroeconomic parameters.

**2.14.3 Loss Given Default ("LGD")**

The LGD represents an estimate of the economic loss at the time of a potential default occurring during the life of a financial instrument. The LGD is calculated taking into account expected future cash flows from collateral and other credit enhancements by considering time value of money.

LGD calculations are performed using historical data which best reflects current conditions, by formation of segments based on certain risk factors that are deemed important for each portfolio and inclusion of forward-looking information and macroeconomic expectations. LGD summarizes all cash flows from customers subsequent to default. It covers all costs and collections that occur during the collection cycle, including collections from collaterals. It also includes the "time value of money" calculated by means of deducting costs and additional losses from the present value of collections. The Bank bases its estimates on models for collateralized portfolios and on previous experience for unsecured parties, except for corporate loans that are assigned by the Basel Committee individually or as designated by the Basel Committee.



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**2.14 Explanations on Expected Credit Losses (Current Period) (continued)**

**2.14.4 Exposure at Default (“EAD”)**

The EAD represents an estimate of the exposure to credit risk at the time of a potential default occurring during the life of a financial instrument. It represents the cash flows outstanding at the time of default, considering expected repayments, interest payments and accruals, discounted at the effective interest rate. Future drawdowns on facilities are considered through a credit conversion factor (CCF) that is reflective of historical drawdown and default patterns and the characteristics of the respective portfolios. While the expected credit loss is estimated, three scenarios (baseline scenario, adverse scenario, New Economic Plan) are evaluated. Each of these scenarios was associated with the probability of different default and loss in default.

**2.14.5 Consideration of the Macroeconomic Factors**

Loss given default and probability of default parameters are determined by considering macroeconomic factors. The macroeconomic variables used in the calculation of the expected loss are as follows:

- Five year credit risk of Turkey;
- Real GDP growth;
- Unemployment rate;
- European Region inflation rate
- Five year government bond interest rate of Turkey.

Stages were determined through the models created using internal information for the Bank, the simplified method has been applied for other financial institutions.

**2.14.6 Calculating the Expected Loss Period**

Lifetime ECL is calculated by taking into account maturity extensions, repayment options and the period during which the Bank will be exposed to credit risk. The time in financial guarantees and other irrevocable commitments represents the credit maturity for which the liabilities of the Bank. Behavioral maturity analysis has been performed on credit cards and overdraft accounts. With the exception of credit cards and other revolving facilities, the maximum period for which the credit losses are determined is the contractual life of a financial instrument unless there is the legal right to call it earlier.

**2.14.7 Significant increase in credit risk**

The Bank makes qualitative and quantitative assessments regarding assessment of significant increase in credit risk of financial assets to be classified as stage 2 (Significant Increase in Credit Risk).

Within the scope of quantitative assessment, the quantitative reason explaining the significant increase in the credit risk is based on a comparison of the probability of default calculated at the origination of the loan and the probability of default assigned for the same loan as of the reporting date. If there is a significant deterioration in PD, it is considered that there is a significant increase in credit risk and the financial asset is classified as stage 2. In this context, the Group has calculated thresholds at which point the relative change is a significant deterioration. In the quantitative evaluation of the significant increase in credit risk, the Bank considers the absolute thresholds as well as the relative thresholds as an additional layer. Receivables below the absolute threshold value of default are not included in the relative threshold value comparison.

The Group classifies the financial asset as Stage 2 (Significant Increase in Credit Risk) where any of the following conditions are satisfied as a result of a qualitative assessment:

- Loans overdue more than 30 days as of the reporting date;
- Loans classified as watch-list of the Bank; and
- When there is a change in the payment plan due to restructuring.

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**2.14 Explanations on Expected Credit Losses (Current Period) (continued)**

**2.14.8 Reconciliation of statement of financial position balances as at the transition of IFRS 9**

Financial Assets	Book Value Before IFRS 9 December 31, 2017	Reclassification s	Re- measurements	IFRS 9 book value January 1, 2018	Tax Effect	Equity Effect
<b>Amortized cost</b>						
Pre-classification balance (Held to Maturity)	7,168,664	-	-	-	-	-
Classified from at Fair Value through Other Comprehensive Income	-	1,720,595	99,484	-	(21,888)	77,596
Classified as at Fair Value through Other Comprehensive Income	-	(42,573)	-	-	-	-
Post-classification book value	-	-	-	8,946,170	-	-
<b>Fair Value through Other Comprehensive Income</b>						
Pre-classification balance (Available to Sale)	8,353,636	-	-	-	-	-
Classified as Held-to-Maturity	-	42,573	2,872	-	(632)	2,240
Classified to Held-to-Maturity	-	(1,720,595)	-	-	-	-
Post-classification book value	-	-	-	6,678,486	-	-
Expected loss provision <sup>(*)</sup>	-	-	11,124	-	(2,447)	8,677
<b>Loans and Other Receivables at Amortized Cost (Gross)</b>						
Pre-classification value at Amortized Cost	82,113,497	-	-	-	-	-
Financial Assets at Fair Value through Profit/Loss	-	-	-	-	-	-
Classified to at Amortized Cost	-	-	-	-	-	-
Classified from at Fair Value through Profit/Loss	-	-	-	-	-	-
Post-classification value at Amortized cost	-	-	-	-	-	-
Post-classification value at Fair Value through Profit/Loss	-	-	-	-	-	-
Expected loss provision	(3,944,032)	-	(1,548,334)	(5,492,366)	340,633	(1,207,701)
<b>Factoring Receivables</b>						
Expected loss provision	(41,793)	-	(9,327)	(51,120)	2,052	(7,275)
<b>Finance Lease Receivables</b>						
Expected loss provision	(81,869)	-	(49,029)	(130,898)	10,786	(38,243)
<b>Other Financial Assets</b>						
Expected loss provision <sup>(**)</sup>	-	-	(40,483)	(40,483)	8,909	(31,574)
<b>Non-Cash Loans</b>						
Expected loss provision	(46,366)	-	(176,520)	(222,886)	38,834	(137,686)

<sup>(\*)</sup> There is no net equity impact due to retained earnings reclassification.

<sup>(\*\*)</sup> Expected loss provision includes amounts related to cash and balances with central banks, due from banks and other receivables assets.

**Effects on equity with IFRS 9 transition:**

The amounting to TL 1,823,693 difference which is an expense between the provision for impairment of the previous period of the Group and the provision for loss that is measured in accordance with IFRS 9 impairment model as of January 1, 2018 is classified as "Reserves and retained earnings" in shareholders' equity.

Deferred tax assets amounting to TL 425,138 and corporate tax loss amounting to TL 46,444 which have been cancelled due to IFRS 9 transition, have been reflected to the opening financials of January 1, 2018 and the related amount has been classified under "Reserves and retained earnings" in shareholders' equity.

Before January 1, 2018 securities which was classified as fair value through OCI is now classified as amortized cost with the adoption of IFRS 9 is TL 1,720,595 and securities which was classified as amortized cost is now classified as fair value through OCI with the adoption of IFRS 9 is TL 42,573. Net after tax re-measurement differences of these securities amounting to TL 79,837 and the expected loss reserve amounting to TL 8,677 for FVOCI investment securities are classified under "Unrealized gain on FVOCI Investment".

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**2.15 Impairment losses on loans and advances to customers (Prior Period)**

The Group assesses at each reporting date whether there is objective evidence that a loan, or a group of loans is impaired.

A loan (or group of loans) is impaired and impairment losses are incurred if, and only if, there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the loan ("loss event") and that loss event (or events) has an impact on the estimated future cash flows of the loan (or group of loans) that can be reliably estimated.

An allowance for impairment is established if there is objective evidence that the Group will be unable to collect all amounts due according to the original contractual terms.

Objective evidence that a loan (or group of loans) is impaired includes observable data that comes to the attention of the Group about the following loss events:

- (a) Significant financial difficulty of the issuer or obligor;
- (b) A breach of contract, such as a default or delinquency in interest or principal payments by more than 90 days;
- (c) The Group granting to the borrower, for economic or legal reasons relating to the borrower's financial difficulty, a concession that the lender would not otherwise consider;
- (d) It becoming probable that the borrower will enter bankruptcy or other financial reorganization;
- (e) The disappearance of an active market for that financial asset because of financial difficulties; or
- (f) Observable data indicating that there is a measurable decrease in the estimated future cash flows from a group of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the group, including:
  - i. adverse changes in the payment status of borrowers in the group (e.g. an increased number of delayed payments); or
  - ii. national or local economic conditions that correlate with defaults on the assets in the group.

The impairment loss is reported through the use of an allowance account on the statement of financial position. Additions to impairment losses are made through impairment losses on loans and advances to customers, finance lease receivables and factoring receivables in the statement of profit or loss.

The Group assesses whether objective evidence of impairment exists individually for loans that are considered individually significant and individually or collectively for loans that are not considered individually significant.

If there is objective evidence that an impairment loss on loans and advances to customers carried at amortized cost has been incurred, the amount of the loss is measured as the difference between the loans' carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at a) the loan's original effective interest rate, if the loan bears a fixed interest rate, or b) current effective interest rate, if the loan bears a variable interest rate.

The calculation of the present value of the estimated future cash flows of a collateralized loan reflects the cash flows that may result from obtaining and selling the collateral, whether or not the foreclosure is probable.

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**2.15 Impairment losses on loans and advances to customers (continued)**

For the purposes of a collective evaluation of impairment, loans are grouped on the basis of similar credit risk characteristics. Loans and advances to customers are grouped based on days in arrears or product type. Those characteristics are relevant to the estimation of future cash flows for pools of loans by being indicative of the debtors' ability to pay all amounts due and together with historical loss experience for loans with credit risk characteristics similar to those in the pool form the foundation of the loan loss allowance computation. Historical loss experience is adjusted on the basis of current observable data to reflect the effects of current conditions that did not affect the period on which the historical loss experience is based and to remove the effects and conditions in the historical period that do not currently exist.

The methodology and assumptions used in estimating future cash flows are reviewed regularly by the Group to reduce any differences between loss estimates and actual loss experience.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized (such as an improvement in the debtor's credit rating), the previously recognized impairment loss is reversed by adjusting the allowance account. Any subsequent reversal of impairment loss is recognized in impairment losses on loans and advances to customers, finance lease receivables and factoring receivables in the statement of profit or loss.

A write-off is made when all or part of a loan is deemed uncollectible or in the case of debt forgiveness. Such loans are written off after all the necessary procedures have been completed and the amount of the loss has been determined. Write offs are charged against previously established allowances and reduce the principal amount of a loan. Subsequent recoveries of amounts previously written off decrease the amount of the provision for loan impairment in the statement of profit or loss.

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**2.16 Sale and repurchase agreements**

The Group enters into sales of securities under agreements to repurchase such securities. Such securities, which have been sold subject to repurchase agreements ('repos'), continue to be recognized on the statement of financial position and are measured in accordance with the accounting policy of the security portfolio which they are part of. The counterparty liability for amounts received under these agreements is included within securities sold under agreements to repurchase in due to other banks or customer deposits, as appropriate. The difference between sale and repurchase price is treated as interest expense and accrued over the life of the repurchase agreements using effective interest method.

Securities purchased with a corresponding commitment to resell at a fixed rate at a specified future date ('reverse repos') are not recognized on the statement of financial position, as the Group does not obtain control over the assets. Amounts paid under these agreements are included in due from banks. The difference between purchase and resale price is treated as interest income and accrued over the life of the reverse repurchase agreement using effective interest method.

**2.17 Securities borrowing and lending**

Securities lending and borrowing transactions are usually collateralised by securities or cash. The transfer of the securities to counterparties is only reflected on the statement of financial position if the risks and rewards of ownership are also transferred. Cash advanced or received as collateral is recorded as an asset or liability.

Securities borrowed are not recognised on the statement of financial position, unless they are then sold to third parties, in which case the obligation to return the securities is recorded as a trading liability and measured at fair value with any gains or losses included in net trading income.

Respectively, securities lent and securities provided as collateral under securities borrowing transactions are not derecognized from the financial statements unless control of the contractual rights that comprise these securities transferred is relinquished.

The Group monitors the market value of the securities borrowed and lent on a regular basis and provides or requests additional collateral in accordance with the underlying agreements. Fees and interest received or paid are recorded as interest income or interest expense, on an accrual basis.

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**2.18 Financial liabilities and equity**

Financial liabilities and equity instruments issued by the Group are classified according to the substance of the contractual arrangements entered into and the definitions of a financial liability and an equity instrument. An equity instrument is any contract that evidences a residual interest in the assets of the Group after deducting all of its liabilities.

Financial liabilities are classified as either financial liabilities at fair value through profit or loss or other financial liabilities.

Other financial liabilities, including borrowings, are initially measured at fair value, net of transaction costs and subsequently measured at amortized cost using the effective interest method, with interest expense recognized using the effective interest method. The effective interest method is a method of calculating the amortized cost of a financial liability and of allocating interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments through the expected life of the financial liability, or where appropriate, a shorter period to the net carrying amount on initial recognition.

**2.19 Derecognition**

**2.19.1 Financial assets**

A financial asset (or, where applicable a part of a financial asset or part of a group of similar financial assets) is derecognized when:

- the rights to receive cash flows from the asset have expired;
- the Group retains the right to receive cash flows from the asset, but has assumed an obligation to pay them in full without material delay to a third party under a ‘pass through’ arrangement; or
- the Group has transferred its rights to receive cash flows from the asset and either (a) has transferred substantially all the risks and rewards of the asset, or (b) has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

When the Group has transferred its rights to receive cash flows from an asset and has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognized to the extent of the Group’s continuing involvement in the asset. Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Group could be required to repay.

**2.19.2 Financial liabilities**

A financial liability is derecognized when the obligation under the liability is discharged, cancelled or expired. When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognized in the statement of profit or loss.

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**2.20 Fair value of financial instruments**

The Group measures the fair value of its financial instruments based on a framework for measuring fair value that categorizes financial instruments based on a three-level hierarchy of the inputs to the valuation technique, as discussed below.

**Level 1:** Quoted prices in active markets for identical assets or liabilities. Level 1 assets and liabilities include debt and equity securities and derivative contracts that are traded in an active exchange market.

**Level 2:** Observable inputs other than Level 1 quoted prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, or other inputs that are observable or can be corroborated by observable market data (for example derived from prices) for substantially the full term of the assets or liabilities. Level 2 assets and liabilities include debt securities with quoted prices that are traded less frequently than exchange-traded instruments, as well as debt securities without quoted prices and certain derivative contracts whose values are determined using pricing models, discounted cash flow methodologies, or similar techniques with inputs that are observable in the market or can be derived principally from or corroborated by observable market data. This category generally includes government and corporate debt securities with prices in markets that are not active and certain OTC derivative contracts.

**Level 3:** Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. If a fair value measurement uses observable inputs that require significant adjustment based on unobservable inputs, that measurement is a Level 3 measurement.

The level in the fair value hierarchy within which the fair value measurement is categorized in its entirety is determined on the basis of the lowest level input that is significant to the fair value measurement in its entirety. For this purpose, the significance of an input is assessed against the fair value measurement in its entirety.

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**2.21 Property and equipment**

Property and equipment include land and buildings, leasehold improvements and transportation and other equipment, held by the Group for use in the supply of services or for administrative purposes. Property and equipment are initially recorded at cost, which includes all costs that are required to bring an asset into operating condition. Subsequent to initial recognition, property and equipment are measured at cost less accumulated depreciation and accumulated impairment losses. Costs incurred subsequent to the acquisition of an asset, which is classified as property and equipment are capitalised, only when it is probable that they will result in future economic benefits to the Group beyond those originally anticipated for the asset, otherwise they are expensed as incurred.

Depreciation of an item of property and equipment begins when it is available for use and ceases only when the asset is derecognized. Therefore, the depreciation of an item of property and equipment that is retired from active use does not cease unless it is fully depreciated, but its useful life is reassessed. Depreciation on property and equipment is calculated using the straight-line method over their estimated useful lives as follows:

Land	No depreciation
Buildings and land improvements	Up to 50 years
Furniture and fixtures	5-12 years
Machinery and equipment	4-5 years
Vehicles	4-7 years
Leasehold improvements	Over the term of respective leases

Expenses for repairs and maintenance are charged to expenses as incurred.

The residual values, useful lives and depreciation methods are reviewed, and adjusted if appropriate, at each financial year-end.

At each reporting date the Group assesses whether there is any indication that an item of property and equipment may be impaired. If any such indication exists, the Group estimates the recoverable amount of the asset. Where the carrying values exceed the estimated recoverable amount, the assets are written down to their recoverable amount. The recoverable amount of property and equipment is the greater of the fair value less costs to sell and value in use. Impairment losses are recognized in the statement of profit or loss.

An item of property and equipment is derecognized upon disposal or when no future economic benefits are expected from its use. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the statement of profit or loss in the year the asset is derecognized.

Foreclosed assets, which consist mainly of properties acquired through foreclosure in full or partial satisfaction of a related loan, are initially measured at fair value less estimated costs to sell, which includes transaction costs, and reported under other assets. After initial recognition foreclosed assets are re-measured at the lower of their carrying amount and fair value less estimated costs to sell.

Subsequent gains may be recognized up to the amount of previous write-downs. Any gains or losses on liquidation or re-measurement of foreclosed assets are included in other operating income/ (expenses).



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**2.22 Intangible assets**

Intangible assets include goodwill, purchased software and internally generated software.

Goodwill

Subsequent to initial recognition, goodwill is stated at cost, as established at the date of acquisition (see Note 29) less accumulated impairment losses. Goodwill is allocated to cash-generating units (“CGUs”) for the purpose of impairment testing. The allocation is made to those cash-generating units that are expected to benefit from the business combination in which the goodwill arose.

The Group assesses goodwill for possible impairment annually or more frequently if there are indications for impairment. The assessment involves estimating whether the carrying amount of the goodwill remains fully recoverable. When making this assessment the Group compares the carrying value of the CGU to which the goodwill is allocated to its recoverable amount, which is the higher of fair value less cost to sell and value in use. Fair value is estimated by reference to market value, if available, or is determined by a qualified evaluator or pricing model. Determination of a fair value and value in use requires management to make assumptions and use estimates. If the recoverable amount is less than the carrying amount, an irreversible impairment loss is recognized, and the goodwill is written down by the excess of the carrying amount of the unit over its recoverable amount.

Internally generated software

The amount initially recognized for internally generated software is the total expenditure incurred from the date when the internally generated software first meets the recognition criteria. Where no internally generated software can be recognized, development expenditure is charged to the statement of profit or loss in the period in which it is incurred.

Research costs are expensed as incurred. An internally generated software arising from development expenditure incurred on an individual project is recognized only when the Group can demonstrate:

- the technical feasibility of completing the internally generated software so that it will be available for use;
- its intention to complete and use the asset;
- the ability to use the asset;
- how the asset will generate future economic benefits;
- the ability of adequate technical, financial and other resources to complete the development and use the asset; and
- the ability to measure reliably the expenditure during development.

Following the initial recognition of the development expenditure, the cost model is applied requiring the asset to be carried at cost less any accumulated amortization and impairment losses.

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**2.22 Intangible assets (continued)**

Purchased software

Software includes costs that are directly associated with identifiable and unique software products controlled by the Group that are anticipated to generate future economic benefits exceeding costs beyond one year. Expenditure, which enhances or extends the performance of computer software programs beyond their original specifications is recognized as a capital improvement and added to the original cost of software. Following initial recognition intangible assets are carried at cost less any accumulated amortization and any impairment losses.

Measurement

Software costs recognized as assets are amortized using the straight-line method over their useful lives, for internal generated software the useful life is 5 years whereas for purchased software the useful life is 3 years.

The carrying value of intangible assets is reviewed for impairment annually or more frequently when an indication of impairment arises during the reporting year.

Gains or losses arising from derecognition of an intangible asset are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognized in the statement of profit or loss when the asset is derecognized.

**2.23 Leases**

The determination of whether an arrangement is or contains a lease is based on the substance of the arrangement. It requires an assessment of whether: (a) fulfillment of the arrangement is dependent on the use of a specific asset or assets (the asset); and (b) the arrangement conveys a right to use the asset.

**2.23.1 The Group as a lessee**

Finance leases: Leases where the Group has substantially all the risks and rewards of ownership of the asset are classified as finance leases. Finance leases are capitalized at the inception of the lease at the lower of the fair value of the leased property or the present value of the minimum lease payments.

Each lease payment is allocated between the liability and finance charges so as to achieve a constant rate on the finance balance outstanding. The outstanding rental obligations, net of finance charges, are included in other liabilities. The interest element of the finance cost is charged to the statement of profit or loss over the lease period. All assets acquired under finance leases are depreciated over the shorter of the useful life of the asset or the lease term.

Operating leases: Leases where a significant portion of the risks and rewards of ownership of the asset are retained by the lessor, are classified as operating leases. These include rent agreements of branch premises, which are cancelable subject to a period of notice. The total payments made under operating leases (net of any incentives received from the lessor) are charged to the statement of profit or loss on a straight-line basis over the period of the lease. When an operating lease is terminated before the lease period has expired, any payment required to be made to the lessor by way of penalty is recognized as an expense in the period in which termination takes place.

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**2.23 Leases (continued)**

**2.23.2 The Group as a lessor**

Finance leases: When assets are leased out under a finance lease, the present value of the minimum lease payments is recognized as a receivable. Lease income is recognized over the term of the lease using the net investment method (before tax), which reflects a constant periodic rate of return. Finance leases are presented in finance lease receivables.

**Impairment losses on finance lease receivables**

The Group assesses expected losses at each reporting date according to IFRS 9 guidance in a similar way to the loans and advances to customers as described in 2.13.

Operating leases: Assets leased out under operating leases are included in the statement of financial position based on the nature of the asset. They are depreciated over their useful lives on a basis consistent with similar owned property. Rental income (net of any incentives given to lessees) is recognized on a straight-line basis over the lease term.

**2.24 Factoring receivables**

**Current period accounting policies**

Factoring receivables are measured at amortized cost using the effective interest rate method after deducting unearned interest income and when specific provisions for impairment are provided under IFRS 9 requirements.

**Prior period accounting policies**

Factoring receivables are calculated on the basis of their historical cost and are amortized with effective interest rate after unearned interest income is charged and specific provisions for impairments are provided, if any. Factoring receivables are revised regularly for any impairment. Provision for the expected loss of factoring receivables is provided over the carrying amount of factoring receivables for the purpose of adjusting their values to the collectable amount.

**2.25 Cash and cash equivalents**

For the purposes of the cash flow statement, cash and cash equivalents include cash on hand, unrestricted balances held with central banks, amounts due from other banks and highly liquid financial assets with original maturities of less than three months from the date of acquisition such as treasury bills and other eligible bills, investment and trading securities which are subject to insignificant risk of changes to fair value and are used by the Group in the management of its short-term commitments.

**2.26 Provisions**

Provisions are recognized when the Group has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount of the obligation can be made. Where the Group expects some or all of a provision to be reimbursed, for example under an insurance contract, the reimbursement is recognized as a separate asset but only when the reimbursement is virtually certain. The expense relating to any provision is presented in the statement of profit or loss net of any reimbursement recognized.

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**2.27 Financial guarantee contracts**

A financial guarantee contract is a contract that requires the issuer to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payment when due in accordance with the original or modified terms of a debt instrument. A financial guarantee contract, other than those assessed as insurance contracts, is recognized initially at their fair value and subsequently measured at the higher of: (a) the unamortized balance of the related fees received and deferred, and (b) the best estimate of the amount required to settle the guarantee at the reporting date.

**2.28 Employee benefits**

The Group has defined benefit plans as described below:

A defined benefit plan is a post-employment benefit plan that defines an amount of benefit to be provided, usually as a function of one or more factors such as age, years of service or compensation. For defined benefit plans, the liability is the present value of the defined benefit obligation as at the reporting date minus the fair value of the plan assets (if any), including any adjustments for unrecognized actuarial gains/losses and past service cost.

In accordance with existing Turkish Labor Law, the Group is required to make lump-sum severance indemnities to each employee who has completed over one year of service with the Group and whose employment is terminated due to retirement or for reasons other than resignation or misconduct.

The Group has reflected the retirement pay liability amount, which was calculated by an independent actuary, using the projected unit credit method in the accompanying financial statements.

Remeasurements, comprising of actuarial gains and losses, are recognised immediately in the statement of financial position with a corresponding debit or credit to retained earnings through OCI in the period in which they occur. Remeasurements are not reclassified to profit or loss in subsequent periods.

Past service costs are recognised in profit or loss on the earlier of:

- The date of the plan amendment or curtailment; and
- The date that the Group recognises related restructuring costs.

Net interest is calculated by applying the discount rate to the net defined benefit liability or asset. Net interest expense and service costs related to the defined benefit plans are recognized in personnel expenses in the statement of profit or loss.

Short-term employee benefits - The Group provided for undiscounted short-term employee benefits earned during the financial periods as per services rendered in compliance with IAS 19, "Employee Benefits".

Defined contribution plans - The Group has to pay contributions to the Social Security Institution on a mandatory basis. The Group has no further payment obligations once the contributions have been paid. These contributions are recognized as an employee benefit expense when they are accrued.

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**2.29 Income taxes**

Tax charge (benefit) is the aggregate amount included in the determination of net profit or loss for the period in respect of current and deferred taxes.

**a. Current tax**

The tax currently payable is based on taxable profit for the year. Taxable profit differs from profit as reported in the statement of profit or loss because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The Group's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the reporting date. In accordance with the Corporate Tax Law No. 5520 published in the Official Gazette No: 26205 dated June 21, 2006, statutory income is subject to corporate tax at 20%. However, according to temporary article 10 added to the Corporate Income Tax Law, the rate of 20% shall be applied as 22% for the corporate earnings of the taxation periods of the companies in 2018, 2019 and 2020 (accounting periods starting within the relevant year for companies appointed for the special accounting period).

**b. Deferred tax**

Deferred tax is fully provided, using the liability method, on all temporary differences at the reporting date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. Deferred tax assets are recognized for all deductible temporary differences, carry-forward of unused tax credits and unused tax losses, to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, carry-forward of unused tax credits and unused tax losses can be utilized. Deferred tax liabilities are recognized for all taxable temporary differences.

The carrying amount of deferred tax assets is reviewed at each reporting date and reduced to the extent that, in the management's judgment, it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilized. Unrecognized deferred tax assets are reassessed at each reporting date and are recognized to the extent it has become probable that future taxable profit will allow the deferred tax assets to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is realized or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantially enacted at the reporting date. Since the applicable tax rate has been changed to 22% for the 3 years beginning from January 1, 2018, 22% tax rate is used in the deferred tax calculation of December 31, 2018 for the temporary differences expected to be realized/closed within 2 years (for the years 2019 and 2020). However, since the corporate tax rate after 2020 is 20%, 20% tax rate is used for the temporary differences expected to be realized/closed after 2020.

Such assets and liabilities are not recognised if the temporary difference arises from the initial recognition of goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

Deferred tax liabilities are recognised for taxable temporary differences arising on investments in subsidiaries and associates, and interests in joint ventures, except where the group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred tax relating to items which are recognized in other comprehensive income is also recognized in other comprehensive income. Such deferred tax is subsequently recognized in the statement of profit or loss together with the deferred gain or loss.

Deferred tax assets and deferred tax liabilities are offset, if a legally enforceable right exists to set off current tax assets against current tax liabilities, and deferred taxes relate to the same taxable entity and the same taxation authority.

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**2.30 Interest bearing deposits and borrowings**

All deposits and borrowings are initially recognized at the fair value of consideration received less directly attributable transaction costs. Interest-bearing deposits and borrowings are subsequently measured at amortized cost using the effective interest method. Gains or losses are recognized in the statement of profit or loss when the liabilities are derecognized as well as through the amortization process.

**2.31 Dividends**

Dividends on ordinary shares are recognized as a liability in the period in which they are approved by the Annual General Meeting of the Shareholders of the Bank and its subsidiaries.

**2.32 Segment reporting**

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker is the person or group that allocates resources to and assesses the performance of the operating segments of an entity. The Group has determined the Board of Directors as its chief operating decision makers.

All transactions between business segments are conducted on an arm's length basis, with inter-segment revenue and costs being eliminated. Income and expenses directly associated with each segment are included in determining business segment performance.

**2.33 Related party transactions**

Related parties include entities, which the Group has the ability to exercise significant influence in making financial and operating decisions. Related parties include, directors, shareholders, close members of their families, companies owned or controlled by them and companies over which they can influence the financial and operating policies.

**2.34 Fiduciary and trust activities**

The Group provides fiduciary and trust services to individuals and other institutions, whereby it holds and manages assets or invests funds received in various financial instruments at the direction of the customer. The Group receives fee income for providing these services. Trust assets held by the Group in a fiduciary, agency or custodian capacity for its customers are not recognized in the financial statements, since such items are not as assets of the Group. The Group is not exposed to any credit risk relating to such placements, as it does not guarantee these investments.

**2.35 Earnings per share**

The basic earnings per share (EPS) ratio is calculated by dividing the net profit or loss for the period attributable to ordinary shareholders of the Bank by the weighted average number of ordinary shares outstanding during the period.

The diluted earnings per share ratio is computed using the same method as for basic EPS, but the determinants are adjusted to reflect the potential dilution that could occur if convertible debt securities, options, warrants or other contracts to issue ordinary shares were converted or exercised into ordinary shares.

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### **3 Critical judgments and estimates**

The preparation of financial statements in accordance with IFRS requires management to make judgments, estimates and assumptions that affect the reported amount of assets, liabilities, income and expenses in the consolidated financial statements. The Group believes that the judgments, estimates and assumptions used in the preparation of the financial statements are appropriate given the factual circumstances as of December 31, 2018.

The most significant areas, for which judgments, estimates and assumptions are required in applying the Group's accounting policies, are the following:

#### **3.1 Allowances for loans and advances to customers, finance lease and factoring receivables**

##### **Current period:**

The amount of the allowance for impairment of loans and advances to customers, finance lease receivables and factoring receivables is based upon IFRS 9 principles as described in Note 2.13.

Applying this methodology requires management to make estimates regarding the amount and timing of the cash flows, which are expected to be received. In estimating these cash flows, management makes judgments about the counterparty's financial situation and the net realizable value of any underlying collateral or guarantees in favor of the Group. Each impaired asset is assessed on its merits, and the workout strategy and estimate of cash flows considered recoverable are independently reviewed.

In assessing the need for expected credit loss allowances, management considers factors such as time value of money, past events, current conditions and future economic conditions as of the reporting date. In order to estimate the required allowance, assumptions are made both to define the way inherent losses are modeled and to determine the required input parameters, based on historical experience and current economic conditions. The accuracy of the allowances and provisions depends on the model assumptions and parameters used in determining loss allowances. In addition, a certain portion of commercial and corporate loans is assessed individually in accordance with the internal policies in the calculation of the expected credit losses based on IFRS 9. While this necessarily involves judgment, management believes that the allowances and provisions are reasonable and supportable.

The amount of the allowance for impairment of loans and advances to customers, finance lease receivables and factoring receivables are described in Note 23,25,24.

##### **Prior period:**

The amount of the allowance for impairment of loans and advances to customers, finance lease receivables and factoring receivables is based upon management's ongoing assessments of the probable estimated losses inherent in the loan and lease portfolios. Assessments are conducted by members of management responsible for various types of loans and leases employing a methodology and guidelines, which are continually monitored and improved.

This methodology is based on IAS 39 principles as described in Note 2.13.

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**3.1 Allowances for loans and advances to customers, finance lease and factoring receivables (continued)**

Applying this methodology requires management to make estimates regarding the amount and timing of the cash flows, which are expected to be received. In estimating these cash flows, management makes judgments about the counterparty's financial situation and the net realizable value of any underlying collateral or guarantees in favor of the Group. Each impaired asset is assessed on its merits, and the workout strategy and estimate of cash flows considered recoverable are independently reviewed.

In assessing the need for loan and lease loss allowances, management considers factors such as credit quality, portfolio size, concentrations, and economic factors. In order to estimate the required allowance, assumptions are made both to define the way inherent losses are modeled and to determine the required input parameters, based on historical experience and current economic conditions. The accuracy of the allowances and provisions depends on the model assumptions and parameters used in determining loss allowances. While this necessarily involves judgment, management believes that the allowances and provisions are reasonable and supportable.

The amount of the allowance for impairment of loans and advances to customers, finance lease receivables and factoring receivables are described in Note 23,25,24.

**3.2 Fair value of financial instruments**

The fair values of financial instruments that are not quoted in active markets are determined by using valuation techniques. These include present value methods and other models based mainly on observable input parameters and to a small extent to non-observable input parameters.

All valuation models are validated before they are used as a basis for financial reporting, and periodically reviewed thereafter, by qualified personnel independent of the area that created the model.

The Group applies the models consistently from one period to the next, ensuring comparability and continuity of valuations over time, but estimating fair value inherently involves a significant degree of judgment. Management therefore establishes valuation adjustments to cover the risk associated with the estimation of unobservable input parameters and the assumptions within the models themselves.

Although a significant degree of judgment is, in some cases, required in establishing fair values, management believes the fair values recorded in the statement of financial position and the changes in fair value recorded in the statement of profit or loss are prudent and reflective of the underlying economics, based on the controls and procedural safeguards employed.

**4 Other Matters**

None.



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## **5 Financial risk management**

### **5.1 Risk management governance**

The Group's Risk Management Department is responsible for monitoring and managing all potential risks for the Group in a centralized and efficiently coordinated manner. The primary goal of the Group's Risk Management Department is to provide business lines with appropriate capital allocation (economic capital) for risks they are exposed to.

The Group aims to adopt practices regarding risk management governance, taking into account all relevant guidelines and regulatory requirements, as set by the Basel Committee, BRSA and the Capital Markets Board ("CMB"), as well as any decisions of the competent authorities supervising the Group entities.

Risk management governance at the Group starts with the Board of Directors. The Board Risk Committee ("BRC"), Asset Liability Committee ("ALCO"), Corporate and Retail Credit Policy Committee ("CPC"), Operational Risk Committee ("ORC") and the Risk Management Department are the important bodies of the risk management structure. The Board of Directors determines the general risk policy and the risk appetite of the Bank. The BRC defines risk policies and strategies, reviews the types of risks the Bank is exposed to in its monthly meetings, monitors the implementation of the risk management strategies and brings the important risk issues to the attention of the Board. The ALCO, meeting bi-weekly, is responsible for monitoring and managing the structural asset liability mismatches of the Bank, as well as monitoring and controlling liquidity risk and foreign currency exchange risk. The CPC meets monthly and is responsible for monitoring and evaluating the Bank's lending portfolio and determining principles and policies regarding the credit risk management processes such as loan approval, limit setting, rating, monitoring and problem management. The ORC meets every three months and is responsible for reviewing operational risk issues of the Bank and defining the necessary actions to be taken to minimize these risks. The Risk Management Department, working independently from the executive functions and reporting to the Board of Directors, is organized under four groups as market risk, credit risk, operational risk and model validation, each having responsibility for identifying, measuring, monitoring, controlling and managing the relevant risks as well as for model validation, assessing the predictive ability of risk estimates and the use of ratings in credit processes.

The Internal Audit Division, which reports directly to the Board of Directors through the Audit Committee, complements the risk management framework and acts as an independent reviewer, focusing on the effectiveness of the risk management framework and control environment.

#### **5.1.1 Board Risk Committee**

The Group's risk management policies are approved by the BRC, the members of which are the Chairman of the Board of Directors, and three members of the Board of Directors. According to its internal regulation, the BRC is responsible for all strategic risk management decisions including, for example, the approval and review of risk strategy, policies and capital adequacy and allocation as well as oversight of the CPC and the ORC.

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**5.1.2 Group Risk Management Department**

The department seeks to protect the Group against unforeseen losses and to maintain earnings stability through the independent identification and assessment of risks. It uses a framework for evaluating risks as the basis for organizing the Group structure. Its role in maximizing the Bank's earnings potential involves measuring performance on a risk-adjusted basis and allocating capital accordingly.

In addition, it is responsible for providing the BRC and the Executive Committee with data and analysis required for measuring, monitoring and managing risks and for supporting the implementation of risk management decisions. Group risk management policies are approved by the BRC.

The department undertakes to do the following:

- Analyze, measure, monitor, control, mitigate and report to management all significant on- and off-balance sheet risks undertaken at the Bank and the Group level;
- Adopt risk management policies with regard to significant credit, market, operational and other risks undertaken by the Bank and the Group;
- Evaluate the internal capital that is required in respect of all aforementioned risks and estimate all relevant capital ratios of the Bank and the Group;
- Establish a framework for undertaking risk applicable to all levels of management and collective bodies of the Bank and the Group;
- Establish early warning systems and perform stress tests on a regular basis;
- Guide decision making processes at the Group level by providing the necessary risk management related evaluation;
- Develop forecasting models/approaches for the measurement/monitoring of portfolio credit risk through Probability of Default (PD), Loss Given Default (LGD) and Exposure at Default (EAD); and
- Implement risk based "Credit Classification" and "Expected Credit Loss" calculations under IFRS 9, determine credit risk measurement framework, develop and implement the relevant models / approaches.

**5.1.3 Asset and liability management**

The ALCO propose asset and liability management procedures and policies to the Board of Directors. The ALCO is responsible for executing these policies and managing structural interest rate risk within the limits defined by the Board of Directors. The ALCO meets on a monthly basis. At these meetings, the ALCO reviews the critical issues and determines the strategies for asset and liability management.

**5.1.4 Internal Audit Division**

Internal Audit Division ("IAD") in the Group has objective of conducting assurance and consulting activities designed to add value and improve operations.

**5.1.5 Management of specific risks**

QNB Finansbank's risk management processes distinguish among the types of risks set out below.

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**5.2 Credit risk**

Credit risk represents the risk arising from the counterparty not fulfilling its responsibilities stated in the agreement either partially or totally. The Credit Risk Committees and Credit Divisions are responsible for managing credit risk of the Group.

The total limit amount which is imposed on debtors individually or as a group is determined according to the size of the exposure and the assessment of different loan allocation parties in QNB Finansbank. Beside total limit, product base limits also exist.

The creditworthiness of the Group's debtors is continuously monitored as long as the credit relation exists. Updated financial statements and intelligence is periodically collected by credit departments. The limits of the loan customers are revised periodically and the Group analyses the creditworthiness of the customers and requires collaterals within the framework of its credit policies.

The Group establishes limits over the positions of forward transactions, options and other similar agreements. The credit risk arising from these instruments is managed together with the risks resulting from market fluctuations. The Group monitors regularly risks of forward transactions, options and other similar agreements and reduces the risk if necessary by obtaining margin deposits or entering into netting agreements.

The restructured and rescheduled loans are monitored by the Bank according to its Credit Risk Policy. According to the Credit Risk Policy, the Bank could restructure or reschedule a loan in order to strengthen the liquidity of the loan customer and to increase the collectability of the loan. After evaluation of the loan, the loan is either restructured by issuing an additional loan to the customer or rescheduled by modifying the payment amount or payment plan. The customer's financial position and commercial activities are continuously analyzed and the principal and interest payments of rescheduled loans are monitored by the credit department.

Grades for companies having restructured and rescheduled loans are updated based on the analysis and credit performance of the company.

**Maximum exposure to credit risk**

The table below shows the maximum exposure to credit risk for the components of the financial statements, without taking account of any collateral held or other credit enhancements attached. For on balance sheet assets, the exposures set out below are based on net carrying amounts as reported in the statement of financial position.

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**5.2 Credit risk (continued)**

<b>Gross maximum exposure</b>	<b>December 31, 2018</b>	<b>December 31, 2017</b>
T.R. Central Bank	16,768,889	14,870,224
Due from banks (net)	3,880,878	1,902,768
Investments measured at FVTPL	22,427	69,818
Derivative financial assets	12,401,329	5,442,268
Investments measured at fair value through other comprehensive income	8,325,885	8,273,908
Investments measured at amortised cost	12,895,116	7,168,664
Loans and advances to customers	93,467,525	82,113,497
Factoring receivables	1,208,884	1,385,979
Finance lease receivables	5,521,076	4,473,945
Other assets	1,036,572	349,110
<b>Total</b>	<b>155,528,581</b>	<b>126,050,181</b>
Financial guarantees and lending commitments	23,689,246	19,315,049
Credit card limits	22,392,258	17,161,713
Other commitments	43,151,679	34,430,217
<b>Total</b>	<b>89,233,183</b>	<b>70,906,979</b>
<b>Total credit risk exposure</b>	<b>244,761,764</b>	<b>196,957,160</b>

**5.2.1 Credit rating system**

QNB Finansbank aims to manage its loan portfolio based on international best practices. In this respect, the Bank has formed internal scoring and rating systems, based on statistical methods to monitor the credibility of its clients. These systems classify the customers according to their default risk from highest to lowest score or rating. Internal scoring systems are used to improve the efficiency of the loan granting process, to monitor loan portfolio quality effectively and to assist in the determination of the actions required. The Bank uses rating and scoring systems for corporate customers in order to assess the creditworthiness of a customer applying for a loan, and behavioral scoring systems for existing customers in order to calculate the default probability in a certain period of time. These systems are revised periodically based on international best practices and methodologies and calibrated if necessary.

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**5.2.1 Credit rating system (continued)**

The Bank utilizes behaviour scorecards in order to monitor retail loans (mortgage loans, consumer credits, credit cards) portfolio. Behaviour scorecards are developed and validated in-house. There are different behaviour scorecards for each product group as well as delinquency status (there are different scorecards for current credits and delinquent credits for each credit type). Behaviour scores are calculated with every installment/statement starting at 3rd month for credit cards and retail loans using payment behaviour of the customer. The scorecards measure the probability that the loan will become non-performing in the following months. All of the scorecards are monitored on a quarterly basis and, if needed, necessary actions are taken to update them. In application and collection stages, the scorecards are utilized heavily in strategies. Behavior scores are also used for selecting target groups for cross-selling and other marketing campaigns.

The most common practice used by the Group to mitigate credit risk is the taking of security for funds advances. The Group implements guidelines on the acceptability of specific classes of collateral. The principal collateral types for loans and advances to customers are:

- Collaterals for mortgages over residential and commercial properties;
- Charges over business assets such as premises, ships, vehicles, inventory and accounts receivable;
- Charges over financial instruments such as debt securities and equities;
- Cash collaterals;
- Bank or personal guarantees.

Revolving credit facilities to individuals and debt securities, treasury and other eligible bills are generally unsecured.

**5.2.2 Loans and advances to customers and finance lease receivables restructured**

Restructuring activities include extended and/or rescheduled payment arrangements, approved external management plans, arrangement of terms of loan such as modification and deferral of payments, interest rate, currency, collateral structure, granting additional loan sale of collaterals, sale of debts, or sale of company.

If restructuring is entered into for non-performing loans, such loans will be reported as non-performing for a minimum of one year and may be reported as performing if IFRS 9 requirements are met. However as a conservative practice, Tthe Bank continues to classify such loans under non-performing loans. As of December 31, 2018, the total amount of restructured loans included in non performing loans are TL 91,417 (December 2017: TL 60,081).

As of December 31, 2018, the total amount of restructured finance lease receivables included in non performing loans are TL 159,410 (December 2017: TL 56,701).

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**5.2.3 Credit risk by industry sector**

An industry sector analysis of the Group's loans and advances to customers are as follows:

<b>Industry sector</b>	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Private individuals	33,120,143	28,912,532
Trade and services (excl. tourism)	18,171,412	12,883,900
Industry & mining	15,517,231	11,797,222
Construction and real estate development	11,636,711	5,861,726
Transportation and telecommunications	8,956,140	4,518,517
Tourism	2,612,992	2,269,580
Small scale industry	2,542,701	6,707,302
Factoring	467,756	779,388
Leasing	290,013	162,521
Other	152,426	8,220,809
<b>Total</b>	<b>93,467,525</b>	<b>82,113,497</b>

An industry sector analysis of the Group's finance lease receivables are as follows:

<b>Industry sector</b>	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Small scale industry	4,944,146	4,239,815
Industry and mining	352,401	129,831
Construction and real estate development	31,151	23,468
Transportation and telecommunications	23,922	18,572
Tourism	19,741	19,369
Trade and services (excl. tourism)	17,542	4,458
Other	132,173	38,432
<b>Total</b>	<b>5,521,076</b>	<b>4,473,945</b>

An industry sector analysis of the Group's factoring receivables are as follows:

<b>Industry sector</b>	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Industry and mining	371,683	433,105
Construction and real estate development	228,222	293,723
Transportation and telecommunications	66,458	102,537
Trade and services (excl. tourism)	62,612	177,347
Tourism	27,022	44,316
Shipping	503	5,867
Small scale industry	2,010	5,379
Other	450,375	323,705
<b>Total</b>	<b>1,208,885</b>	<b>1,385,979</b>

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**5.2.4 Counterparty risk**

The Group faces counterparty risk from the over-the-counter transactions and the repurchase agreements in which it is involved. Counterparty risk is the risk arising from an obligor's failure to meet its contractual obligations. For the efficient management of counterparty risk, the Bank has established a framework of counterparty limits. The financial institution department is responsible for setting and monitoring the limits.

Counterparty limits are set based on the credit ratings of the financial institutions. The credit ratings are provided by internationally recognized ratings agencies, in particular by Moody's and Standard & Poor's. According to the Bank's policy, if agencies disagree on the creditworthiness of a financial institution, only the lowest rating will be taken into consideration. In cases where a financial institution is not rated by the above agencies, its rating is given by the Bank's internal rating model.

The counterparty limits apply to all financial instruments which the Treasury department actively trades in the interbank market. The limits framework is revised according to the business needs of the Bank and prevailing conditions in international financial markets. A similar limit structure for the management of counterparty risk is enforced across all of the Group's subsidiaries.

The Group seeks to reduce counterparty risk by standardizing relationships with counterparties through International Swaps and Derivatives Association ("ISDA"), Global Master Repurchase Agreement ("GMRA") and Global Master Securities Lending Agreement ("GMSLA") contracts that respectively include all necessary closeout netting clauses and margining agreements. Additionally, for the most active counterparties in over-the-counter derivatives, credit support annexes have been put in effect so that on the basis of daily valuations, net current exposures are managed through margin accounts where cash collaterals can be reciprocally posted.

The Bank avoids taking positions in derivative contracts where the values of the underlying assets are highly correlated with the credit quality of the counterparty.

To calculate capital requirements, QNB Finansbank measures the exposure amount by applying a methodology that includes:

- data gathering via risk management systems;
- performance of quantitative and qualitative checks; and
- application of the fair value methodology according to the BRSA.

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**5.3 Market risk**

Market risk arises from the uncertainty concerning changes in market prices and rates (including interest rates, equity and bond prices and foreign exchange rates) and their levels of volatility. In recent years, the Group has expanded its trading activities to include a wide variety of financial products in order to enhance its profitability and its service to customers. These trading activities require QNB Finansbank to assume market risk, which the Group seeks to identify, estimate, monitor and manage effectively through a framework of principles, measurement processes and a valid set of limits that apply to all of the Group's transactions. The capital required for General Market Risk and Specific Risk is calculated and reported monthly in accordance with the Standard Method defined in the "Regulation on Measurement and Assessment of Capital Adequacy of Banks" issued by the BRSA. The most significant types of market risk for the Group are interest rate risk and foreign exchange risk.

**Interest rate risk** is the risk related to the potential loss on the Group's portfolio due to adverse movements in the interest rates. Interest rate risk is the risk that the fair value or future cash flows of Group's portfolio will fluctuate because of changes in market interest rates. A principal source of interest rate risk exposure arises from the Group's financial assets at fair value through profit or loss and fair value through OCI bond portfolios, floating rate assets and liabilities carried at amortized cost, and its interest rate exchange traded and OTC transactions.

The Group has to manage the interest rate risk that derives from the positions it retains in Turkish government bonds, denominated mostly in TL. In addition, the Group enters into swap transactions either for hedging purposes, or for proprietary reasons. As a means of hedging, the Group enters into swap transactions in order to hedge the interest rate risk of its Eurobond portfolio, which consists of Turkish government bonds denominated in foreign currency.

The Group also obtains liquidity in US dollars and Euro which are then converted into TL through cross currency interest rate swaps in order to offer loans to its customers. Furthermore, these cross currency interest rate swaps act as a hedge to the interest rate risk that derives from the Group's loan portfolio.

**Equity risk** is the risk related to the potential loss that might occur due to adverse movements in the prices of stocks and equity indices. The Group holds a limited portfolio of stocks, the majority of which are traded on the Istanbul Stock Exchange, and also retains positions in stock and equity index derivatives traded in the Turkish and international exchanges.

**Foreign exchange risk** is the risk related to the potential loss due to adverse movements in foreign exchange rates. The foreign exchange risk derives from the Group's Open Currency Position ("OCP").

The Group trades in all major currencies holding mainly short-term positions for trading purposes and for servicing its institutional, corporate, domestic and international clients. According to the Bank's strategy, the end of day OCP should comply with the regulatory limits.



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**5.3.1 Market risk on fair value through profit or loss (FVPL) and fair value through other comprehensive income (FVOCI) portfolio**

The Bank estimates the market risk of its FVPL and FVOCI portfolios by applying a Value-at-Risk (“VaR”) methodology. In particular, the Bank has adopted a historical simulation methodology with a 99% confidence interval and a one day holding period. Bank Risk Tolerance and VaR limits for each risk factor are determined in order to manage the market risk efficiently and to keep the market risk within the desired limits. The Group Risk Management Department monitors VaR balances daily for compliance with the limits. Periodic stress tests and scenario analyses are used to support the results of VaR.

The VaR limits have been determined by reference to worldwide best practices; they refer not only to specific types of market risk, such as interest rate, foreign exchange and equity risk, but also to the overall market risk of the Bank’s FVPL and FVOCI portfolios.

The tables below present the Bank’s VaR for 2018 and 2017;

<b>2018</b>	<b>Total VaR</b>	<b>Interest Rate VaR</b>	<b>Foreign Exchange Risk VaR</b>
As of December 31	64,868	64,498	880
Average	74,207	76,145	901
Minimum	15,845	15,929	101
Maximum	238,625	243,361	4,524

<b>2017</b>	<b>Total VaR</b>	<b>Interest Rate VaR</b>	<b>Foreign Exchange Risk VaR</b>
As of December 31	24,318	24,091	717
Average	31,430	31,316	868
Minimum	15,023	15,365	144
Maximum	60,980	61,261	3,631

In addition, the Bank performs back testing in order to verify the predictive power of its VaR model. The calculations involve the comparison of “hypothetical” daily gains and losses with the respective estimates of the VaR model used for regulatory purposes.

Stress test analysis is also performed by QNB Finansbank on its FVPL and FVOCI portfolios on a monthly basis. The scenarios refer to extreme movements of interest rates and foreign exchange prices and are based on the latest financial crises which have taken place in Turkey.

**5.3.2 Limitations of the VaR model**

The VaR model is based on certain theoretical assumptions, which under extreme market conditions might not capture the maximum loss the Bank will suffer. The restrictions of the Bank’s methodology are summarized as follows:

- The use of historical data series as predictive measures for the behaviour of risk factors in the future might prove insufficient in periods of intense volatility in financial markets;

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**5.3.2 Limitations of the VaR model (continued)**

- The one-day holding period for VaR calculations (or ten days for regulatory purposes) implies that the Bank will be able to liquidate all its trading assets within this length of time. This assumption might underestimate market risk in periods of insufficient liquidity in financial markets or in cases where certain assets in the Bank's portfolio cannot be easily liquidated;
- VaR refers to the plausible loss on the Bank's portfolio for a 99% confidence interval, not taking into account any losses beyond that level;
- All calculations are based on the Bank's positions at the end of each business day, ignoring the intra-day exposures and any realized losses that might have been incurred; and
- VaR estimates rely on small changes in the prices of risk factors. For bigger movements, the methodology would not fully capture the effect on the value of the portfolio.

**5.3.3 Interest rate risk in the banking book and interest rate sensitivity**

The interest rate risk resulting from the banking book comprises of maturity mismatch risk, yield-curve risk, base risk and option risk. Within the scope of the interest rate risk, the Bank analyzes all these risks periodically, and considering market conditions, manages all aspects of interest rate risk on the banking book effectively in accordance with the Bank's strategy. The Group believes that it maintains adequate measurement, monitoring, and control functions for interest rate risk in the banking book, including:

- measurement systems for interest rate risk that capture all material sources of interest rate risk and that assess the effect of interest rate changes in ways that are consistent with the scope of the Group's activities;
- measurement of vulnerability to loss under stressful market conditions;
- processes and information systems for measuring, monitoring, controlling, and reporting interest rate risk exposures in the banking book; and
- a documented policy regarding the management of interest rate risk in the banking book.

Interest rate risk that would arise from the changes in interest rates depending on the Group's position is managed by the ALCO of the Bank.

Interest rate sensitivity of assets, liabilities and off balance sheet items is analyzed by top management in the ALCO meetings held every month by taking the market developments into consideration.

The Management of the Group follows the interest rates in the market on a daily basis and revises interest rates of the Group when necessary.

In addition to customer deposits and bond issuance, the Bank funds its long term fixed interest rate TL installment loan portfolio with long term (up to 10 years) floating interest rate foreign currency funds obtained from international markets. The Bank swaps the foreign currency liquidity obtained from the international markets to TL liquidity with long term swap transactions (fixed TL interest rate and floating foreign currency interest rate).

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**5.3.3 Interest rate risk in the banking book and interest rate sensitivity (continued)**

Even though the Bank is exposed to structural interest rate risk on its statement of financial position due to the nature of its existing activities, the Bank's policy aims to ensure that this risk stays within the pre-defined limits. The ALCO aims to protect the economic value of equity, while sustaining a stable earnings profile. Duration/GAP analyses, which rely on calculations of net discounted future cash flows of interest rate sensitive balance sheet items, are conducted to manage this risk.

The Bank runs net economic value sensitivity scenarios with changes in interest rates and interest rate margins, so as to calculate their impact on net economic value. Beside the Basel standard interest rate shock scenario, 2001 crisis, May 2004 and June 2006 scenarios are also simulated.

The interest rate risk on banking book is measured legally as per the "Regulation on Measurement and Evaluation of Interest Rate Risk Resulted from Banking Book as per Standard Shock Method" published by BRSA on August 23, 2011, and the legal limit as per this measurement is monitored and reported monthly to the Asset and Liability Committee, the Board Risk Committee and the Board of Directors.

Type of Currency	Shocks Applied	Gains/ (Losses)	Gains/Equity-
	(+/- x basis points)		(Losses) /Equity
1. TL	(+) 500	(989,277)	(5.24)%
	(-) 400	908,962	4.82%
2. EUR	(+) 200	(128,399)	(0.68)%
	(-) 200	152,344	0.81%
3. USD	(+) 200	230,331	1.22%
	(-) 200	(244,086)	(1.19)%
<b>Total (of negative shocks)</b>		<b>817,220</b>	<b>%4.33</b>
<b>Total (of positive shocks)</b>		<b>(887,345)</b>	<b>%(4.70)</b>

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### 5.3.3 Interest rate risk in the banking book and interest rate sensitivity(continued)

The following table indicates the periods in which financial assets and liabilities re-price as of December 31, 2018:

#### December 31, 2018

	Up to 1 Month	1 to 3 months	3 to 12 months	1 to 5 years	Over 5 years	Non-interest bearing	Total
<b>ASSETS</b>							
Cash and balances with T.R. Central Bank	6,948,687	-	-	-	-	11,525,631	18,474,318
Due from banks	2,878,680	-	2,077	-	-	1,000,121	3,880,878
Financial assets at FVTPL	555	1,644	76	12,825	7,874	22,765	45,739
Derivative financial assets	-	-	-	-	-	12,401,329	12,401,329
Loans and advances to customers	27,801,882	10,331,146	25,218,239	22,394,717	3,418,528	4,303,013	93,467,525
Factoring receivables	761,144	168,116	247,736	31,231	-	657	1,208,884
Finance lease receivables	340,110	277,853	1,162,695	3,346,746	304,876	88,796	5,521,076
Financial assets at FVOCI	293,702	537,796	3,121,016	1,944,080	2,689,994	(134,834)	8,451,754
Financial assets at amortised cost	1,302,442	1,696,535	3,692,648	1,684,718	3,543,329	975,444	12,895,116
Other assets	-	-	-	-	-	6,800,315	6,800,315
<b>Total assets</b>	<b>40,327,202</b>	<b>13,013,090</b>	<b>33,444,487</b>	<b>29,414,317</b>	<b>9,964,601</b>	<b>36,983,237</b>	<b>163,146,934</b>
<b>LIABILITIES</b>							
Due to other banks	10,726,629	2,379,415	1,382,772	41,871	37,416	564,212	15,132,315
Customer deposits	45,241,498	15,890,388	6,049,592	150,735	164	15,820,818	83,153,195
Derivative financial liabilities	1,361	-	-	-	-	6,448,828	6,450,189
Debt securities issued	1,508,886	3,572,556	2,867,030	3,796,432	-	46,628	11,791,532
Funds borrowed	3,626,962	5,231,837	12,743,905	1,417,419	2,350,268	1,976	25,372,367
Other liabilities and equity	2,480	2,539	11,242	21,443	-	21,209,632	21,247,336
<b>Total liabilities</b>	<b>61,107,816</b>	<b>27,076,735</b>	<b>23,054,541</b>	<b>5,427,900</b>	<b>2,387,848</b>	<b>44,092,094</b>	<b>163,146,934</b>
<b>On balance sheet sensitivity gap</b>	<b>(20,780,614)</b>	<b>(14,063,645)</b>	<b>10,389,946</b>	<b>23,986,417</b>	<b>7,576,753</b>	<b>(7,108,857)</b>	<b>-</b>
<b>Off-balance sheet sensitivity gap</b>	<b>5,271,880</b>	<b>21,627,288</b>	<b>1,917,808</b>	<b>(15,205,275)</b>	<b>(7,384,089)</b>	<b>(6,227,612)</b>	<b>-</b>
<b>Total interest sensitivity gap</b>	<b>(15,508,734)</b>	<b>7,563,643</b>	<b>12,307,754</b>	<b>8,781,142</b>	<b>192,664</b>	<b>(13,336,469)</b>	<b>-</b>

The following table indicates the periods in which financial assets and liabilities re-price as of December 31, 2017:

#### December 31, 2017

	Up to 1 month	1 to 3 months	3 to 12 months	1 to 5 years	Over 5 years	Non-interest bearing	Total
<b>ASSETS</b>							
Cash and balances with T.R. Central Bank	9,075,899	-	-	-	-	6,806,377	15,882,276
Due from banks	1,519,182	7,339	8,189	-	-	368,058	1,902,768
Financial assets at FVTPL	10,789	6,149	10,267	21,166	5,328	35,691	89,390
Derivative financial assets	-	-	-	-	-	5,442,268	5,442,268
Loans and advances to customers	16,883,605	8,694,340	26,636,458	24,347,157	3,424,550	2,127,387	82,113,497
Factoring receivables	547,491	324,828	467,016	33,326	-	13,318	1,385,979
Finance lease receivables	235,142	202,883	882,664	2,519,654	256,849	376,753	4,473,945
Available for sale investments	1,072,555	966,372	2,722,928	1,032,698	2,418,309	140,774	8,353,636
Held to maturity investments	191,969	1,387,592	2,088,237	999,729	2,286,334	214,803	7,168,664
Other assets	-	-	-	-	-	3,979,049	3,979,049
<b>Total assets</b>	<b>29,536,632</b>	<b>11,589,503</b>	<b>32,815,759</b>	<b>28,953,730</b>	<b>8,391,370</b>	<b>19,504,478</b>	<b>130,791,472</b>
<b>LIABILITIES</b>							
Due to other banks	8,828,800	1,909,256	1,272,828	-	30,659	134,035	12,175,578
Customer deposits	40,680,892	8,605,660	2,957,289	23,971	150	12,996,435	65,264,397
Derivative financial liabilities	-	-	-	-	-	2,606,318	2,606,318
Debt securities issued	1,841,696	3,231,577	501,609	4,741,621	-	43,563	10,360,066
Funds borrowed	3,706,758	3,071,535	8,544,560	3,490,393	2,807,972	123,835	21,745,053
Other liabilities and equity	279	535	2,345	4,238	-	18,632,663	18,640,060
<b>Total liabilities</b>	<b>55,058,425</b>	<b>16,818,563</b>	<b>13,278,631</b>	<b>8,260,223</b>	<b>2,838,781</b>	<b>34,536,849</b>	<b>130,791,472</b>
<b>On balance sheet sensitivity gap</b>	<b>(25,521,793)</b>	<b>(5,229,060)</b>	<b>19,537,128</b>	<b>20,693,507</b>	<b>5,552,589</b>	<b>(15,032,371)</b>	<b>-</b>
<b>Off-balance sheet sensitivity gap</b>	<b>6,266,978</b>	<b>15,722,425</b>	<b>554,484</b>	<b>(16,166,423)</b>	<b>(3,063,760)</b>	<b>(3,313,704)</b>	<b>-</b>
<b>Total interest sensitivity gap</b>	<b>(19,254,815)</b>	<b>10,493,365</b>	<b>20,091,612</b>	<b>4,527,084</b>	<b>2,488,829</b>	<b>(18,346,075)</b>	<b>-</b>

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### 5.3.4 Foreign exchange risk

The Group evaluates its exposure for the effects of fluctuations in the prevailing foreign currency exchange rates on its financial position and cash flows.

The Group enters into foreign currency forward transactions and swap transactions to decrease foreign currency position risk. The Group also engages in foreign currency and Eurobond buy-sell option transactions.

The position limit of the Group related to currency risk is determined according to the Foreign Currency Net Position Standard ratio determined by the BRSA.

Consolidated subsidiaries and associates determine position limit related with currency risk as determined by local regulatory bodies. Branches established abroad conduct their operations in local currencies of the countries they are incorporated in.

As of December 31, 2018, the Group's net foreign currency position, after including the off-balance sheet position (notional values of derivatives) is TL 5,496 long (December 2017: TL 364,427 short).

The table summarizes the Group's assets and liabilities and equity at carrying amounts and derivatives at notional amounts categorized by currency.

#### December 31, 2018

ASSETS	TL	USD	EUR	Other	Total
Cash and balances with T.R. Central Bank <sup>(*)</sup>	1,785,593	5,933,093	8,698,390	2,057,242	18,474,318
Due from banks	720,285	1,745,040	1,372,548	43,005	3,880,878
Financial assets at FVTPL	42,381	2,486	872	-	45,739
Derivative financial assets	11,750,134	360,287	290,776	132	12,401,329
Loans and advances to customers	62,523,291	13,226,373	17,540,404	177,457	93,467,525
Factoring receivables	1,074,250	13,428	89,332	31,874	1,208,884
Finance lease receivables	1,513,147	1,007,481	2,996,182	4,266	5,521,076
Financial assets at fair value through other comprehensive income	4,553,336	3,385,031	513,387	-	8,451,754
Financial assets at amortised cost	7,879,428	4,840,580	175,108	-	12,895,116
Investments in joint ventures	158,380	-	-	-	158,380
Intangible assets	433,889	-	-	-	433,889
Property and equipment	2,893,390	-	-	61	2,893,451
Deferred tax assets	613,768	-	-	-	613,768
Other assets	2,676,638	21,355	2,249	585	2,700,827
<b>Total assets</b>	<b>98,617,910</b>	<b>30,535,154</b>	<b>31,679,248</b>	<b>2,314,622</b>	<b>163,146,934</b>
<b>LIABILITIES</b>					
Due to other banks	792,196	7,232,375	7,022,877	84,867	15,132,315
Customer deposits <sup>(**)</sup>	44,641,676	26,265,996	9,659,953	2,585,570	83,153,195
Derivative financial liabilities	5,797,188	446,280	206,721	-	6,450,189
Debt securities issued	4,031,308	7,171,029	531,822	57,373	11,791,532
Funds borrowed	1,115,589	14,253,660	8,110,360	1,892,758	25,372,367
Deferred tax liabilities	-	-	-	-	-
Retirement benefit obligations	193,133	-	-	-	193,133
Current income taxes	153,080	-	-	-	153,080
Other liabilities and equity	20,480,046	250,360	160,048	10,669	20,901,123
<b>Total</b>	<b>77,204,216</b>	<b>55,619,700</b>	<b>25,691,781</b>	<b>4,631,237</b>	<b>163,146,934</b>
<b>Net on balance sheet position</b>	<b>21,413,694</b>	<b>(25,084,546)</b>	<b>5,987,467</b>	<b>(2,316,615)</b>	<b>-</b>
<b>Net off-balance sheet position</b>	<b>(21,419,190)</b>	<b>24,735,748</b>	<b>(5,623,875)</b>	<b>2,307,317</b>	<b>-</b>
<b>Net position including TL</b>	<b>(5,496)</b>	<b>(348,798)</b>	<b>363,592</b>	<b>(9,298)</b>	<b>-</b>

<sup>(\*)</sup>Cash and Balances with T. R. Central Bank Other include TL 2,020,547 (December 2017: TL 1,799,886) of precious metal deposit account.

<sup>(\*\*)</sup>Customer Deposits include TL 1,862,513 (December 31, 2017– TL 1,198,394) of precious metal deposit account.

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### 5.3.4 Foreign exchange risk (continued)

As of December 31, 2017, the Group's net foreign currency position, after including the off-balance sheet position (notional values of derivatives) is TL 364,427 short.

#### December 31, 2017

ASSETS	TL	USD	EUR	Other	Total
Cash and balances with T.R. Central Bank <sup>(*)</sup>	2,130,944	8,430,826	3,509,095	1,811,411	15,882,276
Due from banks	311,879	1,388,743	190,067	12,079	1,902,768
Financial assets at FVTPL	73,443	13,616	2,331	-	89,390
Derivative financial assets	5,257,801	96,069	87,982	416	5,442,268
Loans and advances to customers	59,719,099	9,185,041	13,063,427	145,930	82,113,497
Factoring receivables	1,229,318	57,441	59,057	40,163	1,385,979
Finance lease receivables	1,372,412	844,418	2,256,110	1,005	4,473,945
Available for sale investments	5,124,035	2,823,373	406,228	-	8,353,636
Held to maturity investments	3,740,199	3,408,710	19,755	-	7,168,664
Investments in associates	135,381	-	-	-	135,381
Intangible assets	344,715	-	-	-	344,715
Property and equipment	511,928	1,447,952	-	43	1,959,923
Deferred tax assets	41,867	-	-	-	41,867
Other assets	1,459,778	31,730	5,067	588	1,497,163
<b>Total</b>	<b>81,452,799</b>	<b>27,727,919</b>	<b>19,599,119</b>	<b>2,011,635</b>	<b>130,791,472</b>
<b>LIABILITIES</b>					
Due to other banks	2,406,590	6,655,803	3,010,349	102,836	12,175,578
Customer deposits <sup>(**)</sup>	34,555,824	21,318,126	7,703,752	1,686,695	65,264,397
Derivative financial liabilities	2,259,394	237,775	108,797	352	2,606,318
Debt securities issued	4,373,454	5,808,924	177,688	-	10,360,066
Funds borrowed	1,670,763	11,457,500	6,340,186	2,276,604	21,745,053
Deferred tax liabilities	-	-	-	-	-
Retirement benefit obligations	193,738	-	-	-	193,738
Current income taxes	419,559	-	-	-	419,559
Other liabilities and equity	17,247,470	518,343	250,639	10,311	18,026,763
<b>Total</b>	<b>63,126,792</b>	<b>45,996,471</b>	<b>17,591,411</b>	<b>4,076,798</b>	<b>130,791,472</b>
<b>Net on balance sheet position</b>	<b>18,326,007</b>	<b>(18,268,552)</b>	<b>2,007,708</b>	<b>(2,065,163)</b>	<b>-</b>
<b>Net off-balance sheet position</b>	<b>(17,961,580)</b>	<b>17,986,103</b>	<b>(2,135,608)</b>	<b>2,111,085</b>	<b>-</b>
<b>Net position including TL</b>	<b>364,427</b>	<b>(282,449)</b>	<b>(127,900)</b>	<b>45,922</b>	<b>-</b>

<sup>(\*)</sup> Cash and Balances with T. R. Central Bank Other include TL 1,799,886 (December 2016: TL 1,554,973) of precious metal deposit account.

<sup>(\*\*)</sup> Customer Deposits include TL 1,198,394 (December 31, 2016 –TL 778,428) of precious metal deposit account.

### Foreign currency sensitivity

The Group is mainly exposed to EUR and USD currencies.

The following table details the Group's sensitivity to a 10% appreciation and depreciation in the TL against USD and EUR. The 10% rate is the sensitivity rate used when reporting foreign currency risk internally to key management personnel and represents management's assessment of the possible change in foreign exchange rates.

Change in currency rate		Effect on net profit or loss		Effect on equity <sup>(*)</sup>	
		2018	2017	2018	2017
USD	10% increase	(3,403)	(4,569)	(36,791)	(18,559)
USD	10% decrease	3,403	4,569	36,791	18,559
EUR	10% increase	14,117	(8,798)	10,822	(8,569)
EUR	10% decrease	(14,117)	8,798	(10,822)	8,569

<sup>(\*)</sup>Effect on equity also includes the effect of the change in foreign currency rates on the statement of profit or loss.

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Liquidity risk arises in the general funding of QNB Finansbank's financing and trading activities and in the management of investment positions. It includes the risk of increases in funding costs and the risk of being unable to liquidate a position in a timely manner at a reasonable price.

It reflects the potential mismatch of payment obligation to incoming payments, taking into account unexpected delays in repayments (term liquidity risk) or unexpectedly high payment outflows (withdrawal/ call risk). Liquidity risk involves both the risk of unexpected increases in the cost of the funding the portfolio of asset at appropriate maturities and rates, and the risk of being unable to liquidate a position in a timely manner on reasonable terms.

The primary objectives of QNB Finansbank's asset and liability management are to ensure that sufficient liquidity is available to meet QNB Finansbank's commitments to its customers in respect of repayment of deposits and ATM transactions, to satisfy QNB Finansbank's other liquidity needs and to ensure compliance with capital adequacy and other applicable Central Bank regulations.

The ALCO is responsible for forming and overseeing the implementation of the asset and liability management strategy of QNB Finansbank. The objective of QNB Finansbank's asset and liability management strategy is to structure QNB Finansbank's balance sheet in view of liquidity risk, maturity risk, interest rate risk and foreign exchange risk, while ensuring that QNB Finansbank has adequate capital and is using capital to maximize net interest income.

The Bank applies the following liquidity metrics in order to monitor and manage liquidity risk:

- 1- The basic tool for measuring, monitoring, and evaluating liquidity needs and liquidity sources is the liquidity gap report. Liquidity gap reports reflect the liquidity provided by cash inflows and the liquidity needed to fund cash outflows. They incorporate cash flows associated with assets and liabilities into time buckets.
- 2- Liquidity Coverage Ratio (LCR) is a short term quantitative liquidity standard which has been developed by the Basel Committee as part of Basel III. The Bank maintains an adequate level of unencumbered, high-quality liquid assets (HQLA) that can be converted into cash to meet its liquidity needs for a 30 calendar day time horizon under a significantly severe liquidity stress test scenario.

Liquidity Coverage Ratio	<b>FX</b>	<b>FX+TL</b>
December 31, 2018	158.92%	114.48%
Average (%)	166.42%	114.93%
Maximum (%)	280.06%	141.94%
Minimum (%)	118.90%	97.62%
Limit (%)	70.00%	90.00%

The ALCO sets QNB Finansbank's policies for interest rate levels and terms for loans and deposits and makes decisions regarding maturities and pricing of loans and deposits. In addition, members of the treasury department, including the group managers, managers, assistant managers and fixed income and foreign exchange traders, meet on a daily basis to monitor the risk exposure of QNB Finansbank, particularly QNB Finansbank's net foreign currency short position and the daily interest rate gap and duration.

## QNB FİNANSBANK ANONİM ŞİRKETİ

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2018

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#### 5.4 Liquidity risk (continued)

QNB Finansbank's treasury department is responsible for managing and implementing QNB Finansbank's asset and liability positions on a day-to-day basis and ensuring the availability of funds for all of QNB Finansbank's products and services distributed through QNB Finansbank's branch network. The Treasury department measures and evaluates on a daily basis QNB Finansbank's risk exposure and unfavorable changes in market conditions and regularly monitors the short-term mismatches between assets and liabilities.

The following table indicates the periods in which financial assets and liabilities remaining maturities as of December 31, 2018:

December 31, 2018	Demand	Up to 1 month	1 to 3 months	3 to 12 months	1 to 5 yrs	Over 5 years	Undistributed	Total
Cash and balances with T.R. Central Bank	7,691,791	10,819,669	-	-	-	-	(37,141)	18,474,318
Due from banks	1,178,555	2,689,216	2,000	2,079	-	-	9,028	3,880,878
Financial assets at FVTPL	7,867	-	448	1,260	12,842	7,876	15,445	45,739
Derivative financial assets	-	608,333	1,793,087	3,634,177	5,952,021	413,711	-	12,401,329
Loans and advances to customers	-	17,951,780	8,414,287	24,315,837	29,659,863	11,691,240	1,434,518	93,467,525
Factoring Receivables	652	759,466	168,662	248,075	23,851	-	8,178	1,208,884
Finance lease receivables	-	156,654	277,713	1,149,086	3,363,108	340,122	234,393	5,521,076
Financial assets at FVOCI	118,171	1,718	598,951	1,466,099	5,450,431	3,624,447	(2,808,063)	8,451,754
Financial assets at amortised cost	-	-	301,812	509,935	5,729,451	6,390,995	(37,077)	12,895,116
Other assets	-	1,691,079	55,551	-	879,983	-	4,173,702	6,800,315
<b>Total assets</b>	<b>8,997,036</b>	<b>34,677,915</b>	<b>11,612,511</b>	<b>31,326,548</b>	<b>51,071,550</b>	<b>22,468,391</b>	<b>2,992,983</b>	<b>163,146,934</b>
Due to banks	555,546	10,733,063	1,520,757	582,318	834,281	906,350	-	15,132,315
Customer Deposits	15,120,544	45,587,804	16,081,731	6,210,318	152,633	165	-	83,153,195
Derivative financial liabilities	-	915,393	949,492	1,495,850	2,643,635	445,819	-	6,450,189
Debt securities issued	-	1,588,578	2,101,613	3,299,848	4,766,782	34,711	-	11,791,532
Funds Borrowed	-	3,273,326	1,716,743	7,538,981	6,640,651	6,202,666	-	25,372,367
Other liabilities	-	5,650,900	8,012	17,997	30,072	1,548	15,538,807	21,247,336
<b>Total liabilities</b>	<b>15,676,090</b>	<b>67,749,064</b>	<b>22,378,348</b>	<b>19,145,312</b>	<b>15,068,054</b>	<b>7,591,259</b>	<b>15,538,807</b>	<b>163,146,934</b>
<b>Liquidity Excess / Gap</b>	<b>(6,679,054)</b>	<b>(33,071,149)</b>	<b>(10,765,837)</b>	<b>12,181,236</b>	<b>36,003,496</b>	<b>14,877,132</b>	<b>(12,545,824)</b>	<b>-</b>
<b>Net Off- Balance Sheet Position</b>	<b>-</b>	<b>(477,540)</b>	<b>936,632</b>	<b>2,070,666</b>	<b>2,289,683</b>	<b>31,041</b>	<b>-</b>	<b>4,850,482</b>
Receivables from financial derivative instruments	-	18,794,816	14,225,803	22,354,597	37,228,868	18,475,965	-	111,080,049
Liabilities from derivative financial instruments	-	19,272,356	13,289,171	20,283,931	34,939,185	18,444,924	-	106,229,567
<b>Non Cash Loans</b>	<b>-</b>	<b>1,246,671</b>	<b>2,179,701</b>	<b>8,419,216</b>	<b>2,914,717</b>	<b>412,843</b>	<b>8,516,098</b>	<b>23,689,246</b>
<b>December 31, 2017</b>								
Total Assets	5,175,782	30,568,975	7,290,286	26,584,452	40,765,124	16,980,747	3,426,106	130,791,472
Total Liabilities	12,717,856	55,646,979	15,119,158	14,274,437	14,339,512	4,823,877	13,869,653	130,791,472
<b>Liquidity Excess / Gap</b>	<b>(7,542,074)</b>	<b>(25,078,004)</b>	<b>(7,828,872)</b>	<b>12,310,015</b>	<b>26,425,612</b>	<b>12,156,870</b>	<b>(10,443,547)</b>	<b>-</b>
<b>Net Off- Balance Sheet Position</b>	<b>-</b>	<b>(161,134)</b>	<b>391,205</b>	<b>725,540</b>	<b>1,472,151</b>	<b>21,732</b>	<b>-</b>	<b>2,771,762</b>
Receivables from financial derivative instruments	-	16,758,947	15,518,239	23,277,189	35,950,287	7,066,466	-	98,571,128
Liabilities from derivative financial instruments	-	16,597,813	15,127,034	22,551,649	34,478,136	7,044,734	-	95,799,366
<b>Non Cash Loans</b>	<b>-</b>	<b>1,100,786</b>	<b>2,055,672</b>	<b>7,089,728</b>	<b>2,717,879</b>	<b>404,698</b>	<b>5,946,286</b>	<b>19,315,049</b>



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**5.4 Liquidity risk (continued)**

**Analysis of financial liabilities by remaining contractual maturities**

The tables below show the Group's maturity distribution of certain financial liabilities, other than derivatives. The tables below are prepared by considering the contractual undiscounted cash flows expected on the nearest cash flow dates. The interest which will be paid at the maturity date is included in these tables. Interest payable for floating rate liabilities are determined by taking the latest rate and applying the same rate for all the future payments.

**December 31, 2018**

	<b>Carrying Amount</b>	<b>Demand</b>	<b>Up to 1 month</b>	<b>1 to 3 months</b>	<b>3 to 12 months</b>	<b>1 to 5 yrs</b>	<b>Over 5 years</b>	<b>Total</b>
Due to other banks	15,132,315	6,676,608	5,049,632	1,696,265	768,584	893,988	1,112,929	16,198,006
Customer deposits	83,153,195	14,860,867	45,800,136	16,421,335	6,839,246	179,723	243	84,101,550
Debt securities issued	11,791,532	-	2,666,715	2,215,468	3,644,350	5,279,490	34,711	13,840,734
Funds borrowed	25,372,367	-	1,703,523	1,811,435	8,192,542	8,310,727	7,580,284	27,598,511
Financial guarantees and lending commitments <sup>(*)</sup>	23,689,246	8,516,098	1,246,671	2,179,701	8,419,216	2,914,717	412,843	23,689,246
<b>Total</b>	<b>159,138,655</b>	<b>30,053,573</b>	<b>56,466,677</b>	<b>24,324,204</b>	<b>27,863,938</b>	<b>17,578,645</b>	<b>9,141,010</b>	<b>165,428,047</b>

**December 31, 2017**

	<b>Carrying Amount</b>	<b>Demand</b>	<b>Up to 1 month</b>	<b>1 to 3 months</b>	<b>3 to 12 months</b>	<b>1 to 5 yrs</b>	<b>Over 5 years</b>	<b>Total</b>
Due to other banks	12,175,578	3,047,115	5,542,247	1,549,970	1,466,875	2,723,611	712,531	15,042,349
Customer deposits	65,264,397	14,739,356	41,026,900	8,784,922	3,156,681	28,587	221	67,736,667
Debt securities issued	10,360,066	-	1,828,626	2,107,915	1,289,050	6,103,433	52,462	11,381,486
Funds borrowed	21,745,053	-	2,658,243	1,989,090	8,776,520	7,047,890	3,515,968	23,987,711
Financial guarantees and lending commitments <sup>(*)</sup>	19,315,049	5,946,286	1,100,786	2,055,672	7,089,728	2,717,879	404,698	19,315,049
<b>Total</b>	<b>128,860,143</b>	<b>23,732,757</b>	<b>52,156,802</b>	<b>16,487,569</b>	<b>21,778,854</b>	<b>18,621,400</b>	<b>4,685,880</b>	<b>137,463,262</b>

<sup>(\*)</sup> Amounts related to letters of guarantee represent maturities based on contract and amounts per these maturities and the amounts have the nature to be withdrawn on demand optionally.

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### 5.4 Liquidity risk (continued)

#### Analysis of financial liabilities by remaining contractual maturities (continued)

The tables below show the remaining maturities of derivatives:

<b>December 31, 2018</b>	<b>Up to 1 Month</b>	<b>1-3 Months</b>	<b>3-12 Months</b>	<b>1-5 years</b>	<b>Over 5 years</b>	<b>Total</b>
Forward Contracts Buy	2,400,029	902,506	602,351	727,309	-	4,632,195
Forward Contracts Sell	(2,300,428)	(903,603)	(589,513)	(819,265)	-	(4,612,809)
Swap Contracts Buy	15,063,581	10,755,485	20,821,697	36,895,955	18,740,180	102,276,898
Swap Contracts Sell	(13,535,238)	(9,827,367)	(18,805,913)	(33,675,335)	(18,709,141)	(94,552,994)
Futures Buy	-	-	118,507	-	-	118,507
Futures Sell	-	-	(118,507)	-	-	(118,507)
Options Buy	3,043,101	2,321,887	765,176	-	-	6,130,164
Options Sell	(3,245,783)	(2,226,985)	(725,544)	-	-	(6,198,312)
Other	-	105,218	-	710,223	-	815,441
<b>Total</b>	<b>1,425,262</b>	<b>1,127,141</b>	<b>2,068,254</b>	<b>3,838,887</b>	<b>31,039</b>	<b>8,490,583</b>

<b>December 31, 2017</b>	<b>Up to 1 Month</b>	<b>1-3 Months</b>	<b>3-12 Months</b>	<b>1-5 years</b>	<b>Over 5 years</b>	<b>Total</b>
Forward Contracts Buy	3,376,800	1,322,808	1,232,445	750,734	-	6,682,787
Forward Contracts Sell	(3,384,148)	(1,347,699)	(1,250,000)	(788,451)	-	(6,770,298)
Swap Contracts Buy	12,921,261	13,367,291	20,802,988	35,200,346	7,066,467	89,358,353
Swap Contracts Sell	(12,680,890)	(12,958,447)	(19,788,181)	(33,386,894)	(7,044,734)	(85,859,146)
Futures Buy	-	24,500	80,713	-	-	105,213
Futures Sell	-	(24,005)	(80,713)	-	-	(104,718)
Options Buy	2,083,102	809,460	918,661	-	-	3,811,223
Options Sell	(2,116,124)	(808,827)	(915,333)	-	-	(3,840,284)
Other	-	-	304,832	323,884	-	628,716
<b>Total</b>	<b>200,001</b>	<b>385,081</b>	<b>1,305,412</b>	<b>2,099,619</b>	<b>21,733</b>	<b>4,011,846</b>

(\*)Interest rate swap transactions are settled in net amounts.

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**5.5 Fair values of financial assets and liabilities**

**a. Financial instruments not measured at fair value**

The table below summarizes the carrying amounts and fair values of those financial assets and liabilities not presented on the Group's statement of financial position at fair value and for which the fair value is different from the carrying amount.

Financial assets	December 31, 2018				
	Carrying amount	Fair Value			Total
		Level 1	Level 2	Level 3	
Loans and advances to customers (Note 23)	93,467,525	-	90,279,212	-	90,279,212
Finance lease receivables	5,521,076	-	5,041,112	-	5,041,112
Financial assets at amortised cost	12,895,116	11,024,080	981,031	-	12,005,111

Financial liabilities	December 31, 2018				
	Carrying amount	Fair Value			Total
		Level 1	Level 2	Level 3	
Customer deposits	83,153,195	17,553,666	65,599,529	-	83,153,195
Debt securities issued	11,791,532	-	11,791,808	-	11,791,808
Funds borrowed	25,372,367	-	25,372,367	-	25,372,367

Financial assets	December 31, 2017				
	Carrying amount	Fair Value			Total
		Level 1	Level 2	Level 3	
Loans and advances to customers (Note 23)	82,113,497	-	80,950,575	-	80,950,575
Finance lease receivables	4,473,945	-	4,546,058	-	4,546,058
Held to maturity investments	7,168,664	6,117,735	1,041,472	-	7,159,207

Financial liabilities	December 31, 2017				
	Carrying amount	Fair Value			Total
		Level 1	Level 2	Level 3	
Customer deposits	65,264,397	14,737,547	50,526,850	-	65,264,397
Debt securities issued	10,360,066	-	10,360,342	-	10,360,342
Funds borrowed	21,745,053	-	21,745,034	-	21,745,034

The following methods and assumptions were used to estimate the fair values of the above financial instruments at December 31, 2018 and 2017:

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**5.5 Fair values of financial assets and liabilities (continued)**

**a. Financial instruments not measured at fair value (continued)**

**Loans and advances to customers and finance lease receivables:** The fair value of loans and advances to customers and finance lease receivables with fixed interest rates is estimated using discounted cash flow models. The discount rates are based on current market interest rates offered for instruments with similar terms to the same borrowers or borrowers of similar credit quality. The carrying amount of floating rate loans is considered to approximate their fair values.

**Customer deposits:** The fair value of demand deposits is the payable amount at customer intention for withdrawal. The fair value of floating rated placements and the overnight deposits approximates their carrying amount. The fair value of fixed rate time deposits is calculated by discounting the expected future cash flows using the interest rate prevailing in the market.

**Debt securities issued:** Fair value is estimated using market prices, or if such are not available, using a discounted cash flow analysis, based on current market rates of similar maturity debt securities.

**Funds borrowed:** Fair value is estimated using market prices, or if such are not available, discounted cash flow analysis based on the Group's current incremental borrowing rates for similar types of borrowing arrangements is used.

**Amortized cost investments:** Fair value is calculated using market prices.

**b. Financial instruments measured at fair value**

The tables below present the fair values of those financial assets and liabilities presented on the Group's statement of financial position at fair value by fair value measurement level at December 31, 2018 and 2017, as described in Note 2.20.

December 31, 2018				
	Level 1	Level 2	Level 3	Total
<b>Financial assets</b>				
Financial assets at FVTPL	45,739	-	-	45,739
Derivative financial assets	2,696	12,398,633	-	12,401,329
Loans and advances to customers designated at FVTPL (Note 23)	-	-	110,032	110,032
Financial assets at fair value through other comprehensive income	8,212,625	239,129	-	8,451,754
<b>Financial liabilities</b>				
Derivative financial liabilities	3,073	6,447,116	-	6,450,189
December 31, 2017				
	Level 1	Level 2	Level 3	Total
<b>Financial assets</b>				
Financial assets at FVTPL	89,390	-	-	89,390
Derivative financial assets	989	5,441,279	-	5,442,268
Loans and advances to customers designated at FVTPL (Note 24)	-	9,950	-	9,950
Available for sale investments	8,293,299	60,337	-	8,353,636
<b>Financial liabilities</b>				
Derivative financial liabilities	378	2,605,940	-	2,606,318

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**5.5 Fair values of financial assets and liabilities (continued)**

**b. Financial instruments measured at fair value (continued)**

**Level 3 Financial Instruments:**

Level 3 financial instruments at December 31, 2018 include loans and advances to customers which are carried at fair value through profit or loss and which are valued using discounted cash flow valuation techniques incorporating unobservable credit spreads. The Bank conducts a review of fair value hierarchy classification on a quarterly basis.

Reconciliation of fair value measurements in Level 3 is presented below:

	<b>2018</b>	<b>2017</b>
	<b>Loans and advances to customers designated at FVTPL</b>	<b>Loans and advances to customers designated at FVTPL</b>
<b>Balance at January 1</b>	-	-
Transfer into / (out of) level 3	-	-
Gain / (losses) included in statement of profit or loss	-	-
Gain / (losses) included in OCI	-	-
Purchases (*)	110,032	-
Sales	-	-
Settlements	-	-
<b>Balance at December 31</b>	<b>110,032</b>	<b>-</b>

(\*)The details of the balance are amounting to TL 110.032 under Financial Assets at Fair Value Through Profit and Loss, which is disclosed in Note 23.

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**5.6 Capital adequacy and credit ratings**

The Group's capital base includes all types of regulatory eligible Own Funds, as these are defined by the BRSA, which differs from the total equity under IFRS. Among others, the Group's regulatory own funds include the share capital, the share premium account, the reserves, retained earnings, and subordinated debt issues.

The Group manages actively its capital base by taking advantage of the contemporary means for raising capital, with the objective to sustain its capital adequacy ratios well above the minimum regulatory levels and at the same time to improve the weighted average cost of capital to the benefit of its shareholders. In this framework, both the calculation of the capital requirements and the dynamic management of the capital base are embedded in the business plan and the annual budgeting processes, in accordance with the capital adequacy targets that have been set in the Group's Risk Strategy.

The Group's total capital ratio is calculated by dividing its Tier 1 capital, which comprises general provisions per its statutory financial statements and evaluation surplus, by the aggregate of its risk-weighted assets, risk-weighted off-balance sheet exposures, market and other risk provisions. In accordance with the BRSA guidelines the Group must, in general, maintain a total capital ratio in excess of 8%; however, if operations include activities in offshore regions, as is the case with QNB Finansbank, the BRSA imposes 12%.

With the regulations published in the Official Gazette dated June 28, 2012, the BRSA has introduced a Basel II based method for the Banking system. The Group's consolidated capital adequacy ratio is 14.84% calculated as in accordance with the related Communiqué as of December 31, 2018 (December 31, 2017: 14.49%).

The capital adequacy of the Group in accordance with the BRSA guidelines is as follows:

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Tier I capital	14,320,995	11,820,880
Tier II capital	4,756,934	2,675,956
Total capital	19,077,929	14,496,836
Deductions	(83,538)	(31,347)
Net total capital	18,994,391	14,465,489
Risk-weighted assets (including market & operational risk)	127,985,545	99,844,574
Capital adequacy ratios		
Tier I ratio	11.19%	11.84%
Total capital ratio	14.84%	14.49%

**Credit ratings**

The table below sets forth the credit ratings that have been assigned to the Bank by Moody's Investors Service Limited (referred to below as "Moody's") and Fitch Ratings Ltd. (referred to below as "Fitch"). All credit ratings have been affirmed and/or upgraded as follows.

	<b><i>Fitch December 2018</i></b>	<b><i>Moody's December 2018</i></b>
Long-term foreign currency	BB-	B2
Short-term foreign currency	B	NP
Long-term local currency deposit	BB	Ba3
Short-term local currency deposit	B	NP
National long-term national rating	AA(tur)	-
Support	3	-
Bank financial strength	B+	-
Outlook	Negative	Negative

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## **6 Segment reporting**

### **6.1 Operating segment**

The Group has identified operating segments in a manner consistent with the internal reporting provided to the chief operating decision maker, the Board of Directors. The Group manages its business through the following business segments:

#### **Retail banking**

Retail banking includes individuals and micro enterprises. QNB Finansbank's retail banking activities consist primarily of mortgages, consumer lending, credit and debit card services, deposits and investments and insurance products.

#### **Corporate and commercial banking**

Corporate and commercial banking includes lending to all large and medium-sized companies. QNB Finansbank's corporate and commercial banking activities include trade finance, traditional lending, SME banking, project finance, cash management, corporate syndication and secondary market transactions, deposits and the issuance of certificated debt instruments. QNB Finansbank's SME banking activities consist primarily of revolving credit lines, installment loans, overdrafts, business housing loans and deposits.

#### **Treasury and head office**

The Bank also serves in financial assets at fair value through profit or loss and treasury operations. The main function of Treasury Segment is managing the liquidity of the Bank and interest and foreign currency risks resulting from market conditions.

The segment information related to the above segments are presented on the basis used by the Board of Directors to evaluate performance. The Board of Directors reviews discrete financial information for each of its segments, including measures of operating results. The segments are managed primarily on the basis of their results, which are measured on a basis which is broadly consistent with the Summary of Significant Accounting Policies described in Note 2, with the exception of certain adjustments. Management considers that this information provides the most appropriate way of reviewing the performance of the business. The adjustments are as follows:

- **Fee income and expense:** Fees received and paid which are considered an integral part of the effective interest rate calculation are presented as 'Net fee and commission income' instead of "Net interest income" as under IFRS.
- **Recoveries on loans and advances to customers previously written-off:** The subsequent recovery on loan amounts previously written off are reported in "net other income" instead of as a reduction of the provision for loan losses as under IFRS.
- **Operating expenses:** Represents operating expenses which can not be attributed to the segment results of operations.
- **Other:** Adjustments included in other represent the unwinding of interest, which is not included in the provision for impairment losses in the segment results of operations, and other individually insignificant reclassifications.

Transactions between the business segments are on normal commercial terms and conditions.

# QNB FİNANSBANK ANONİM ŞİRKETİ

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2018

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### 6.1 Operating segment (continued)

Breakdown by business segment	Retail Banking	Corporate and Commercial Banking	Treasury and Head Office	Total	Reconciling Items	Total
<b>12 month period ended December 31, 2018</b>						
External operating income	3,695,067	3,725,603	1,567,804	8,988,474	(8,633)	8,979,841
Net interest income	2,078,539	2,901,813	2,897,429	7,877,781	(1,703,372)	6,174,409
Net fee and commission income	1,570,507	647,526	34,104	2,252,137	(178,979)	2,073,158
Net other income	46,021	176,264	(1,363,729)	(1,141,444)	1,873,718	732,274
<b>Total operating income</b>	<b>3,695,067</b>	<b>3,725,603</b>	<b>1,567,804</b>	<b>8,988,474</b>	<b>(8,633)</b>	<b>8,979,841</b>
Total operating expenses	(1,823,918)	(1,372,501)	(334,607)	(3,531,026)	55,854	(3,475,172)
Impairment losses on loans and advances to customers, finance lease receivables and factoring receivables	(574,009)	(1,496,184)	(161,103)	(2,231,296)	(23,032)	(2,254,328)
<b>Profit before tax</b>	<b>1,297,140</b>	<b>856,918</b>	<b>1,072,094</b>	<b>3,226,152</b>	<b>24,189</b>	<b>3,250,341</b>
Total Assets	33,583,981	66,792,610	52,306,155	152,682,746	10,464,188	163,146,934
Total Liabilities	56,362,699	26,784,970	46,230,627	129,378,296	33,768,638	163,146,934
<b>Other Segment items</b>	<b>422,355</b>	<b>230,107</b>	<b>(87,680)</b>	<b>564,782</b>	<b>972,264</b>	<b>1,537,046</b>
Capital expenditure	230,912	125,805	(49,869)	306,848	969,858	1,276,706
Depreciation and amortization	191,443	104,302	(37,811)	257,934	2,406	260,340



# QNB FİNANSBANK ANONİM ŞİRKETİ

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### 6.1 Operating segment (continued)

Breakdown by business segment	Retail Banking	Corporate and Commercial Banking	Treasury and Head Office	Total	Reconciling Items	Total
<b>12 month period ended December 31, 2017</b>						
External operating income	3,060,287	2,689,243	846,624	6,596,154	(94,333)	6,501,821
Net interest income	1,834,670	1,937,668	2,043,309	5,815,647	(1,183,117)	4,632,530
Net fee and commission income	1,137,582	619,957	25,049	1,782,588	(142,698)	1,639,890
Net other income	88,035	131,618	(1,221,734)	(1,002,081)	1,231,482	229,401
<b>Total operating income</b>	<b>3,060,287</b>	<b>2,689,243</b>	<b>846,624</b>	<b>6,596,154</b>	<b>(94,333)</b>	<b>6,501,821</b>
Total operating expenses	(1,625,224)	(1,195,497)	(266,518)	(3,087,239)	15,296	(3,071,943)
Impairment losses on loans and advances to customers, finance lease receivables and factoring receivables	(551,721)	(679,289)	(37,982)	(1,268,992)	(39,816)	(1,308,808)
<b>Profit before tax</b>	<b>883,342</b>	<b>814,457</b>	<b>542,124</b>	<b>2,239,923</b>	<b>(118,853)</b>	<b>2,121,070</b>
Other Assets	26,591,405	61,694,595	37,462,051	125,748,051	5,043,421	130,791,472
Other Liabilities	40,773,968	24,423,671	43,872,709	109,070,348	21,721,124	130,791,472
<b>Other Segment items</b>	<b>261,180</b>	<b>177,829</b>	<b>51,024</b>	<b>490,033</b>	<b>181,653</b>	<b>671,686</b>
Capital expenditure	121,139	82,480	29,943	233,562	180,611	414,173
Depreciation and amortization	140,041	95,349	21,081	256,471	1,042	257,513

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## 6.2 Geographical information

The Bank and its subsidiaries operate principally in Turkey and Bahrain. As the operation results outside of Turkey are quite negligible in the consolidated results, no further geographical segment information is presented.

## 7 Net interest income

	<b>12 month period ended December 31,</b>	
	<b>2018</b>	<b>2017</b>
<b>Interest earned on:</b>		
Loans and advances to customers	13,541,093	9,499,329
Securities	2,557,569	1,242,111
Financial assets at FVPL	8,091	8,042
Financial assets at FVOCI	820,642	617,790
Financial assets at amortised cost	1,728,836	616,279
Finance lease receivables	464,731	291,722
Factoring receivables	270,112	145,016
Due from banks	614,086	371,272
<b>Interest income</b>	<b>17,447,591</b>	<b>11,549,450</b>
<b>Interest payable on:</b>		
Customer deposits	(5,942,315)	(3,969,360)
Debt securities issued and funds borrowed	(4,343,893)	(2,659,846)
Due to other banks	(986,974)	(287,714)
<b>Interest expense</b>	<b>(11,273,182)</b>	<b>(6,916,920)</b>
<b>Net interest income</b>	<b>6,174,409</b>	<b>4,632,530</b>

## 8 Net fee and commission income

	<b>12 month period ended December 31,</b>	
	<b>2018</b>	<b>2017</b>
<b>Fee and commission income</b>		
Banking	2,069,597	1,642,843
Brokerage and fund management	48,185	66,838
Other	79,336	36,334
<b>Total</b>	<b>2,197,118</b>	<b>1,746,015</b>
<b>Fee and commission expense</b>		
Banking	(98,117)	(98,955)
Other	(25,843)	(7,170)
<b>Total</b>	<b>(123,960)</b>	<b>(106,125)</b>
<b>Net fee and commission income</b>	<b>2,073,158</b>	<b>1,639,890</b>

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**9 Net trading income and results from investment securities**

	<b>12 month period ended December 31,</b>	
	<b>2018</b>	<b>2017</b>
Gains on foreign exchange	416,865	139,729
(Un)realized gains on interest rate instruments	200,026	2,680
Realized losses on equity shares under FVTPL	(51)	-
Realized gains from investment securities	17,276	9,301
<b>Total</b>	<b>634,116</b>	<b>151,710</b>

**10 Other operating income**

Other operating income mainly consists of gain on liquidation of foreclosed assets, rental income and other operating income.

**11 Personnel expenses**

	<b>12 month period ended December 31,</b>	
	<b>2018</b>	<b>2017</b>
Wages and salaries	926,448	839,207
Bonuses and other fringe benefits	200,123	184,376
Social security costs	150,902	134,523
Pension costs: defined benefit plans (Note 12)	55,097	47,759
Other personnel related benefits	198,641	153,139
<b>Total</b>	<b>1,531,211</b>	<b>1,359,004</b>

The average number of employees of the Group during the year 2018 and 2017 was 13,158 and 13,111, respectively. Other personnel related benefits include the cost of various benefits such as health insurance, transportation, food and training costs.

**12 Retirement benefit obligations**

**Defined benefit plans**

In accordance with Turkish Labor Law, the Bank and its subsidiaries incorporated in Turkey are required to make lump-sum payments to employees whose employment is terminated due to retirement or for reasons other than resignation or misconduct. In Turkey, such payments are calculated on the basis of 30 days' pay (limited to a maximum of TL 5,001.76 (full TL) as of December 31, 2018, (TL 4,732.48 (full TL) as of December 31, 2017) per year of employment at the rate of pay applicable at the date of retirement or termination. In the financial statements as of December 31, 2018, the Group reflected a liability calculated using the Projected Unit Credit Method and based upon factors derived using their experience of personnel terminating their services and being eligible to receive retirement pay and discounted by using the current market yield on government bonds at the reporting date. As of December 31, 2018, retirement pay liability of the Bank and local subsidiaries are accounted for based on the actuarial calculations performed by an independent actuary. The plan is unfunded and hence, there are no plan assets disclosed.

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**12 Retirement benefit obligations (continued)**

**Amount recognized in the statement of profit or loss:**

	<b>12 month period ended December 31,</b>	
	<b>2018</b>	<b>2017</b>
Current service cost	25,688	20,548
Interest cost on obligation	22,069	16,904
Settlement / curtailment / termination loss	7,340	10,307
<b>Total charge</b>	<b>55,097</b>	<b>47,759</b>

**Defined benefit obligation in the statement of financial position:**

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Present value of unfunded obligations	193,133	193,738
<b>Total</b>	<b>193,133</b>	<b>193,738</b>

**Reconciliation of defined benefit obligation:**

	<b>2018</b>	<b>2017</b>
<b>Defined benefit obligation at January 1</b>	193,738	152,911
Current service cost	25,688	20,548
Interest cost on obligation	22,069	16,904
Benefits paid directly by the Group	(34,820)	(41,435)
Settlement/ curtailment losses	7,340	10,307
Actuarial losses / (gains)	(20,882)	34,503
<b>Defined benefit obligation at December 31</b>	<b>193,133</b>	<b>193,738</b>

**Remeasurements**

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Liability gain/(loss) due to changes in financial assumptions	42,950	(21,207)
Liability experience loss arising during the year	(22,068)	(13,296)
<b>Total actuarial gain/(loss) recognised in OCI</b>	<b>20,882</b>	<b>(34,503)</b>

The weighted average assumptions used to determine the net periodic pension costs for the year ended December 31, 2018 and 2017 are:

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Discount rate	16.30%	11.70%
Rate of compensation increase	13.00%	9.90%
Plan duration	15.3	16.7
Inflation rate	12.00%	8.90%

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**13 General and administrative expenses**

	<b>12 month period ended December 31,</b>	
	<b>2018</b>	<b>2017</b>
Utilities	295,036	258,476
Rent expenses	251,956	233,112
Promotion and advertisement expenses	220,082	206,076
Saving deposits insurance fund premiums	119,200	107,100
Legal expenses	118,553	92,869
Credit card expenses	115,541	104,191
Duties and taxes other than on income	87,811	78,486
Withholding taxes and duties on loans granted	79,238	53,820
Audit, consulting and other services	58,379	52,573
Third-party remuneration expenses and fees	44,829	46,691
Stationery and other consumables	33,785	28,165
Research expenses	16,663	11,901
Traveling expenses	14,024	11,469
Subscriptions and contributions	5,675	4,810
Other administrative expenses	179,871	170,734
<b>Total</b>	<b>1,640,643</b>	<b>1,460,473</b>

**14 Depreciation, amortization and impairment charges**

	<b>12 month period ended December 31,</b>	
	<b>2018</b>	<b>2017</b>
Intangible assets (Note 29)	120,234	115,795
Property and equipment (Note 30)	139,704	141,718
Impairment charge (Note 30)	402	288
<b>Total</b>	<b>260,340</b>	<b>257,801</b>

**15 Impairment losses on loans and advances to customers, finance lease receivables, factoring receivables and other impairment charges**

	<b>12 month period ended December 31,</b>	
	<b>2018</b>	<b>2017</b>
Impairment losses on loans and advances to customers (Note 23)	2,073,093	1,324,872
Impairment losses on finance lease receivables (Note 25)	87,684	39,846
Impairment losses on factoring receivables (Note 24)	23,870	15,924
Other impairment charges	72,493	-
Recovery (*)	(2,812)	(71,834)
<b>Total</b>	<b>2,254,328</b>	<b>1,308,808</b>

(\*) Includes proceeds from NPL sales.

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**15 Impairment losses on loans and advances to customers, finance lease receivables, factoring receivables and other impairment charges (continued)**

	<b>2018</b>
Stage 1	52,832
Stage 2	675,373
Stage 3	1,453,634
Other impairment charges	72,489
<b>Total</b>	<b>2,254,328</b>

**16 Other provision expenses**

	<b>12 month period ended December 31,</b>	
	<b>2018</b>	<b>2017</b>
Other provision expenses (*)	91,647	38,221
<b>Total</b>	<b>91,647</b>	<b>38,221</b>

(\*) Current year charge include one material legal case provision against the Bank for which 100% of the risk is covered with provision.

**17 Income tax expense**

Corporate Tax

The Group is subject to Turkish corporate taxes. Provision is made in the accompanying financial statements for the estimated charge based on the Group's results for the years and periods. Turkish tax legislation does not permit a parent company and its subsidiary to file a consolidated tax return.

Therefore, provisions for taxes, as reflected in the accompanying consolidated financial statements, have been calculated on a separate-entity basis. Corporate tax is applied on taxable corporate income, which is calculated from the statutory accounting profit by adding back non-deductible expenses, and by deducting dividends received from resident companies, other exempt income and investment incentives utilized.

In Turkey, corporate income tax is levied at the rate of 20% on the statutory corporate income tax base, which is determined by modifying accounting income for certain exclusions and allowances for tax purposes for the period ended December 31, 2017. However, according to temporary article 10 added to the Corporate Income Tax Law, the rate of 20% shall be applied as 22% for the corporate earnings of the taxation periods of the companies in 2018, 2019 and 2020 (accounting periods starting within the relevant year for companies appointed for the special accounting period). This rate was 20% for the period ended December 31, 2016. 50% of the gain from the sale of real estate which are held more than two years in the assets of the Bank and 75% of gain on disposal of subsidiary shares which are held for more than two years in the assets of the Bank are exempt from tax according to Corporate Tax Law in condition with adding these gains into equity or allocating into a specific fund account in the Bank's liabilities for five years. In Turkey, advance tax returns are filed on a quarterly basis. The advance corporate income tax rate applied in 2017 is 20%. (2016: 20%). Losses can be carried forward for offset against future taxable income for up to 5 years. However, losses cannot be carried back for offset against profits from previous periods.

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**17 Income tax expense (continued)**

Furthermore, there is no procedure for a final and definitive agreement on tax assessments. Companies file their tax returns between April 1-25 following the close of the accounting year to which they relate. Tax authorities may, however, examine such returns and the underlying accounting records and may revise assessments within five years.

The details of income tax expense are as follows:

	<b>12 month period ended December 31,</b>	
	<b>2018</b>	<b>2017</b>
Current tax	(803,200)	(475,296)
Deferred tax benefit (Note 31)	105,276	57,975
<b>Total</b>	<b>(697,924)</b>	<b>(417,321)</b>
<b>Profit before tax</b>	<b>3,250,297</b>	<b>2,121,070</b>
Tax calculated based on the current tax rate of 22% (*)	(715,065)	(424,214)
Effect of income not subject to taxation	23,061	7,602
Effect of expenses not deductible for tax purposes	(5,920)	(709)
<b>Income tax expense</b>	<b>(697,924)</b>	<b>(417,321)</b>

(\*)The corporate income tax rate applied in 2018 and 2017 are 22% and 20% respectively.

**Income withholding tax**

In addition to corporate taxes, companies should also calculate income withholding taxes on any dividends distributed, except for Turkish resident companies receiving dividends from who are also Turkish residents or Turkish branches of foreign companies. Income withholding tax applied between April 24, 2003 –July 22, 2006 is 10% and commencing from July 23, 2006, this rate has been changed to 15% upon the Council of Ministers' Resolution No: 2006/10731. Undistributed dividends incorporated in share capital are not subject to income withholding tax.

The Group offsets current tax assets and current tax liabilities separately for each entity considering the legally enforceable right to set off the recognized amounts. As of December 31, 2018, after the offsetting, the corporate tax payables is TL 153,080 (December 31, 2017, corporate tax payable amounting to TL 419,559) in the accompanying consolidated financial statements.

The advance corporate income tax rate applied in 2018 and 2017 are 22% and 20% respectively.

**18 Earnings per share**

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Net profit attributable to equity holders of the parent	2,551,920	1,703,554
Net profit attributable to QNB Finansbank ordinary shareholders	2,551,920	1,703,554
Adjusted weighted average number of ordinary shares outstanding	33,500,000,000	33,500,000,000
Basic and diluted earnings per share	0.0762	0.0509

The Bank decided to increase its share capital through a bonus issue by way of the capitalization of its extraordinary reserves in 2018 and 2017.

The Group's weighted average number of ordinary shares outstanding for 2018 and 2017 has been adjusted as if the capital increase through bonus issue in 2018 was made at the beginning of the earliest year presented. Accordingly for the purpose of earnings per share calculation, the weighted average number of ordinary shares outstanding is 33,500,000,000 for 2018 and 2017.

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**19 Cash and balances with T.R. Central Bank**

	<u>December 31, 2018</u>	<u>December 31, 2017</u>
Cash on hand	1,705,429	1,012,052
Balances with T.R. Central Bank - Unblocked	6,925,505	4,665,286
Balances with T.R. Central Bank - Blocked	9,843,384	10,204,938
<b>Total</b>	<b>18,474,318</b>	<b>15,882,276</b>

As of December 31, 2018, the reserve rates for the reserve deposits at the Central Bank of Turkey for Turkish Lira are implemented within an interval from 1.5% to 8% depending on the maturity of the deposits (December 31, 2017 – 4% to 10.5%) and the reserve rates for the foreign currency liabilities are within an interval from 4% to 20% depending on the maturity of the deposits (December 31, 2017 – 4% to 24%).

As of December 31, 2018 an amount of TL 37,141 ECL was provided for the account T.R. Central Bank due to the adoption of IFRS 9.

**20 Due from banks**

	<u>December 31, 2018</u>	<u>December 31, 2017</u>
Time deposits with banks	3,137,246	1,427,234
Demand deposit with banks	643,562	360,030
Securities purchased under agreements to resell	100,070	115,504
<b>Total</b>	<b>3,880,878</b>	<b>1,902,768</b>

The Group does not have any past due or impaired balances due from banks.

The amount of collaterals given for derivative transactions, which are included above, as of December 31, 2018 and 2017 are TL 2,127,402 and TL 359,216, respectively.

As of December 31, 2018, an amount of TL 445 ECL was provided for the account due from banks due to the adoption of IFRS 9.

The table below shows the credit quality and the maximum exposure to credit risk based on the Group's internal credit rating system and year-end stage classification.

Internal Rating Grade	December 31, 2018			December 31, 2017	
	Stage 1	Stage 2	Stage 3	Total	Total
High grade	3,881,323	-	-	3,881,323	1,902,768
Standard grade	-	-	-	-	-
Sub-Standard grade	-	-	-	-	-
Past due but not impaired	-	-	-	-	-
Non-performing	-	-	-	-	-
Individually impaired	-	-	-	-	-
<b>Total</b>	<b>3,881,323</b>	<b>-</b>	<b>-</b>	<b>3,881,323</b>	<b>1,902,768</b>



## QNB FİNANSBANK ANONİM ŞİRKETİ

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#### 20 Due from banks (continued)

The table below shows the changes in the gross carrying amount and the corresponding ECL allowances.

	December 31, 2018			
	Stage 1	Stage 2	Stage 3	Total
Gross carrying amount as January 1, 2018	1,902,768	-	-	1,902,768
New assets originated or purchased	1,978,555	-	-	1,978,555
Assets derecognised or repaid (excluding write offs)	-	-	-	-
Transfers to Stage 1	-	-	-	-
Transfers to Stage 2	-	-	-	-
Transfers to Stage 3	-	-	-	-
Changes to contractual cash flows due to modifications not resulting in derecognition	-	-	-	-
Amounts written off	-	-	-	-
Foreign exchange adjustments	-	-	-	-
<b>Total</b>	<b>3,881,323</b>	<b>-</b>	<b>-</b>	<b>3,881,323</b>

	December 31, 2018			
	Stage 1	Stage 2	Stage 3	Total
ECL allowance as at January 1, 2018	202	-	-	202
Transfers to Stage 1	-	-	-	-
Transfers to Stage 2	-	-	-	-
Transfers to Stage 3	-	-	-	-
Impairment allowance for the period, net	243	-	-	243
Amounts written off	-	-	-	-
Foreign exchange adjustments	-	-	-	-
<b>Total</b>	<b>445</b>	<b>-</b>	<b>-</b>	<b>445</b>

#### 21 Investments measured at fair value through profit or loss

	December 31, 2018	December 31, 2017
Turkish corporate bonds held for trading	9	8
Turkish government bonds held for trading	22,418	53,690
Equity shares held for trading	9,251	19,572
Mutual funds held for trading	14,061	16,120
<b>Total</b>	<b>45,739</b>	<b>89,390</b>

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**22 Derivative financial instruments**

<b>December 31, 2018</b>	<b>Notional</b>	<b>Assets</b>	<b>Liabilities</b>
<b>Derivatives held for trading:</b>			
Interest rate derivatives	130,580,592	5,151,188	(5,454,759)
Foreign exchange derivatives	18,920,867	278,619	(273,355)
Other types of derivatives	1,052,453	2,576	(2,596)
<b>Fair value hedging derivatives:</b>			
Interest rate derivatives	26,613,395	4,150,209	(372,203)
Foreign Exchange derivatives	1,945,346	4,453	(11,103)
<b>Cash flow hedging derivatives:</b>			
Interest rate derivatives	40,343,174	2,814,284	(336,173)
<b>Total</b>	<b>219,455,827</b>	<b>12,401,329</b>	<b>(6,450,189)</b>

  

<b>December 31, 2017</b>	<b>Notional</b>	<b>Assets</b>	<b>Liabilities</b>
<b>Derivatives held for trading:</b>			
Interest rate derivatives	121,085,274	2,395,772	(1,946,369)
Foreign exchange derivatives	20,017,968	108,265	(123,773)
Other types of derivatives	209,931	105	(102)
<b>Fair value hedging derivatives:</b>			
Interest rate derivatives	20,296,634	1,993,493	(221,145)
<b>Cash flow hedging derivatives:</b>			
Interest rate derivatives	35,535,345	944,633	(314,929)
<b>Total</b>	<b>197,145,152</b>	<b>5,442,268</b>	<b>(2,606,318)</b>

The Group's derivative financial instruments mostly comprise of OTC derivatives.

**Cash flow hedge accounting:**
**Deposits:**

The Parent Bank applies cash flow hedge accounting using interest rate swaps in order to hedge itself from the interest rate changes of deposits that have an average maturity of 3 months. The Bank implements cash flow hedge accounting with interest rate swaps. The Parent Bank implements efficiency tests at the balance sheet dates for hedging purposes; the effective portions are accounted for under equity "Hedging Funds", whereas the ineffective portions are accounted for at income statement as defined in IFRS 9. As at the balance sheet date, swaps amounting to TL 2,150,000 are subject to hedge accounting as hedging instruments (December 31, 2017 – TL 5,210,000). As a result of the mentioned hedge accounting, fair value gain before taxes amounting to TL 37,446 are accounted for under equity during the current period (December 31, 2017 – TL 106,616 gain). The amounts for the ineffective portion of revenues in the amount of TL 795 gain is associated with the income statement (December 31, 2017 – TL 676 gain).

As of the balance sheet date, swaps with a nominal amount of USD 2,519 million (December 31, 2017 – USD 2,753 Million) have been subject to hedge accounting with USD deposits and swaps with a nominal amount of EUR 289 million (December 31, 2017 – EUR 319 million) have been subject to hedge accounting with Euro deposits. As a result of above mentioned hedge accounting, fair value gain before taxes amounting to TL 181,006 are accounted under equity during the current period (December 31, 2017 – TL 121,387 gain). The gain amounting to TL 1,302 (December 31 2017 – TL 248 gain) relating to the ineffective portion is accounted under at the income statement.

When the fair value hedge accounting cannot be effectively continued as stated in IFRS 9, the fair value hedge accounting is ceased. Effective parts classified under equity due to hedge accounting are amortized through the income statement until the maturity of swaps in case of ineffectiveness at periods when the expected cash flows subject to hedge accounting affect profit or loss (as in periods when interest income or expense is recognized). In the current period there is loss of TL 4,969 transferred amount from equity to income statement due to ineffectiveness or matured swaps (December 31, 2017 – TL 1,327 loss).

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*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

**22 Derivative financial instruments (continued)**

**Subordinated Loans:**

The Parent Bank applies cash flow hedge accounting using interest rate swaps in order to hedge its subordinated loans which have floating interest payment. The Bank implements efficiency tests at the balance sheet dates for hedging purposes; the effective portions are accounted for under equity "Hedging Funds", whereas the ineffective portions are accounted for at income statement as defined in IFRS 9. As at the balance sheet date, swaps amounting to USD 810 million are subject to hedge accounting as hedging instruments (December 31, 2017 – USD 260 million). As a result of the mentioned hedge accounting, fair value gain before taxes amounting to TL 6,909 are accounted for under equity during the current period (December 31, 2017- TL 11,673 gain). There is gain amount to TL 83 loss related to the ineffective portion.

As of December 31, 2018, the above mentioned cash flow hedge transactions were effective.

**Funds Borrowed:**

Subsidiary QNB Finans Finansal Kiralama A.Ş. applies cash flow hedge accounting through interest rate swaps to hedge its interest rate fluctuations on floating rate foreign currency denominated loans. The Company applies efficiency tests for hedge accounting at each balance sheet date and the effective portions are accounted for under the "Interest Protection Funds" account item under equity under the financial statements as defined in IAS 39 and the amount related to the ineffective portion is associated with the income statement. As of the balance sheet date, swaps amounting to TL 442,239 (December 31, 2017 – TL 48,227) are subject to risk protection accounting as a hedge of risk. As a result of the related hedge accounting, fair value loss of TL 753 (December 31, 2017 – 58 loss) before tax is recognized under equity in the current period. The income amounting to TL 7,293 for the ineffective portion is associated with the income statement (December 31, 2017- 2 loss).

The measurements as of December 31, 2018, hedge of cash flow transactions stated above are determined as effective.

**Fair value hedge accounting:**

**Loans:**

The Parent Bank enters into swap transactions in order to hedge itself from the changes in the fair value due to the changes in market interest rates of a certain portion of its long-term loans and applies fair value hedge accounting as per IFRS 9. As of the balance sheet date; the mortgage loans amounting to TL 6,055,337 (December 31, 2017 – TL 4,757,337) were subject to hedge accounting by swaps with a nominal of TL 6,922,598 (December 31, 2017 – TL 4,973,074). On December 31, 2018 the net market valuation difference gain amounting to TL 1,576 due to the loss from the loans amounting to TL 173,133 (December 31, 2017 – TL 5,235 loss) and gain from swaps amounting to TL 171,750 gain (December 31, 2017 – TL 36,696 gain) is accounted for under "gain / (loss) from financial derivatives transactions" line in the accompanying financial statements.

As of the balance sheet date, fixed interest rate project finance loans amounting to TL 223,858 (December 31, 2017 – TL 188,632) have been subject to hedge accounting with swaps with a nominal amount of TL 210,304 (December 31, 2017 – TL 179,136). In 2018, TL 823 net fair valuation difference gain, net of TL 1,980 (December 31, 2017 – TL 2,014 loss) gain from loans and TL 1,158 loss (December 31, 2017 – TL 818 gain) from swaps has been recorded under "Gains / (loss) from financial derivatives transactions" on accompanying financial statements.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
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*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

**22 Derivative financial instruments (continued)**

When the fair value hedge accounting cannot be effectively continued as stated in IFRS 9, the fair value hedge accounting is ceased. The fair value differences of the hedged loans are amortized through the income statement until the maturity of the hedged loans. The Bank has booked the valuation effect amounting to TL 51,313 (December 31, 2017 – TL 9,606) related to the loans that are ineffective for hedge accounting under “gain / (loss) from financial derivatives transactions” as loss during the current period.

**Investment securities FVOCI:**

The Parent Bank applies fair value hedge accounting to hedge itself against the changes in the interest rates related to long term foreign currency Eurobonds with fixed coupon held by the Parent Bank using swaps as hedging instruments. As at the balance sheet date; Eurobonds with a nominal of USD 404.7 million and EUR 75.4 million (December 31, 2017 – USD 371.7 million and EUR 75.4 million) were subject to hedge accounting by interest rate swaps with the same nominal value. On December 31, 2018, the net market valuation difference gain amounting to TL 12 due to loss from Eurobonds amounting to TL 6,814 (December 31, 2017 – TL 4,794 gain) and gain from swaps amounting to TL 6,826 (December 31, 2017 – TL 5,739 loss) is accounted for under “gain / (loss) from financial derivatives transactions” line in the accompanying financial statements. The Parent Bank does not apply fair value hedge on TL government bonds in the current period (December 31, 2017 – None).

**Bonds issued:**

The Parent Bank applies fair value hedge accounting to hedge itself against the changes in the interest rates related to the foreign currency bonds issued using interest rate swaps as hedging instruments. As of the balance sheet date, bonds with nominal amount of USD 283 million (December 31, 2017 – USD 283 Million) have been subject to hedge accounting with the same nominal amount of swaps. As of December 31, 2018, TL 179 net fair valuation difference loss, net of TL 1,142 (December 31, 2017 – TL 6,669 gain) gain from issued bonds and TL 1,321 (December 31, 2017 – TL 6,402 loss) loss from swaps, have been recorded under “Gain / (loss) from financial derivatives transactions” on accompanying financial statements.

QNB Finans Finansal Kiralama AŞ., the subsidiary of The Parent Bank, applies fair value hedge accounting to hedge itself against the changes in the interest rates related to the TL bonds issued using interest rate swaps as hedging instruments. As of the balance sheet date, bonds with nominal amount of TL 54,950 (December 31, 2017 – TL 343,140) have been subject to hedge accounting with the same amount of swaps. As of December 31, 2018, TL 8 (December 31, 2017 – TL 254 net fair value difference loss) net fair valuation difference gain, net of 109 (December 31, 2017 – TL 338 loss) loss from swaps, have been recorded under “Gain/ (loss) from financial derivatives transactions” on accompanying financial statements.

**Borrowings:**

The Parent Bank implements fair value hedge accounting through interest swaps aiming to provide hedging from changes in interest rates related to fixed rate foreign exchange credits used. Credit at an amount of EUR 30 million (December 31, 2017- EUR 30 million) is subjected to hedge accounting with a swap having the same amount. As of December 31, 2018, a net mark to market difference loss at an amount of TL 11 (December 31, 2017- TL 13 gain) sourcing from loss at an amount of TL 1,239 (December 31, 2017 – TL 521 gain) from aforementioned credit and gain at an amount of TL 1,228 (December 31, 2017 – TL 508 loss) from swaps is recognized under “Gain/Loss from Derivative Financial Transactions.”

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
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*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

**22 Derivative financial instruments (continued)**

QNB Finans Finansal Kiralama AŞ., the subsidiary of The Parent Bank, implements fair value hedge accounting through interest swaps aiming to provide hedging from changes in interest rates related to fixed rate TL credits used. Credit at an amount of TL 49,988 (December 31, 2017 – TL 149,988) is subjected to hedge accounting with a swap having the same amount. A net mark to market difference loss at an amount of TL 495 (December 31, 2017 - TL 365 net mark to market difference loss) sourcing from gain at an amount of TL 467 (December 31, 2017 – TL 2,775 gain) from aforementioned credit and loss at an amount of TL 495 (December 31, 2017 – TL 3,140 loss) from swaps is recognized under “Gain/Loss from Derivative Financial Transactions.”

**23 Loans and advances to customers**

	<b>December 31, 2018</b>		<b>December 31, 2017</b>	
Loans and advances to customers at FVTPL	110,032		9,950	
Loans and advances to customers at amortized cost	93,357,493		82,103,547	
<b>Total</b>	<b>93,467,525</b>		<b>82,113,497</b>	

  

<b>December 31, 2018</b>	<b>Corporate</b>	<b>Consumer</b>	<b>Credit Cards</b>	<b>Mortgage</b>	<b>Total</b>
Loans and advances to customers - Stage 1	53,939,208	13,319,329	12,662,765	4,764,650	84,685,952
Loans and advances to customers - Stage 2	6,695,836	1,615,631	1,414,877	314,294	10,040,638
Loans and advances to customers - Stage 3	3,762,991	1,114,654	1,296,588	19,318	6,193,551
<b>Total Gross</b>	<b>64,398,035</b>	<b>16,049,614</b>	<b>15,374,230</b>	<b>5,098,262</b>	<b>100,920,141</b>
Expected credit loss on loans and advances to customers	(4,573,093)	(1,263,332)	(1,604,776)	(11,415)	(7,452,616)
<b>Loans and advances to customers</b>	<b>59,824,942</b>	<b>14,786,282</b>	<b>13,769,454</b>	<b>5,086,847</b>	<b>93,467,525</b>

  

<b>December 31, 2018</b>	<b>Corporate</b>	<b>Consumer</b>	<b>Credit Cards</b>	<b>Mortgage</b>	<b>Total</b>
Neither past due nor impaired	58,208,137	12,987,369	12,582,702	4,470,905	88,249,113
Past due not impaired	2,426,907	1,947,591	1,494,940	608,039	6,477,477
Impaired	3,762,991	1,114,654	1,296,588	19,318	6,193,551
<b>Total Gross</b>	<b>64,398,035</b>	<b>16,049,614</b>	<b>15,374,230</b>	<b>5,098,262</b>	<b>100,920,141</b>
Expected credit loss on loans and advances to customers	(4,573,093)	(1,263,332)	(1,604,776)	(11,415)	(7,452,616)
<b>Loans and advances to customers</b>	<b>59,824,942</b>	<b>14,786,282</b>	<b>13,769,454</b>	<b>5,086,847</b>	<b>93,467,525</b>

  

<b>December 31, 2017</b>	<b>Corporate</b>	<b>Consumer</b>	<b>Credit Cards</b>	<b>Mortgage</b>	<b>Total</b>
Neither past due nor impaired	49,800,435	10,979,511	9,628,310	5,062,275	75,470,531
Past due not impaired	3,490,677	1,054,684	1,179,200	522,407	6,246,968
Impaired-collective	876,452	893,791	1,061,834	18,025	2,850,102
Impaired-individual	1,489,928	-	-	-	1,489,928
<b>Total Gross</b>	<b>55,657,492</b>	<b>12,927,986</b>	<b>11,869,344</b>	<b>5,602,707</b>	<b>86,057,529</b>
Less: Allowance for impairment on loans and advances to customers	(2,125,055)	(807,710)	(1,003,211)	(8,056)	(3,944,032)
<b>Loans and advances to customers</b>	<b>53,532,437</b>	<b>12,120,276</b>	<b>10,866,133</b>	<b>5,594,651</b>	<b>82,113,497</b>

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**23 Loans and advances to customers (continued)**

Movements in the allowance for impairment on loans and advances to customers are as follows:

2018	Corporate	Consumer	Credit Cards	Mortgage	Total
<b>Balance at January 1</b>	<b>2,125,055</b>	<b>807,710</b>	<b>1,003,211</b>	<b>8,056</b>	<b>3,944,032</b>
IFRS 9 Impact	1,085,619	254,255	203,242	5,218	1,548,334
<b>Balance at January 1, 2018</b>	<b>3,210,674</b>	<b>1,061,965</b>	<b>1,206,453</b>	<b>13,274</b>	<b>5,492,366</b>
Impairment losses on loans and advances to customers	1,256,297	199,191	396,407	(1,859)	1,850,036
Loans written off / Sales	106,122	2,176	1,916	-	110,214
<b>Balance at December 31</b>	<b>4,573,093</b>	<b>1,263,332</b>	<b>1,604,776</b>	<b>11,415</b>	<b>7,452,616</b>
<b>2017</b>	<b>Corporate</b>	<b>Consumer</b>	<b>Credit Cards</b>	<b>Mortgage</b>	<b>Total</b>
<b>Balance at January 1</b>	<b>1,641,535</b>	<b>765,704</b>	<b>959,354</b>	<b>8,780</b>	<b>3,375,373</b>
Impairment losses on loans and advances to customers	879,173	197,782	230,536	(724)	1,306,767
Loans written off / Sales	(395,653)	(155,776)	(186,679)	-	(738,108)
<b>Balance at December 31</b>	<b>2,125,055</b>	<b>807,710</b>	<b>1,003,211</b>	<b>8,056</b>	<b>3,944,032</b>

The write-offs and recoveries by categories are as follows:

	12 month period ended December 31,	
	2018	2017
<u>Write-offs(*)</u>		
Credit cards	1,916	186,679
Mortgage and consumer loans	2,176	155,776
Corporate loans(**)	106,122	395,653
<b>Total write-offs</b>	<b>110,214</b>	<b>738,108</b>
<u>Recoveries</u>		
Credit cards	56	-
Mortgage and consumer loans	169	58,678
Corporate loans	2,587	13,975
<b>Total recoveries made from loans that were written-off</b>	<b>2,812</b>	<b>72,653</b>

(\*)In 2017, legally non-performing loan receivables amounting to TL 745,739 have been sold for TL 69,303 cash.

(\*\*)Within the context of the existing loan agreements, all creditors including the Bank have reached an agreement on restructuring the loans granted to Ojer Telekomünikasyon A.Ş. (OTAS), who is the main shareholder of Türk Telekomünikasyon A.Ş. (Türk Telekom). It is contemplated that Türk Telekom's number of 192.500.000.000 A group shares owned by OTAS, representing 55% of its issued share capital corresponding to A group shares have been pledged as a guarantee for the existing facilities would be taken over by a special purpose entity which is incorporated or will be incorporated in the Turkish Republic, and owned by directly or indirectly by all creditors. As a result of the transfer of this liability, the risk balance amounting to TL 106.122 has been left out of the balance sheet and all legal and administrative permissions have been taken and the restructured risk balance as of December 31, 2018 has been started to be followed as financial assets at fair value through profit or loss in accordance with IFRS 9.

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**23 Loans and advances to customers (continued)**

Aging analysis of past due but not impaired loans and advances to customers per class of customers:

	Less than 30 days	31-60 days	61-90 days	Total
<b>December 31, 2018</b>				
Corporate	896,859	827,407	702,641	2,426,907
Consumer	1,473,251	377,941	96,399	1,947,591
Credit cards	1,111,889	288,226	94,825	1,494,940
Mortgage	413,074	148,747	46,218	608,039
<b>Total</b>	<b>3,895,073</b>	<b>1,642,321</b>	<b>940,083</b>	<b>6,477,477</b>
	Less than 30 days	31-60 days	61-90 days	Total
<b>December 31, 2017</b>				
Corporate	2,371,175	491,246	628,256	3,490,677
Consumer	834,140	184,899	35,645	1,054,684
Credit cards	902,215	212,393	64,592	1,179,200
Mortgage	359,844	126,663	35,900	522,407
<b>Total</b>	<b>4,467,374</b>	<b>1,015,201</b>	<b>764,393</b>	<b>6,246,968</b>

The table below shows the credit quality and the maximum exposure to credit risk based on the internal credit rating system and year-end stage classification.

	December 31, 2018				December 31, 2017
Internal Rating Grade	Stage 1	Stage 2	Stage 3	Total	Total
High grade	2,320,484	9,862	-	2,330,346	2,386,262
Standard grade	3,936,580	17,974	-	3,954,554	4,066,402
Sub-Standard grade	76,328,137	5,636,076	-	81,964,213	69,017,867
Past due but not impaired	2,100,751	4,376,726	-	6,477,477	6,246,968
Non-performing	-	-	6,193,551	6,193,551	4,340,030
<b>Total</b>	<b>84,685,952</b>	<b>10,040,638</b>	<b>6,193,551</b>	<b>100,920,141</b>	<b>86,057,529</b>

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**23 Loans and advances to customers (continued)**

The table below shows the changes in the gross carrying amount and the corresponding ECL allowances.

	December 31, 2018			
	Stage 1	Stage 2	Stage 3	Total
Gross carrying amount as January 1, 2018	75,414,516	6,302,983	4,340,030	86,057,529
New assets originated or purchased	36,767,004	167,825	-	36,934,829
Assets derecognised or repaid (excluding write offs)	(25,636,188)	(590,099)	(1,311,139)	(27,537,426)
Transfers to Stage 1	1,251,403	(1,251,403)	-	-
Transfers to Stage 2	(7,991,498)	7,991,498	-	-
Transfers to Stage 3	-	(3,274,874)	3,274,874	-
Changes to contractual cash flows due to modifications not resulting in derecognition	-	-	-	-
Amounts written off	-	-	(110,214)	(110,214)
Foreign exchange adjustments	4,880,715	694,708	-	5,575,423
<b>Total</b>	<b>84,685,952</b>	<b>10,040,638</b>	<b>6,193,551</b>	<b>100,920,141</b>

	December 31, 2018			
	Stage 1	Stage 2	Stage 3	Total
ECL allowance as at January 1, 2018	1,007,878	1,103,098	3,381,390	5,492,366
Transfers to Stage 1	-	-	-	-
Transfers to Stage 2	(1,052,400)	1,052,400	-	-
Transfers to Stage 3	-	(1,512,664)	1,512,664	-
Impairment allowance for the period, net	1,052,899	804,071	(245,237)	1,611,733
Amounts written off	-	-	110,214	110,214
Foreign exchange adjustments	56,549	181,754	-	238,303
<b>Total</b>	<b>1,064,926</b>	<b>1,628,659</b>	<b>4,759,031</b>	<b>7,452,616</b>



# QNB FİNANSBANK ANONİM ŞİRKETİ

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2018

*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

### 23 Loans and advances to customers (continued)

The following tables provide a summary of the Group's forborne assets.

	Stage 2					Stage 3					
	Gross carrying amount	Temporary Modification to T&Cs	Permanent Modification to T&Cs	Refinancing	Total performing forborne loans	Temporary Modification to T&Cs	Permanent Modification to T&Cs	Refinancing	Total non-performing forborne loans	Total forborne loans	Forbearance ratio
Corporate lending	64,398,035	-	335,110	2,536,392	2,871,502	-	-	91,417	91,417	2,962,919	4.60%
Consumer lending	16,049,614	-	8,162	780,203	788,365	-	-	-	-	788,365	4.91%
Credit Cards	15,374,230	-	-	606,521	606,521	-	-	-	-	606,521	3.95%
Residential mortgages	5,098,262	-	2,804	28,378	31,182	-	-	-	-	31,182	0.61%
Total	100,920,141	-	346,076	3,951,494	4,297,570	-	-	91,417	91,417	4,388,987	4.35%

	Gross amount of forborne loans			ECLs of forborne loans				Total
	Stage 2	Stage 3	Total	Stage 2 Individual	Stage 2 Collective	Stage 3 Individual	Stage 3 Collective	
Corporate lending	2,871,502	91,417	2,962,919	916,785	-	50,696	-	967,481
Consumer lending	788,365	-	788,365	52,559	-	-	-	52,559
Credit Cards	606,521	-	606,521	53,740	-	-	-	53,740
Residential mortgages	31,182	-	31,182	208	-	-	-	208
<b>Total</b>	<b>4,297,570</b>	<b>91,417</b>	<b>4,388,987</b>	<b>1,023,292</b>	<b>-</b>	<b>50,696</b>	<b>-</b>	<b>1,073,988</b>

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*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

**23 Loans and advances to customers (continued)**

The table below shows the type of collateral.

<b>December 31, 2018</b>	<b>Corporate</b>	<b>Consumer</b>	<b>Credit Cards</b>	<b>Mortgage</b>	<b>Total</b>
Cash and securities	6,448,025	321,494	-	-	6,769,519
Mortgages	24,440,927	198,466	-	5,098,262	29,737,655
Other tangible collaterals	15,079,292	4,381	-	-	15,083,673
Unsecured	18,429,791	15,525,273	15,374,230	-	49,329,294
<b>Total</b>	<b>64,398,035</b>	<b>16,049,614</b>	<b>15,374,230</b>	<b>5,098,262</b>	<b>100,920,141</b>

<b>December 31, 2017</b>	<b>Corporate</b>	<b>Consumer</b>	<b>Credit Cards</b>	<b>Mortgage</b>	<b>Total</b>
Cash and securities	4,672,760	295,113	-	-	4,967,873
Mortgages	20,793,953	102,952	-	5,602,707	26,499,612
Other tangible collaterals	16,177,792	4,266	-	-	16,182,058
Unsecured	14,012,987	12,525,655	11,869,344	-	38,407,986
<b>Total</b>	<b>55,657,492</b>	<b>12,927,986</b>	<b>11,869,344</b>	<b>5,602,707</b>	<b>86,057,529</b>

**Loans and advances to customers at fair value through profit or loss**

Loans and advances to customers of the retail banking business have been designated at fair value through profit or loss, as the Group manages these loans and advances to customers on a fair value basis in accordance with its investment strategy. Internal reporting and performance measurement of these loans and advances to customers are on a fair value basis.

The cumulative change in the fair value of these loans and advances to customers is set out below:

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Loans and advances at FVTPL	(100,082)	(301)

**24 Factoring receivables**

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Not later than 1 year	1,176,996	1,345,989
Later than 1 year	106,878	81,783
Factoring receivables, gross	1,283,874	1,427,772
Less: Impairment losses on factoring receivables	(74,990)	(41,793)
<b>Total</b>	<b>1,208,884</b>	<b>1,385,979</b>

The table below shows the credit quality and the maximum exposure to credit risk based on the internal credit rating system and year-end stage classification.

	<b>December 31, 2018</b>			<b>December 31, 2017</b>	
<b>Internal Rating Grade</b>	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>	<b>Total</b>
High grade	1,102,365	98,512	-	1,200,877	1,332,780
Standard grade	-	-	-	-	-
Sub-Standard grade	-	-	-	-	-
Past due but not impaired	-	7,355	-	7,355	46,536
Non-performing	-	-	75,642	75,642	48,456
Individually impaired	-	-	-	-	-
<b>Total</b>	<b>1,102,365</b>	<b>105,867</b>	<b>75,642</b>	<b>1,283,874</b>	<b>1,427,772</b>

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**24 Factoring receivables (continued)**

The table below shows the changes in the gross carrying amount and the corresponding ECL allowances.

	December 31, 2018			
	Stage 1	Stage 2	Stage 3	Total
Gross carrying amount as January 1, 2018	1,332,780	46,536	48,457	1,427,773
New assets originated or purchased	4,697,000	-	-	4,697,000
Assets derecognised or repaid (excluding write offs)	(4,795,120)	(24,060)	(22,278)	(4,841,458)
Transfers to Stage 1	(129,767)	119,898	9,869	-
Transfers to Stage 2	-	(39,594)	39,594	-
Transfers to Stage 3	-	-	-	-
Changes to contractual cash flows due to modifications not resulting in derecognition	-	3,087	-	3,087
Amounts written off	-	-	-	-
Foreign exchange adjustments	(2,528)	-	-	(2,528)
<b>Total</b>	<b>1,102,365</b>	<b>105,867</b>	<b>75,642</b>	<b>1,283,874</b>

	December 31, 2018			
	Stage 1	Stage 2	Stage 3	Total
ECL allowance as at January 1, 2018	7,451	1,876	41,793	51,120
Transfers to Stage 1	(2,693)	1,898	795	-
Transfers to Stage 2	-	(471)	471	-
Transfers to Stage 3	-	-	-	-
Impairment allowance for the period, net	-	(535)	24,405	23,870
Amounts written off	-	-	-	-
Foreign exchange adjustments	-	-	-	-
<b>Total</b>	<b>4,758</b>	<b>2,768</b>	<b>67,464</b>	<b>74,990</b>

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**25 Finance lease receivables**

	December 31, 2018	December 31, 2017
Not later than 1 year	2,302,688	2,031,060
Later than 1 year but not later than 5 years	4,096,049	3,009,003
Later than 5 years	365,015	285,800
<b>Finance lease receivables, gross</b>	<b>6,763,752</b>	<b>5,325,863</b>
Unearned future finance income on finance leases	(1,062,456)	(770,049)
<b>Net investment in finance leases</b>	<b>5,701,296</b>	<b>4,555,814</b>
Less: expected credit losses on finance lease receivables	(180,220)	(81,869)
<b>Finance lease receivables</b>	<b>5,521,076</b>	<b>4,473,945</b>

The net investment in finance lease receivables is analyzed as follows:

	December 31, 2018	December 31, 2017
Not later than 1 year	1,872,742	1,733,646
Later than 1 year but not later than 5 years	3,492,233	2,558,986
Later than 5 years	336,321	263,182
<b>Total</b>	<b>5,701,296</b>	<b>4,555,814</b>

The Movements in expected credit losses on finance lease receivables are as follows:

	December 31, 2018	December 31, 2017
<b>Balance at January 1</b>	<b>(81,869)</b>	<b>(95,093)</b>
IFRS 9 opening effect	(49,027)	-
Expected credit losses on finance lease receivables (Note 15)	(87,686)	(39,846)
Receivables written off <sup>(*)</sup>	38,362	53,070
<b>Balance at December 31</b>	<b>(180,220)</b>	<b>(81,869)</b>

<sup>(\*)</sup> The Company has sold its finance lease receivables amounting to TL 38,362 to an asset management company through profit share based agreement signed on November 27, 2018. Therefore such receivables were written off in the accompanying financial statements.

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**25 Finance lease receivables (continued)**

Finance lease receivables

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Neither past due nor impaired	4,598,506	4,016,656
Past due not impaired	757,720	375,841
Impaired	345,070	163,317
<b>Total Gross</b>	<b>5,701,296</b>	<b>4,555,814</b>
Less: impairment losses on finance lease receivables	(180,220)	(81,869)
<b>Finance lease receivables</b>	<b>5,521,076</b>	<b>4,473,945</b>

As of December 31, 2018 and 2017, the aging analysis of past due but not impaired finance lease receivables are as follows:

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Between 1-30 days	372,385	288,939
Between 1-3 months	385,335	86,902
Between 3-12 months	-	-
Between 1-5 years	-	-
<b>Total</b>	<b>757,720</b>	<b>375,841</b>

The table below shows the credit quality and the maximum exposure to credit risk based on the internal credit rating system and year-end stage classification.

<b>Internal Rating Grade</b>	<b>December 31, 2018</b>				<b>December 31, 2017</b>
	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>	<b>Total</b>
High grade	115,592	-	-	115,592	41,363
Standard grade	1,337,758	-	-	1,337,758	1,018,108
Sub-Standard grade	2,864,815	170,661	-	3,035,476	2,957,185
Past due but not impaired	398,625	468,775	-	867,400	375,841
Non-performing	-	-	345,070	345,070	163,317
<b>Total</b>	<b>4,716,790</b>	<b>639,436</b>	<b>345,070</b>	<b>5,701,296</b>	<b>4,555,814</b>

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**25 Finance lease receivables (continued)**

The table below shows the changes in the gross carrying amount and the corresponding ECL allowances.

	<b>December 31, 2018</b>			
	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
Gross carrying amount as January 1, 2018	4,118,570	279,649	163,317	4,561,536
New assets originated or purchased	862,197	-	-	862,197
Assets derecognised or repaid (excluding write offs)	(676,170)	(58,461)	(17,145)	(751,776)
Transfers to Stage 1	73,589	(73,489)	(100)	-
Transfers to Stage 2	(482,627)	484,364	(1,737)	-
Transfers to Stage 3	(80,310)	(99,660)	179,970	-
Changes to contractual cash flows due to modifications not resulting in derecognition	-	-	-	-
Amounts written off	-	-	(38,362)	(38,362)
Foreign exchange adjustments	901,541	107,033	59,127	1,067,701
<b>Total</b>	<b>4,716,790</b>	<b>639,436</b>	<b>345,070</b>	<b>5,701,296</b>

	<b>December 31, 2018</b>			
	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
ECL allowance as at January 1, 2018	5,359	26,833	98,706	130,898
Transfers to Stage 1	710	(710)	-	-
Transfers to Stage 2	(586)	1,013	(427)	-
Transfers to Stage 3	(125)	(13,159)	13,284	-
Impairment allowance for the period, net	(404)	44,873	32,249	76,718
Amounts written off	-	-	38,362	38,362
Foreign exchange adjustments	1,116	4,624	5,226	10,966
<b>Total</b>	<b>6,070</b>	<b>63,474</b>	<b>110,676</b>	<b>180,220</b>

**26 Investments measured at fair value through other comprehensive income(FVOCI)**

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
<b>Financial assets at FVOCI:</b>		
Turkish government bonds and treasury bills	8,305,909	8,258,388
Corporate bonds	19,976	15,520
<b>Debt securities</b>	<b>8,325,885</b>	<b>8,273,908</b>
Equity shares	125,869	79,728
<b>Total Financial assets at FVOCI</b>	<b>8,451,754</b>	<b>8,353,636</b>

The movements of FVOCI investments are summarized as follows:

	<b>2018</b>	<b>2017</b>
<b>Balance at January 1</b>	<b>8,353,636</b>	<b>7,035,875</b>
IFRS 9 opening effect	(1,675,150)	-
Additions within the year	2,249,770	2,417,929
Foreign exchange differences	1,091,579	277,094
Disposals (sale and redemption) within the year	(1,154,932)	(1,713,882)
Amortisation of premiums/discounts	(104,524)	38,616
Gains / (losses) from changes in fair value	(415,004)	237,744
Accrual	106,379	60,260
<b>Balance at December 31</b>	<b>8,451,754</b>	<b>8,353,636</b>

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**27 Investments measured at amortized cost**

	December 31, 2018	December 31, 2017
<b>Investments at amortised cost:</b>		
Turkish government bonds and treasury bills	11,886,832	6,139,065
Corporate bonds	1,008,284	1,029,599
<b>Debt securities</b>	<b>12,895,116</b>	<b>7,168,664</b>
<b>Total financial assets at amortised cost</b>	<b>12,895,116</b>	<b>7,168,664</b>

As of December 31, 2018, an amount of TL 37,077 provision was provided for the investments measured at amortized cost investments due to the adoption of IFRS 9.

The movements in the amortized cost investments are summarized as follows:

	2018	2017
<b>Balance at January 1</b>	<b>7,168,664</b>	<b>5,900,507</b>
IFRS 9 opening effect	1,777,506	-
Additions during the year	2,163,995	829,915
Foreign exchange differences	1,333,014	225,503
Disposals (redemption) during the year	(815,934)	(140,075)
Amortisation of premiums/discounts	1,175,499	234,649
Accruals	92,372	118,165
<b>Balance at December 31</b>	<b>12,895,116</b>	<b>7,168,664</b>

The table below shows the fair value of the Group's debt instruments measured at FVOCI and amortised cost by credit risk, based on the Group's internal credit rating system and year-end stage classification.

Internal Rating Grade	December 31, 2018				December 31, 2017	
	Stage 1	Stage 2	Stage 3	Total	Total	Total
High grade	21,383,947	-	-	21,383,947	15,522,300	-
Standard grade	-	-	-	-	-	-
Sub-Standard grade	-	-	-	-	-	-
Past due but not impaired	-	-	-	-	-	-
Non-performing	-	-	-	-	-	-
Individually impaired	-	-	-	-	-	-
<b>Total</b>	<b>21,383,947</b>	<b>-</b>	<b>-</b>	<b>21,383,947</b>	<b>15,522,300</b>	<b>-</b>

The table below shows the changes in the gross carrying amount and the corresponding ECL allowances.

	December 31, 2018			
	Stage 1	Stage 2	Stage 3	Total
Gross carrying amount as January 1, 2018	15,624,655	-	-	15,624,655
New assets originated or purchased	6,690,099	-	-	6,690,099
Assets derecognised or repaid (excluding write offs)	(930,807)	-	-	(930,807)
Transfers to Stage 1	-	-	-	-
Transfers to Stage 2	-	-	-	-
Transfers to Stage 3	-	-	-	-
Changes to contractual cash flows due to modifications not resulting in derecognition	-	-	-	-
Amounts written off	-	-	-	-
Foreign exchange adjustments	-	-	-	-
<b>Total</b>	<b>21,383,947</b>	<b>-</b>	<b>-</b>	<b>21,383,947</b>

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**27 Investments measured at amortized cost (continued)**

	December 31, 2018			Total
	Stage 1	Stage 2	Stage 3	
ECL allowance as at January 1, 2018	25,951	-	-	25,951
Transfers to Stage 1	-	-	-	-
Transfers to Stage 2	-	-	-	-
Transfers to Stage 3	-	-	-	-
Impairment allowance for the period, net	30,618	-	-	30,618
Amounts written off	-	-	-	-
Foreign exchange adjustments	-	-	-	-
<b>Total</b>	<b>56,569</b>	<b>-</b>	<b>-</b>	<b>56,569</b>

**28 Investments in joint ventures**

	2018	2017
<b>Balance at January 1</b>	<b>135,381</b>	<b>101,704</b>
Additions	-	-
Group's share of profit/(loss) of joint ventures	48,669	43,268
Dividends received	(25,670)	(9,593)
Other	-	2
<b>Balance at December 31</b>	<b>158,380</b>	<b>135,381</b>

The Group's joint ventures are as follows:

Name of joint ventures	Principal activity	Place of incorporation and operation	% of participation	
			December 31, 2018	December 31, 2017
Bantaş Nakit ve Kıymetli Mal	Security			
Taşıma ve Güvenlik Hizmetleri A.Ş.	Services	Turkey	33.33%	33.33%
Cigna Finans Pension Fund (Cigna Finans)	Pension Fund	Turkey	49.00%	49.00%

The above joint ventures are accounted for using the equity method in these consolidated financial statements.



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**28 Investments in joint ventures (continued)**

Summarised financial information in respect of the Group's material joint venture Cigna Finans is set out below:

<b>Cigna Finans</b>	<b>December 31,</b>	
	<b>2018</b>	<b>2017</b>
Current Assets	540,928	437,576
Non-current assets	19,570	20,678
Current liabilities	212,501	177,340
Non-current liabilities	163,352	150,779
Equity	184,645	130,135

The above amounts of assets and liabilities include the following:

Cash and cash equivalents	443,620	356,834
	<b>2018</b>	<b>2017</b>
Revenue	483,128	483,221
Profit for the year	103,384	61,759
Other comprehensive income for the year	(455)	(1,002)
Total comprehensive income for the year	102,929	60,757
Dividends received from the joint venture during the year	25,626	9,593

Reconciliation of the above summarised financial information to the carrying amount of the interest in the joint venture recognised in the consolidated financial statements:

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Net assets of the joint venture	184,645	130,135
Proportion of the Group's ownership interest in the joint venture	90,476	63,766
Purchase Price Allocation	160,813	160,813
Impairment	(38,322)	(38,322)
Amortization of Purchase Price Allocation	(73,158)	(63,870)
Carrying amount of the Group's interest in the joint venture	<b>139,809</b>	<b>122,387</b>

Aggregate information of joint ventures that are not individually material:

Bantaş Nakit ve Kıymetli Mal Taşıma ve Güvenlik Hizmetleri A.Ş	<b>2018</b>	<b>2017</b>
The Group's share of profit for the year	5,577	3,955
The Group's share of other comprehensive income	-	-
The Group's share of total comprehensive income	5,577	3,955
Aggregate carrying amount of the Group's interest in the joint venture	<b>18,571</b>	<b>12,994</b>

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## 28 Investments in joint ventures (continued)

The Group has no share of any contingent liabilities or capital commitments as at December 31, 2018 and 2017.

In accordance with partnership agreement signed between the Bank and Cigna Nederland Gamma BV, the parent of Cigna Finans Emeklilik and Hayat A.Ş., on July 12, 2012 in case the ownership structure of the Bank changes, Cigna Nederland Gamma BV has the right to purchase the shares owned by the Bank. If subject transfer is actualized share transfer will be based on fair value of the shares. As of the report date, there is no official request received from Cigna Nederland Gamma BV in regards to purchase of the shares.

## 29 Intangible assets

Cost	Purchased software	Internally generated software	Total
<b>December 31, 2017</b>	<b>309,349</b>	<b>709,412</b>	<b>1,018,761</b>
Additions	71,450	137,908	209,358
Disposals and write offs	3	-	3
<b>December 31, 2018</b>	<b>380,802</b>	<b>847,320</b>	<b>1,228,122</b>
<b>Accumulated amortization and impairment</b>			
<b>December 31, 2017</b>	<b>(209,795)</b>	<b>(464,251)</b>	<b>(674,046)</b>
Amortization charge for the year	(24,244)	(95,990)	(120,234)
Disposals and write offs	47	-	47
<b>December 31, 2018</b>	<b>(233,992)</b>	<b>(560,241)</b>	<b>(794,233)</b>
<b>Net book value as of December 31, 2018</b>	<b>146,810</b>	<b>287,079</b>	<b>433,889</b>

There was no indication of impairment for the intangible assets.

Cost	Purchased software	Internally generated software	Total
<b>December 31, 2016</b>	<b>249,679</b>	<b>602,803</b>	<b>852,482</b>
Additions	59,676	106,609	166,285
Disposals and write offs	(6)	-	(6)
<b>December 31, 2017</b>	<b>309,349</b>	<b>709,412</b>	<b>1,018,761</b>
<b>Accumulated amortization and impairment</b>			
<b>December 31, 2016</b>	<b>(183,322)</b>	<b>(374,929)</b>	<b>(558,251)</b>
Amortization charge for the year	(26,473)	(89,322)	(115,795)
<b>December 31, 2017</b>	<b>(209,795)</b>	<b>(464,251)</b>	<b>(674,046)</b>
<b>Net book value as of December 31, 2017</b>	<b>99,554</b>	<b>245,161</b>	<b>344,715</b>

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**30 Property and equipment**

Cost	Land & Buildings	Vehicles & Equipment	Leasehold Improvements	Total
<b>December 31, 2017</b>	<b>1,566,373</b>	<b>1,237,773</b>	<b>447,495</b>	<b>3,251,641</b>
Additions	24,498	176,451	20,954	221,903
Fair value adjustment <sup>(*)</sup>	852,714	-	-	852,714
Disposals and write offs	(530)	(15,854)	-	(16,384)
<b>At December 31, 2018</b>	<b>2,443,055</b>	<b>1,398,370</b>	<b>468,449</b>	<b>4,309,874</b>
<b>Accumulated depreciation and impairment</b>				
<b>December 31, 2017</b>	<b>(59,887)</b>	<b>(882,621)</b>	<b>(349,210)</b>	<b>(1,291,718)</b>
Depreciation charge for the year	(11,825)	(124,921)	(2,958)	(139,704)
Disposals and write offs	-	14,597	-	14,597
Impairment charge	402	-	-	402
<b>December 31, 2018</b>	<b>(71,310)</b>	<b>(992,945)</b>	<b>(352,168)</b>	<b>(1,416,423)</b>
<b>Net book value as of December 31, 2018</b>	<b>2,371,745</b>	<b>405,425</b>	<b>116,281</b>	<b>2,893,451</b>

  

Cost	Land & Buildings	Vehicles & Equipment	Leasehold Improvements	Total
<b>December 31, 2016</b>	<b>1,458,142</b>	<b>1,124,964</b>	<b>440,095</b>	<b>3,023,201</b>
Additions	6,946	131,346	7,468	247,888
Fair value adjustment <sup>(*)</sup>	102,128	-	-	-
Disposals and write offs	(843)	(18,537)	(68)	(19,448)
<b>At December 31, 2017</b>	<b>1,566,373</b>	<b>1,237,773</b>	<b>447,495</b>	<b>3,251,641</b>
<b>Accumulated depreciation and impairment</b>				
<b>December 31, 2016</b>	<b>(48,650)</b>	<b>(773,372)</b>	<b>(346,470)</b>	<b>(1,168,492)</b>
Depreciation charge for the year	(11,537)	(127,424)	(2,757)	(141,718)
Disposals and write offs	12	18,175	17	18,204
Impairment charge	288	-	-	288
<b>December 31, 2017</b>	<b>(59,887)</b>	<b>(882,621)</b>	<b>(349,210)</b>	<b>(1,291,718)</b>
<b>Net book value as of December 31, 2017</b>	<b>1,506,486</b>	<b>355,152</b>	<b>98,285</b>	<b>1,959,923</b>

<sup>(\*)</sup>As of September 30, 2018, the Bank terminated the hedge accounting for the fair value hedge of the fair value risk arising from the changes in the exchange rates for the real estates purchased in previous periods in foreign currency and the fair value of which is in foreign currency in the market. Fair value exchange difference adjustment amounting to TL 1,253,266 which is shown in property and equipment in the balance sheet, will be amortized over the economic life of the property subject to hedging.

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**31 Deferred tax assets and liabilities**

	December 31, 2018		December 31, 2017	
	Deferred tax		Deferred tax	
	Assets	Liabilities	Assets	Liabilities
Loans and advances to customers	702,003	-	81,892	-
Deferred commission income	39,526	-	37,567	-
Plastic card bonus provisions	2,704	-	2,346	-
Employee termination benefits	39,811	-	40,163	-
Vacation pay liability and bonus accrual	69,920	-	37,931	-
Securities and derivatives	(46,169)	-	(141,672)	-
Economic life of property and equipment	(55,923)	-	(47,749)	-
Hedge accounting	(213,161)	-	(52,732)	-
Other temporary differences	75,057	-	84,121	-
<b>Total deferred tax assets/(liabilities)</b>	<b>613,768</b>	<b>-</b>	<b>41,867</b>	<b>-</b>

The Group has offset the deferred tax assets and deferred tax liabilities on an entity by entity basis where there is a legally enforceable right to set off the recognized amounts i.e. where a taxpayer may offset current tax assets against current tax liabilities and when the deferred income taxes relate to the same fiscal authority.

The movements in the net deferred tax asset / (liability) are presented as follows:

	2018	2017
<b>Deferred tax asset / (liability) at January 1</b>	<b>41,867</b>	<b>70,988</b>
Loans and advances to customers	173,218	83,153
Deferred commission income	3,302	15,974
Plastic card bonus provisions	358	805
Employee termination benefits	3,919	2,714
Vacation pay liability and bonus accrual	31,773	(5,061)
Securities and derivatives	71,588	(10,316)
Economic life of property and equipment	(8,173)	(6,910)
Hedge accounting	(213,161)	(52,732)
Other temporary differences	42,452	30,348
<b>Deferred tax recognized in statement of profit or loss (Note 17)</b>	<b>105,276</b>	<b>57,975</b>
IFRS 9 Day 1 effect	426,369	-
Deferred tax recognized in other comprehensive income	40,256	(87,096)
<b>Deferred tax asset at December 31</b>	<b>613,768</b>	<b>41,867</b>

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**31 Deferred tax assets and liabilities (continued)**

Since the applicable tax rate has been changed to 22% for the 3 years beginning from January 1, 2018, 22% tax rate is used in the deferred tax calculation of December 31, 2017 for the temporary differences expected to be realized/closed within 3 years (for the years 2018, 2019 and 2020). However, since the corporate tax rate after 2020 is 20%, 20% tax rate is used for the temporary differences expected to be realized/closed after 2020.

Deferred tax recognized in other comprehensive income are as follows:

	<u>December 31, 2018</u>	<u>December 31, 2017</u>
Arising on income and expenses recognized in other comprehensive income:		
Fair value measurement of financial assets at FVOCI (Note 41)	90,254	(40,971)
Fair value measurement of cash flow hedges (Note 41)	(44,457)	(53,599)
Actuarial gains / (losses) related to employee benefits	(4,338)	8,330
Arising on income and expenses reclassified from equity to profit or loss:		
Relating to financial assets at FVOCI (Note 41)	(1,203)	(1,121)
Relating to cash flow hedges	-	265
<b>Total deferred income tax recognized in other comprehensive income</b>	<b><u>40,256</u></b>	<b><u>(87,096)</u></b>

**32 Other assets**

	<u>December 31, 2018</u>	<u>December 31, 2017</u>
Prepaid expenses	645,767	559,683
Checks clearance account	714,694	72,281
Assets acquired through foreclosure proceedings	883,172	516,424
Trade receivables	321,878	276,829
VAT and other recoverable taxes	544	12,566
Other	134,772	59,380
<b>Total other assets</b>	<b><u>2,700,827</u></b>	<b><u>1,497,163</u></b>

**33 Due to other banks**

	<u>December 31, 2018</u>	<u>December 31, 2017</u>
Time deposits due to credit institutions	3,122,040	5,133,440
Securities sold under agreements to repurchase	10,835,881	6,403,251
Interbank deposits	618,853	509,609
Demand deposits due to credit institutions	555,541	129,278
<b>Total due to other banks</b>	<b><u>15,132,315</u></b>	<b><u>12,175,578</u></b>

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### 34 Customer deposits

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
<b>Deposits:</b>		
Individuals	71,123,773	43,002,813
Corporate	11,690,075	22,045,008
Government and agencies	319,471	129,711
<b>Total deposits</b>	<b>83,133,319</b>	<b>65,177,532</b>
Securities sold to customers under agreements to repurchase	19,876	86,865
<b>Total customer deposits</b>	<b>83,153,195</b>	<b>65,264,397</b>

### 35 Debt securities issued

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Corporate bonds - fixed rate	11,346,484	9,107,988
Corporate bonds - floating rate	445,048	1,252,078
<b>Total debt securities issued</b>	<b>11,791,532</b>	<b>10,360,066</b>

	<b>December 31, 2018</b>		<b>December 31, 2017</b>	
	<b>TL</b>	<b>FC</b>	<b>TL</b>	<b>FC</b>
Debt securities issued	4,028,158	7,763,374	4,373,454	5,986,612
	<b>4,028,158</b>	<b>7,763,374</b>	<b>4,373,454</b>	<b>5,986,612</b>

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Opening balance	10,360,066	6,313,252
Proceeds during the year	16,587,608	4,917,349
Repayments during the year	(16,792,107)	(1,149,648)
Other non-cash movements	1,635,965	279,113
<b>Total debt securities issued</b>	<b>11,791,532</b>	<b>10,360,066</b>

### 36 Funds borrowed

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Subordinated loans - floating rate	4,816,098	3,510,837
Other	20,556,269	18,234,216
<b>Total funds borrowed</b>	<b>25,372,367</b>	<b>21,745,053</b>

The Bank has USD 910 million subordinated loans from parent QNB. USD 325 million of existing subordinated loans which are Basel II while the remaining USD 260 million and USD 325 million subloans are Basel III and mature in 2027 and 2028, respectively.

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### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2018

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#### 37 Other provisions

The movements in other provisions are summarized as follows:

2018	Provision for guarantees	Other	Total
<b>Balance at January 1</b>	<b>46,366</b>	<b>97,118</b>	<b>143,484</b>
IFRS 9 Opening effect	176,520	-	176,520
Charge for the year	9,099	82,548	91,647
Utilized	(91,016)	(137)	(91,153)
<b>Balance at December 31</b>	<b>140,969</b>	<b>179,529</b>	<b>320,498</b>

  

2017	Provision for guarantees	Other	Total
<b>Balance at January 1</b>	<b>37,609</b>	<b>74,190</b>	<b>111,799</b>
Charge for the year	8,757	29,464	38,221
Utilized	-	(6,536)	(6,536)
<b>Balance at December 31</b>	<b>46,366</b>	<b>97,118</b>	<b>143,484</b>

Other provisions include provisions for legal cases against the Group and tax provisions as of December 31, 2018.

#### 38 Other liabilities

	December 31, 2018	December 31, 2017
Payables for credit card settlements	2,546,292	2,138,596
Cheques payable	956,103	256,150
Cheque clearing accounts	743,589	74,216
Creditors and suppliers	365,059	502,697
Payroll related accruals	270,619	192,353
Accrued expenses and deferred income	262,505	82,193
Taxes payable - other than income taxes	240,066	191,935
Credit cards payable	70,426	173,130
Collaterals received	48,357	31,088
Blocked accounts	37,570	213,704
Legal fees payable	15,763	43,165
Other	394,574	333,319
<b>Total other liabilities</b>	<b>5,950,923</b>	<b>4,232,546</b>

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### **39 Contingent liabilities and commitments**

#### **a. Pending tax inspections**

The tax authorities have not yet audited the Group for certain financial years and accordingly their tax obligations for those years may not be considered final. Additional taxes and penalties may be imposed as a result of such tax audits. Although the amount cannot be determined at present, it is not expected to have a material effect on the Group's net assets.

#### **b. Credit commitments**

In the normal course of business, the Group enters into various contractual commitments on behalf of its customers and is a party to financial instruments with off-balance sheet risk ("non-cash loans") to meet the financing needs of its customers. These contractual commitments consist of commitments to extend credit, commercial letters of credit and standby letters of credit and guarantees. Commitments to extend credit are agreements to lend to a customer as long as there is no violation of the conditions established in the contract. Commercial letters of credit ensure payment by a bank to a third party for a customer's foreign or domestic trade transactions, generally to finance a commercial contract for the shipment of goods. Standby letters of credit and financial guarantees are conditional commitments issued by the Group to guarantee the performance of a customer to a third party. All of these arrangements are related to the normal lending activities of the Group. The Group's exposure to credit loss in the events of non-performance by the other party to the financial instrument for commitments to extend credit and commercial and standby letters of credit is represented by the contractual notional amount of those instruments.

The Group uses the same credit policies in making commitments and conditional obligations as it does for on-balance-sheet instruments.

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Letters of guarantee	17,485,186	14,518,866
Acceptance credits	4,476,254	3,012,892
Letters of credit	1,727,806	1,783,291
<b>Total non-cash loans</b>	<b>23,689,246</b>	<b>19,315,049</b>
Other commitments	43,151,679	34,430,217
Credit card limits	22,392,258	17,161,713
<b>Total non-cash loans and commitments</b>	<b>89,233,183</b>	<b>70,906,979</b>



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**39 Contingent liabilities and commitments (continued)**

The table below shows the credit quality and the maximum exposure to credit risk based on the Group's internal credit rating system and year-end stage classification.

Internal Rating Grade	December 31, 2018			December 31, 2017	
	Stage 1	Stage 2	Stage 3	Total	Total
High grade	-	-	-	-	-
Standard grade	1,076,028	-	-	1,076,028	1,004,031
Sub-standard grade	87,285,003	504,016	-	87,789,019	69,810,912
Past due but not impaired	-	-	-	-	-
Non-performing	-	-	368,136	368,136	92,036
Individually impaired	-	-	-	-	-
<b>Total</b>	<b>88,361,031</b>	<b>504,016</b>	<b>368,136</b>	<b>89,233,183</b>	<b>70,906,979</b>

The table below shows the changes in the gross carrying amount and the corresponding ECL allowances.

	December 31, 2018			
	Stage 1	Stage 2	Stage 3	Total
Gross carrying amount as January 1, 2018	70,201,912	613,031	92,036	70,906,979
New assets originated or purchased	19,559,257	3,550	-	19,562,807
Assets derecognised or repaid (excluding write offs)	(2,149,495)	(90,863)	(17,999)	(2,258,357)
Transfers to Stage 1	33,812	(33,812)	-	-
Transfers to Stage 2	(291,750)	291,750	-	-
Transfers to Stage 3	-	(288,195)	288,195	-
Changes to contractual cash flows due to modifications not resulting in derecognition	-	-	-	-
Amounts written off	-	-	-	-
Foreign exchange adjustments	1,007,295	8,555	5,904	1,021,754
<b>Total</b>	<b>88,361,031</b>	<b>504,016</b>	<b>368,136</b>	<b>89,233,183</b>

	December 31, 2018			
	Stage 1	Stage 2	Stage 3	Total
ECL allowance as at January 1, 2018	198,746	13,171	10,969	222,886
Transfers to Stage 1	(280)	280	-	-
Transfers to Stage 2	(13,435)	13,435	-	-
Transfers to Stage 3	-	(37,389)	37,389	-
Impairment allowance for the period, net	(111,616)	26,527	1,196	(83,893)
Amounts written off	-	-	-	-
Foreign exchange adjustments	1,008	406	562	1,976
<b>Total</b>	<b>74,423</b>	<b>16,430</b>	<b>50,116</b>	<b>140,969</b>

**c. Assets pledged as collaterals**

	December 31, 2018	December 31, 2017
Reserve deposits with T.R. Central Bank	12,791,442	13,222,120
Securities given as collateral	1,713,283	1,563,637
Blocked placements at foreign banks	8,006	1,403
<b>Total</b>	<b>14,512,731</b>	<b>14,787,160</b>

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**39 Contingent liabilities and commitments (continued)**

**d. Offsetting financial assets and financial liabilities**

	Gross carrying amounts (before offsetting)	Gross amounts offset in accordance with the offsetting criteria	Net amount presented in statement of financial position	Effect of remaining rights of set-off		Net exposure
				Financial instruments	Fair value of financial collateral	
<b>Financial assets recognised at December 31, 2018</b>						
Derivatives	12,401,328	-	12,401,328	6,140,938	6,140,938	6,260,390
Repurchase agreements and similar arrangements	100,070	-	100,070	100,070	100,070	-
Other	-	-	-	-	-	-
<b>Total</b>	<b>12,501,398</b>	<b>-</b>	<b>12,501,398</b>	<b>6,241,008</b>	<b>6,241,008</b>	<b>6,260,390</b>
<b>Financial liabilities recognised at December 31, 2018</b>						
Derivatives	6,450,189	-	6,450,189	2,147,672	2,147,672	4,302,517
Repurchase agreements and similar arrangements	4,714,819	-	4,714,819	6,488,226	6,488,226	(1,773,407)
Other	-	-	-	-	-	-
<b>Total</b>	<b>11,165,008</b>	<b>-</b>	<b>11,165,008</b>	<b>8,635,898</b>	<b>8,635,898</b>	<b>2,529,110</b>
<b>Financial assets recognised at December 31, 2017</b>						
Derivatives	5,442,268	-	5,442,268	3,905,588	3,905,588	1,536,680
Repurchase agreements and similar arrangements	-	-	-	-	-	-
Other	-	-	-	-	-	-
<b>Total</b>	<b>5,442,268</b>	<b>-</b>	<b>5,442,268</b>	<b>3,905,588</b>	<b>3,905,588</b>	<b>1,536,680</b>
<b>Financial liabilities recognised at December 31, 2017</b>						
Derivatives	2,606,318	-	2,606,318	378,483	378,483	2,227,835
Repurchase agreements and similar arrangements	6,479,634	-	6,479,634	7,707,263	7,707,263	(1,227,629)
Other	-	-	-	-	-	-
<b>Total</b>	<b>9,085,952</b>	<b>-</b>	<b>9,085,952</b>	<b>8,085,746</b>	<b>8,085,746</b>	<b>1,000,206</b>

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**39 Contingent liabilities and commitments (continued)**

**e. Operating lease commitments**

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Not later than 1 year	186,866	168,232
Later than 1 year but not later than 5 years	494,881	446,076
Later than 5 years	187,104	165,323
<b>Total operating lease commitments</b>	<b>868,851</b>	<b>779,631</b>

**f. Transferred financial assets**

As at December 31, 2018, the carrying amount of transferred financial assets, which have been transferred but are subject to continued recognition in full and the associated recognized liabilities are presented in the table below:

	<b>December 31, 2018</b>	
	<b>Carrying amount of transferred assets</b>	<b>Carrying amount of associated liabilities</b>
Securities sold under agreements to repurchase	6,488,226	10,855,757
<b>Total</b>	<b>6,488,226</b>	<b>10,855,757</b>

	<b>December 31, 2017</b>	
	<b>Carrying amount of transferred assets</b>	<b>Carrying amount of associated liabilities</b>
Securities sold under agreements to repurchase	7,631,184	6,490,116
<b>Total</b>	<b>7,631,184</b>	<b>6,490,116</b>

As at December 31, 2018 carrying amount of financial assets at FVPL, FVOCI and those measured at amortized cost sold under agreements to repurchase are TL 2,814,590 (December 31, 2017: TL 4,368,350), TL 3,673,636 (December 31, 2017: TL 3,248,559) and none (December 31, 2017: TL 14,275), respectively.

**f. Assets under Management**

The Group manages seven exchange traded funds (December 31, 2017: seven) with total fund value of TL 157,449 (December 31, 2017: 128,399), seven mutual funds (December 31, 2017: seven) with total fund value of TL 247,229 (December 31, 2017: 300,053), one hedge fund with total fund value of TL 9,261 (December 31, 2017: None) and five pension funds (December 31, 2017: eleven) with total fund value of TL 494,808 (December 31, 2017: 803,876). In accordance with the funds' charters, the Group purchases and sells marketable securities on behalf of funds, markets their participation certificates and provides other services in return for a management fee and undertakes management responsibility for their operations.

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#### 40 Share capital issued

Share capital	Number of shares	Amount TL
January 1, 2017	31,500,000,000	3,150,000
Increase of share capital	2,000,000,000	200,000
December 31, 2017	33,500,000,000	3,350,000
Increase of share capital	-	-
December 31, 2018	33,500,000,000	3,350,000

#### 41 Reserves and retained earnings

	Legal Reserves	Other Capital Reserves and Retained Earnings	Total
<b>2018</b>			
Balance at January 1	555,862	9,806,623	10,362,485
Impact of adopting IFRS 9 at January 1, 2018	-	(1,431,156)	(1,431,156)
<b>Restated balances at January 1, 2018</b>	<b>555,862</b>	<b>8,375,467</b>	<b>8,931,329</b>
Issue of share capital	-	-	-
Transfer from retained earnings	84,349	(84,349)	-
Changes in consolidation structure due to acquisition of the shares from non-controlling interest in subsidiaries	-	-	-
Dividends paid	-	(100,000)	(100,000)
Profit for the year	-	2,551,920	2,551,920
<b>Balance at December 31</b>	<b>640,211</b>	<b>10,743,038</b>	<b>11,383,249</b>
<b>2017</b>			
Balance at January 1	493,226	8,365,705	8,858,931
Issue of share capital	-	(200,000)	(200,000)
Transfer from retained earnings	62,636	(62,636)	-
Changes in consolidation structure due to acquisition of the shares from non-controlling interest in subsidiaries	-	-	-
Dividends paid	-	-	-
Profit for the year	-	1,703,554	1,703,554
<b>Balance at December 31</b>	<b>555,862</b>	<b>9,806,623</b>	<b>10,362,485</b>

Legal reserves are not available for distribution unless they exceed 50% of the share capital, but may be used to absorb losses in the event that the general reserve is exhausted.

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#### **41 Reserves and retained earnings (continued)**

The legal reserves consist of first and second legal reserves in accordance with the Turkish Commercial Code. The first legal reserve is appropriated out of the statutory profit at the rate of 5%, until the total reserve reaches a maximum of 20% of the Bank's share capital. The second legal reserve is appropriated at the rate of 10% of all distributions in excess of 5% of the entity's share capital.

##### **Movements of unrealized gains/losses on FVOCI investments, net of tax**

	<b>2018</b>	<b>2017</b>
<b>Balance at January 1</b>	<b>(229,575)</b>	<b>(420,153)</b>
IFRS 9 opening effect	88,513	-
Net change in fair value	(390,940)	237,744
Net amount transferred to profit or loss	(9,099)	(5,074)
Tax effect of net gains/losses on FVOCI (Note 31)	89,051	(42,092)
<b>Total</b>	<b>(452,050)</b>	<b>(229,575)</b>

##### **Movements of Cash Flow Hedges, Net of Tax**

	<b>2018</b>	<b>2017</b>
<b>Balance at January 1</b>	<b>231,847</b>	<b>45,550</b>
Net change in fair value	209,001	238,303
Net amount transferred to profit or loss	668	1,328
Tax effect of net gains/losses on cash flow hedges	(44,457)	(53,334)
<b>Total</b>	<b>397,059</b>	<b>231,847</b>

#### **42 Dividends**

The dividends declared and paid by the Group, on its shares with respect to the profits for the prior periods indicated are as follows:

	<b>2018</b>	<b>2017</b>
Dividends in the form of bonus shares	-	200,000
Dividends paid in cash	100,000	-

Each of the foregoing amounts were distributed in the subsequent periods.

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#### 43 Cash and cash equivalents

For the purposes of the cash flow statement, cash and cash equivalents consist of the following balances:

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
Cash and balances with T.R. Central Bank	7,654,666	4,712,823
Balances with T.R Central Bank	5,949,644	3,700,771
Cash on hand	1,705,022	1,012,052
Due from banks with original maturities of less than three months	1,563,449	1,376,473
<b>Total cash and cash equivalents</b>	<b>9,218,115</b>	<b>6,089,296</b>

#### 44 Related - party balances and transactions

The nature of the related party relationships for those related parties with whom the Group entered into significant transactions or had significant balances outstanding at December 31, 2018 and 2017 are presented below.

##### a. Balances and transactions with members of the Board of Directors and the key management of the Group

The Group entered into banking transactions with members of the Board of Directors and key management of the Bank and other Group companies, as well as with the close members of family and entities controlled or jointly controlled by those persons, in the normal course of business. The list of the members of the Board of Directors of the Bank is shown under Note 1 General Information.

	<b>December 31, 2018</b>	<b>December 31, 2017</b>
<b>Assets</b>		
Loans and advances to customers	259	409
<b>Liabilities</b>		
Customer deposits	88,981	68,269
	<b>12 month period ended December 31</b>	
	<b>2018</b>	<b>2017</b>
<b>Statement of profit or loss</b>		
Interest income	57	53
Fee and commission income	6	4
Interest expense	5,821	4,680

##### Compensation of the members of the Board of Directors and the key management of the Group

The members of the Board of Directors and management received remuneration and benefits totaling approximately TL 102,819 as of December 31, 2018, (December 31, 2017 – TL 94,806) comprising mainly of salaries and other short-term benefits.

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**44 Related - party balances and transactions (continued)**

**b. Balances and transactions with shareholders**

	<u>December 31, 2018</u>	<u>December 31, 2017</u>
<b>Assets</b>		
Due from banks	-	-
Derivative financial assets <sup>(*)</sup>	-	-
<b>Liabilities</b>		
Due to other banks	33,648	13,784
Derivative financial liabilities <sup>(*)</sup>	-	-
Funds borrowed- Subordinated loans <sup>(**)</sup>	4,816,339	3,510,837
Funds borrowed-Other <sup>(**)</sup>	347,835	414,893
<b>Off-Balance</b>		
Non-cash loans	16,572	17,867
	<b>12 month period ended December 31,</b>	
	<b>2018</b>	<b>2017</b>
<b>Statement of profit or loss</b>		
Interest income	-	-
Fee and commission income	15	-
Interest expense	269,785	201,713
Fee and commission expense	-	-
Net trading income and results from investment securities	-	-

<sup>(\*)</sup> The amounts refer to fair values of the derivative transactions presented at the consolidated statement of financial position as of the balance sheet date.

<sup>(\*\*)</sup> Please refer to Note 36.

The Group has not pledged any guarantees for the above transactions.

**c. Other related party (other companies of QNB Group) balances and transactions**

None.

**d. Balances and transactions with subsidiaries**

Balances and transactions between the Bank and its subsidiaries, which are related parties of the Bank have been eliminated on consolidation and are not disclosed in this note.

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#### 45 Group consolidated companies

Name	Place of Incorporation	% Participation	
		December 31, 2018	December 31, 2017
QNB Finans Faktoring Hizmetleri A.Ş. (Finans Factoring)	Turkey	100.00%	100.00%
QNB Finans Yatırım Menkul Değerler A.Ş. (Finans Invest)	Turkey	100.00%	100.00%
QNB Finans Varlık Kiralama Şirketi A.Ş.	Turkey	100.00%	0.00%
QNB Finans Portföy Yönetimi A.Ş. (Finans Portfolio Asset Management)	Turkey	100.00%	100.00%
QNB Finans Finansal Kiralama A.Ş. (Finans Leasing)	Turkey	99.40%	99.40%
PSA Finansman A.Ş. (Consumer Financing)	Turkey	100.00%	100.00%
İbtech Uluslararası Bilişim ve İletişim Teknolojileri Araştırma, Geliştirme, Danışmanlık, Destek San. ve Tic. A.Ş. (IBTech)	Turkey	99.99%	99.99%
E-Finans Elektronik Ticaret ve Bilişim Hizmetleri A.Ş.	Turkey	100.00%	51.00%
Bosphorus Financial Services(*)	Cayman Islands	100.00%	100.00%
Istanbul Bond Company(*)	Luxembourg	100.00%	100.00%

(\*) Structured Entity.

#### 46 Disposal of Subsidiaries

None.

#### 47 Acquisition of Subsidiaries

None.



# QNB FİNANSBANK ANONİM ŞİRKETİ

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2018

*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

### 48 Subsequent events

a. The table below shows the bond issuances:

Value Date	Currency	Nominal Value	Interest Rate	Maturity
03.01.2019	TRY	64,870	25.50%	47
04.01.2019	TRY	117,860	25.18%	77
11.01.2019	TRY	107,900	24.13%	46
11.01.2019	TRY	101,000	25.83%	84
18.01.2019	TRY	221,640	24.65%	84
18.01.2019	TRY	220,750	24.49%	175
22.01.2019	TRY	4,400	23.25%	49
23.01.2019	TRY	34,000	22.85%	49
25.01.2019	TRY	130,730	23.58%	84
30.01.2019	EUR	20,000	0.91%	30
31.01.2019	TRY	39,900	23.76%	50
31.01.2019	TRY	145,200	23.73%	68
01.02.2019	TRY	103,226	23.46%	55
01.02.2019	TRY	122,220	23.58%	84
05.02.2019	TRY	162,600	23.71%	70
08.02.2019	TRY	70,000	23.47%	84
08.02.2019	TRY	62,300	22.91%	67
12.02.2019	TRY	66,200	21.75%	62
13.02.2019	TRY	54,000	22.26%	62
15.02.2019	TRY	165,520	23.23%	84
19.02.2019	TRY	112,860	23.18%	59
20.02.2019	TRY	132,200	23.10%	63
21.02.2019	TRY	36,164	23.31%	57
22.02.2019	TRY	106,800	23.16%	61
27.02.2019	TRY	107,200	23.76%	35
27.02.2019	TRY	145,300	22.99%	62
01.03.2019	TRY	299,030	23.00%	84
01.03.2019	TRY	106,110	23.19%	90
01.03.2019	TRY	214,604	23.42%	75
05.03.2019	TRY	94,890	23.31%	73
05.03.2019	EUR	20,000	0.81%	31
06.03.2019	TRY	304,600	23.19%	57
07.03.2019	USD	500,000	6.94%	2011
08.03.2019	TRY	100,900	22.76%	84
08.03.2019	TRY	160,000	23.35%	60
13.03.2019	TRY	119,900	23.10%	62
14.03.2019	TRY	135,400	23.12%	75
15.03.2019	TRY	108,010	22.95%	91
19.03.2019	TRY	36,000	23.69%	45
20.03.2019	TRY	134,120	22.95%	58
20.03.2019	TRY	107,996	23.43%	63
20.03.2019	TRY	183,800	23.15%	62
22.03.2019	TRY	114,130	22.71%	62
27.03.2019	TRY	63,515	23.78%	63
29.03.2019	TRY	51,512	23.00%	48
29.03.2019	TRY	77,480	23.25%	91
29.03.2019	TRY	74,586	22.75%	48
03.04.2019	TRY	132,626	22.67%	49
04.04.2019	TRY	40,600	23.10%	69
04.04.2019	TRY	92,398	23.15%	42
05.04.2019	TRY	141,000	23.25%	91
05.04.2019	EUR	20,000	0.80%	31
10.04.2019	TRY	158,300	23.00%	64
10.04.2019	TRY	26,600	22.86%	34
11.04.2019	TRY	121,800	22.60%	63
12.04.2019	TRY	57,114	22.75%	49
12.04.2019	TRY	249,600	22.75%	98
17.04.2019	TRY	193,200	22.20%	62
18.04.2019	TRY	64,431	22.50%	61
19.04.2019	TRY	162,730	22.50%	98
22.04.2019	TRY	25,027	22.50%	57
25.04.2019	TRY	162,500	22.50%	75
25.04.2019	TRY	54,100	22.50%	63
26.04.2019	TRY	96,750	22.50%	63
30.04.2019	TRY	15,700	22.75%	62
02.05.2019	TRY	21,257	23.15%	56
03.05.2019	TRY	66,000	23.10%	84
03.05.2019	TRY	143,100	23.00%	75
03.05.2019	TRY	53,789	22.90%	46

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2018**

*Amounts expressed in thousands of Turkish Lira (TL) unless otherwise stated*

**48 Subsequent events (continued)**

- b. The Board of Directors has resolved to submit the dividend distribution proposal as set out below to the approval of the General Assembly Meeting held on 28 March 2019:

To distribute the net profit of full amount TL 2,409,826,453.75, which was calculated on the basis of the Bank's 2018 financial statements by deducting the taxes payable, as follows:

General Statutory Reserve	TL	85,129,535.37
General Reserve	TL	2,324,696,918.38
<b>Total</b>	<b>TL</b>	<b>2,409,826,453.75</b>