



Investor Presentation with 3M'19 Financials

Executive summary

Turkey's growth story remains intact despite ongoing rebalancing

- The Turkish market presents a strong opportunity among emerging markets due to a large economy energized by a highly attractive demographic profile, which is resilient to negative developments
- Economic activity lost momentum from the second half of 2018, which rapidly reduced the external imbalances. The ongoing rebalancing could translate into a more stable macroeconomic background for the banking system to operate in the long run
- The CBRT commits to maintain the tight monetary policy stance until the inflationary outlook displays a significant improvement. The Treasury and Finance Ministry announced fiscal and regulatory measures in April 2019 to boost capitalization of the banking sector, stimulate private savings and reform the tax system

One of the Top Performing Banks in the Market

- QNB Finansbank is one of the strongest players in this market ranked 5th across most categories amongst privately owned banks
- QNB Finansbank has a very strong distribution network balanced between a branch footprint covering 99% of banking business in the market and best in market digital offerings
- QNB Finansbank has shown strong financial performance beyond its scale even in the most volatile market conditions, driven by differentiation, adaptability and bringing the right people together

Strong Shareholder Supports QNB Finansbank for Future Growth

- QNB stands out as the strongest rated main shareholder among Private Turkish Banks
- QNB is the largest bank in the Middle East and Africa by all critical measures and has the highest ratings among all banks with a presence in Turkey
- QNB's presence across a wide geography overlaps well with Turkey's key foreign trade partners, bringing opportunities in this area
- QNB Finansbank's launch of its new brand has been very successful, and is translating to successful expansion of its customer franchise in potential growth areas
- Following the QNB acquisition, QNB Finansbank has added a new growth chapter in its successful history, capturing Corporate and Commercial Banking market share, while sustaining its success in Retail and SME Banking

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- 2 QNB Finansbank and QNB Group at a Glance
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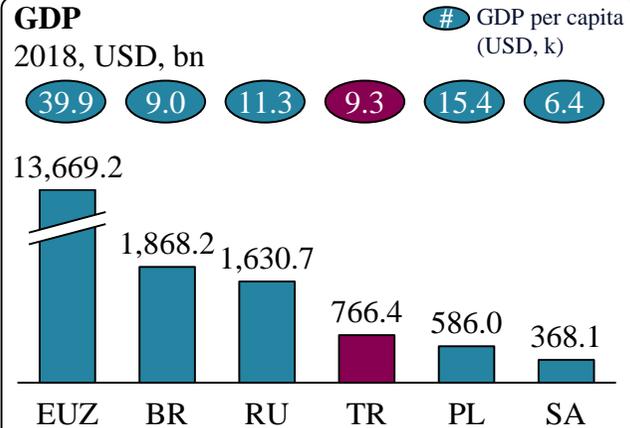


Macro-economic Overview

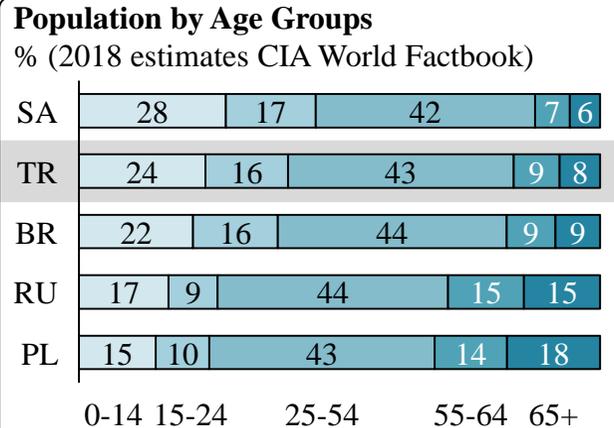
Structurally attractive Turkish economy and focus on fiscal discipline

EUZ: Eurozone PL: Poland
SA: South Africa RU: Russia
BR: Brazil TR: Turkey

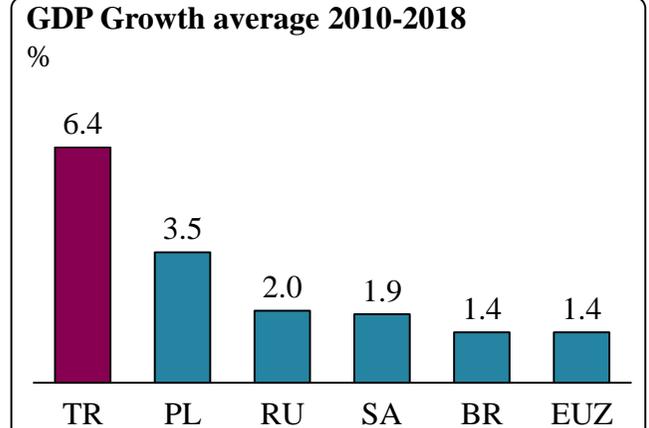
Large economy with low GDP / capita...



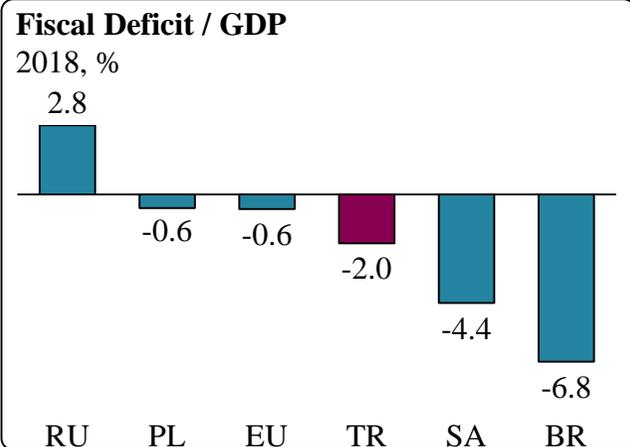
...and highly attractive demographic profile



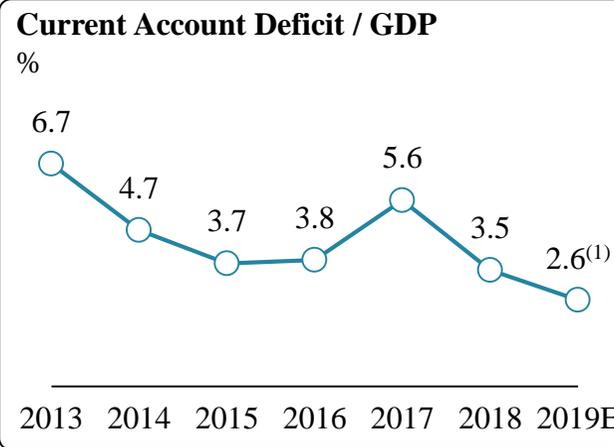
... generating high real GDP growth



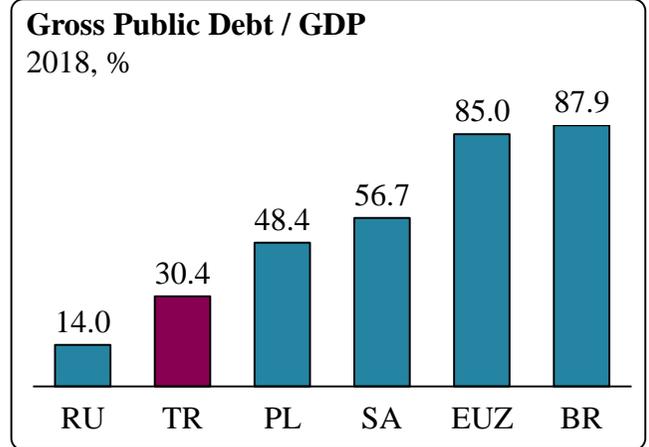
Low fiscal deficit...



... and improving external deficit...



... with low public debt

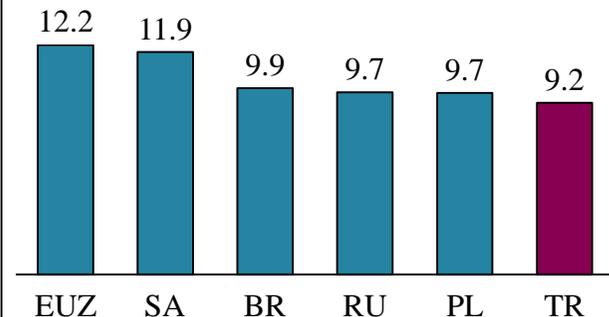


Sound banking system with inherent growth potential

EUZ: Eurozone PL: Poland
 SA: South Africa RU: Russia
 BR: Brazil TR: Turkey

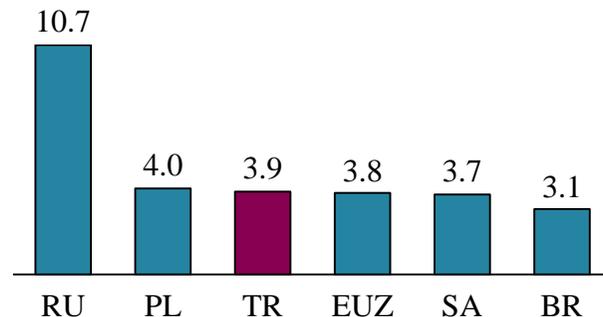
Relatively low leverage ratio...

Leverage ratio⁽¹⁾
 Q4'18



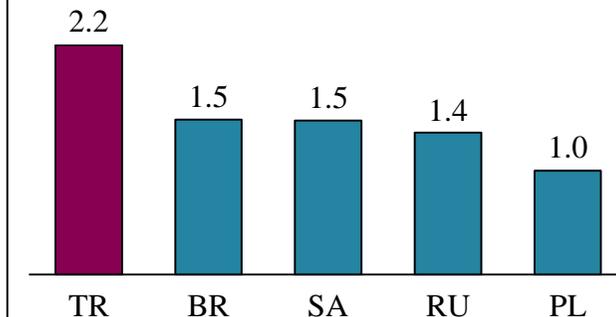
...and contained NPL levels...

NPL ratio⁽²⁾
 Q4'18, %



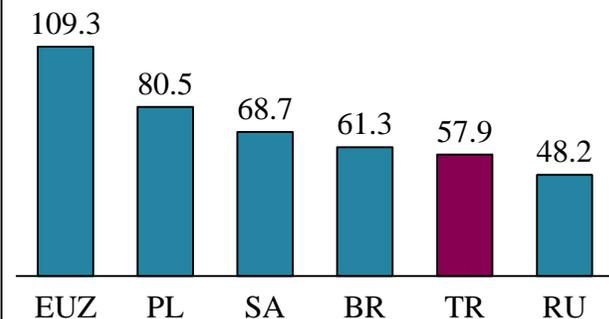
... with strong profitability characteristics

Banking Sector Pre-tax RoA⁽³⁾
 2010-2018 average, %



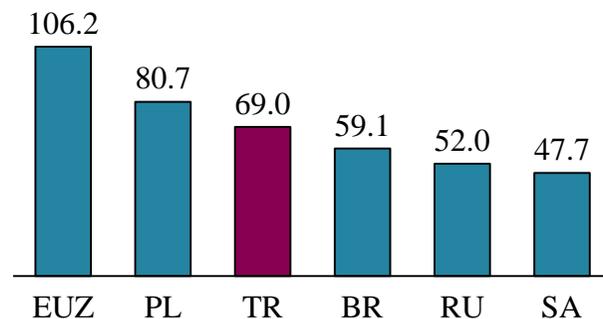
Further growth potential in deposits...

Deposits / GDP
 Q4'18, %



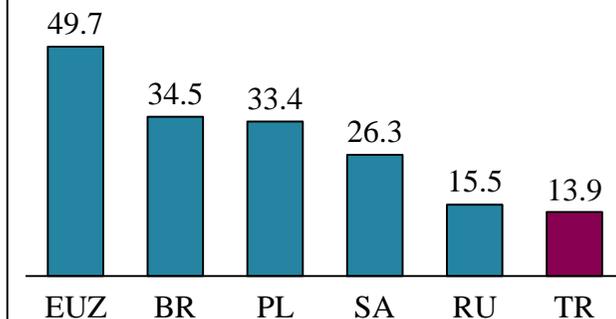
... feeding overall lending...

Loans / GDP
 Q4'18, %



... as well as retail lending growth potential

Household debt / GDP
 Q4'18, %



⁽¹⁾ RU: Q3'18, PL: Q3'18

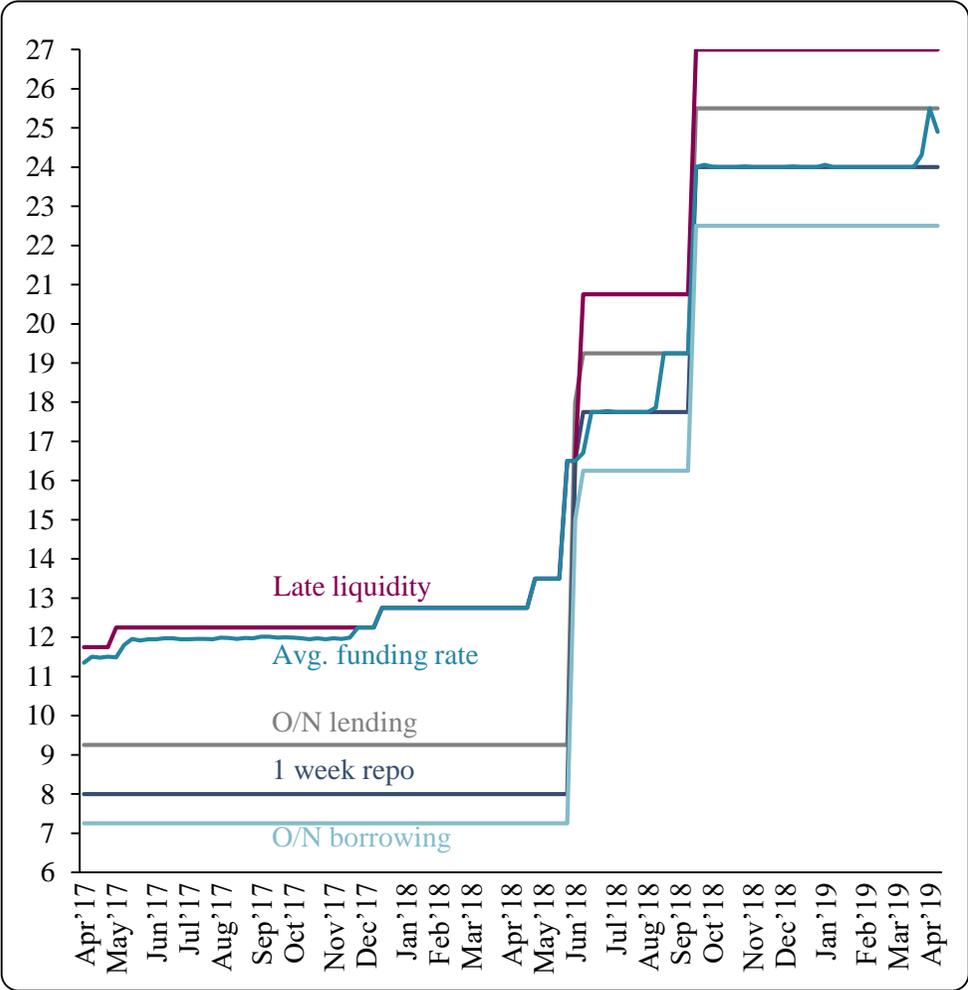
⁽²⁾ EUZ: Q4'18 (for significant institutions as designated by ECB), RU: Q3'18, PL: Q3'18

⁽³⁾ Latest data; Q3'18 for RU and PL; and Q4'18 for TR, SA and BR

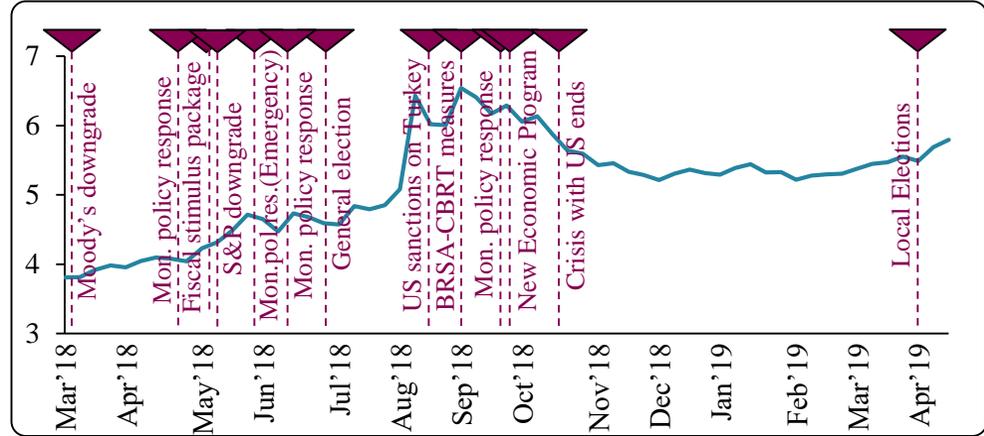
Source: Thomson Reuters - Data Stream, ECB, BRSA, Turkstat

CBRT's tight stance on interest rates maintained stability in the market

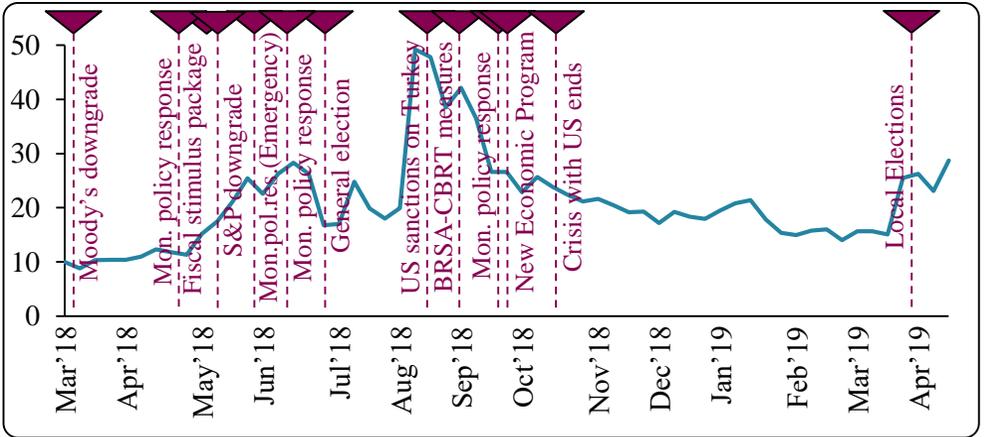
Central Bank rates



TRY against USD has stabilized after Central Bank rate hike



Similarly, options implied TRY volatility has eased

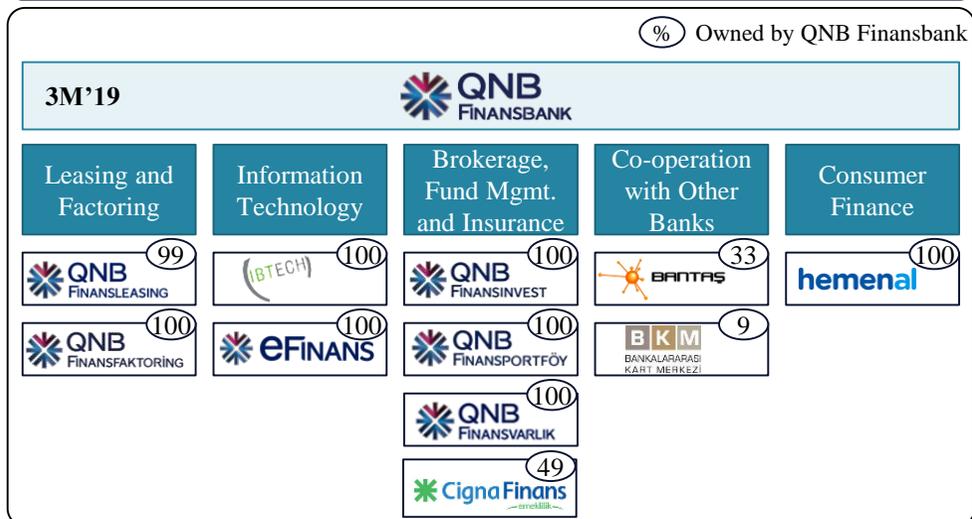




QNB Finansbank and QNB Group at a Glance

QNB Finansbank: 5th Largest Privately Owned Universal Bank⁽¹⁾

QNB Finansbank group structure



Financial highlights

QNB Finansbank BRSA bank only financials	3M'19
TRY, bn	eop
Total assets	169.8
Net loans	96.9
Customer deposits	87.2
Shareholder's equity	14.9
Branches (#)	543
Active customers (mn)	5.5
Bank only employees (#)	12,365

QNB Finansbank market positioning

Bank only, 12M'18

	Numbers of Branches	Total Assets	Net Loans	Customer Deposits	Retail Loans ⁽²⁾	Commercial Installment Loans
1 st	İşbank	İşbank	İşbank	İşbank	Garanti	İşbank
2 nd	Garanti	Garanti	Garanti	Garanti	İşbank	Yapı Kredi
3 rd	Yapı Kredi	Yapı Kredi	Yapı Kredi	Yapı Kredi	Yapı Kredi	Garanti
4 th	Akbank	Akbank	Akbank	Akbank	Akbank	
5 th	Denizbank					Denizbank
6 th		Denizbank	Denizbank	Denizbank	Denizbank	Akbank
7 th	TEB	TEB	TEB	TEB	TEB	TEB
8 th	ING	ING	ING	ING	ING	ING
9 th	HSBC	HSBC	HSBC	HSBC	HSBC	HSBC

Note: All information in the presentation is based on BRSA bank only data unless stated otherwise

⁽¹⁾ In terms of total assets, net loans, retail loans and customer deposits

⁽²⁾ Including overdraft

Source: BRSA bank only data; BAT

QNB Finansbank covers Turkey through a diverse distribution network and the market's only "pure digital bank"

Internet banking



523k active internet banking customers

Mobile banking



2,510k active mobile banking customers

ATMs



2,950 ATMs around Turkey

Mobile banking



939k active mobile banking customers

Internet banking



241k active internet banking customers

Direct sales



795 in-house personnel

543 branches



Covering 71 out of 81 cities of Turkey



POS



240k POS terminals

Call center



260 inbound agents

Field service



218 field service personnel

Call center



946 inbound agents

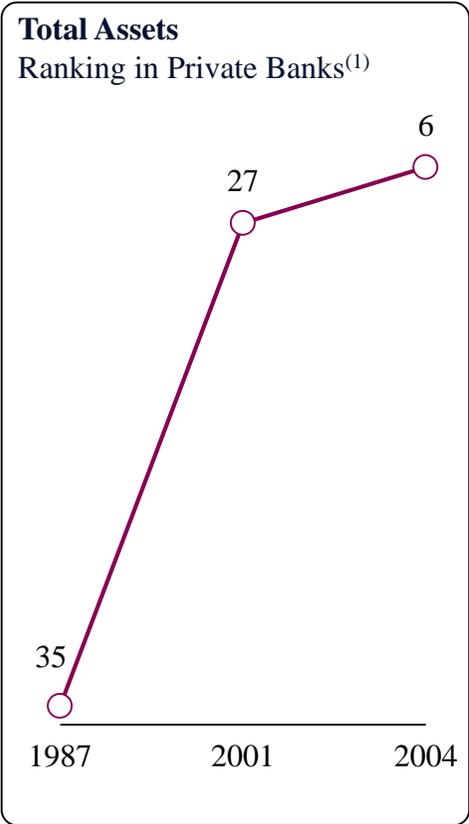
Telesales



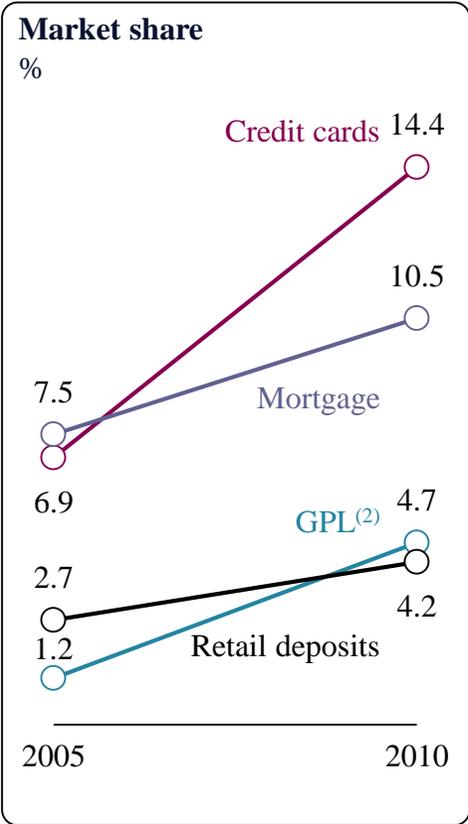
52 outbound agents

One of Turkey's top performers on the back of its flexible business model

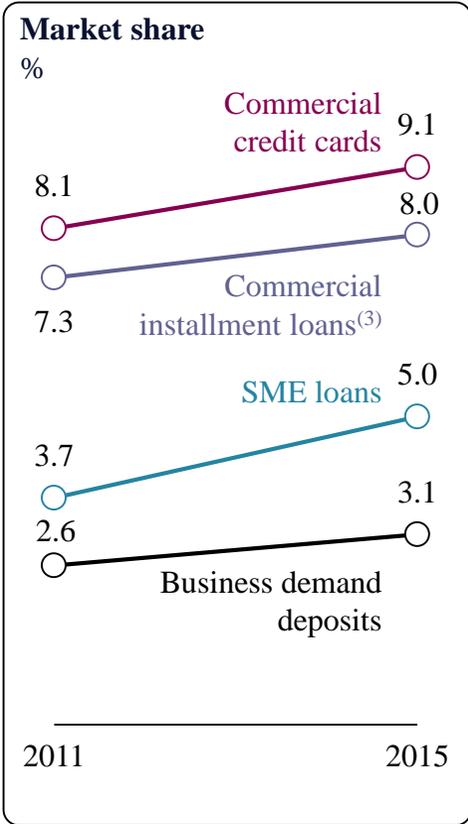
1987-2004: Fast growth behind leadership in Corporate & Commercial Banking



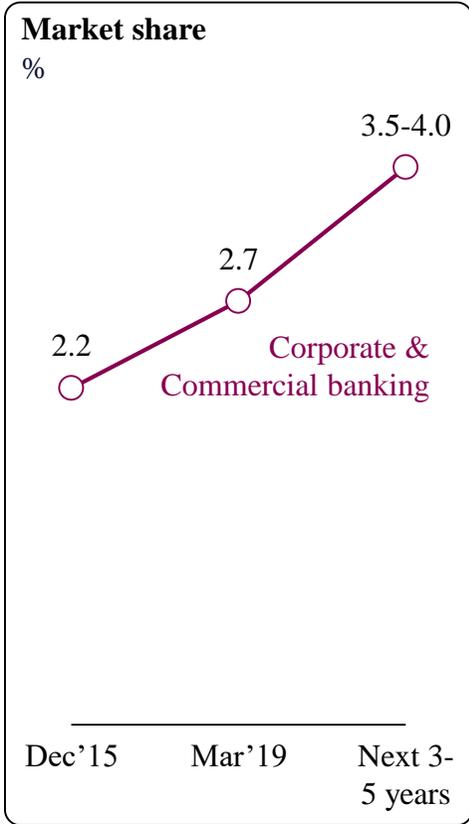
2005-2011: Retail banking boom with market leading growth and success



2012-2016: Business banking growth with productivity and risk focus



2016 beyond: Sustained success in Retail and SME while beating the market in Corporate & Commercial Banking

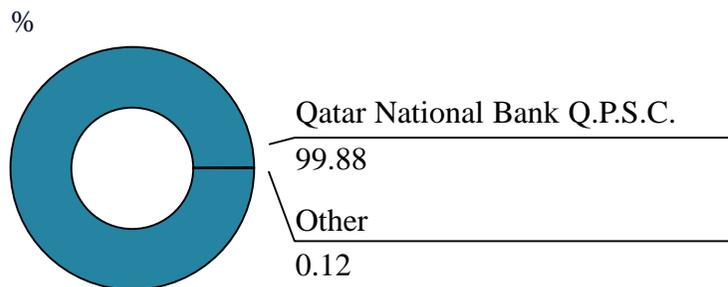


⁽¹⁾ Among private banks operating in given year
⁽²⁾ Including overdraft
⁽³⁾ Excluding commercial auto and mortgage loans
 Source: BAT; BRSA

QNB's ownership of Finansbank brings a strong support to one of market's leading performers

QNB Finansbank

Shareholder Structure



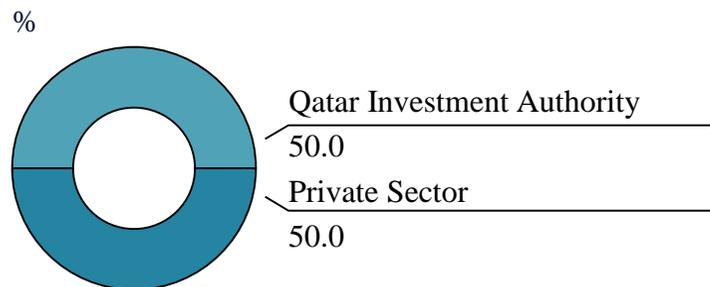
Ratings

	Moody's	Fitch	CI
Foreign Currency Long-term Debt	Ba3	BB-	BB-
Foreign Currency Short-term Debt	NP	B	B

Corporate Information

- Focused on traditional banking activities, complemented by ancillary services (investment banking, brokerage, leasing, factoring, asset management)
- Important partnerships in insurance with leading international institutions (Sompo Japan for basic insurance and Cigna for life insurance and private pensions)

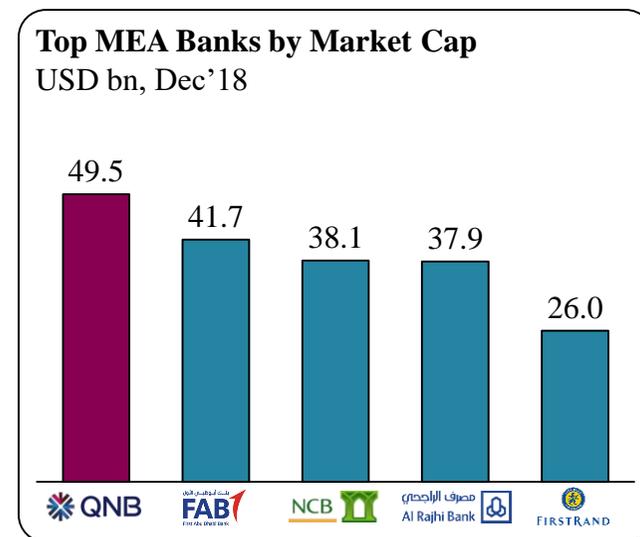
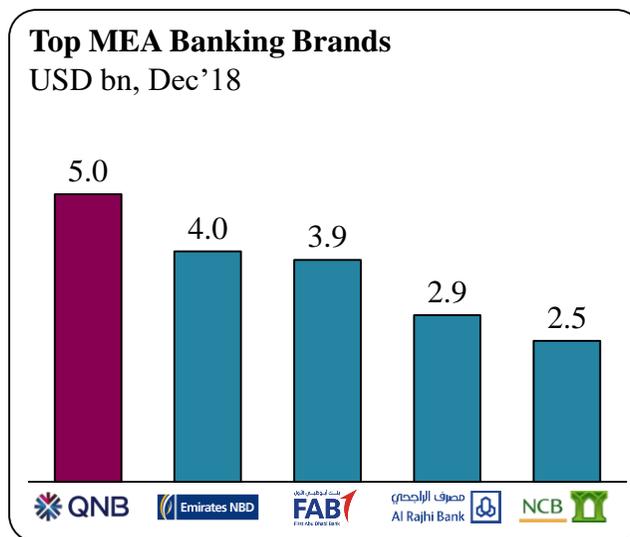
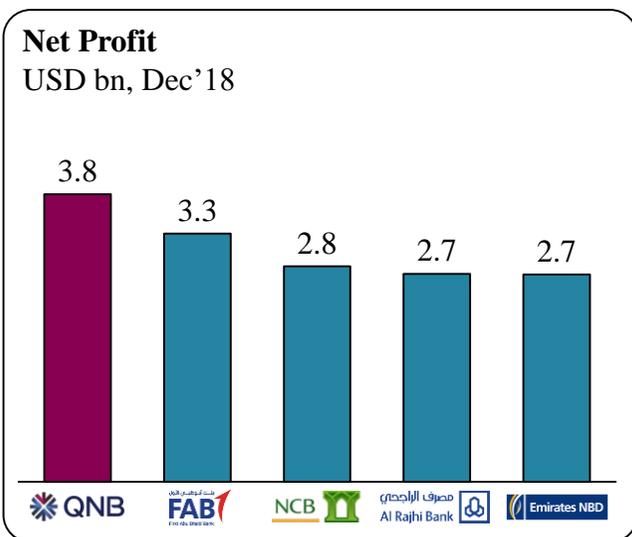
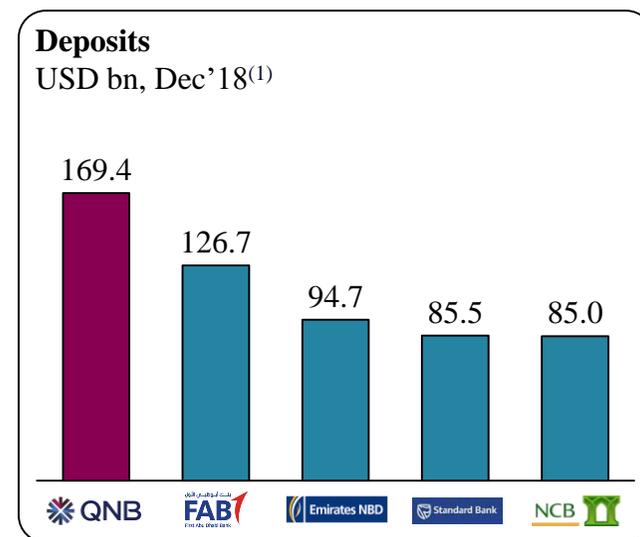
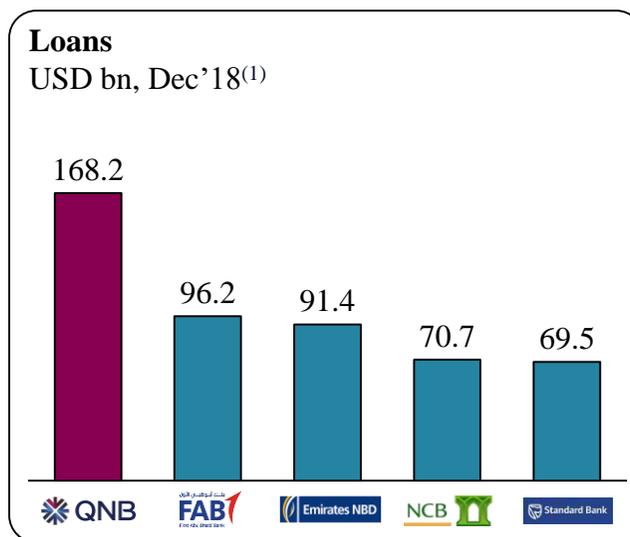
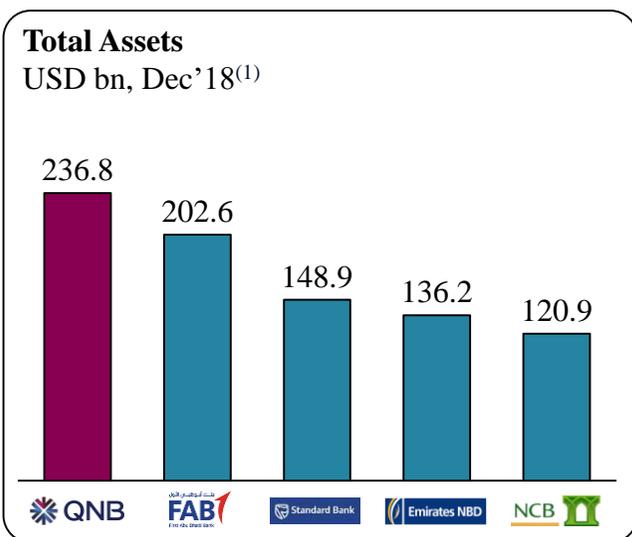
QNB Group (Q.P.S.C.)



	Moody's	Fitch	S&P	CI
Foreign Currency Long-term	Aa3	A+	A	AA-
Foreign Currency Short-term	P-1	F1	A-1	A1+

- Largest bank in Qatar by market cap, assets, loans, deposits and profit
- Largest bank in MEA by total assets, loans, deposits and profit
- Operating in more than 31 countries around the world across 3 continents
- Serving a customer base of more than 24 million customers with 30K staff, 1.1K+ locations and 4.4K+ ATMs

QNB is the leading financial institution by all measures in the MEA region



⁽¹⁾ Standard Bank's results are as of June 2018, due to unavailability of December 2018 data

Source: Banks' December 2018 Press Release or Financial Statements, if available, Brand Finance Bank 500 2019, Bloomberg

QNB ownership brings a strong geographic reach to QNB Finansbank especially with important trade partners of Turkey

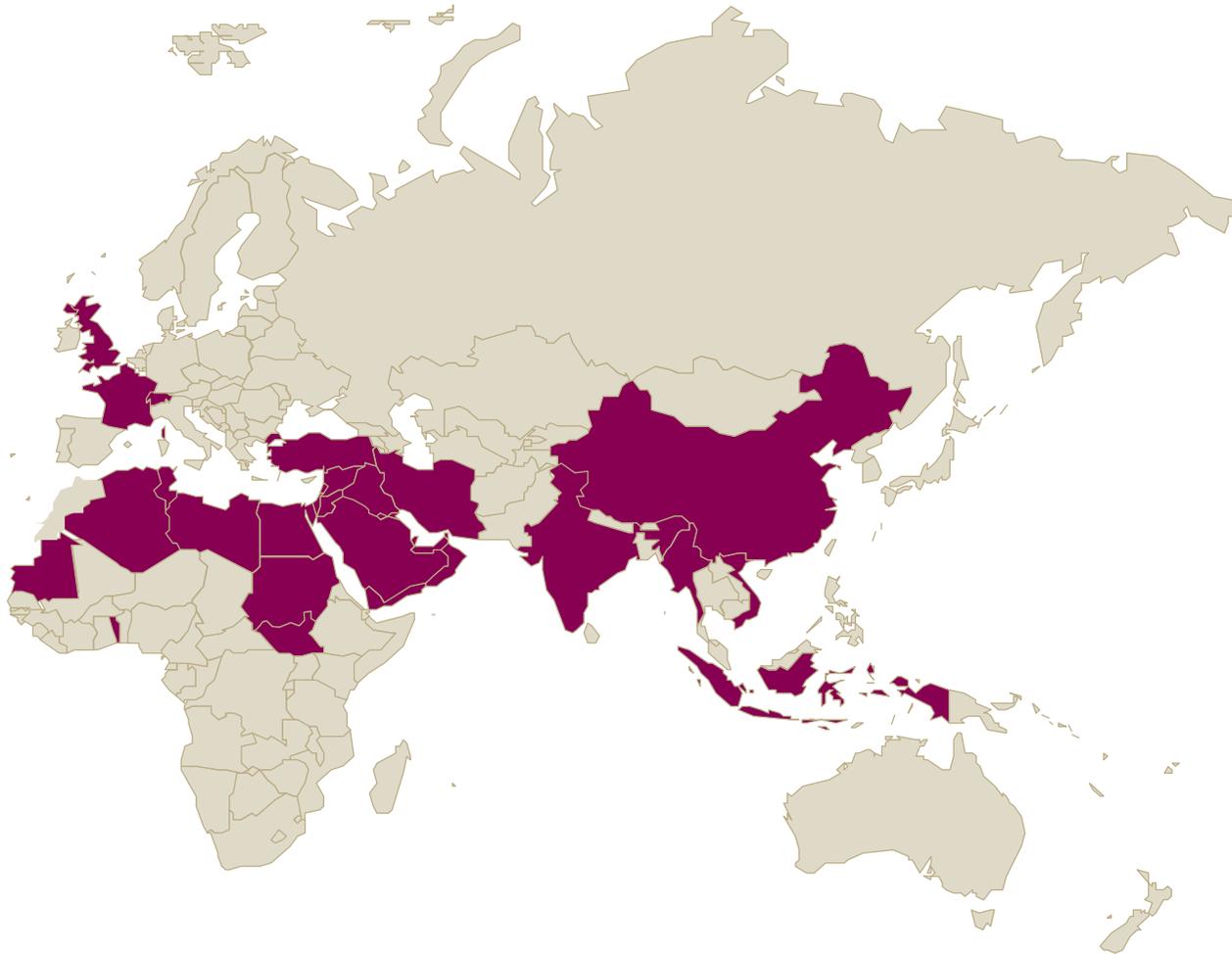
QNB presence
 Top 40 trade partners of Turkey

Middle East

	Qatar	
	KSA	
	Jordan	
	UAE	
	Syria	
	Palestine	
	Iraq	
	Oman	
	Bahrain	
	Kuwait	
	Lebanon	
	Yemen	
	Iran ⁽¹⁾	

Sub-Saharan Africa

	South Sudan	
	Togo	



North Africa

	Egypt	
	Libya	
	Tunisia	
	Sudan	
	Algeria	
	Mauritania	

Europe

	United Kingdom	
	France	
	Switzerland	
	Turkey	

Asia

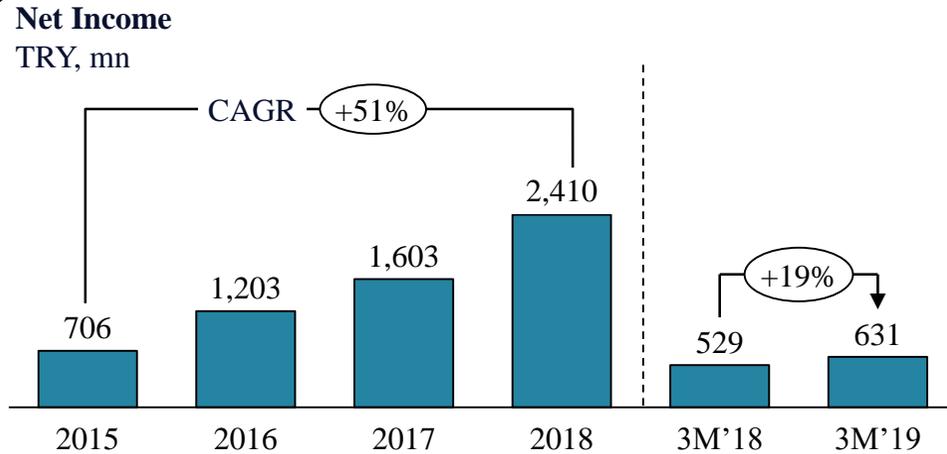
	Indonesia	
	Singapore	
	India	
	China	
	Vietnam	
	Myanmar	



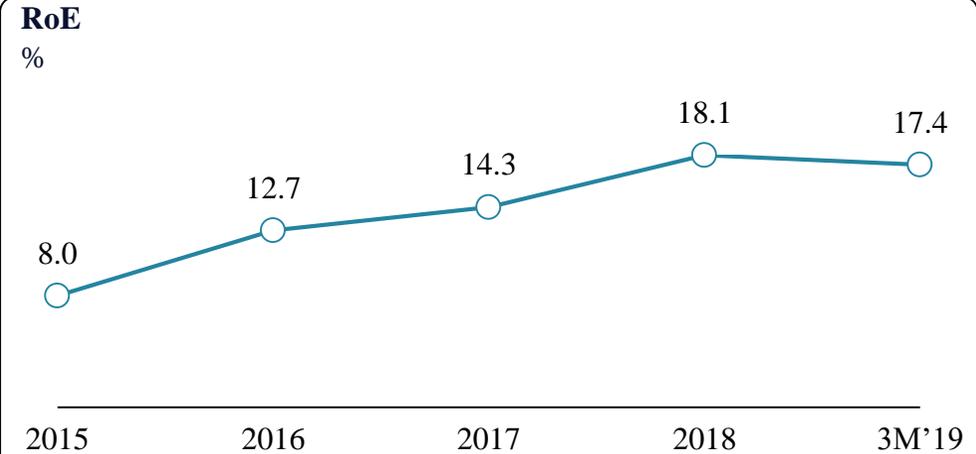
Financial Performance

Strong profitability sustained with stable asset quality and comfortable capital position in a challenging backdrop

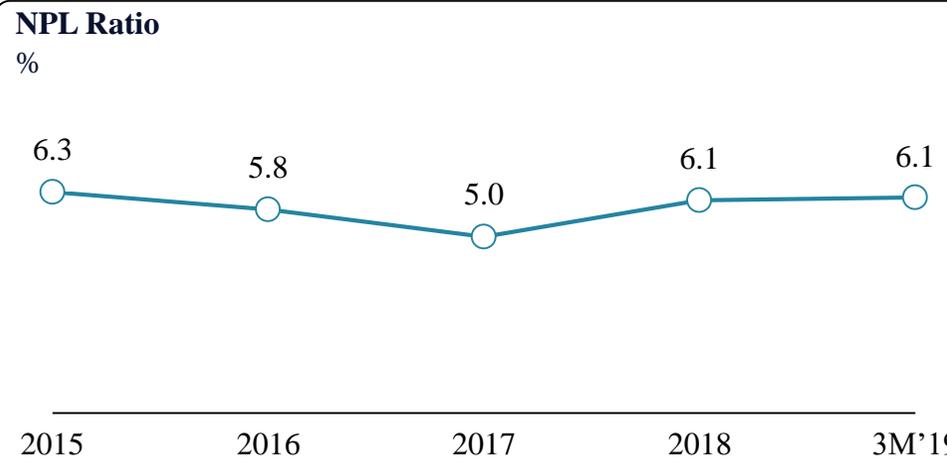
Robust profitability maintained in a challenging macro environment



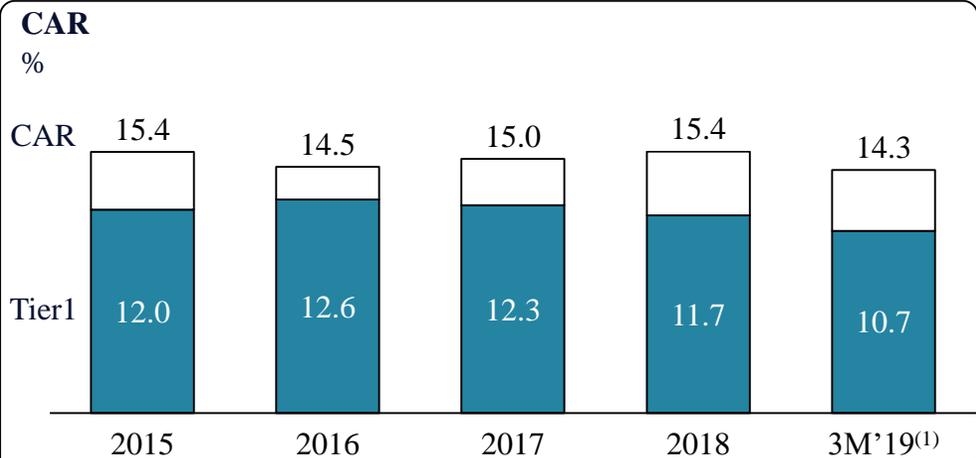
RoE proved its resilience once again



Prudent lending strategy has paid off with relatively stable NPL ratio



Comfortable capital adequacy with reserved buffers remain intact

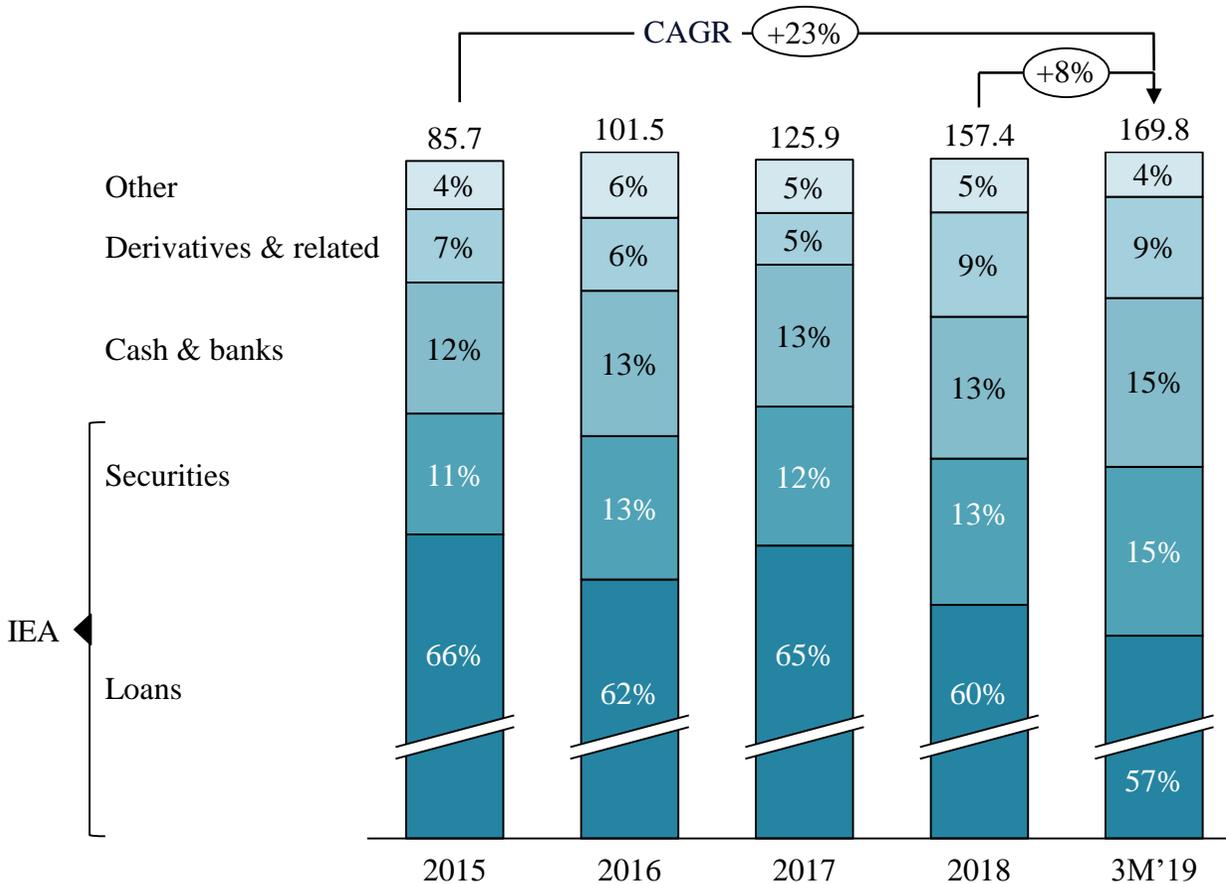


Total Assets reached TRY 170bn with a QoQ growth of 8%

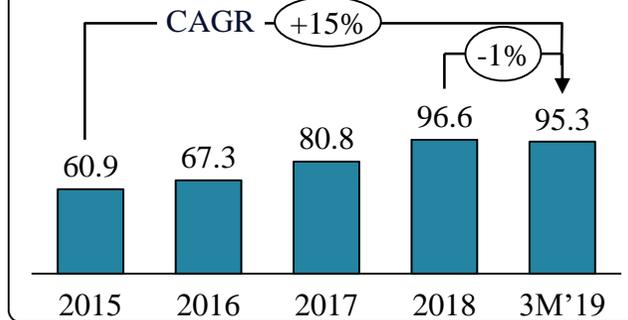
Proceeds from USD 500 mn Eurobond issuance in March 2019 led to a transient rise in cash & banks pending for maturing debt in April 2019, with the remaining growth largely driven by investment in securities

TRY assets remained flat due to weak demand conditions, ...

Total Assets
TRY, bn

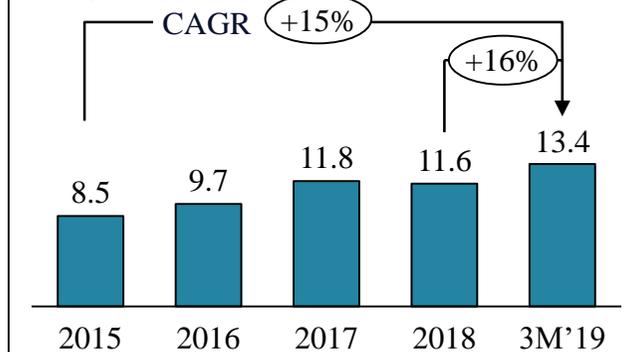


TRY Assets
TRY, bn



...while FC growth was driven by investments in fx securities and fx lending within the framework of committed projects

FX Assets⁽¹⁾
USD, bn



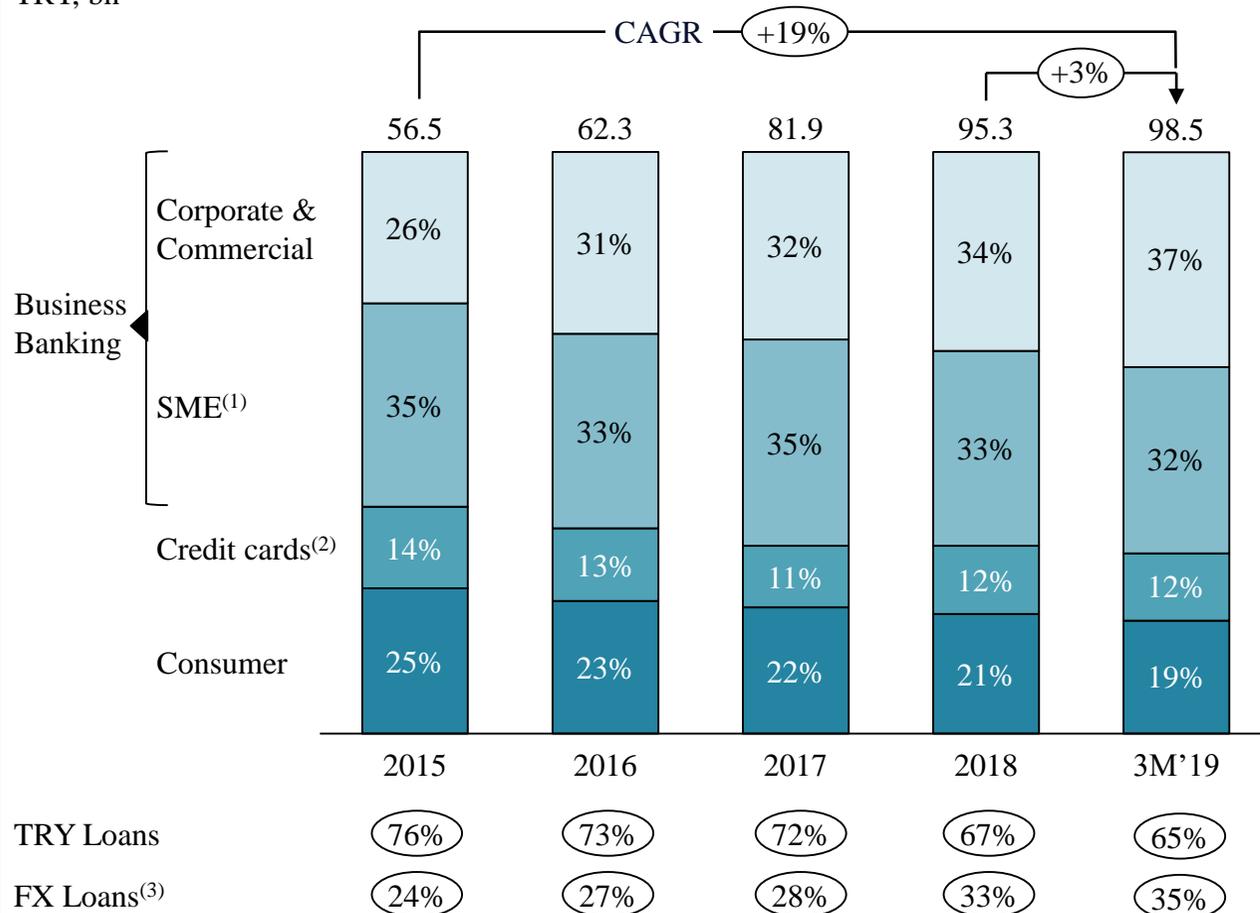
⁽¹⁾ FX-indexed TRY loans are shown in FX assets

Selective loan growth of 3% on a QoQ basis

Performing loan growth of 3% QoQ mainly stemmed from fx project finance related Corporate & Commercial loans

Performing Loans by Segment and Currency

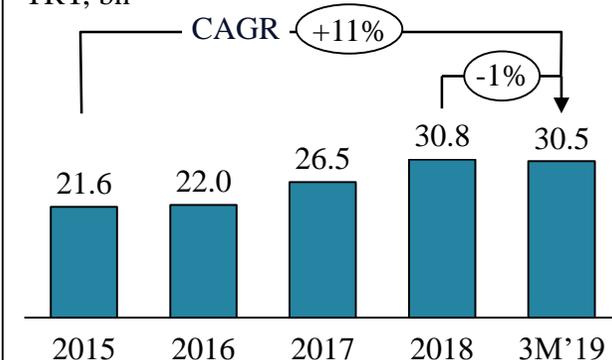
TRY, bn



Slight decline in Retail essentially due to redemptions in mortgage portfolio, ...

Retail Loans

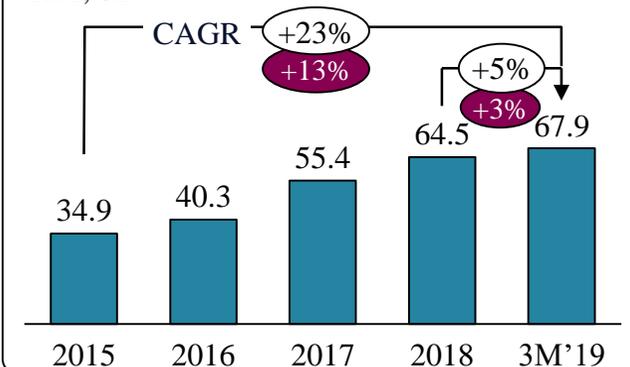
TRY, bn



... while Business loans strongly contributed to the loan growth in the quarter

Business Loans

TRY, bn



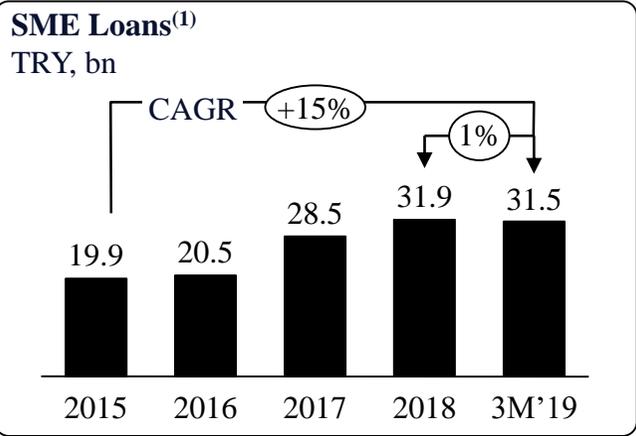
⁽¹⁾ Based on BRSA segment definition

⁽²⁾ Excluding commercial credit cards

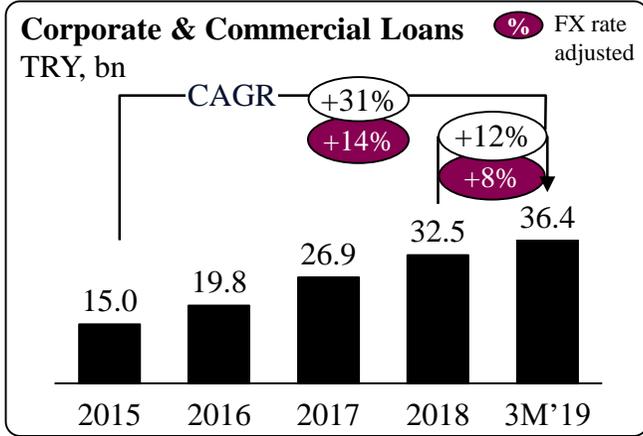
⁽³⁾ FX-indexed TRY loans are shown in FX loans

Focus on asset quality and selective growth will continue to be the key drivers of the Bank throughout 2019...

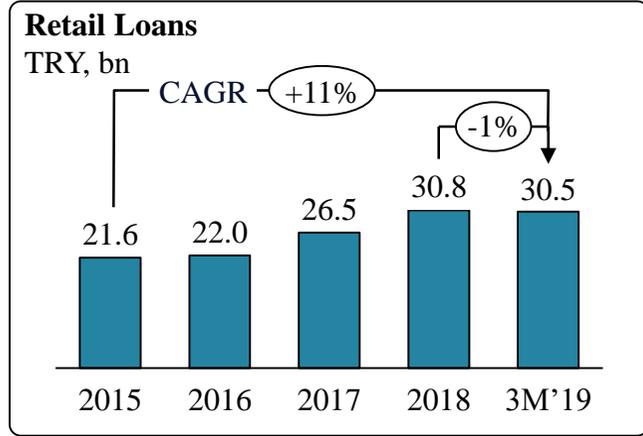
Prudent SME lending resulted in flat contribution to Business growth,...



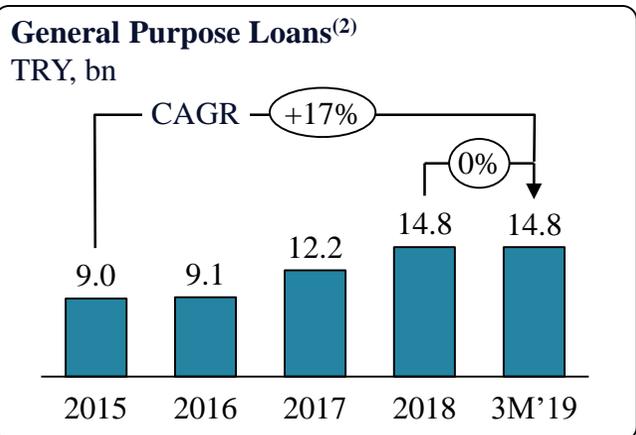
...as Corporate & Commercial determined the trend with a sound 12% growth



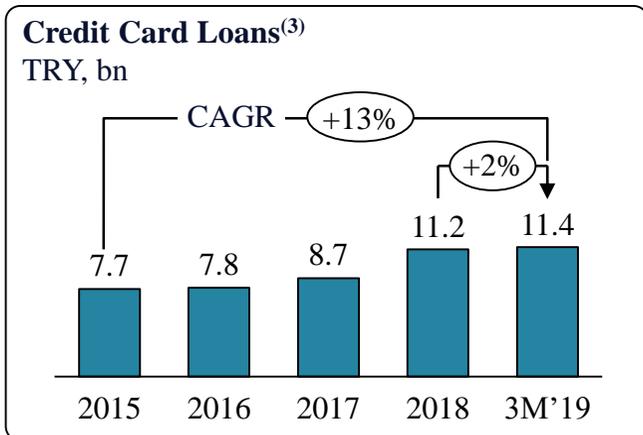
Selective Retail lending continued, though redemptions in mortgages offset the growth



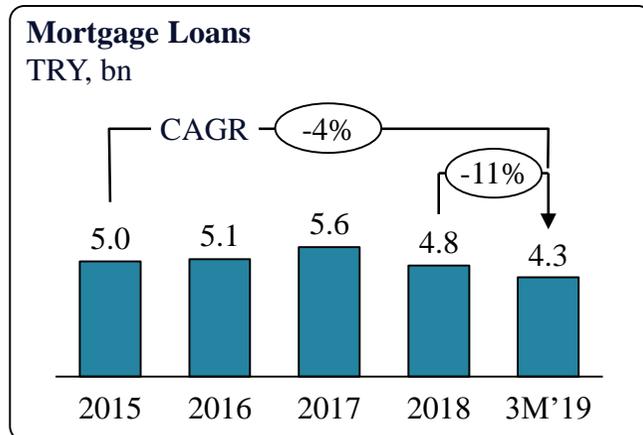
Slow start in GPLs...



...and above-market growth in credit cards...



... fell short of compensating for the redemptions in mortgage portfolio.

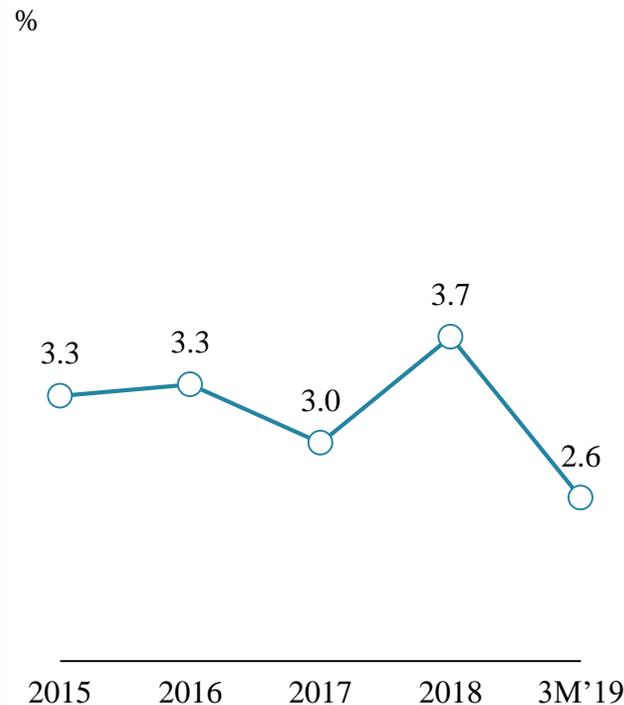


⁽¹⁾ Based on BRSA segment definition
⁽²⁾ Including overdraft loans
⁽³⁾ Represents solely credit cards by individuals

Well-managed asset quality with high coverage ratios

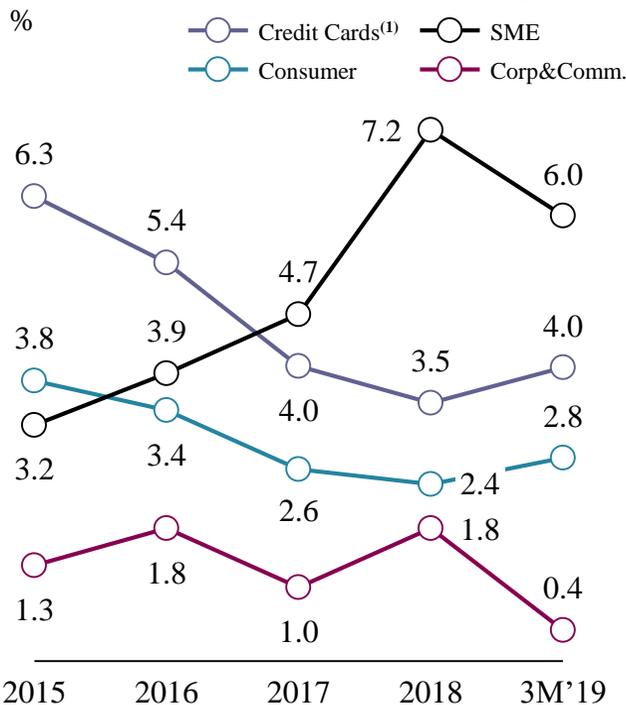
NPL additions/Average Loans back on a normal trend

NPL Additions / Average Loans



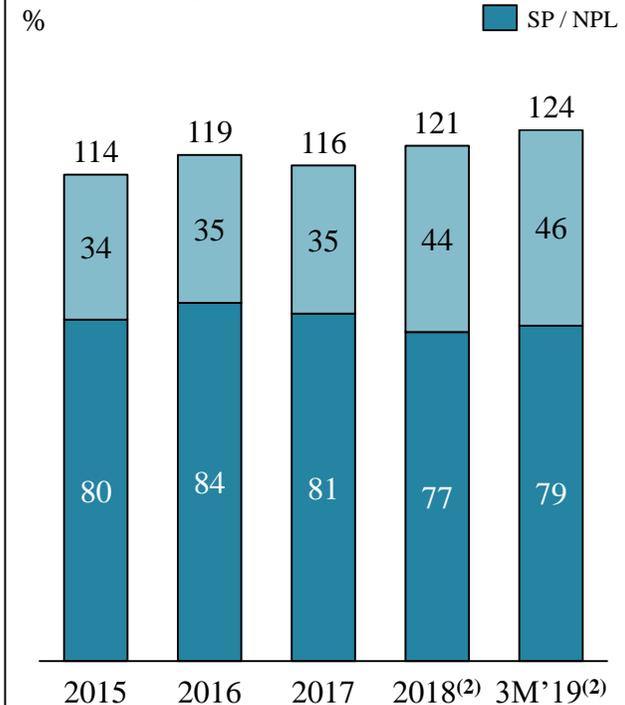
...thanks to improving Corporate & Commercial and still high yet improving SME NPLs, as Retail NPLs slightly picked-up.

NPL Additions / Average Loans by Segment



NPLs are well covered through general and specific provisions with coverage ratio continuing to increase in 2019.

NPL Coverage



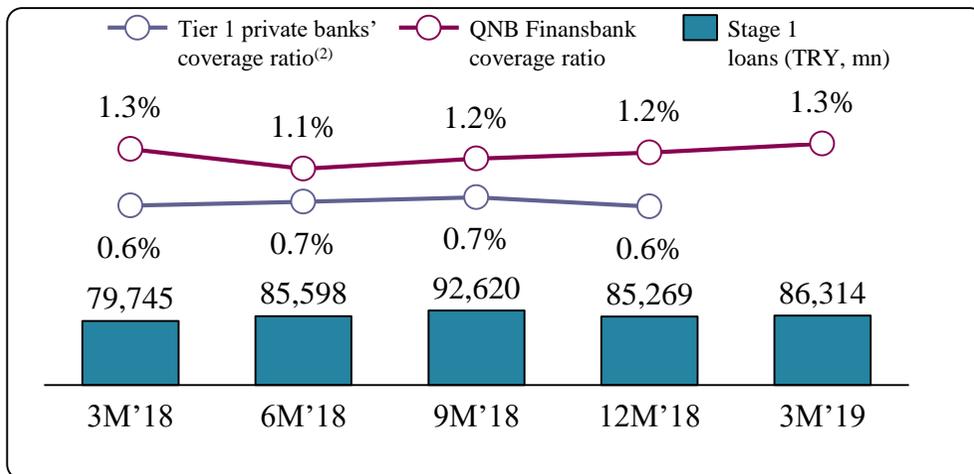
⁽¹⁾ Including retail and business credit cards

⁽²⁾ Starting the onset of 2018, general provisions represent expected credit losses (ECL) on Stage I and Stage II Loans as per IFRS9

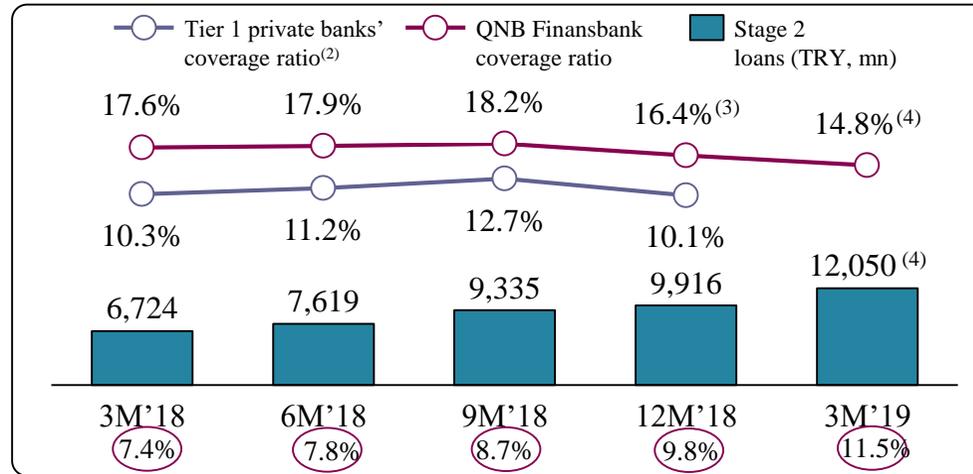
Prudent IFRS 9 staging & provisioning provides a buffer for a potential deterioration

as a % of gross loans⁽¹⁾ for the relevant period

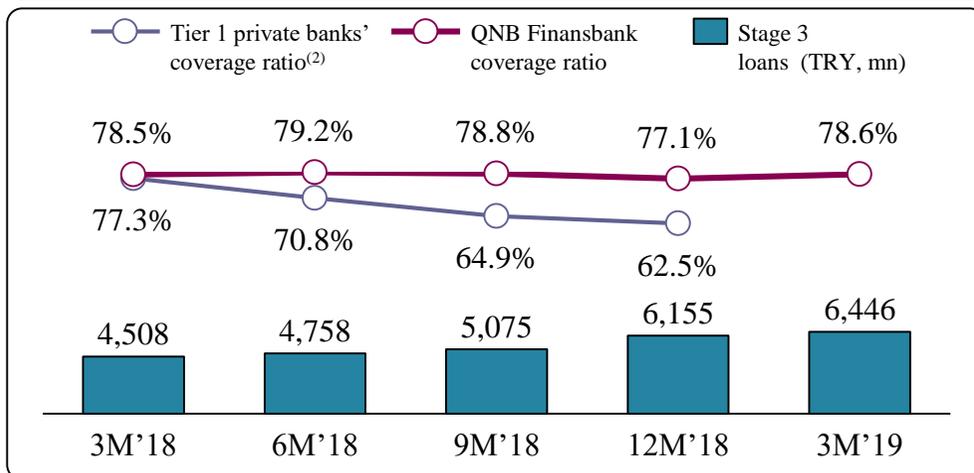
Provision coverage ratios well above our peers for standard and Stage 2 exposures, providing a buffer for a potential deterioration



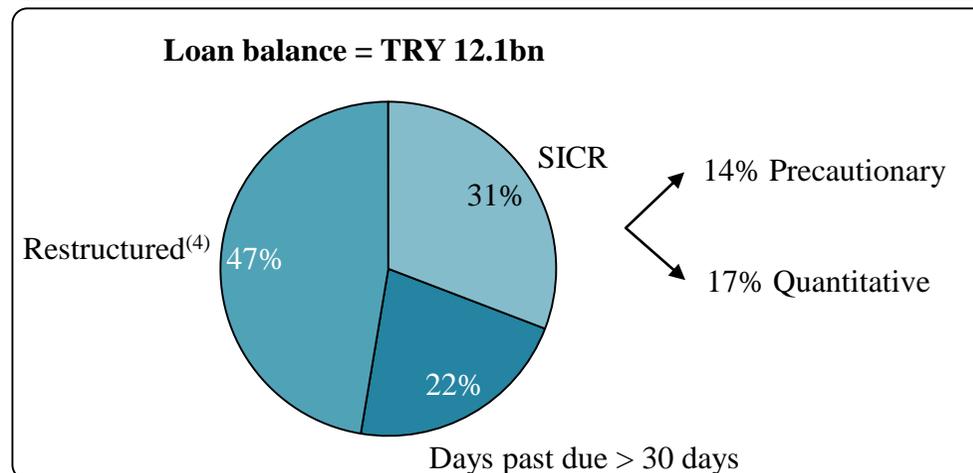
Pick-up in Stage 2 mainly stemmed from the restructuring of a large, highly-collateralized exposure



Conservative assessment of collaterals against NPLs led to higher coverage ratios than peers and also implied by the current collection performance.



~80% of total Restructured and SICR balance is non-delinquent



⁽¹⁾ Gross loans encompass the loans measured at FVTPL

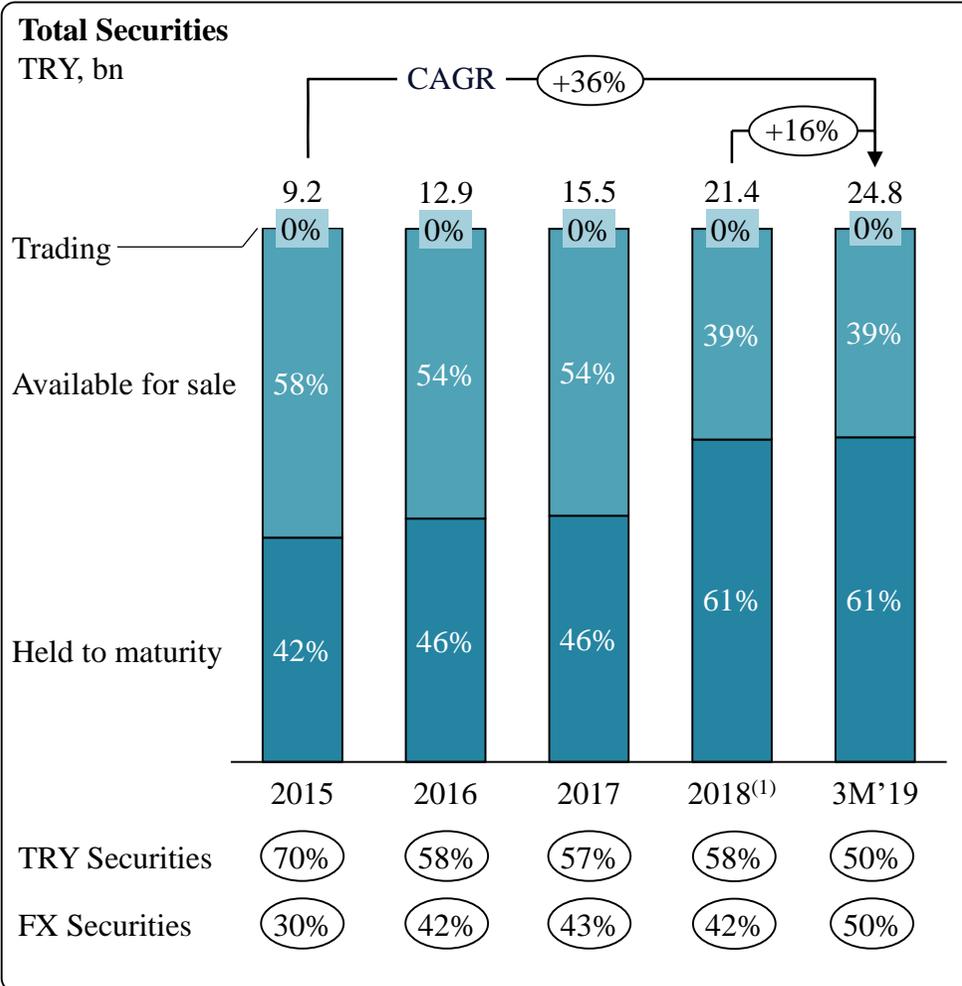
⁽²⁾ Ratio computed by dividing the sum of provisions for the relevant loan stage of individual banks by the sum of the loan balances of the related stage

⁽³⁾ Decline in coverage ratio partly technical due to reclassification of both exposure and related provision on ex-Otas exposure from amortized cost to FVTPL

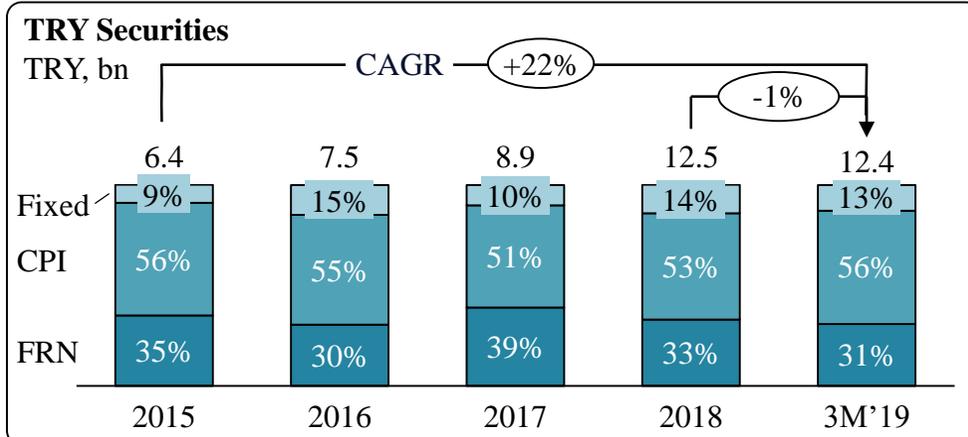
⁽⁴⁾ Restructure of a highly-collateralized file led to a rise in Stage 2, a simultaneous dilution in Stage 2 coverage ratio and an increase in the share of restructured in Stage 2

Securities portfolio reached TRY 24.8 bn, accounting for 15% of assets

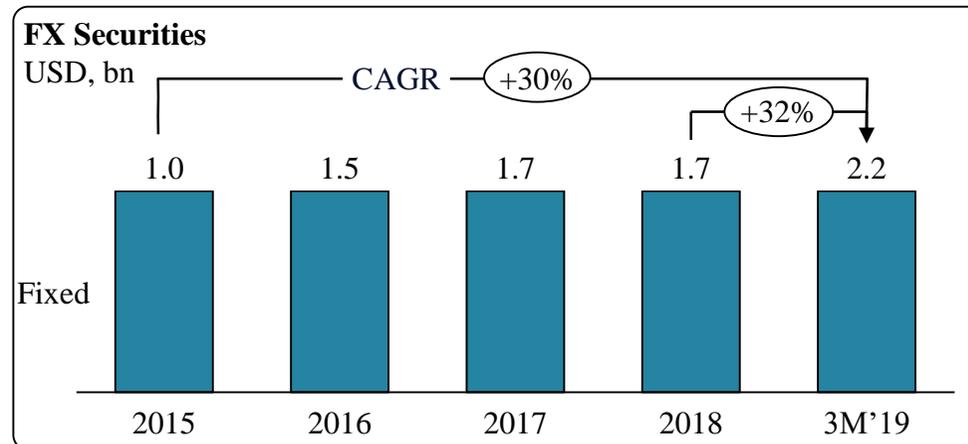
Growth in securities portfolio largely driven by FX government securities



87% of TRY securities are on an indexed/variable rate



Higher FX government securities investments during tight loan demand conditions

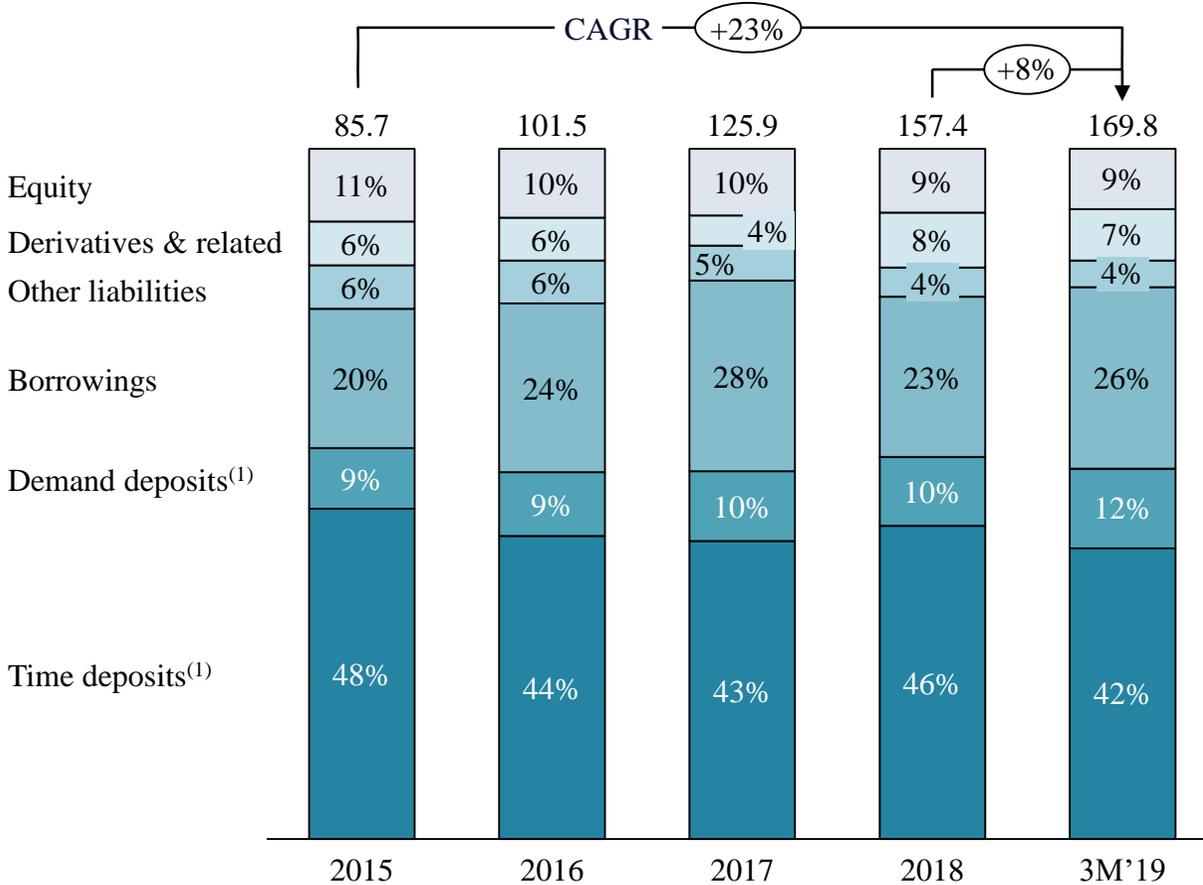


Well-diversified funding structure underpinned by solid deposit base

Use of diversified funding sources while leveraging strong shareholder support

Total Liabilities

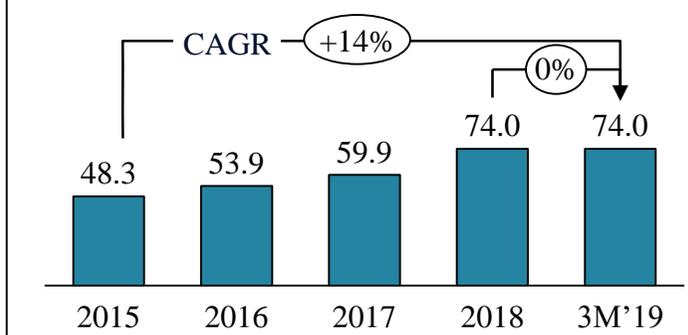
TRY, bn



TRY liabilities evolution essentially showed client funds shifting from TRY to FX

TRY Liabilities

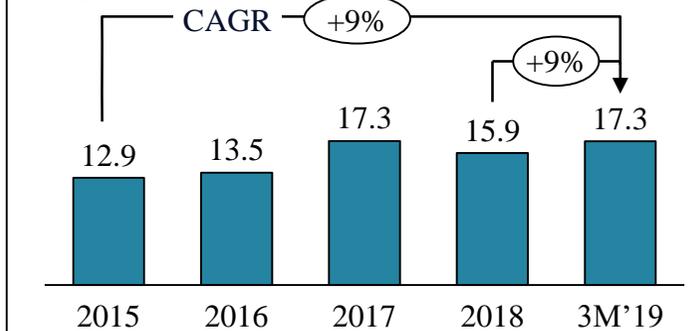
TRY, bn



USD 500 mn Eurobond issuance in March 2019 & dolarization in customer deposits accounted for the growth

FX Liabilities

USD, bn

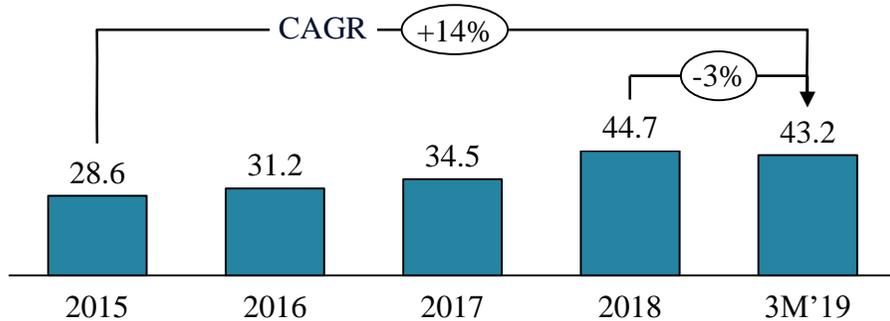


⁽¹⁾ Includes bank deposits

L/D ratio improves on the back of robust deposit expansion and selective loan growth

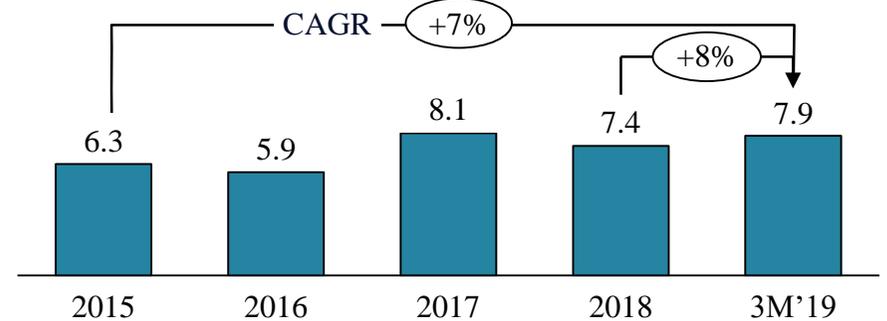
TRY customer deposit growth retreated on a QoQ basis with client appetite shifting to FX deposits

TRY customer deposits
TRY, bn



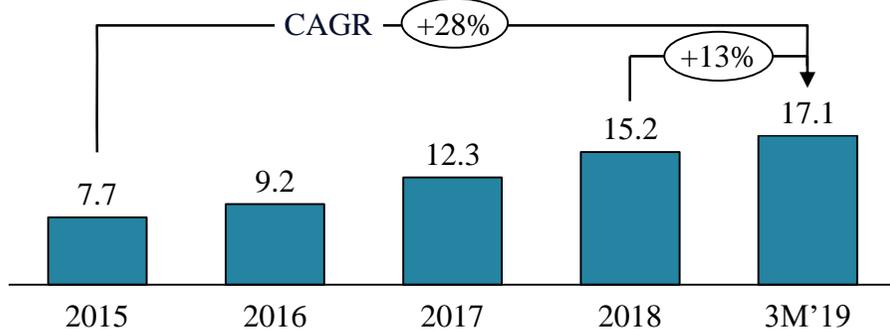
FX customer deposit growth supported both retail and business segments

FX customer deposits⁽¹⁾
USD, bn



Sustained impressive growth in demand deposits

Customer demand deposits
TRY, bn, aop



Significantly improving loan-to-deposit ratio thanks to robust deposit expansion and selective loan growth

Loan-to-deposit ratio⁽²⁾
%



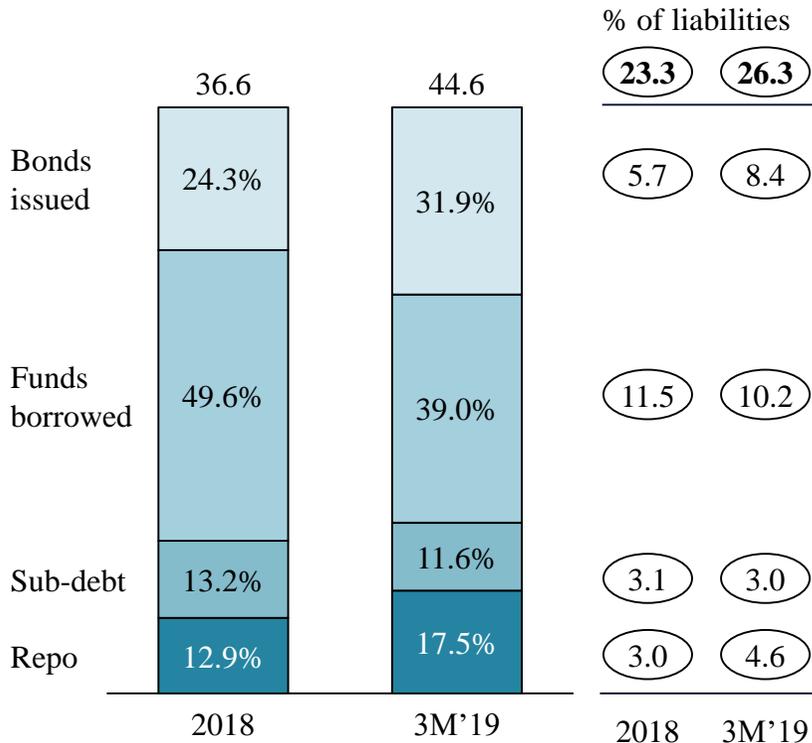
⁽¹⁾ FX deposits represent 39%, 40%, 47%, 46% and 50% of total customer deposits in 2015, 2016, 2017, 2018 and Q1'19, respectively

⁽²⁾ Including TL issued bonds, bank deposits & fiduciary deposits excluding CBRT swap transactions

Strong FX liquidity position and tighter loan demand reduce the need for additional wholesale funding

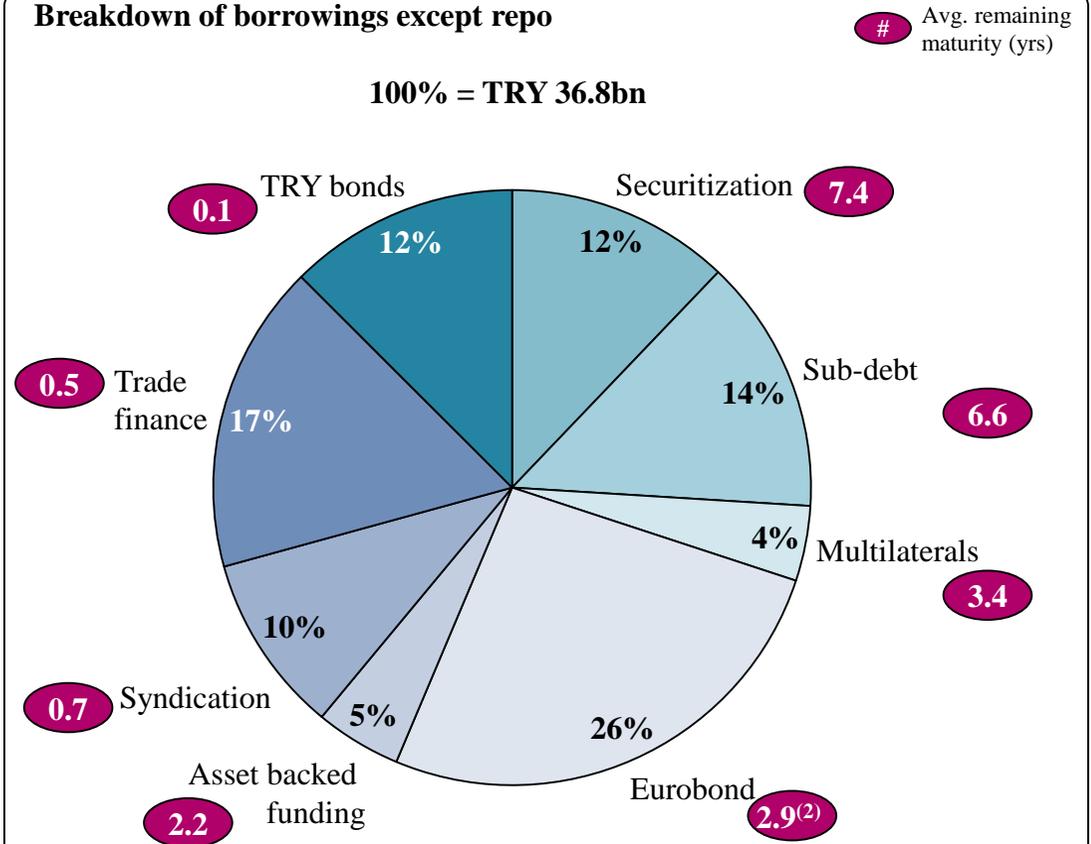
Temporary rise in wholesale fundings due to USD 500 mn Eurobond issuance in March 2019 pending for redemption in April 2019

Borrowings⁽¹⁾ by Type
TRY, bn, % of borrowings



Comfortable remaining maturity profile of borrowings retained

Breakdown of borrowings except repo



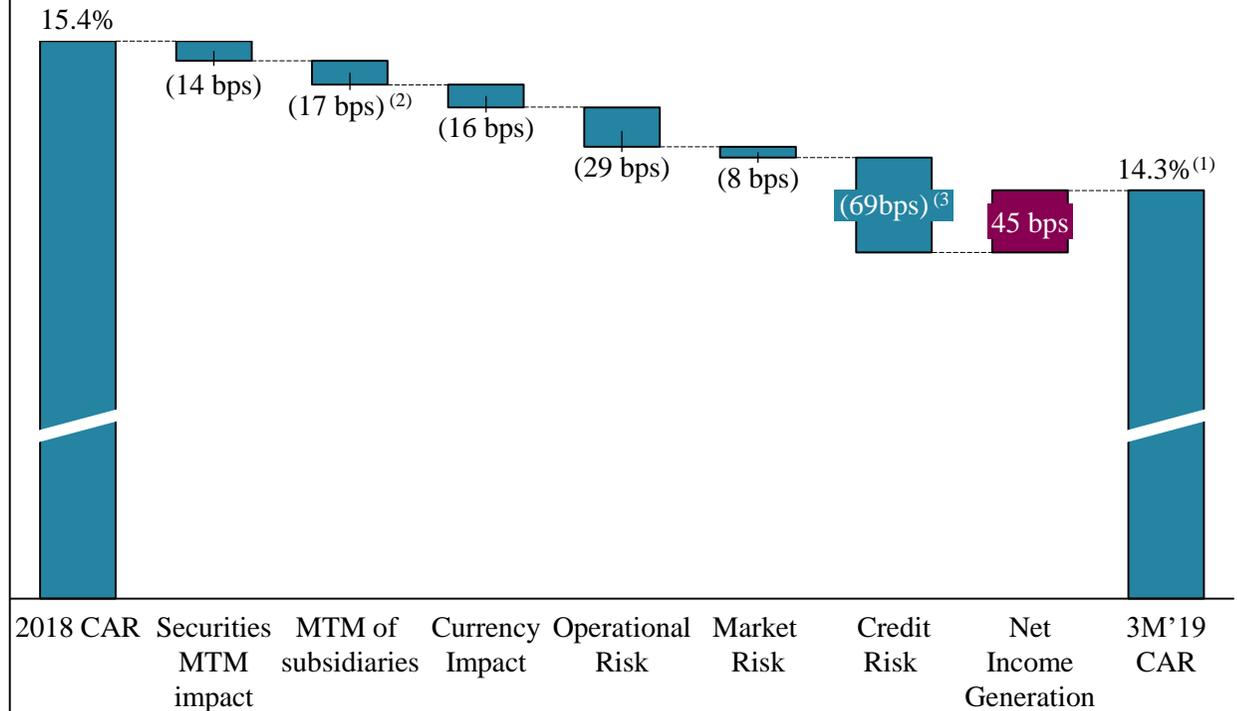
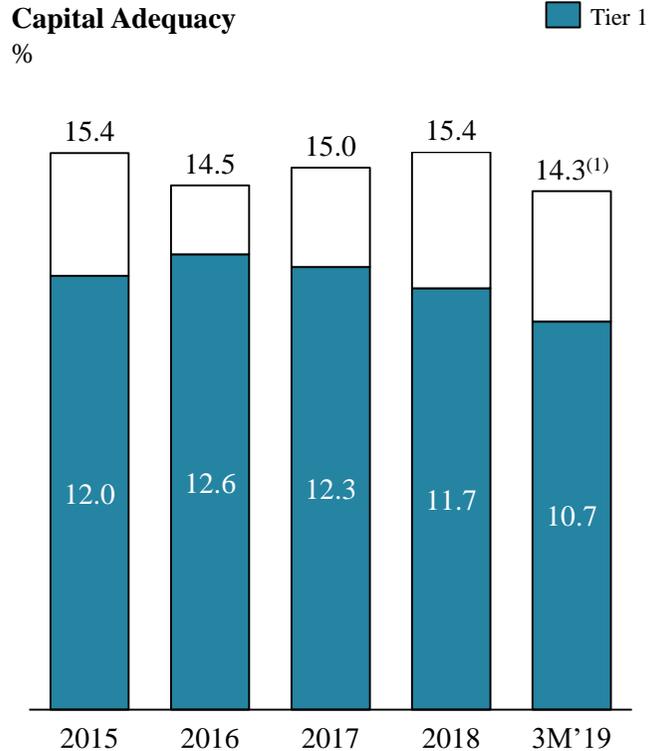
⁽¹⁾ Non-deposit funding

⁽²⁾ Excluding the dilutive impact of the Eurobond, maturing in April 2019 and already been prefinanced, relevant average maturity rises 4.1 years

CAR remained sound and well above required levels

Capital adequacy at comfortable level with additional buffers

End of period CAR stood well above the minimum required level, reserved buffers remain intact



⁽¹⁾ Potential conversion of USD 525 mn subloan into AT1 and USD 125 mn non-Basel III compliant into Basel III compliant subloan offer an additional capital buffers of ~220 bps for Tier I and ~120 bps for CAR

⁽²⁾ This impact mainly stemmed from MTM valuation of investments in publicly trading subsidiaries, and eliminated at consolidated level

⁽³⁾ Transient increase in the liquid assets with the prefinancing of Eurobond maturing in April 2019 accounted for 18bps of the impact

A structured approach to market and liquidity risk management

Focused ALM leads to low interest rate sensitivity

- TRY interest rate sensitivity is actively managed in the international swap market
- Hedge swap book stands at TRY 14.6 bn as of 3M'19
- Net change in Economic Value / Equity is constantly monitored under several scenarios
- Regulatory IRRBB ratio is at 4.0% as opposed to 20% limit; indicating a conservative interest rate position on the banking book (as of Mar'19)

Prudent management of liquidity risk

- Strong framework is in place to ensure sufficient short-term and long-term liquidity
- Total Regulatory Liquidity Coverage ratio is 143.4% as opposed to 100% limit, whereas FX Regulatory Liquidity coverage ratio is 246.8% as opposed to 80% limit.
- Continuous monitoring and reporting are in place to support effective management in addition to contingency plans for extreme situations

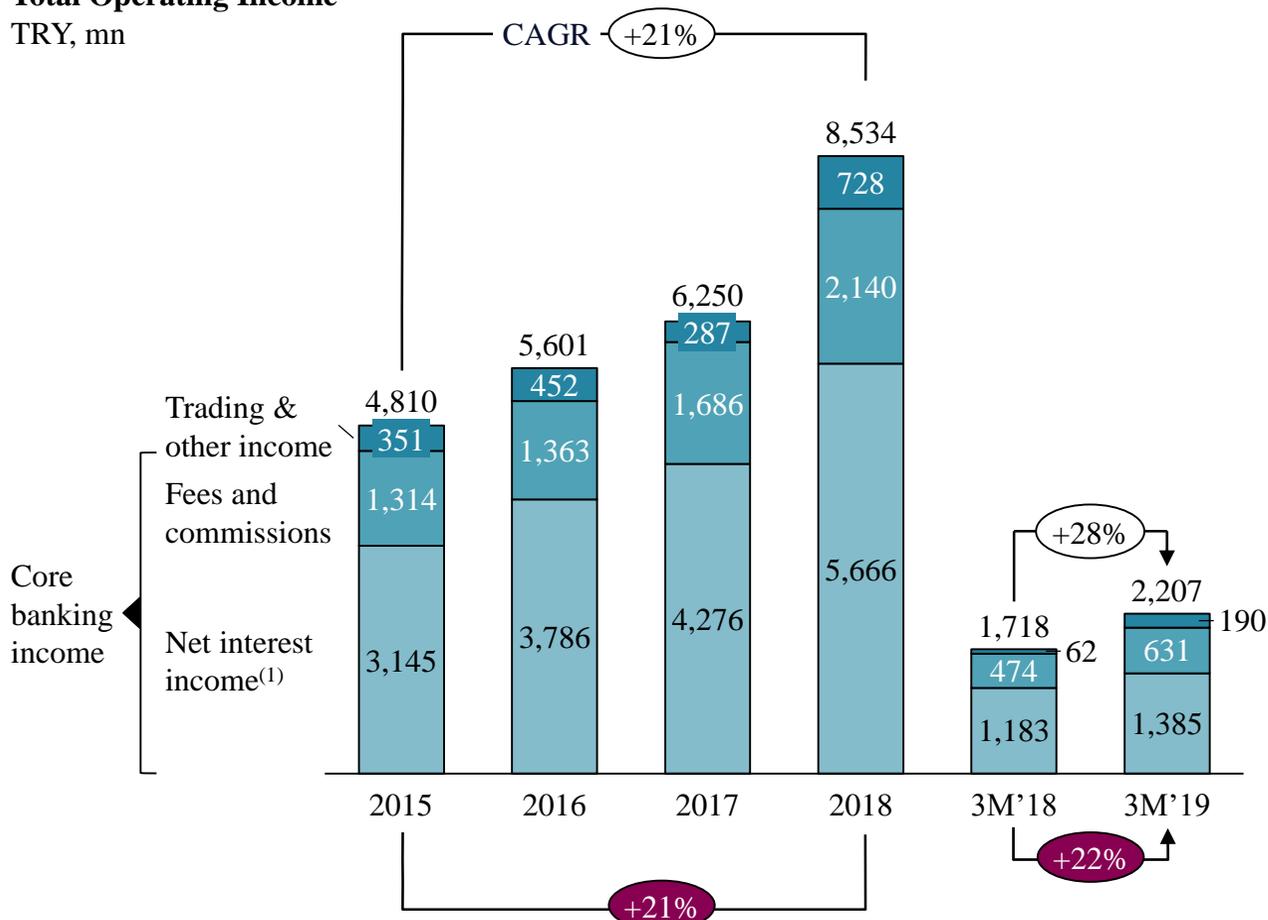
Low risk appetite for trading risks

- Low trading risk appetite is reflected by the limit structure both on portfolio and product level
- Best-in-class measurement methodologies are in place with daily monitoring of all market risk metrics (VaR, sensitivities, etc.) in addition to stress tests and scenario analysis

Focus on core banking income generation

Operating income driven from core banking activities with strong YoY growth

Total Operating Income
TRY, mn



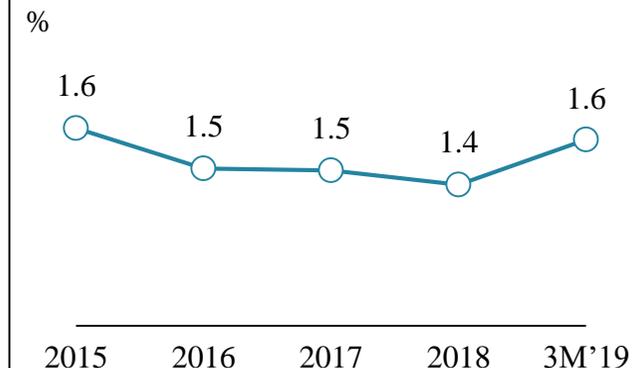
Resilient NIM despite cost of funding pressure in high interest rate environment

NIM after Swap



Improving fee generation thanks to contribution from payment services

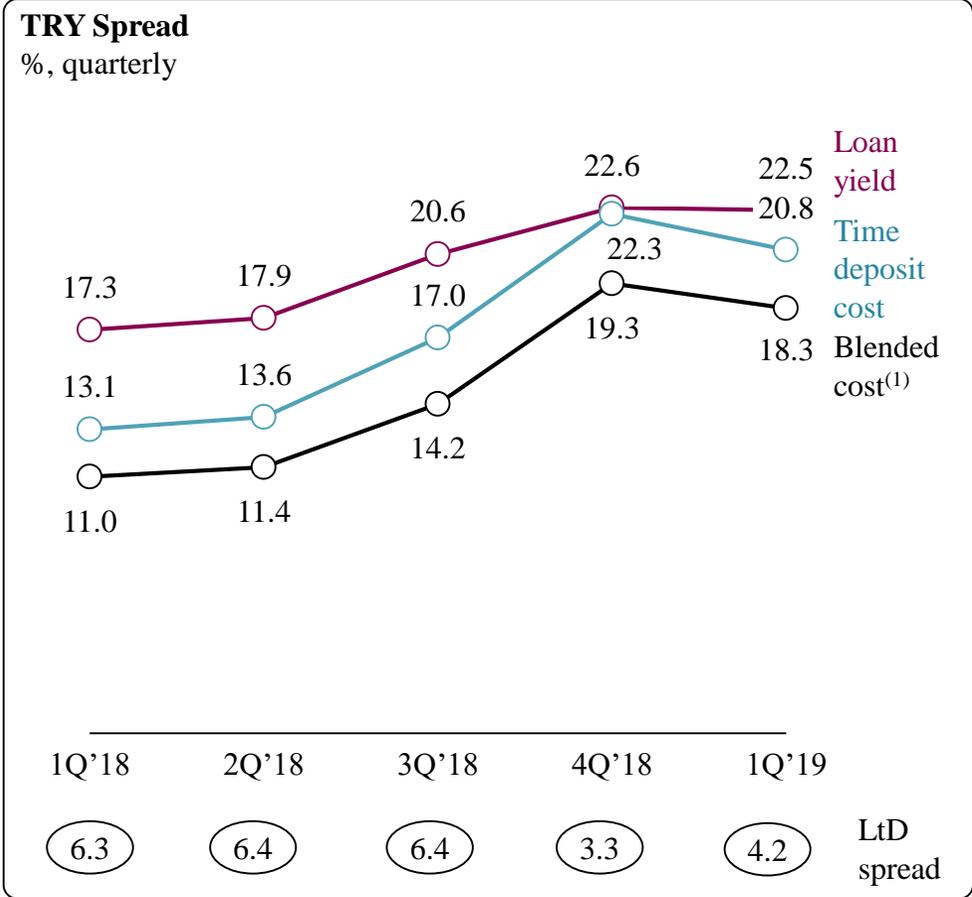
Fees / Assets



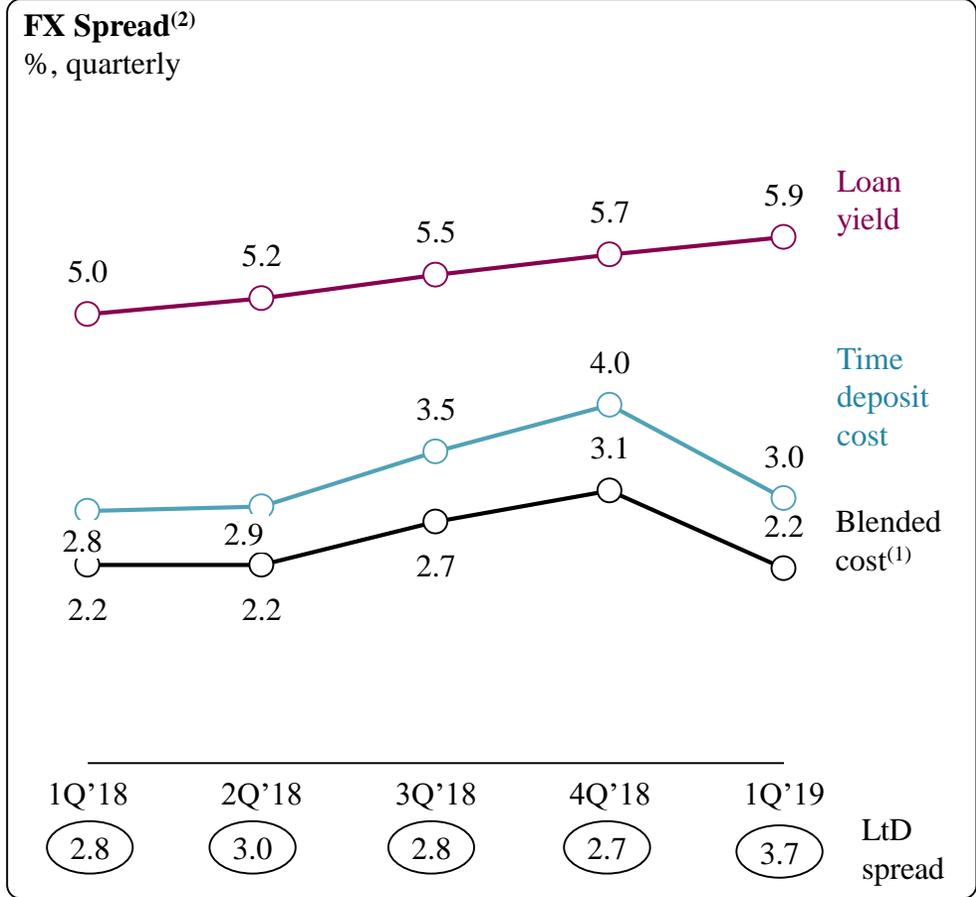
⁽¹⁾ Including swap expenses

TRY spreads are under pressure due to high deposit costs, while FX spreads widened with the help of repricing variable rate loans and easing deposit costs

TRY spreads are improving from their bottom in mid Q4, though still below the historical mean



Upward trend in FX spreads supported with ample FX deposit supply



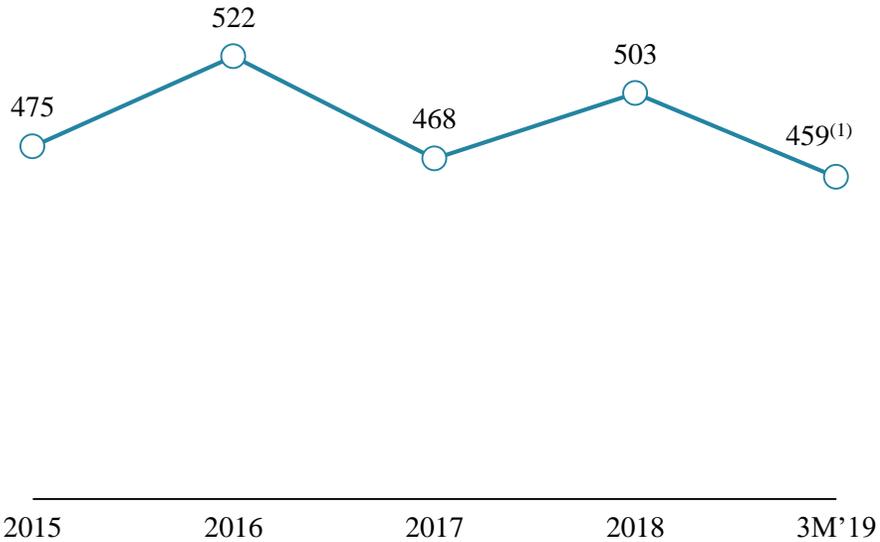
⁽¹⁾ Blended of time and demand deposits

⁽²⁾ Adjusted for FX rate changes

NIM back on track and in line with the lessening cost of funding

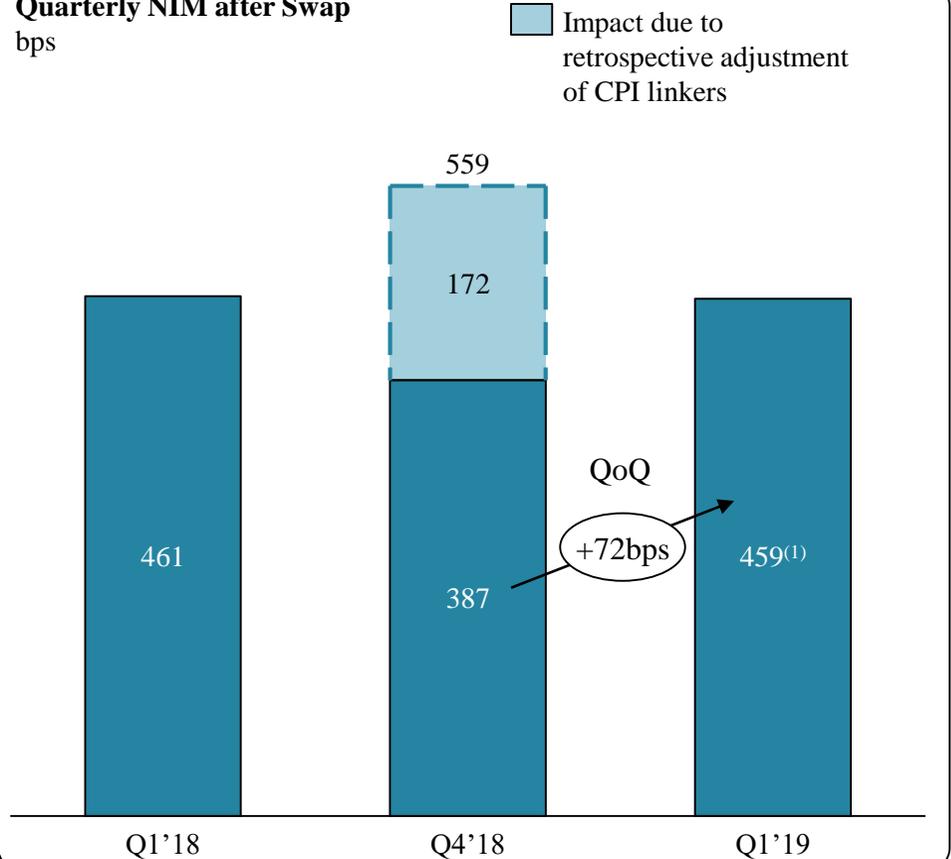
Robust NIM despite lower CPI contribution

Cumulative NIM after Swap
bps



Quarterly spread expansion reflected in the Q1'19 NIM

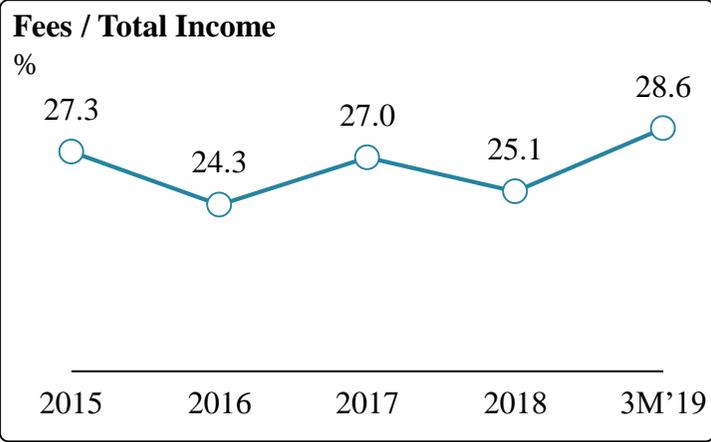
Quarterly NIM after Swap
bps



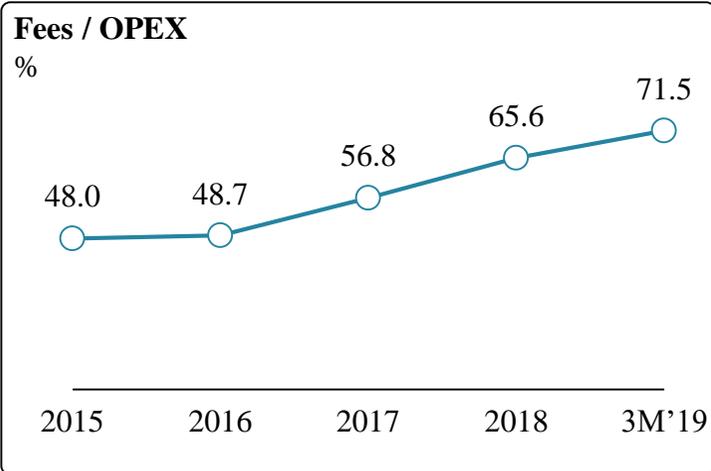
⁽¹⁾ CPI projection used in the valuation was at 16.5% level in the Q1'19. A 100 bps increase in CPI projection would contribute TRY 66 mn/yr to NII and 5 bps to NIM

Sustained improving fee generation mainly supported by the payment systems

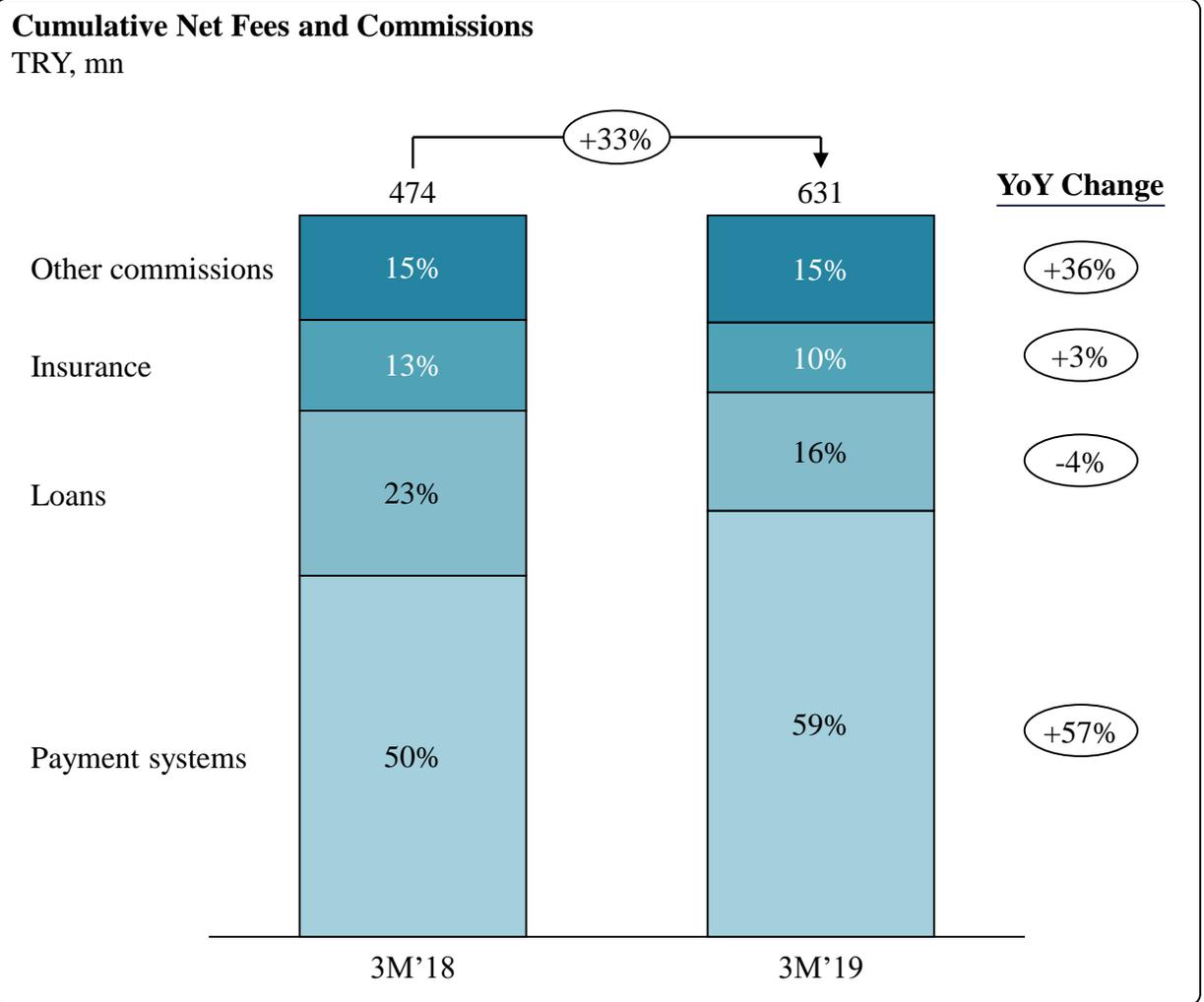
Leading contribution from fees to total income among peers



Higher fee generation and effective cost management led to Fee/OPEX improvement

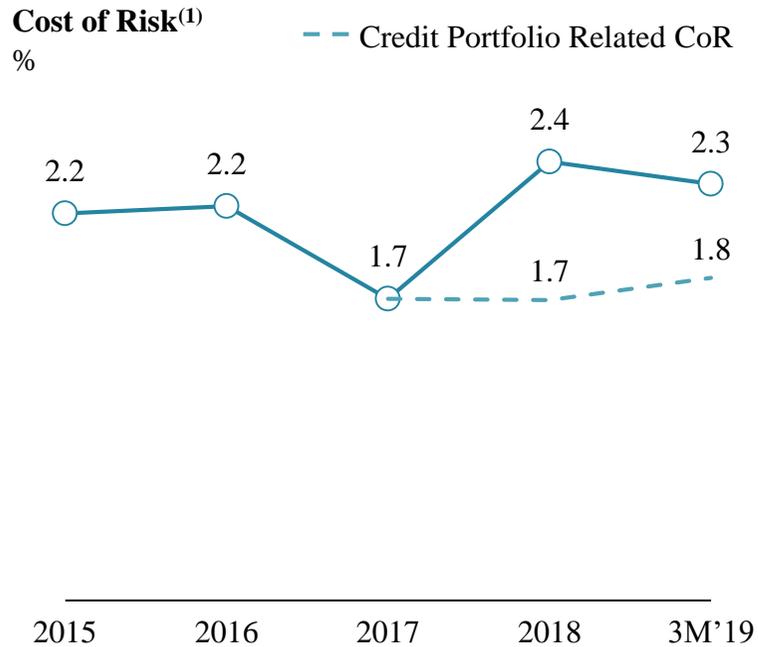


33% YoY growth in fee generation driven by strong payment systems and value added service revenues



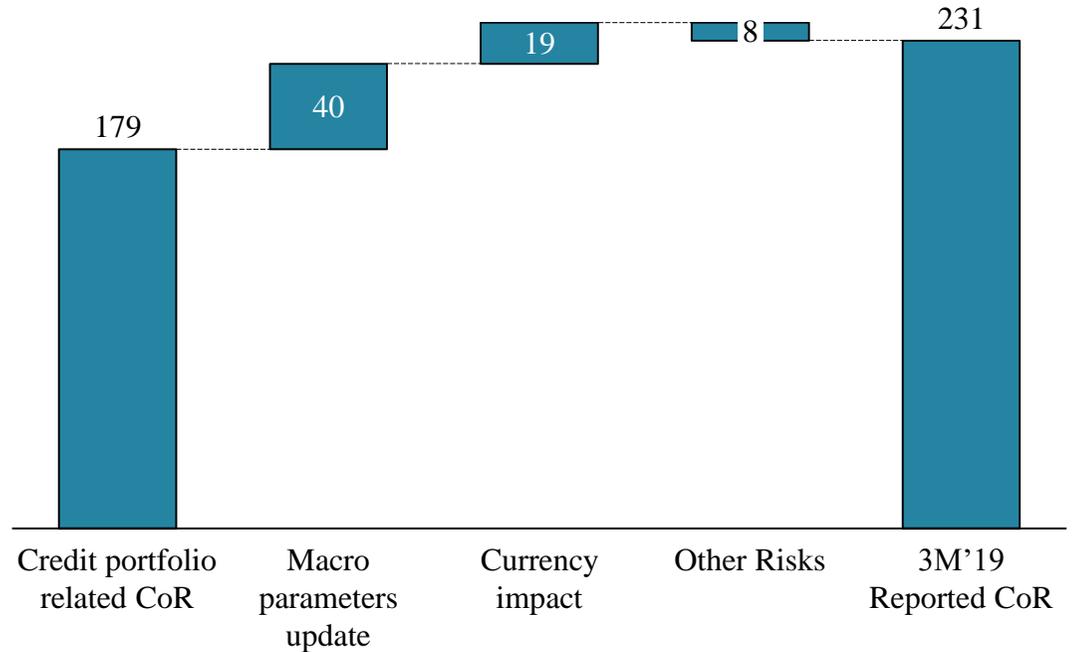
Measures taken in credit risk management paid off across the board; CoR mainly stemmed from currency and macro parameters' update

Stable cost of risk excluding macro scenario update and currency impact



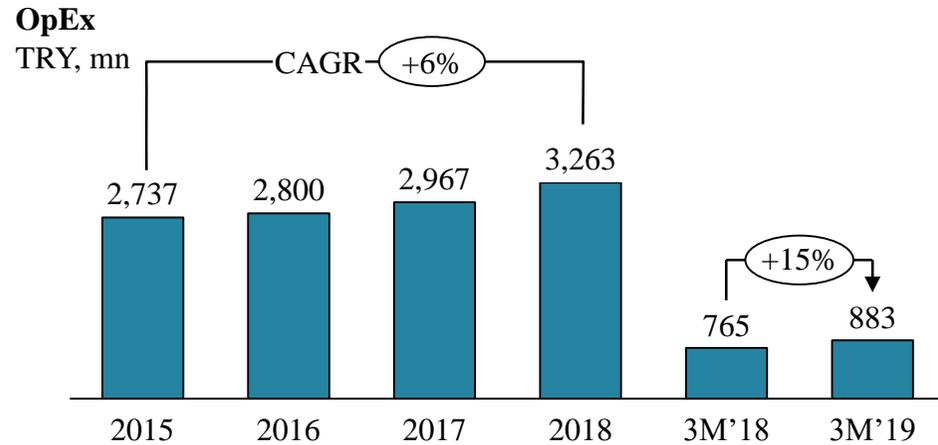
Currency and macro parameters are the main elements of CoR deterioration

Total CoR breakdown, 3M'19
Bps

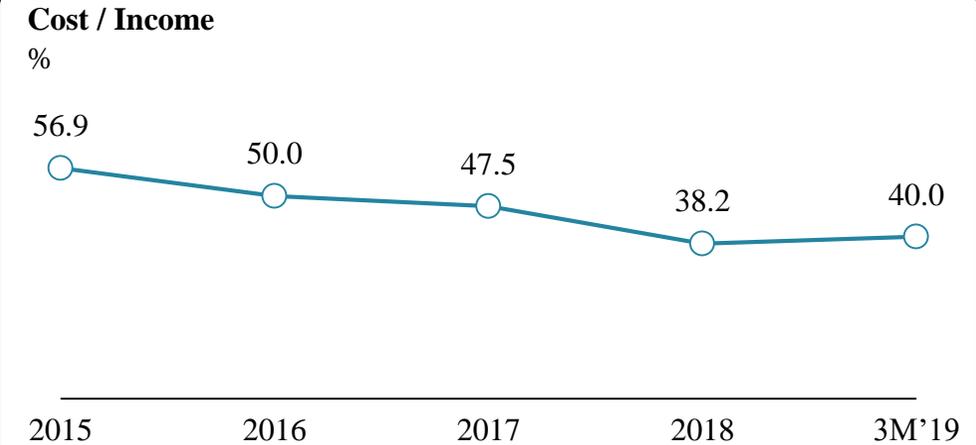


Diligent focus on cost containment leading to improving efficiency metrics

Operating expense growth sustained well below the inflation...



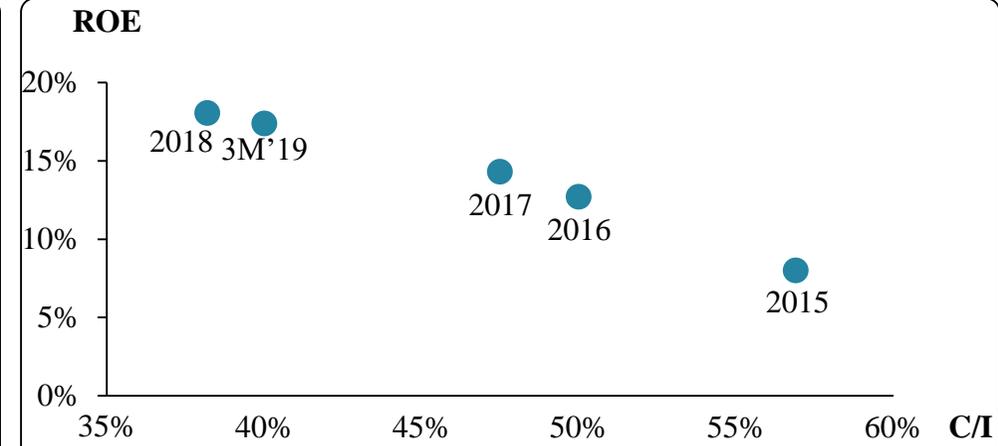
... leading to improvement in cost/income ratio...



... and below the growth in balance sheet.



Improvement in efficiency reflected in ROE performance



Key financial ratios

	Bank only figures	2015	2016	2017	2018 ⁽¹⁾	3M'18 ⁽¹⁾	3M'19 ⁽¹⁾	ΔYoY
Profitability	RoAE	8.0%	12.7%	14.3%	18.1%	17.2%	17.4%	+0.2pps
	RoAA	0.9%	1.3%	1.4%	1.6%	1.6%	1.6%	0.0pps
	Cost / Income	56.9%	50.0%	47.5%	38.2%	44.5%	40.0%	-4.5pps
	NIM after swap expenses	4.7%	5.2%	4.7%	5.0%	4.6%	4.6%	0.0pps
Liquidity	Loans / Deposits ⁽²⁾	115.1%	113.2%	116.8%	106.8%	116.1%	103.0%	-13.1pps
	LCR	88.5%	86.2%	102.7%	117.5%	115.3%	127.5%	+12.2pps
Asset quality	NPL Ratio	6.3%	5.8%	5.0%	6.1%	5.0%	6.1%	+1.1pps
	Coverage ⁽³⁾	114.6%	118.6%	116.3%	120.7%	127.5%	124.5%	-3.0pps
	Cost of Risk	2.2%	2.2%	1.7%	2.4%	1.4%	2.3%	+0.9pps
Solvency	CAR	15.4%	14.5%	15.0%	15.4%	14.6%	14.3%	-0.3pps
	Tier I Ratio	12.0%	12.6%	12.3%	11.7%	12.1%	10.7%	-1.4pps
	Liability/Equity	9.5x	10.0x	10.4x	10.8x	10.6x	11.4x	+0.8x

Key strategies in 2019 and going forward

- **Core banking**, i.e., minimum market risk
- **Prudent credit risk management**
- **High liquidity** at all times
- Maintain selective **growth in Corporate & Commercial** and **SME** segments; normalize risk appetite only when strong macro recovery signals are observed
- **Selective growth in consumer** lending with general purpose loans and renewed emphasis on credit cards with “high card spend” – a driver of acquiring volume (an SME business)
- Continued emphasis on building a **stable deposit base** through new channels, offerings to untapped segments and customer groups (enpara.com)
- Leverage **wholesale funding opportunities** presented by strong shareholder structure
- Focus on **fee generation** and **operating expenses control** as well as continuing **improvement on cost of risk** front

Appendix

A decorative graphic on the right side of the page consists of overlapping, rounded, triangular shapes. The top shape is a vibrant purple, and the bottom shape is a light, off-white color. They overlap in a way that creates a layered, ribbon-like effect, extending from the top right towards the bottom left.

QNB Finansbank BRSA Bank-Only Summary Financials⁽¹⁾

Income Statement

TRY, mn	2015	2016	2017	2018	3M'18	3M'19	ΔYoY
Net Interest Income (After Swap Expenses)	3,145	3,786	4,276	5,666	1,183	1,385	17%
Net Fees & Commissions Income	1,314	1,363	1,686	2,140	474	631	33%
Trading & Other Income	351	452	287	728	62	190	208%
Total Operating Income	4,810	5,600	6,250	8,534	1,718	2,207	28%
Operating Expenses	(2,737)	(2,800)	(2,967)	(3,263)	(765)	(883)	15%
Net Operating Income	2,073	2,800	3,282	5,270	953	1,324	39%
Provisions	(1,170)	(1,316)	(1,233)	(2,212)	(284)	(543)	91%
Profit Before Tax	903	1,484	2,049	3,059	669	781	17%
Tax Expenses	(197)	(280)	(446)	(649)	(140)	(150)	7%
Profit After Tax	706	1,203	1,603	2,410	529	631	19%

Balance Sheet

TRY, mn	2015	2016	2017	2018	3M'19	ΔYtD
Cash & Banks ⁽²⁾	10,313	14,925	17,291	19,808	25,075	27%
Securities	9,197	12,950	15,543	21,368	24,767	16%
Net Loans	57,273	62,923	82,683	94,018	96,907	3%
Fixed Asset and Investments ⁽³⁾	2,283	2,912	3,168	4,558	4,773	5%
Other Assets	6,661	7,792	7,172	17,664	18,280	3%
Total Assets	85,727	101,503	125,857	157,416	169,802	8%
Deposits	48,566	53,939	67,032	87,090	91,107	5%
Customer Deposits	47,009	51,966	65,297	83,413	87,168	5%
Bank Deposits	1,557	1,973	1,735	3,678	3,939	7%
Borrowings	17,278	24,821	34,798	36,602	44,603	22%
Bonds Issued	4,336	4,312	7,914	8,904	14,237	60%
Funds Borrowed	5,640	10,758	16,883	18,166	17,383	(4%)
Sub-debt	2,662	3,236	3,511	4,816	5,167	7%
Repo	4,639	6,515	6,490	4,715	7,818	66%
Other	10,860	12,617	11,872	19,152	19,232	0%
Equity	9,024	10,126	12,155	14,572	14,858	2%
Total Liabilities & Equity	85,727	101,503	125,857	157,416	169,802	8%

QNB Finansbank BRSA Consolidated Summary Financials⁽¹⁾

Income Statement

TRY, mn	2015	2016	2017	2018	3M'18	3M'19	ΔYoY
Net Interest Income (After Swap Expenses)	3,272	3,962	4,441	5,861	1,224	1,419	16%
Net Fees & Commissions Income	1,387	1,445	1,783	2,252	507	657	30%
Trading & Other Income	307	455	413	920	102	222	117%
Total Operating Income	4,966	5,862	6,636	9,033	1,833	2,298	25%
Operating Expenses	(2,874)	(2,938)	(3,126)	(3,445)	(810)	(930)	15%
Net Operating Income	2,092	2,923	3,510	5,588	1,023	1,368	34%
Provisions	(1,207)	(1,390)	(1,269)	(2,317)	(296)	(544)	84%
Profit Before Tax	884	1,533	2,241	3,271	727	823	13%
Tax Expenses	(204)	(295)	(469)	(698)	(156)	(168)	7%
Profit After Tax	680	1,238	1,772	2,573	570	656	15%

Balance Sheet

TRY, mn	2015	2016	2017	2018	3M'19	ΔYtD
Cash & Banks ⁽²⁾	10,403	15,084	17,424	20,226	25,943	28%
Securities	9,254	12,983	15,608	21,387	24,811	16%
Net Loans ⁽³⁾	58,865	65,452	88,286	100,377	102,536	2%
Fixed Assets & Investments	3,467	2,243	2,427	3,467	3,918	13%
Other Assets	6,060	8,564	7,450	18,045	18,551	3%
Total Assets	88,049	104,326	131,195	163,500	175,758	7%
Deposits	48,311	53,865	66,934	86,826	90,641	4%
Customer Deposits	46,755	51,892	65,198	83,149	86,701	4%
Bank Deposits	1,557	1,973	1,735	3,678	3,939	7%
Borrowings	19,364	27,351	39,530	42,552	50,371	18%
Bonds Issued	5,827	6,332	10,398	11,850	16,834	42%
Funds Borrowed	6,066	11,164	18,622	20,552	20,268	-1%
Sub-debt	2,662	3,236	3,511	4,816	5,167	7%
Repo	4,809	6,620	7,000	5,334	8,103	52%
Other	10,968	12,806	12,302	19,518	19,624	1%
Equity	9,405	10,304	12,428	14,603	15,122	4%
Total Liability & Equity	88,049	104,326	131,195	163,500	175,758	7%

Board of Directors

Name	Position	Background
Dr. Ömer A. Aras	Chairman and QNB Finansbank Group CEO	<ul style="list-style-type: none"> • Founding member of Finansbank • Former CEO of Finansbank for 6 years
Sinan Şahinbaş	Vice Chairman	<ul style="list-style-type: none"> • Former CEO of Finansbank for 7 years • Previously worked at Treasury, Corp. Banking and Risk Mgmt. departments of Finansbank
Abdulla Mubarak Al-Khalifa	Member of the BoD	<ul style="list-style-type: none"> • QNB Acting Group Chief Executive Officer • Holds board membership at various QNB subsidiaries in Qatar, Egypt and Jordan
Ali Rashid Al-Mohannadi	Member of the BoD	<ul style="list-style-type: none"> • QNB Group Chief Operating Officer & Executive General Manager • Holds board membership at various QNB subsidiaries in Egypt and UAE
Ramzi Talat A Mari	Member of the BoD and Member of the Audit Committee	<ul style="list-style-type: none"> • QNB Group Chief Financial Officer • Holds board membership at various QNB subsidiaries in Qatar, Egypt and Jordan
Noor Mohd J. A. Al-Naimi	Member of the BoD and Member of the Audit Committee	<ul style="list-style-type: none"> • QNB Group General Manager Group Treasury • Assistant General Manager • Executive Manager • Holds board membership at QNB Alahli S.A.E
Fatma A Al-Suwaidi	Member of the BoD	<ul style="list-style-type: none"> • QNB Group Chief Risk Officer • Holds board membership at various QNB subsidiaries in Tunisia and UAE
Ali Teoman Kerman	Member of the BoD and Chairman of the Audit Committee	<ul style="list-style-type: none"> • Former Vice Undersecretary of Treasury • Former Vice President of BRSA • Former Board Member of SDIF • Board Member at Bahçeşehir University Graduate School of Business
Dr. Osman Reha Yolalan	Member of the BoD	<ul style="list-style-type: none"> • Current Vice President of Corporate Affairs at Tekfen Holding • Former CEO of Yapı Kredi • Part-time Professor at various universities
Durmuş Ali Kuzu	Member of the BoD and Member of the Audit Committee	<ul style="list-style-type: none"> • Former Vice President of BRSA • Experience at Vakıfbank, Emlakbank, Treasury, Public Oversight Institution
Temel Güzeloğlu	Member of the BoD and QNB Finansbank CEO	<ul style="list-style-type: none"> • Former EVP of Retail Banking and Strategy • Experience at Unilever, Citibank, McKinsey & Co.

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