



Investor Presentation with 6M'19 Financials

Executive summary

Turkey's growth potential remains intact despite transient slowdown

- The Turkish economy presents a strong opportunity among emerging markets due to its large size and highly attractive demographic profile, which are resilient to the transient negative developments.
- On the back of recent improvements in the price dynamics, declining inflation expectations and supportive external conditions, the CBRT cut the policy rate by 425 bps to 19.75% in the July MPC meeting. The Central Bank is expected to deliver further rate cuts throughout the rest of the year, though in a more gradual manner.
- The current account will run surplus during the summer and will be near zero levels at the year-end, according to our projection.

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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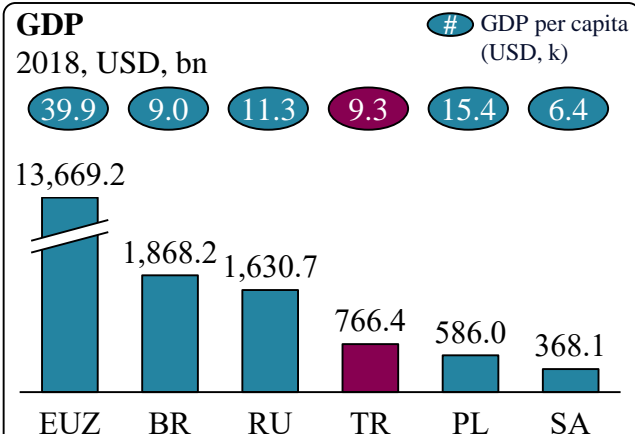
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Macro-economic Overview

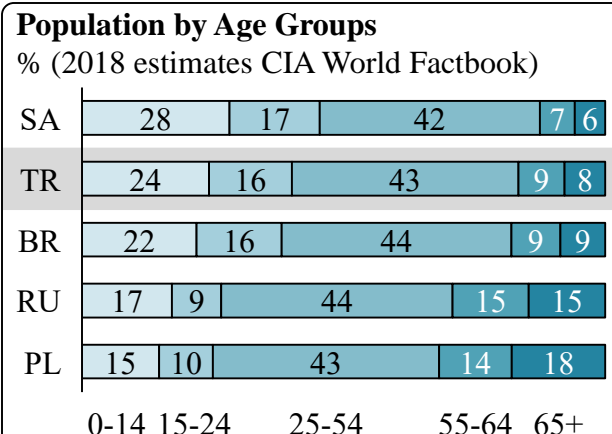
Structurally attractive Turkish economy

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

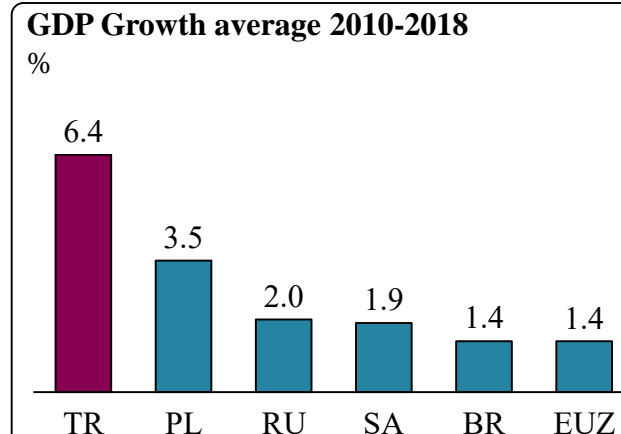
Large economy with low GDP / capita...



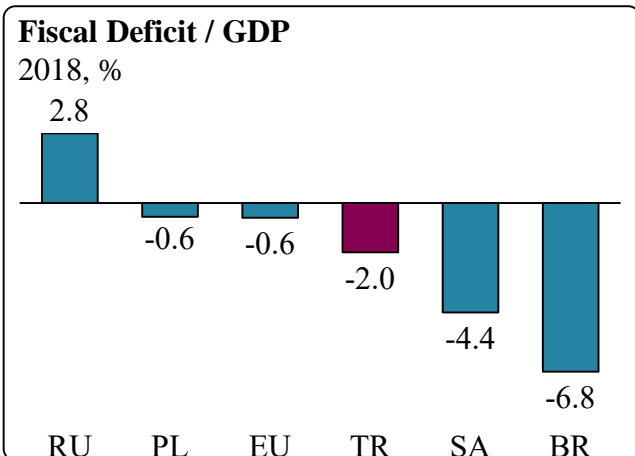
...and highly attractive demographic profile



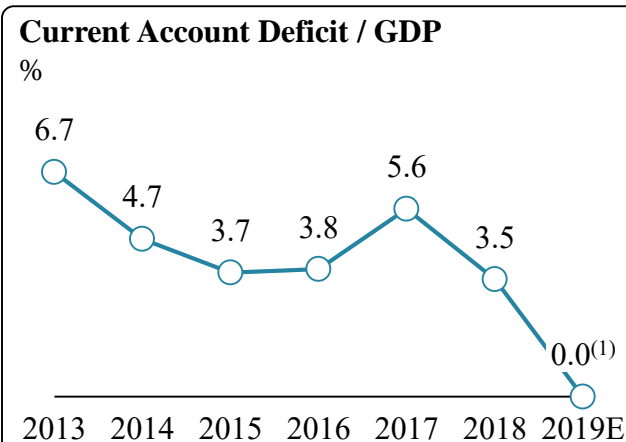
... generating high real GDP growth



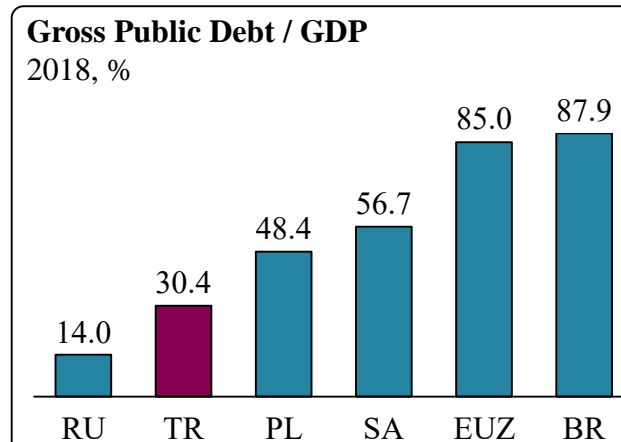
Low fiscal deficit...



... and improving external deficit...



... with low public debt

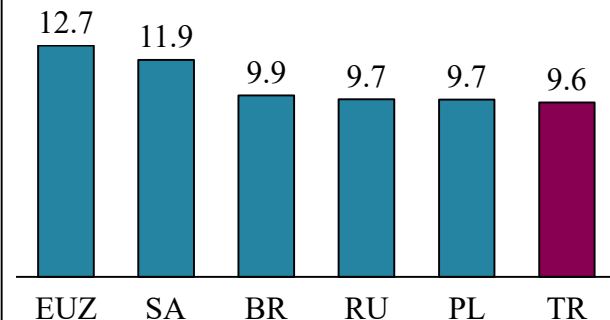


Sound banking system with inherent growth potential

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

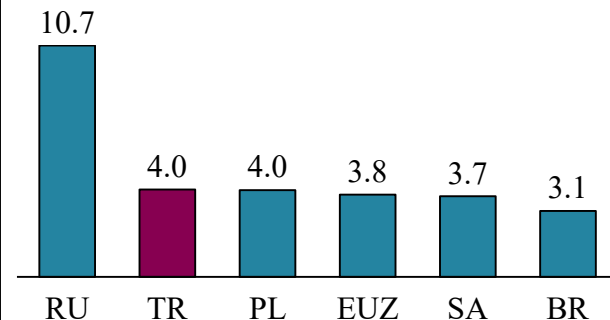
Relatively low leverage ratio...

Leverage ratio⁽¹⁾
Q1'19



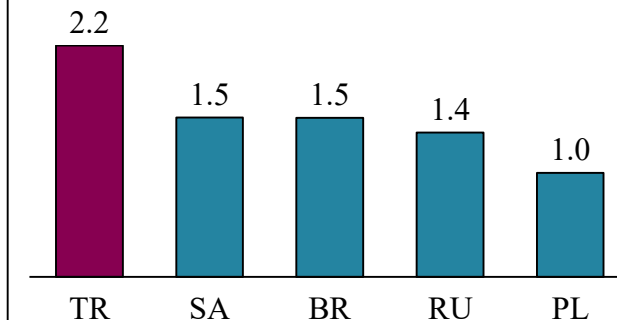
...and contained NPL levels...

NPL ratio⁽²⁾
Q1'19, %



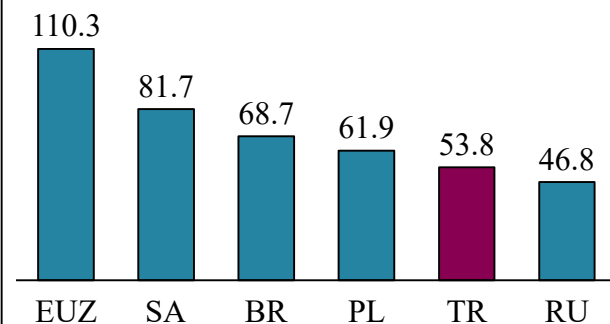
... with strong profitability characteristics

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



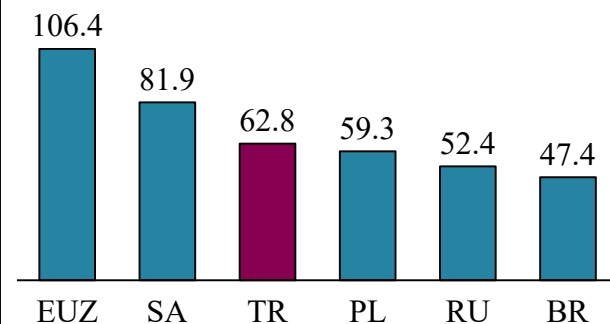
Further growth potential in deposits...

Deposits / GDP
Q1'19, %



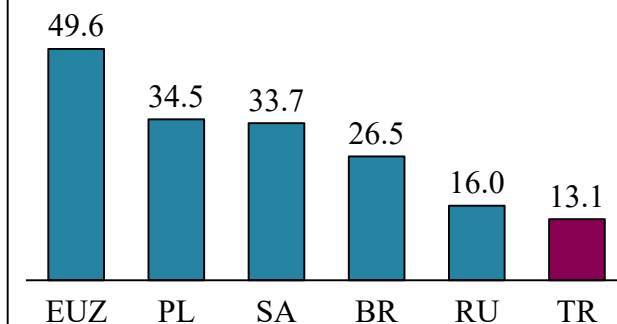
... feeding overall lending...

Loans / GDP
Q1'19, %



... as well as retail lending growth potential

Household debt / GDP
Q1'19, %



⁽¹⁾ Latest data Q3'18 for RU and PL, and Q4'18 for SA and BR

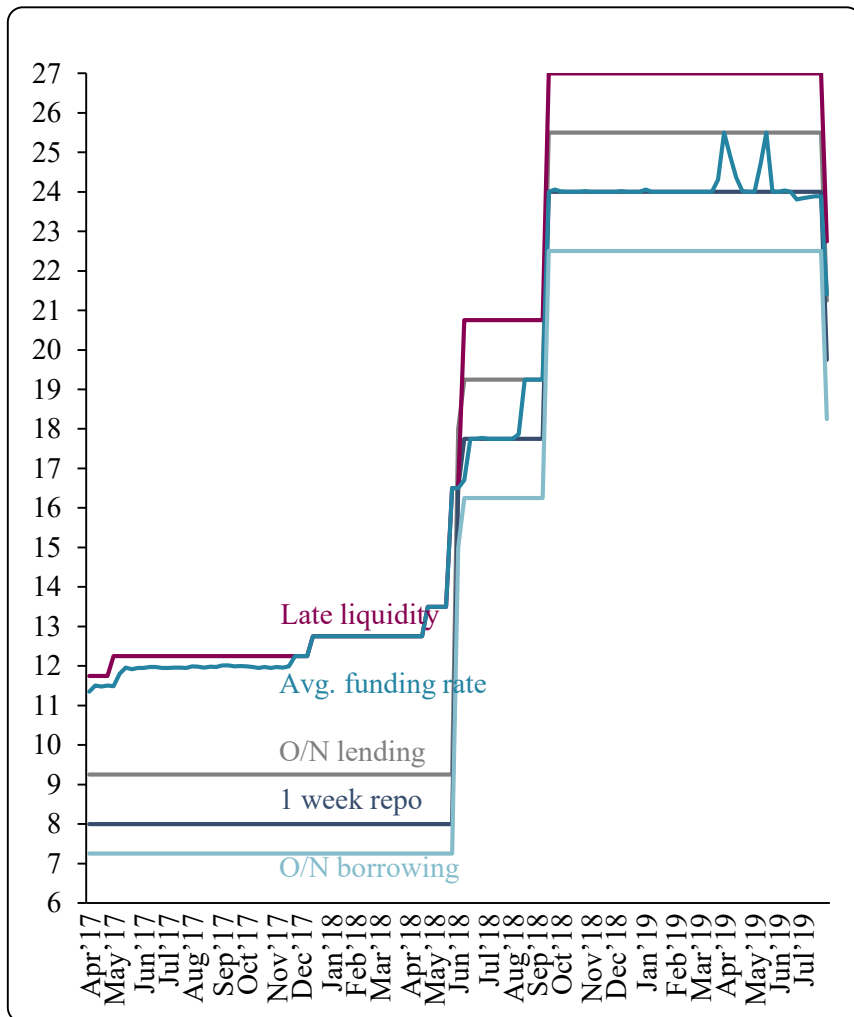
⁽²⁾ EUZ: Q4'18 (for significant institutions as designated by ECB), RU: Q3'18, PL: Q3'18

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

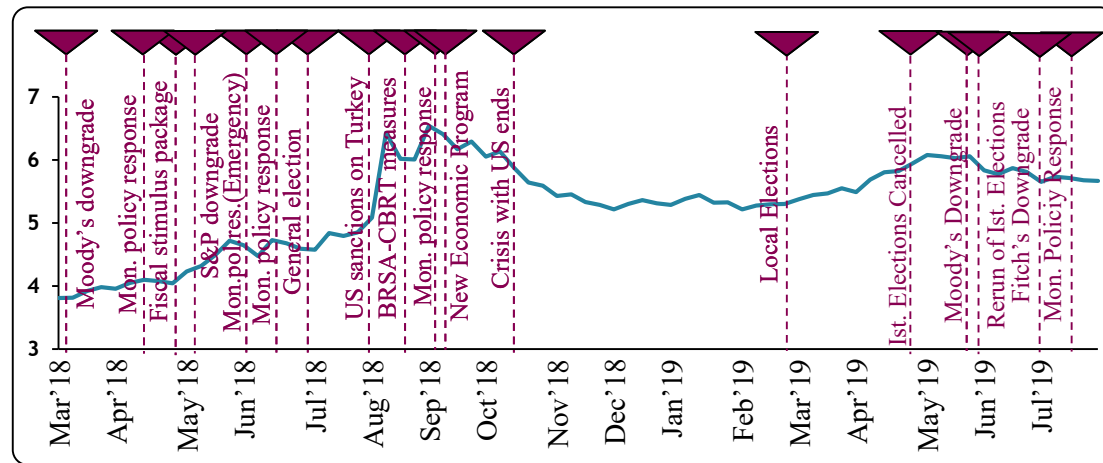
Source: Thomson Reuters - Data Stream, ECB, BRSA, Turkstat

The tight monetary policy stance to ease gradually, as long as disinflation maintained

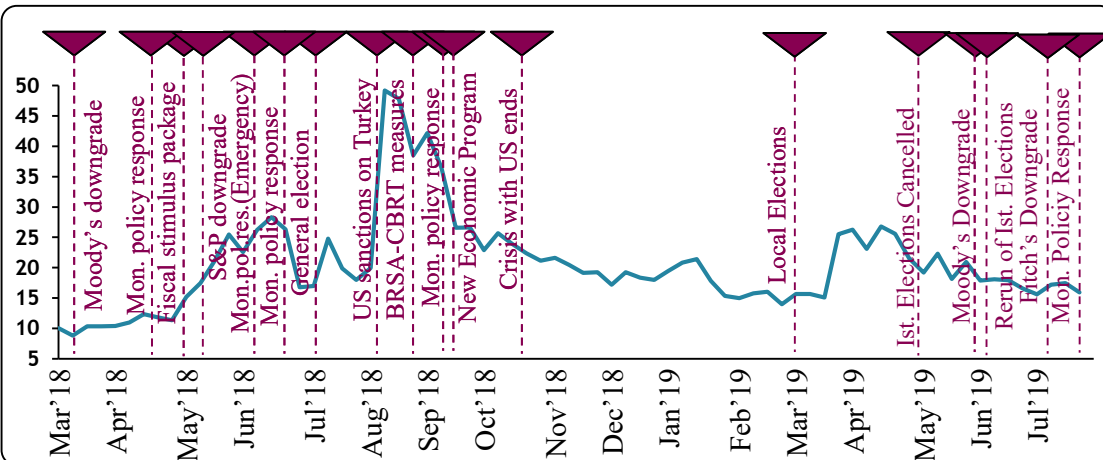
Central Bank rates



Tight monetary policy has alleviated pressures on TRY



Similarly, options implied TRY volatility has been limited

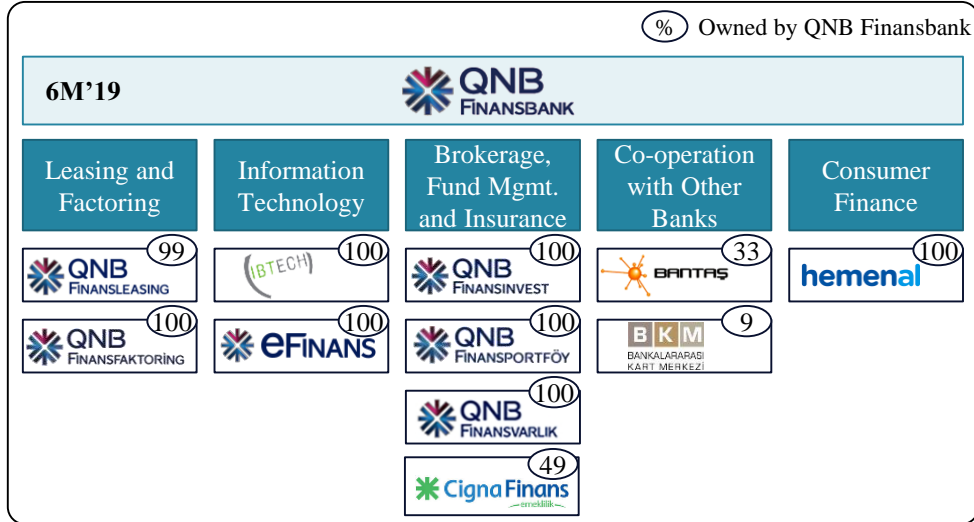


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QNB Finansbank and QNB Group at a Glance

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

QNB Finansbank group structure









Financial highlights

QNB Finansbank BRSA bank only financials

TRY, bn	6M'19 Eop
Total assets	171.2
Net loans	100.1
Customer deposits	91.7
Shareholder's equity	15.0
Branches (#)	543
Active customers (mn)	5.5
Bank only employees (#)	12,350

QNB Finansbank market positioning

Bank only, 3M'19	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					Akbank
6 th		Denizbank	Denizbank	Denizbank	Denizbank	Denizbank
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

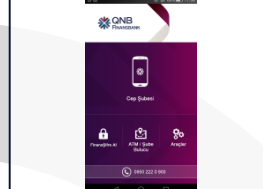
QNB Finansbank covers Turkey through a diverse distribution network and the market's only “pure digital bank”

Internet banking



496k active internet banking customers

Mobile banking



2.6 mn active mobile banking customers

Direct sales




786 in-house personnel

543 branches




Covering 71 out of 81 cities of Turkey

Call center



955 inbound agents

Telesales



51 outbound agents

ATMs



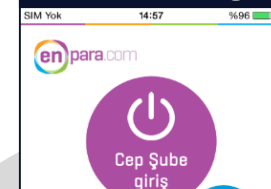
2,953 ATMs around Turkey and reaches ~7,500 ATM's through new ATM sharing program

POS



251k POS terminals


Mobile banking



1.03 mn active mobile banking customers




Internet banking



225k active internet banking customers

Call center



276 inbound agents

Field service



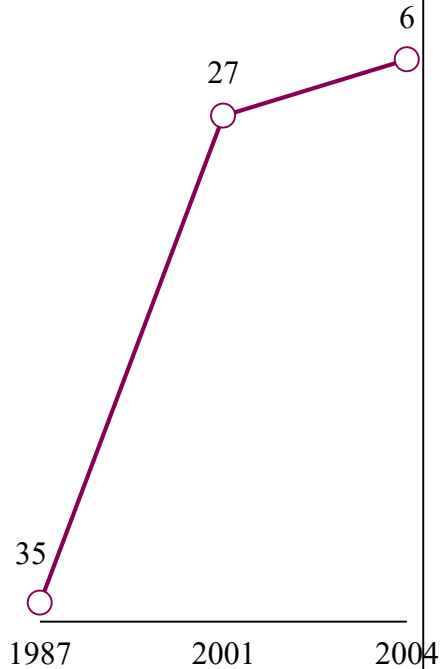
212 field service personnel

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

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

Total Assets

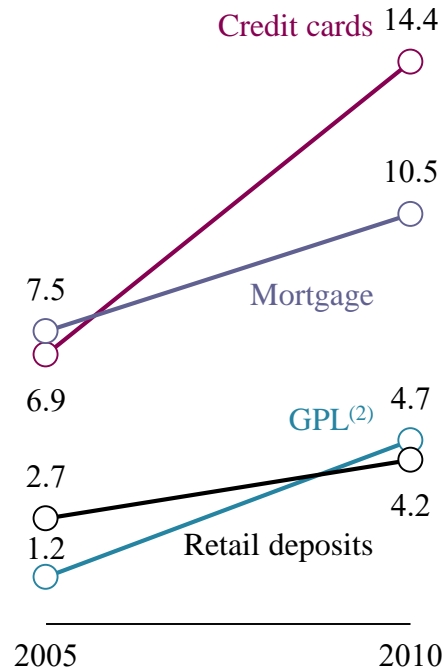
Ranking in Private Banks⁽¹⁾



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

Market share

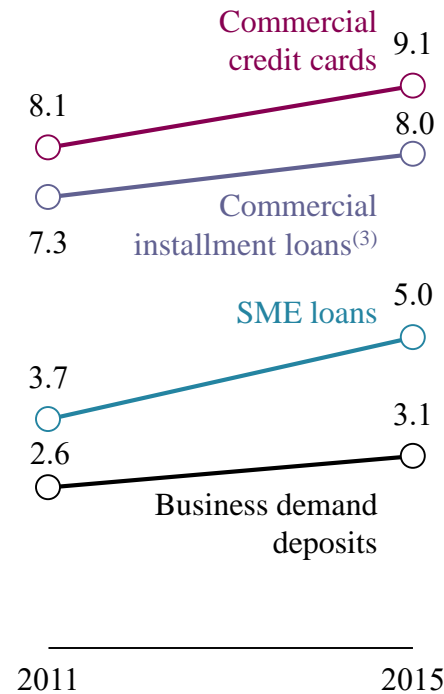
%



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

Market share

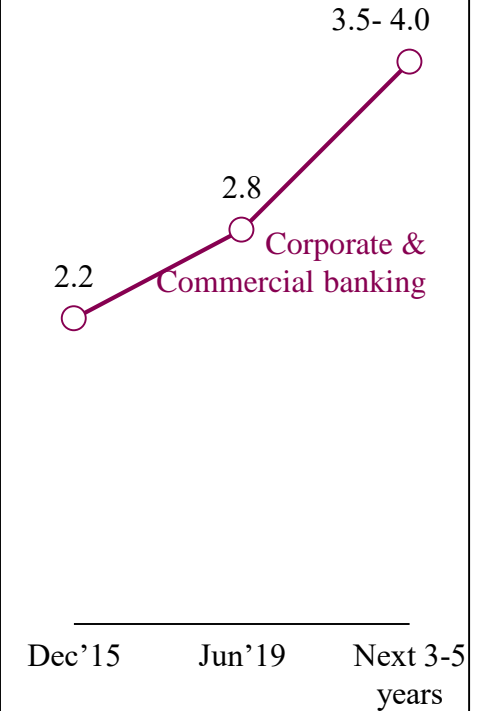
%



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

Market share

%



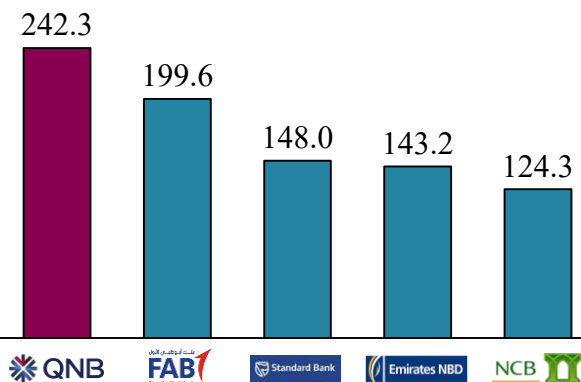
QNB ownership has provided a strong support to one of market's leading performers

	QNB Finansbank	QNB Group (Q.P.S.C.)																											
Shareholder Structure	<div><div>%</div><div><table><tr><td>Qatar National Bank Q.P.S.C.</td><td>99.88</td></tr><tr><td>Other</td><td>0.12</td></tr></table></div></div>	Qatar National Bank Q.P.S.C.	99.88	Other	0.12	<div><div>%</div><div><table><tr><td>Qatar Investment Authority</td><td>50.0</td></tr><tr><td>Private Sector</td><td>50.0</td></tr></table></div></div>	Qatar Investment Authority	50.0	Private Sector	50.0																			
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Ratings	<table><tr><td></td><td>Moody's</td><td>Fitch</td><td>CI</td></tr><tr><td>Foreign Currency Long-term Debt</td><td>B1</td><td>B+</td><td>BB-</td></tr><tr><td>Foreign Currency Short-term Debt</td><td>NP</td><td>B</td><td>B</td></tr></table>		Moody's	Fitch	CI	Foreign Currency Long-term Debt	B1	B+	BB-	Foreign Currency Short-term Debt	NP	B	B	<table><tr><td></td><td>Moody's</td><td>Fitch</td><td>S&P</td><td>CI</td></tr><tr><td>Foreign Currency Long-term</td><td>Aa3</td><td>A+</td><td>A</td><td>AA-</td></tr><tr><td>Foreign Currency Short-term</td><td>P-1</td><td>F1</td><td>A-1</td><td>A1+</td></tr></table>		Moody's	Fitch	S&P	CI	Foreign Currency Long-term	Aa3	A+	A	AA-	Foreign Currency Short-term	P-1	F1	A-1	A1+
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Foreign Currency Long-term	Aa3	A+	A	AA-																									
Foreign Currency Short-term	P-1	F1	A-1	A1+																									
Corporate Information	<ul style="list-style-type: none">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)	<ul style="list-style-type: none">Largest bank in Qatar by market cap, assets, loans, deposits and profitLargest bank in MEA by total assets, loans, deposits and profitOperating in more than 31 countries around the world across 3 continentsServing a customer base of more than 24 million customers with 29K staff, 1.2K+ locations and 4.3K+ ATMs																											

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

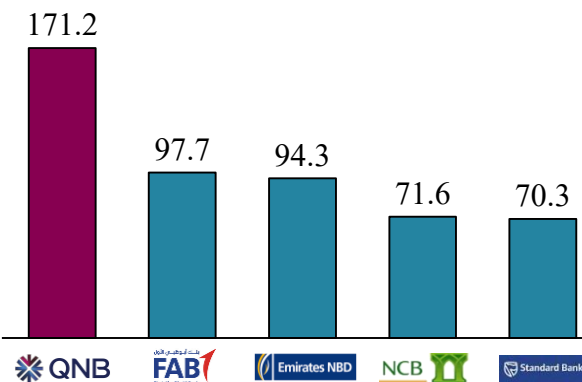
Total Assets

USD bn, Mar'19⁽¹⁾



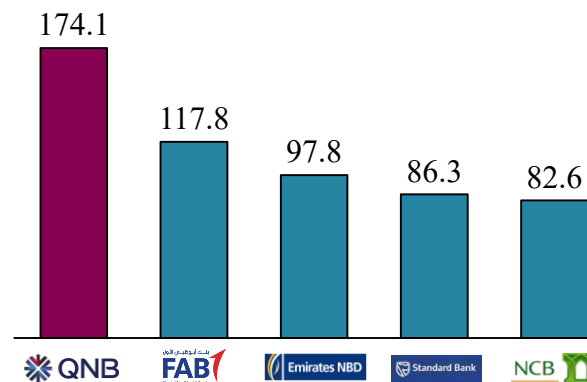
Loans

USD bn, Mar'19⁽¹⁾



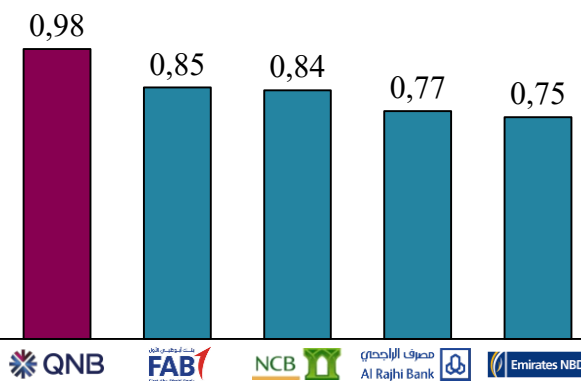
Deposits

USD bn, Mar'19⁽¹⁾



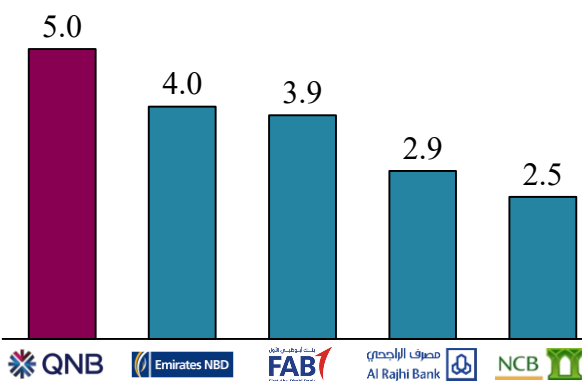
Net Profit

USD bn, Mar'19



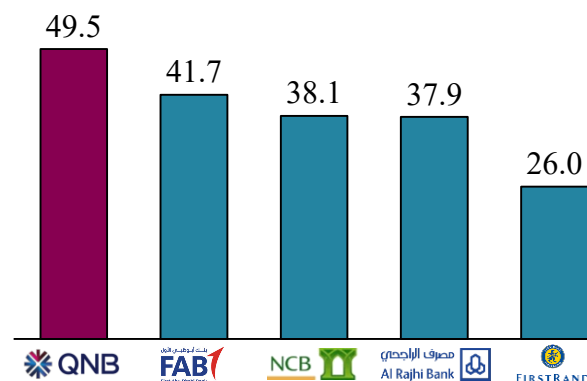
Top MEA Banking Brands

USD bn, Dec'18



Top MEA Banks by Market Cap

USD bn, Dec'18



QNB ownership brings a strong geographic reach to QNB Finansbank especially with important 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

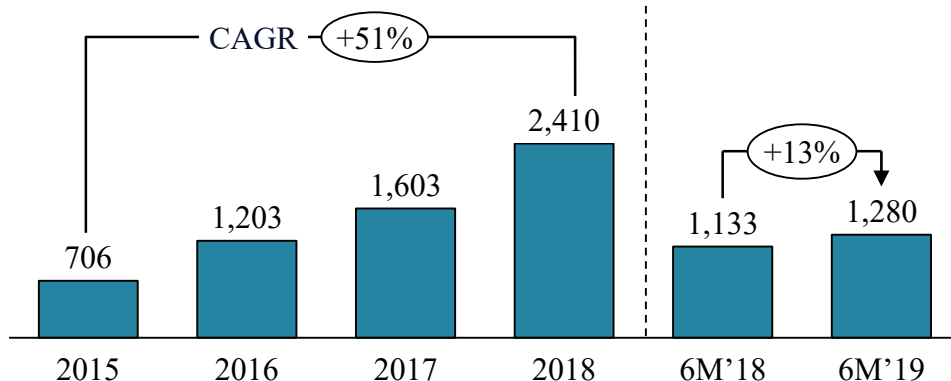
A decorative graphic on the right side of the slide, consisting of a large, stylized arrow pointing to the right. The arrow is composed of two overlapping shapes: a dark blue outer layer and a lighter blue inner layer. The arrow's tail is at the bottom left, and its head is at the top right, with a rounded tip.

Strong profitability sustained by relatively more resilient asset quality than peers and comfortable capital position in a challenging backdrop

Robust profitability maintained in a challenging macro environment

Net Profit

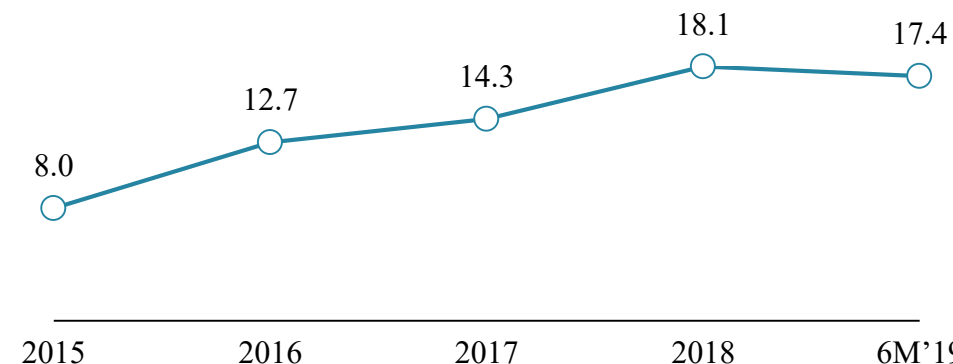
TRY, mn



RoE proved its resilience once again

RoE

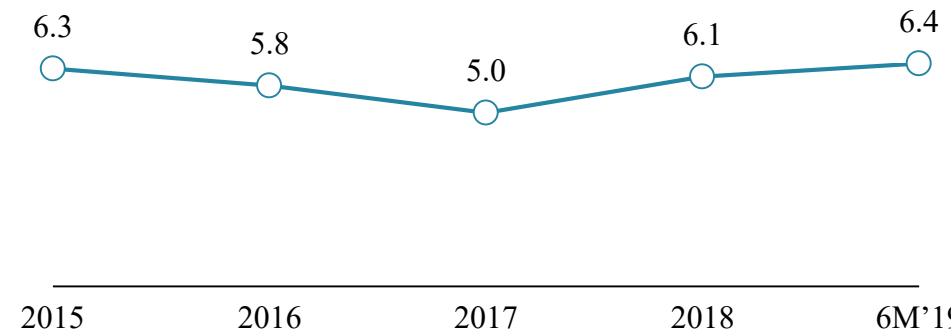
%



Prudent lending strategy has paid off with relatively more resilient NPL ratio trend

NPL Ratio

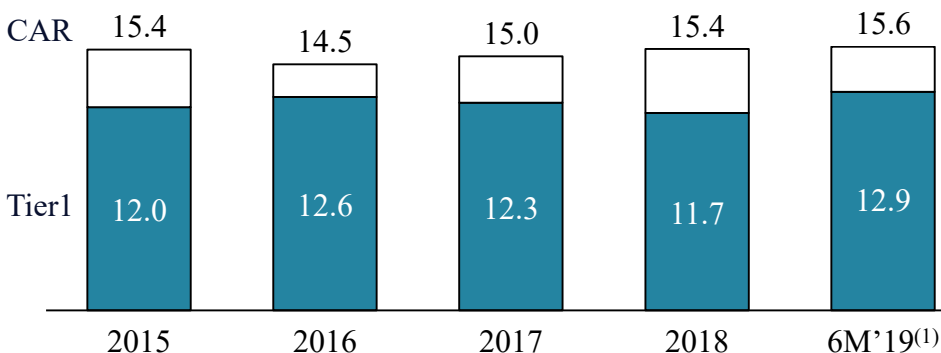
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Capital strengthening initiatives have further boosted solvency buffers, particularly for Tier 1

CAR

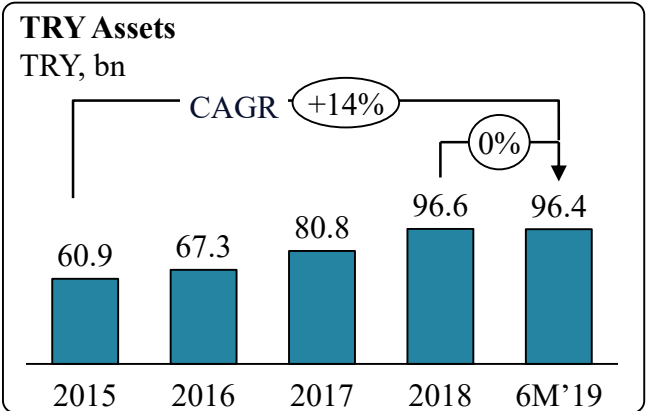
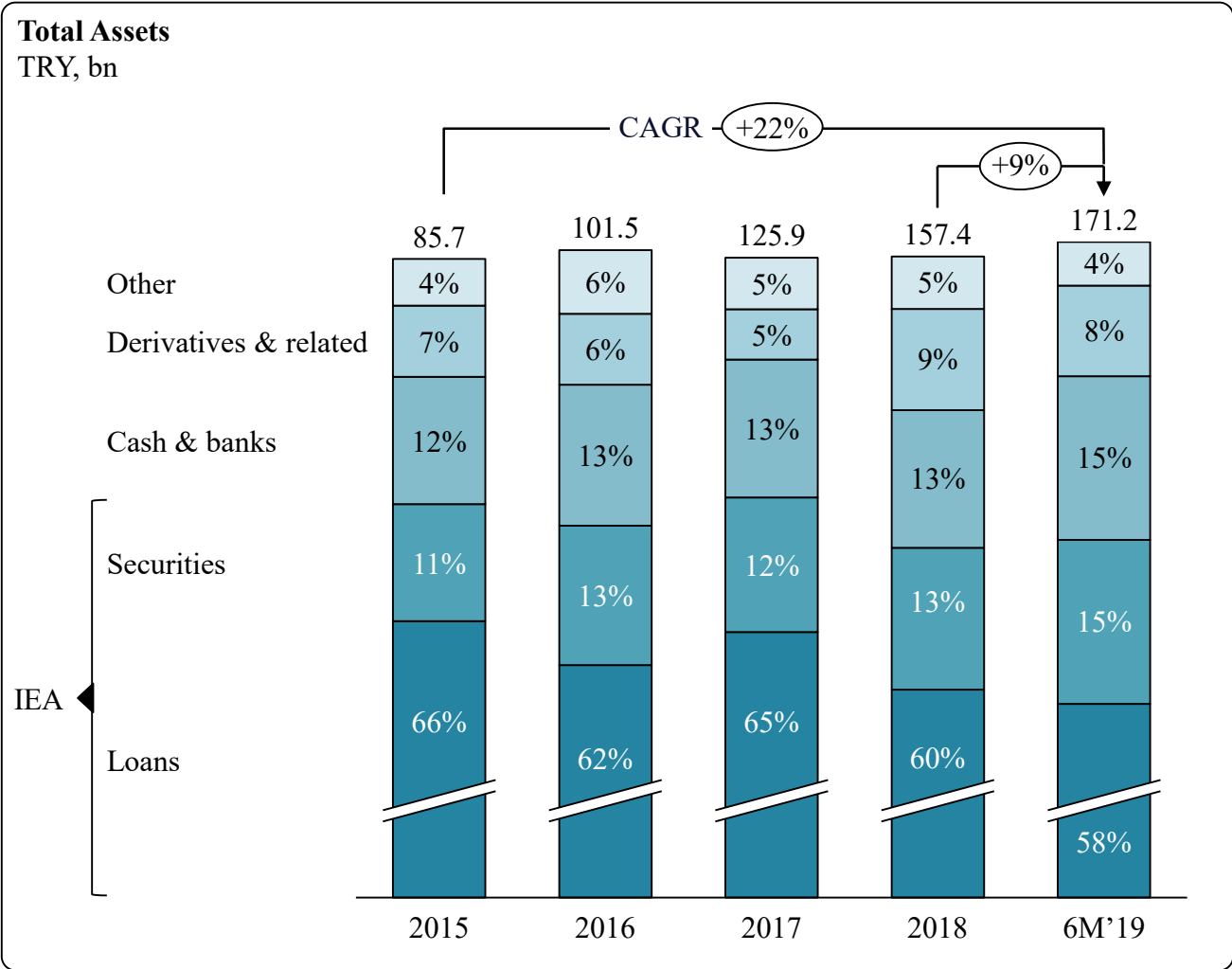
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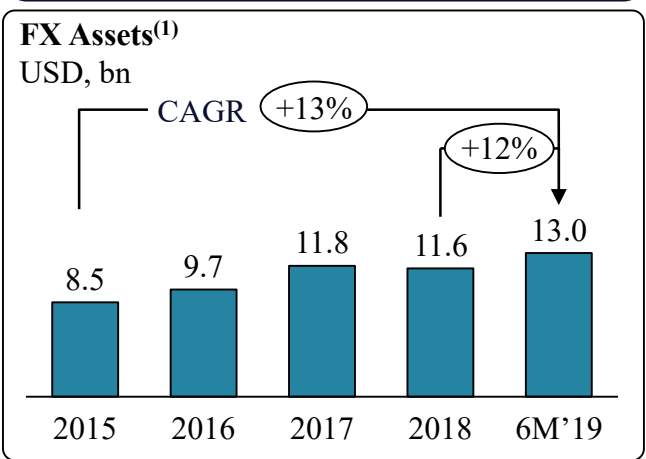
Total Assets reached TRY 171bn with a YTD growth of 9%

Excess liquidity invested in securities due to weak loan demand conditions; whilst cash & banks increased along with higher reserve requirements

TRY assets remained flat due to tight loan demand conditions, ...



...while FC growth was driven by investments in FX securities and FX lending through committed project finance loans



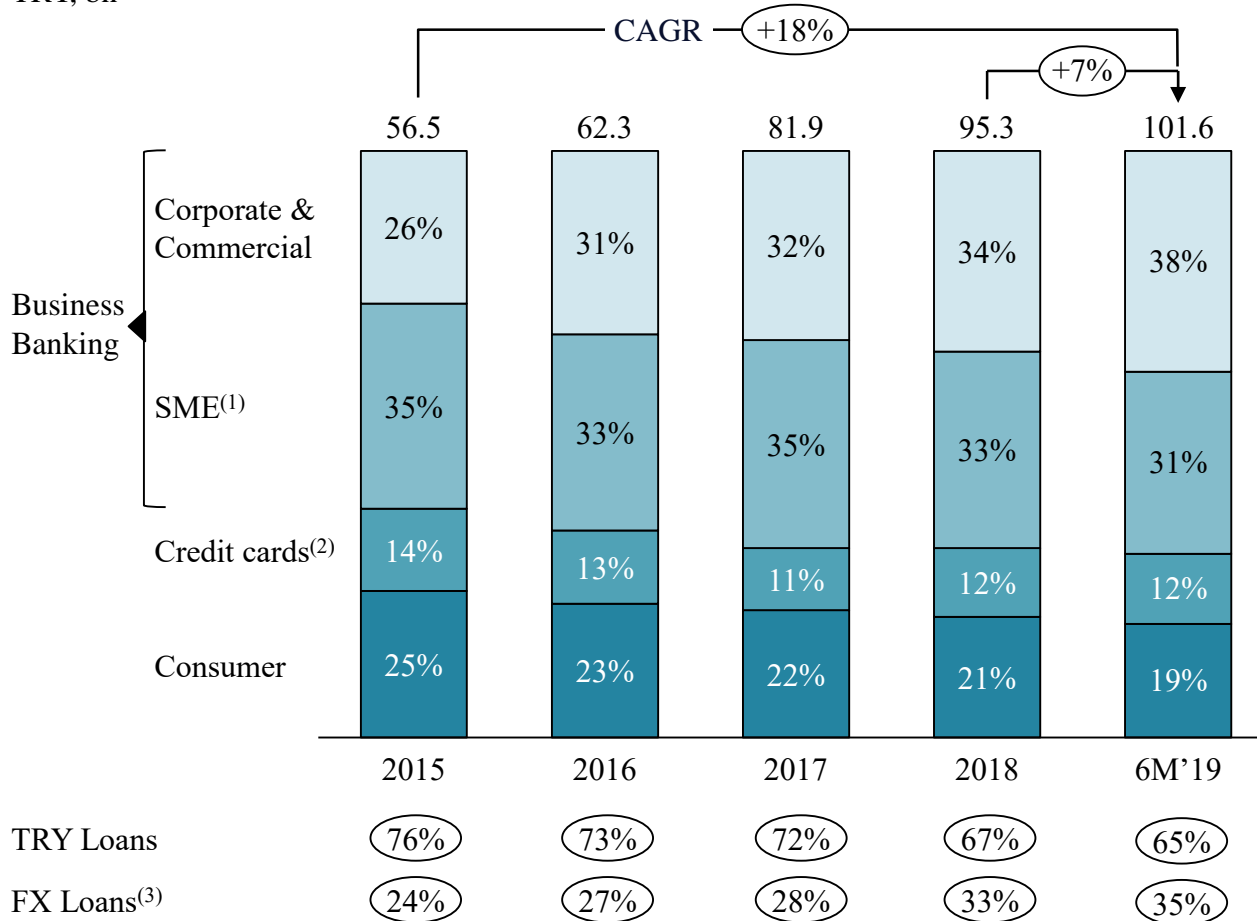
⁽¹⁾ FX-indexed TRY loans are shown in FX assets

Selective loan growth of 7% on a YTD basis

Performing loan growth of 7% YTD mainly due to fx appreciation and project finance related Corporate & Commercial loans in FX

Performing Loans by Segment and Currency

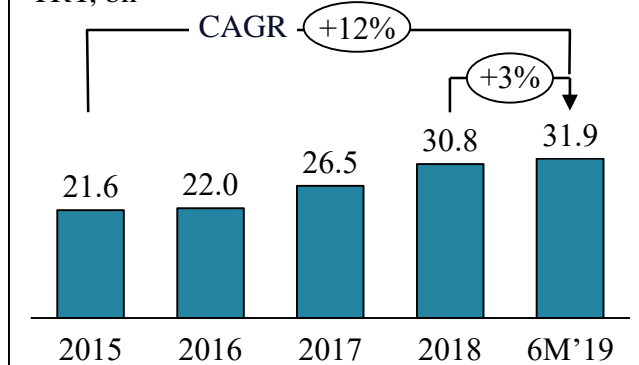
TRY, bn



Selective retail growth partly offset with redemptions in mortgage portfolio, ...

Retail Loans

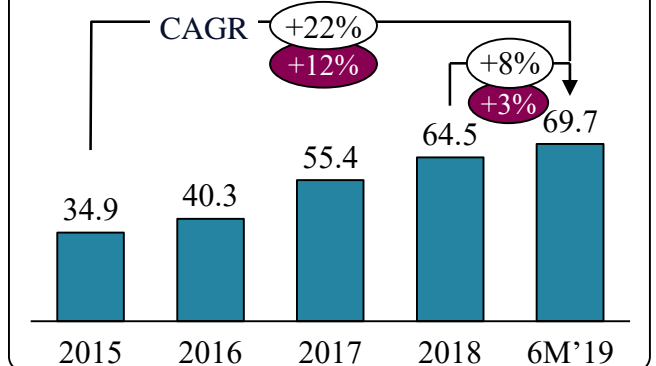
TRY, bn



... while Business Loans accounted for the loan growth in the period

Business Loans

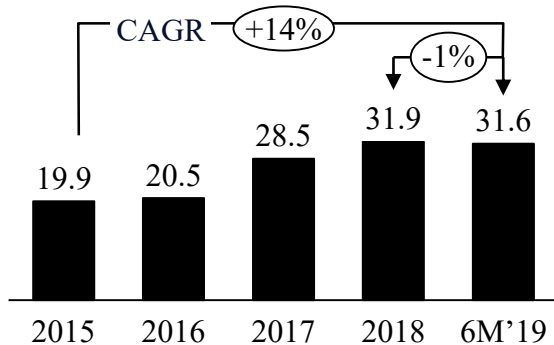
TRY, bn



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

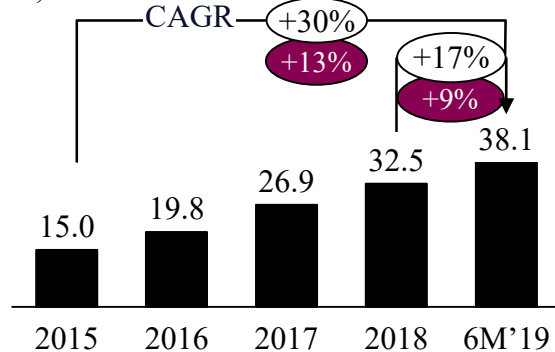
Prudent approach and low customer demand led to stable SME book...

SME Loans⁽¹⁾
TRY, bn



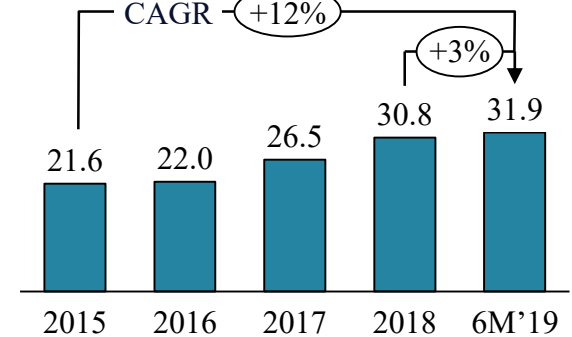
... with %17 growth in Corporate & Commercial banking in line with strategic plan

Corporate & Commercial Loans % FX rate adjusted
TRY, bn



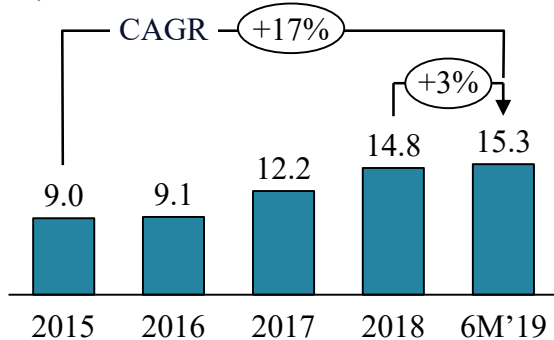
Selective growth in Retail Loans...

Retail Loans
TRY, bn



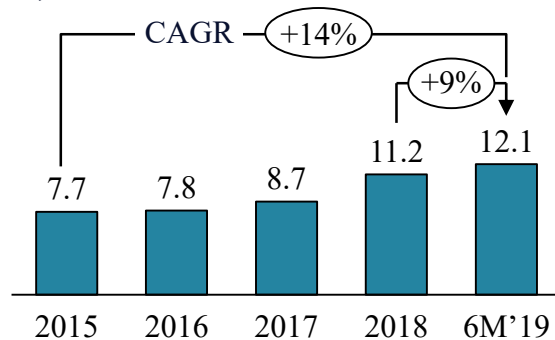
...focusing on GPLs...

General Purpose Loans⁽²⁾
TRY, bn



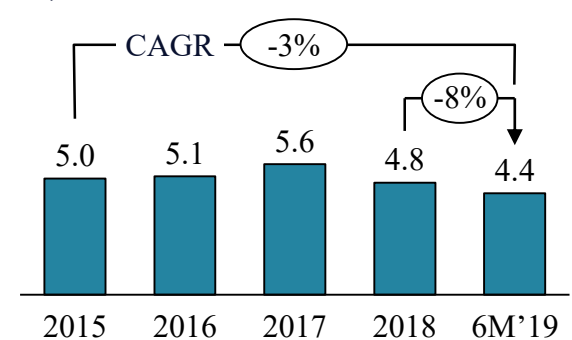
...and credit cards, which recorded above-market growth.

Credit Card Loans⁽³⁾
TRY, bn



Redemptions continued in mortgage portfolio.

Mortgage Loans
TRY, bn



⁽¹⁾ Based on BRSA segment definition

⁽²⁾ Including overdraft loans

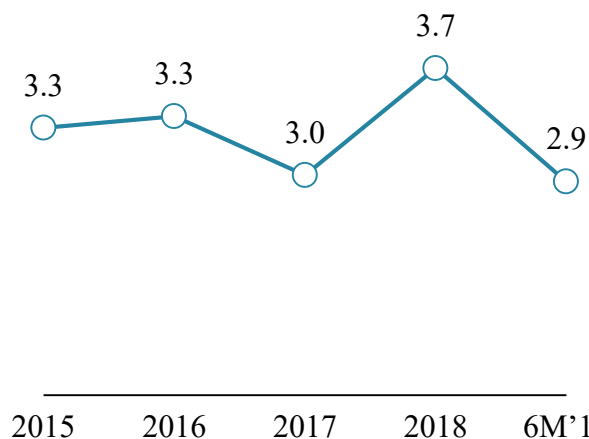
⁽³⁾ Solely represents credit cards by individuals

Well-managed asset quality with high coverage ratios

NPL additions/Average Loans back on a normal trend

NPL Additions / Average Loans

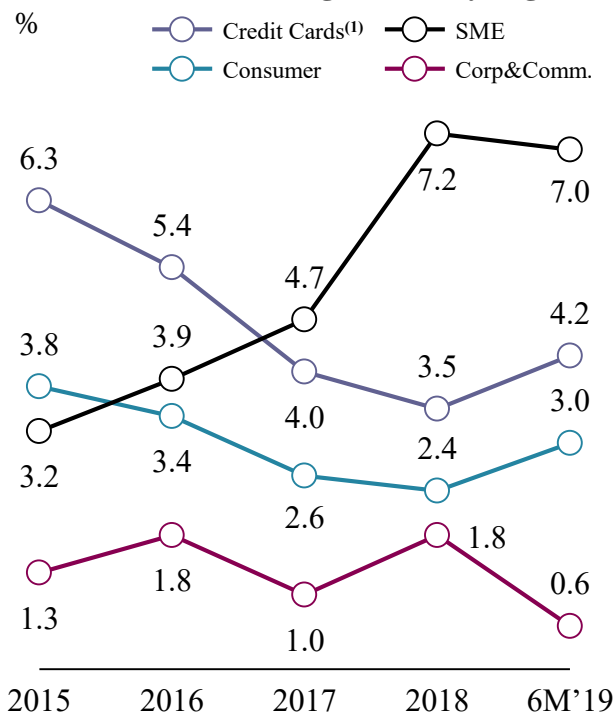
%



...thanks to improving NPL trend in Business loans, whereas NPLs slightly picked-up in Retail.

NPL Additions / Average Loans by Segment

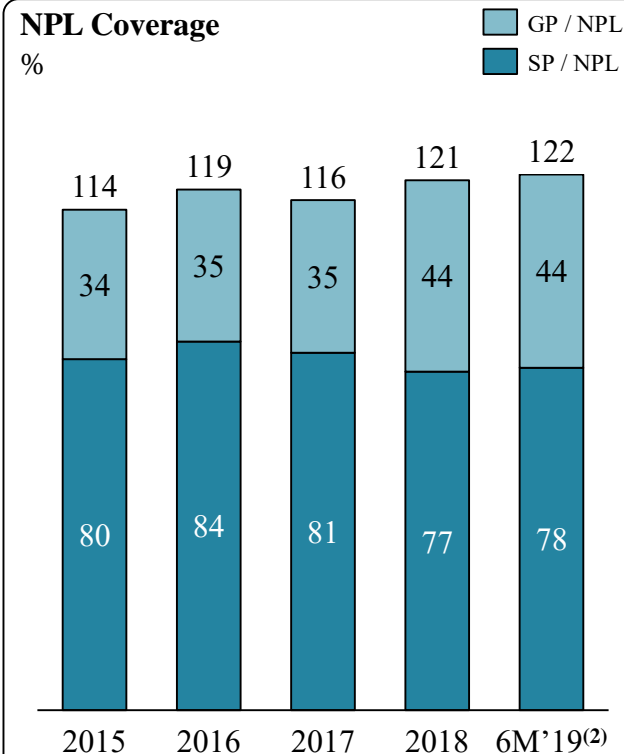
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NPLs are well-covered through general and specific provisions with coverage ratio continuing to increase in 2019.

NPL Coverage

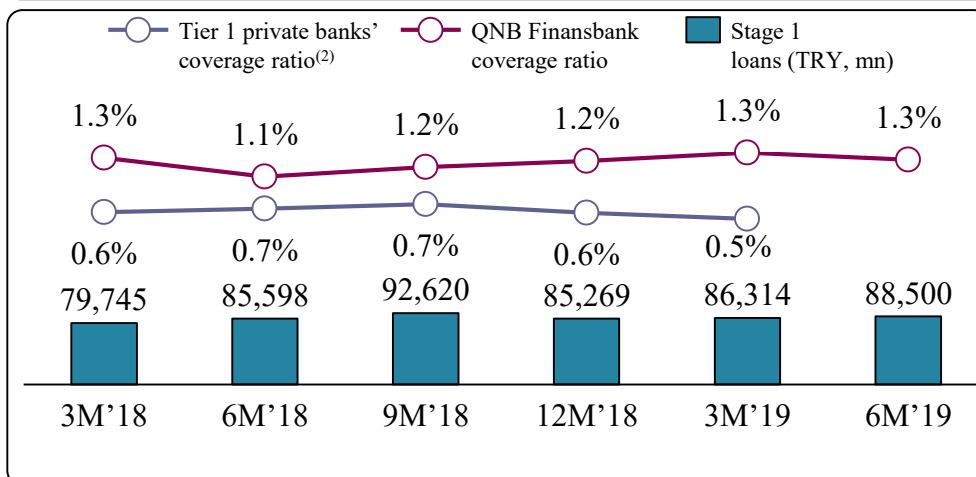
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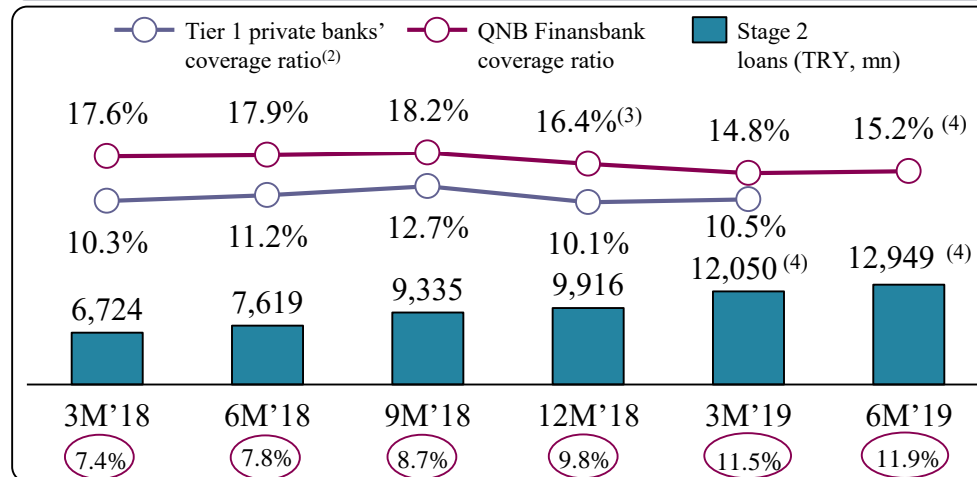
Prudent IFRS 9 staging & provisioning buffers remain intact

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

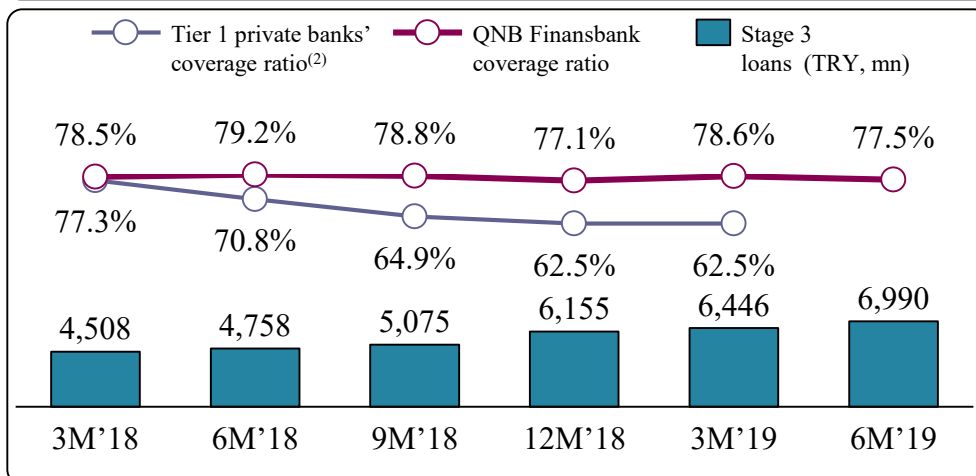
Provision coverage ratios well above our peers for Stage 1 exposures, providing a buffer for a potential deterioration



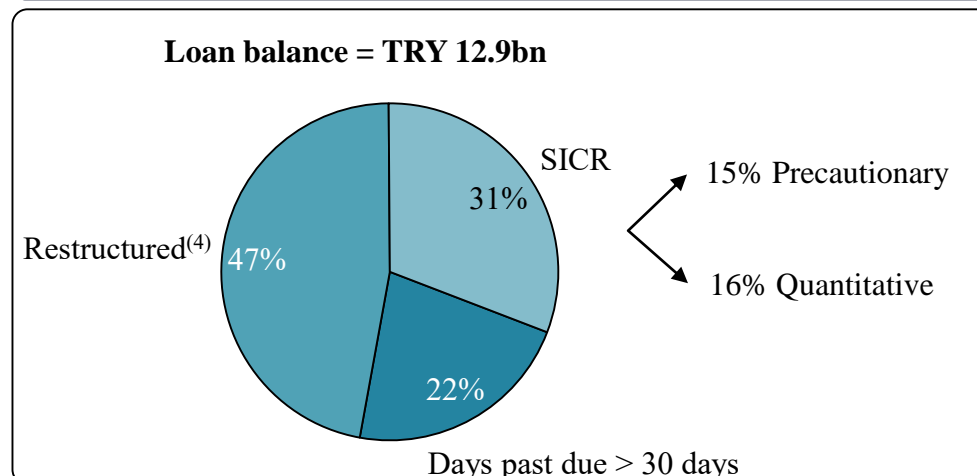
Stage 2 portfolio picked-up in Q1'19 mainly due to restructuring of a large, highly-collateralized exposure



Conservative assessment of collaterals against NPLs led to higher coverage ratios than peers, while current collection performance justifies lower coverages



Stage II composition shows that 81% of total Restructured and SICR related balance is non-delinquent



⁽¹⁾ Gross loans encompass the loans measured at FVTPL

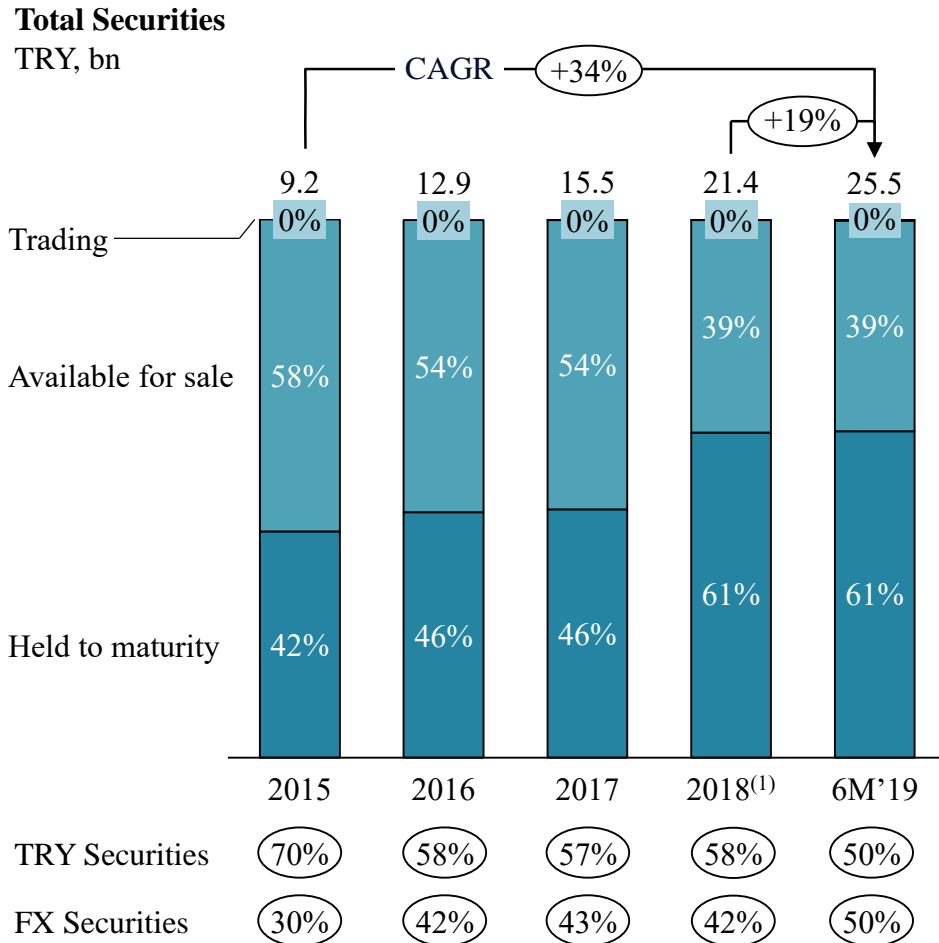
⁽²⁾ Ratio computed by dividing the sum of provisions for the relevant loan stage of individual banks by the sum of the loan balances of the related stage

⁽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

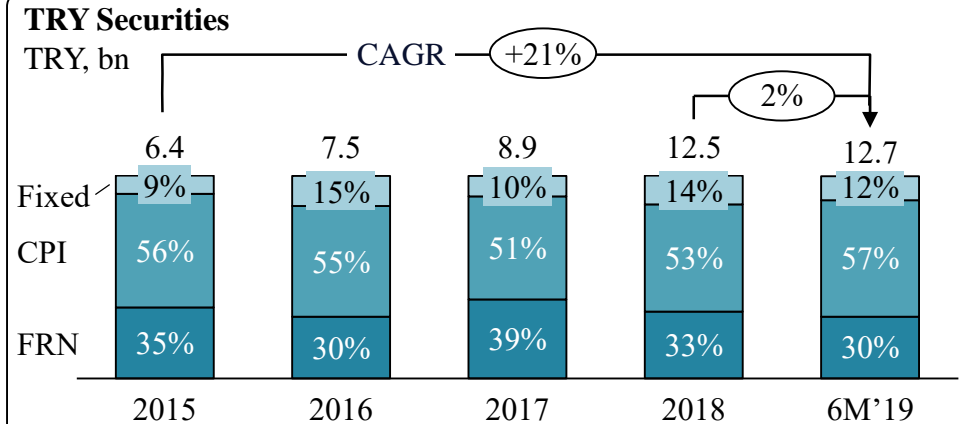
⁽⁴⁾ Restructure of a highly-collateralized file in Q1'19 led to a rise in Stage 2, a simultaneous dilution in Stage 2 coverage ratio and an increase in the share of restructured in Stage 2

Securities portfolio reached TRY 25.5 bn, accounting for 15% of assets

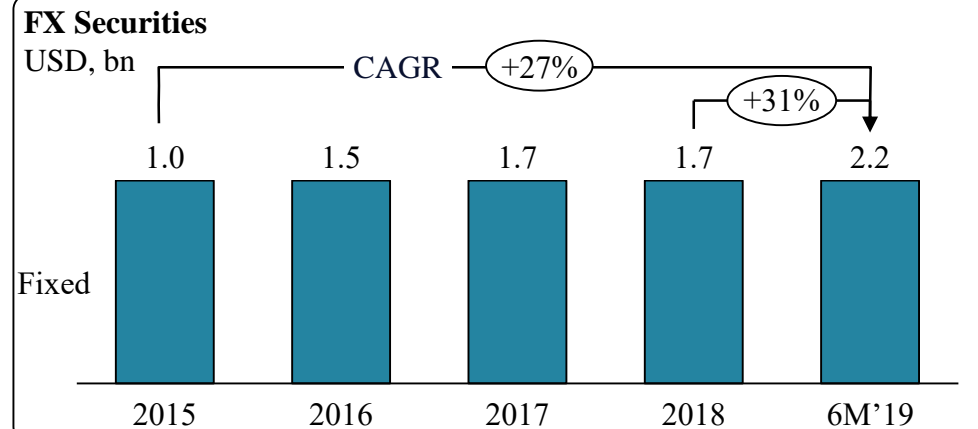
Growth in securities portfolio largely driven by FX government securities



87% of TRY securities are on an indexed variable rate



Higher FX government securities investments during tight loan demand conditions

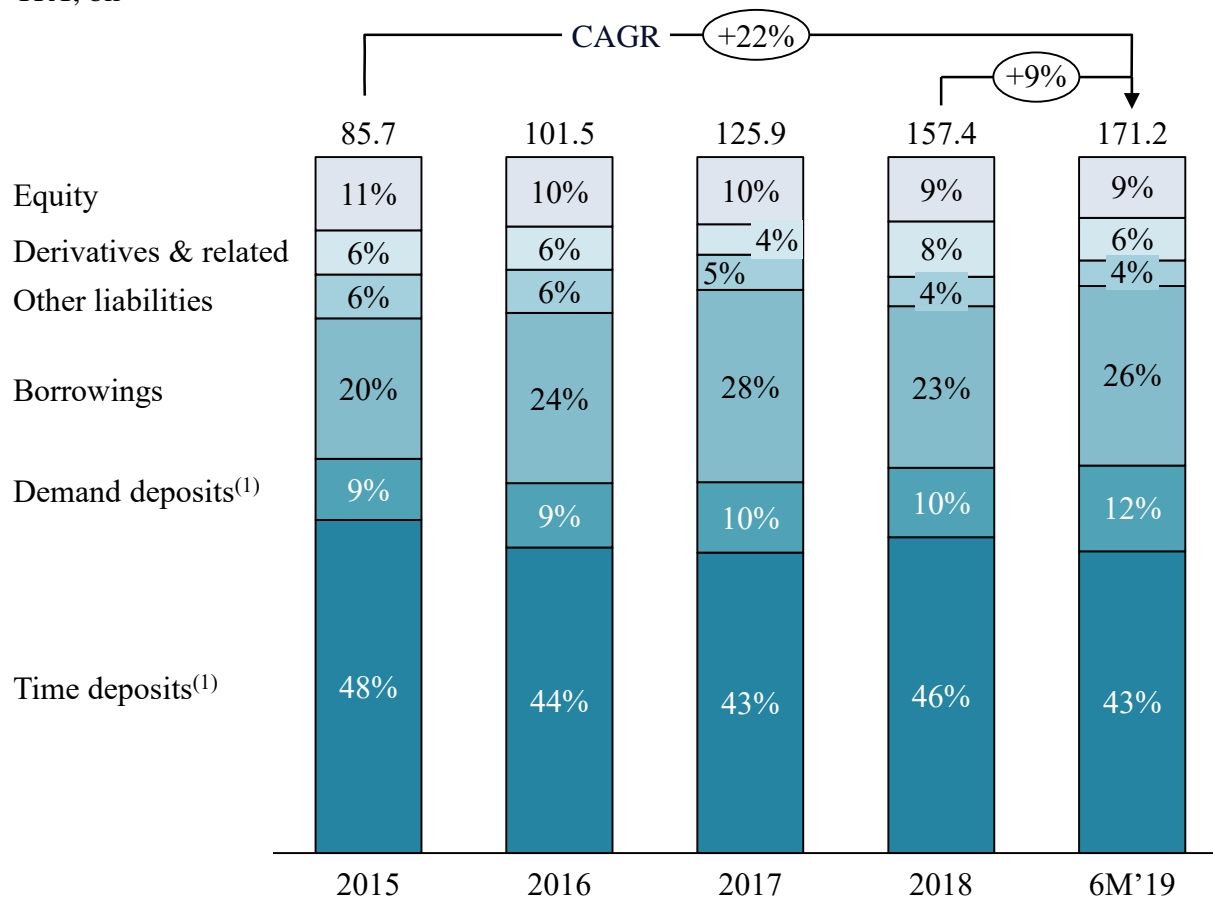


Well-diversified funding structure underpinned by solid deposit base

Use of diversified funding sources while leveraging strong wholesale funding capabilities

Total Liabilities

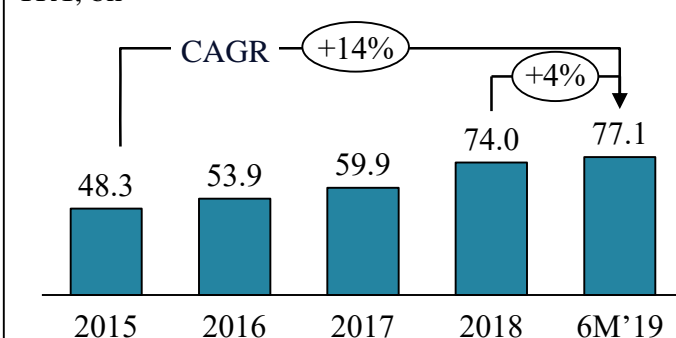
TRY, bn



TRY liabilities supported by growing client funds essentially via TRY bond issuances

TRY Liabilities

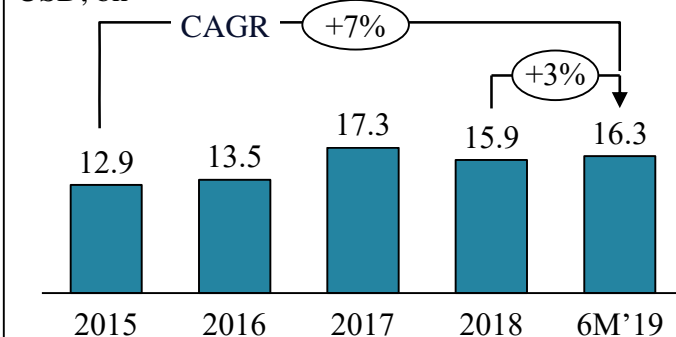
TRY, bn



Ongoing dollarization in customer deposits and a new borrowing through a club loan facility led to an increase in FX liabilities

FX Liabilities

USD, bn



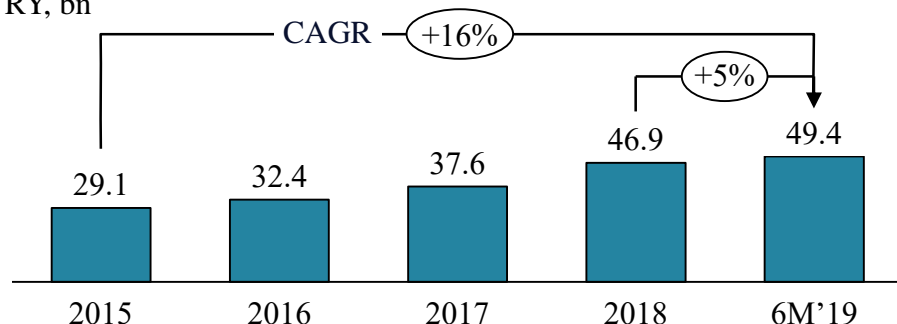
L/D ratio improves on the back of robust deposit expansion and selective loan growth

TRY customer deposits continued to grow in 2019

TRY customer deposits

(incl TRY bonds issued)

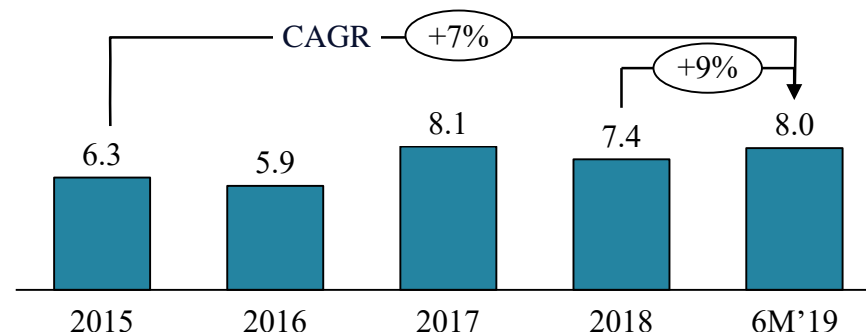
TRY, bn



FX customer deposit growth in line with market trends supported by both retail and business segments

FX customer deposits⁽¹⁾

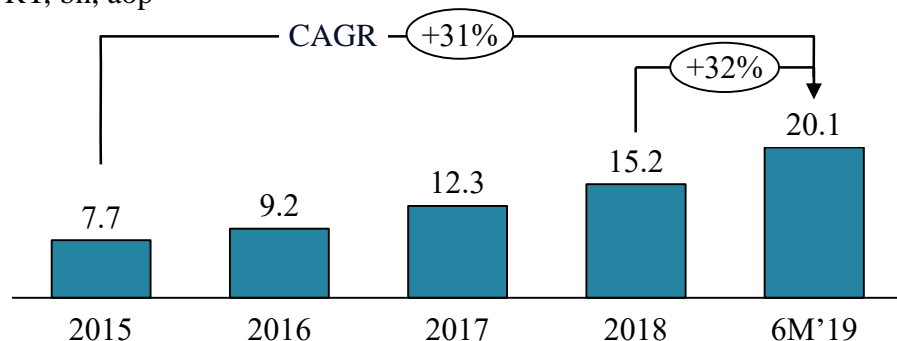
USD, bn



Sustained impressive growth in demand deposits

Customer demand deposits

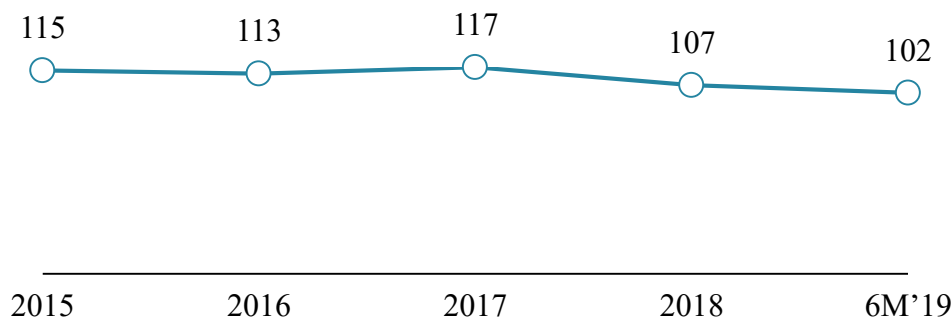
TRY, bn, aop



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

Loan-to-deposit ratio⁽²⁾

%



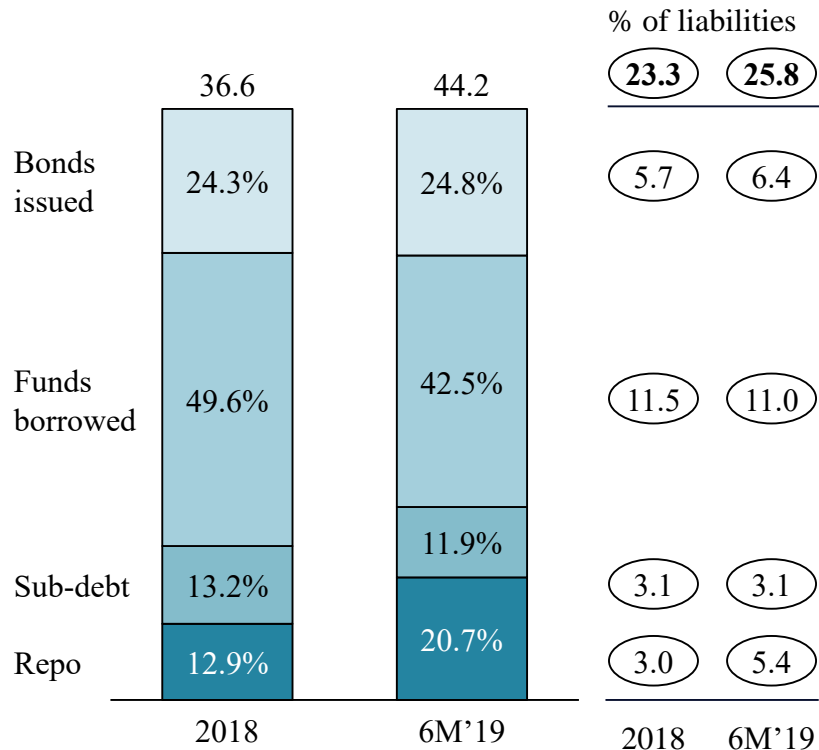
⁽¹⁾ FX deposits represent 39%, 40%, 47%, 46% and 50% of total customer deposits in 2015, 2016, 2017, 2018 and 6M'19, respectively

⁽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

Wholesale funding is channelled towards lower cost repo funding in line with creditors limit increases in that facility

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

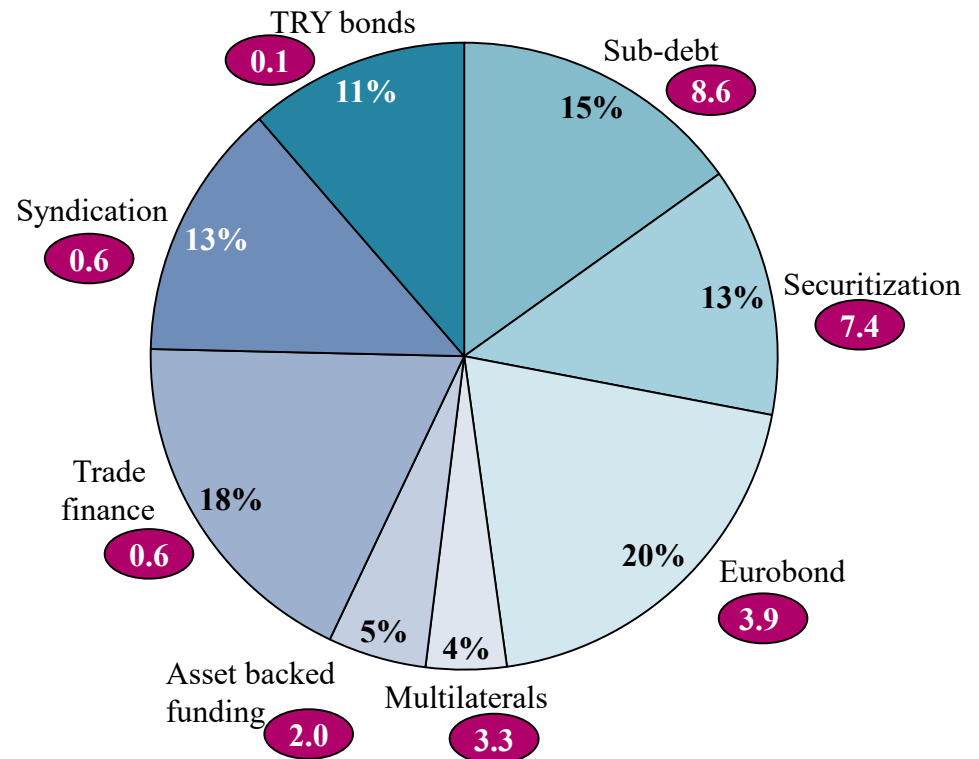


Comfortable remaining maturity profile of borrowings retained

Breakdown of borrowings except repo

100% = TRY 35.0bn

Avg. remaining maturity (yrs)

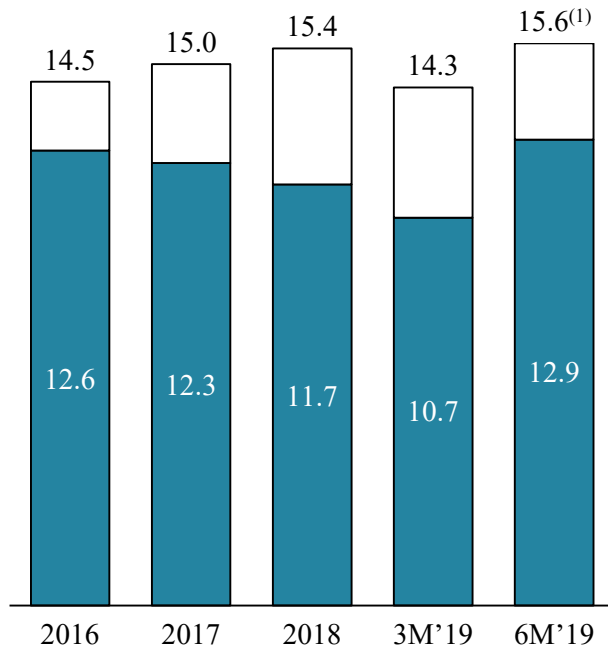


CAR remained sound and well above required levels

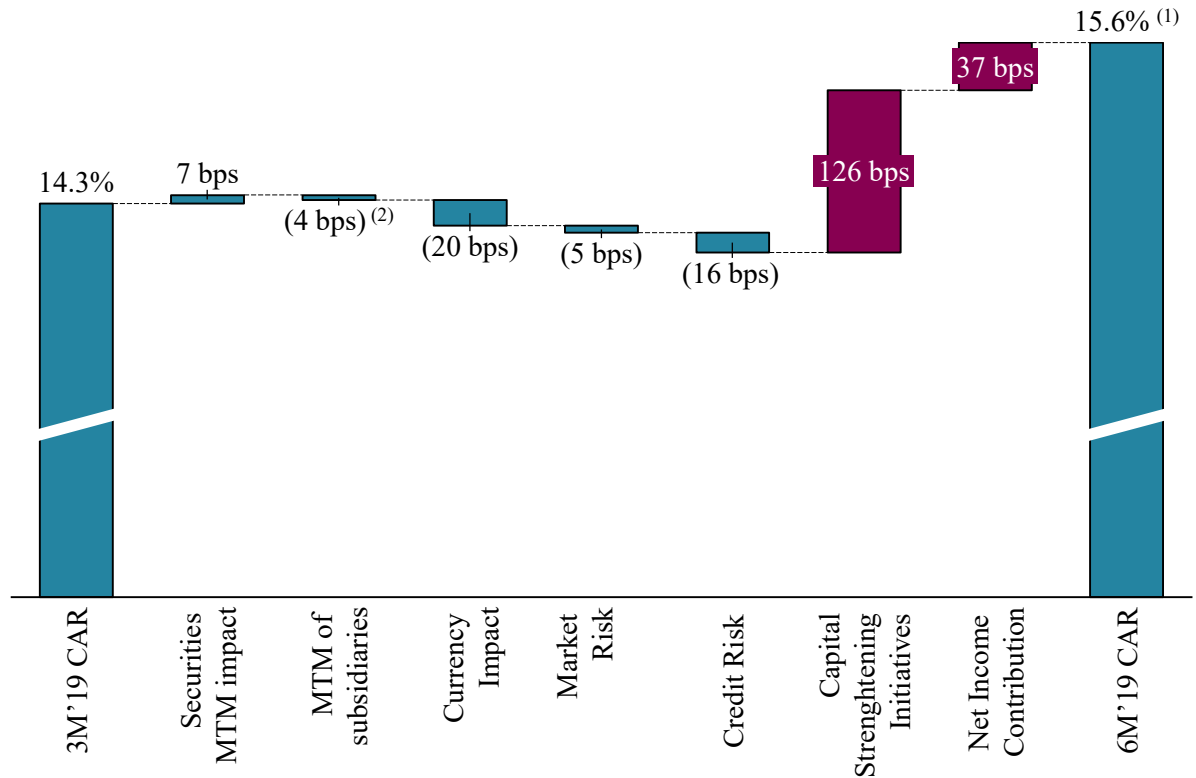
Capital strengthening initiatives taken in Q2 reinforced capital buffers, particularly for Tier1

Capital Adequacy %

Tier 1



Internal capital generation's contribution to CAR reached 37 bps QoQ



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 13.7 bn as of 6M'19
- Net change in Economic Value / Equity is constantly monitored under several scenarios
- Regulatory IRRBB ratio is at 4.6% as opposed to 20% limit; indicating a conservative interest rate position on the banking book (as of May'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 124.1% as opposed to 100% limit, whereas FX Regulatory Liquidity coverage ratio is 205.4% 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

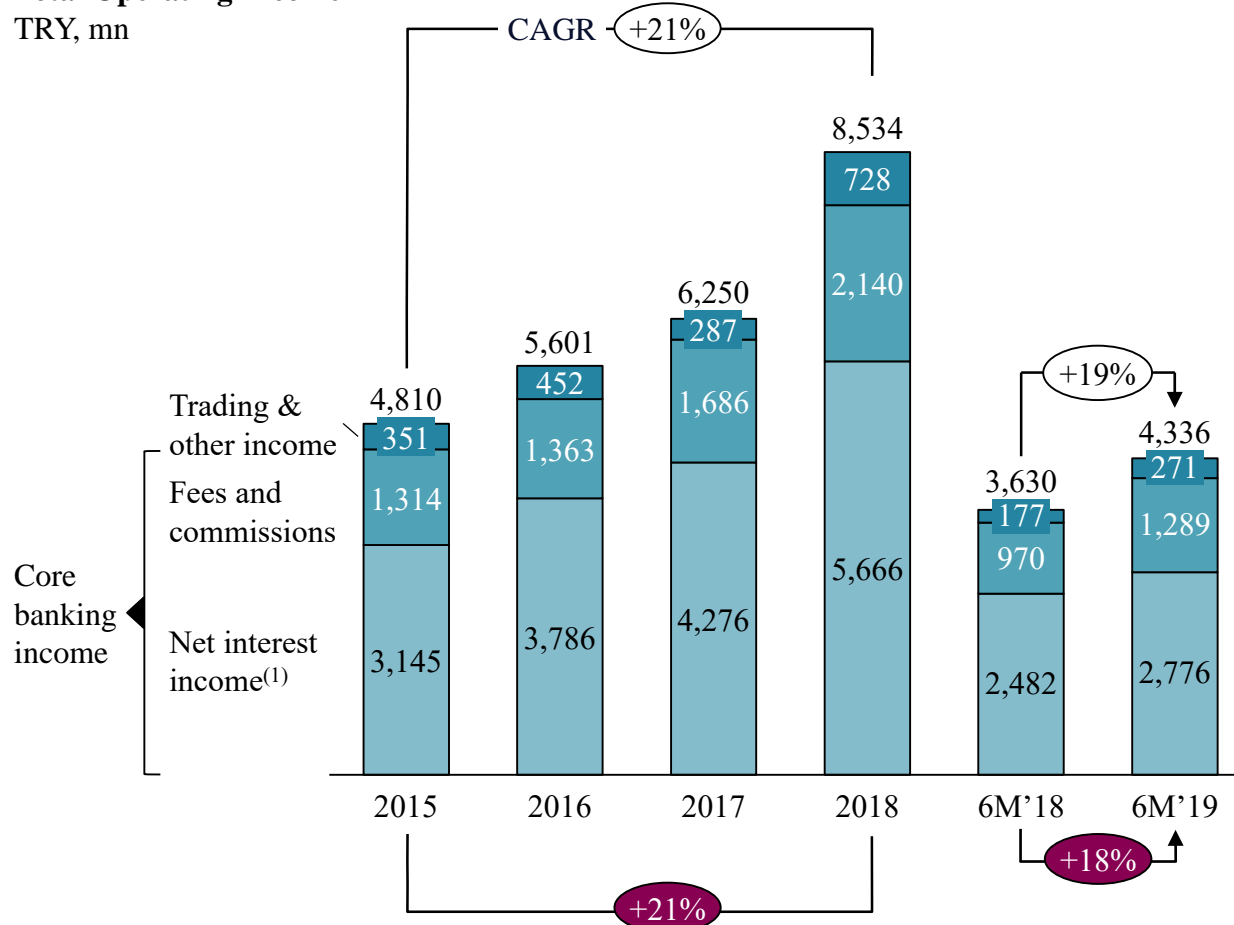
- Low trading risk appetite is reflected by the limit structure both on portfolio and product level
- Best-in-class measurement methodologies are in place with daily monitoring of all market risk metrics (VaR, sensitivities, etc.) in addition to stress tests and scenario analysis

Focus on core banking income generation

Core banking growth

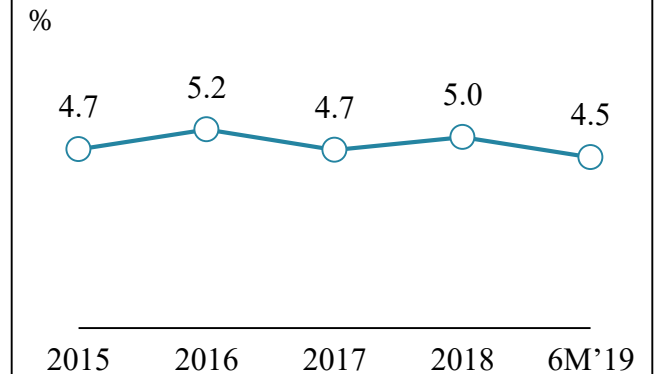
Operating income driven from core banking activities with strong YoY growth

Total Operating Income
TRY, mn



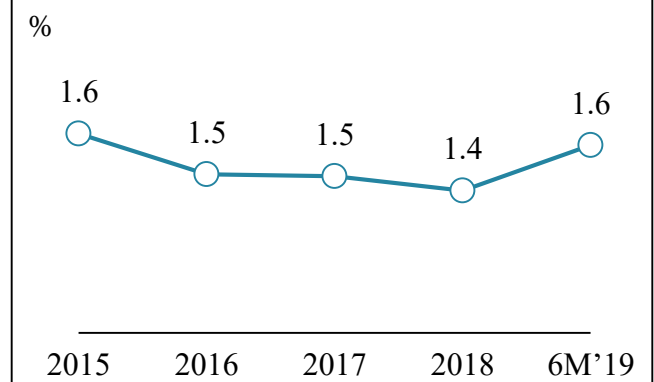
Resilient NIM despite cost of funding pressure in high interest rate environment

NIM after Swap



Improving fee generation thanks to contribution from payment systems

Fees / Assets

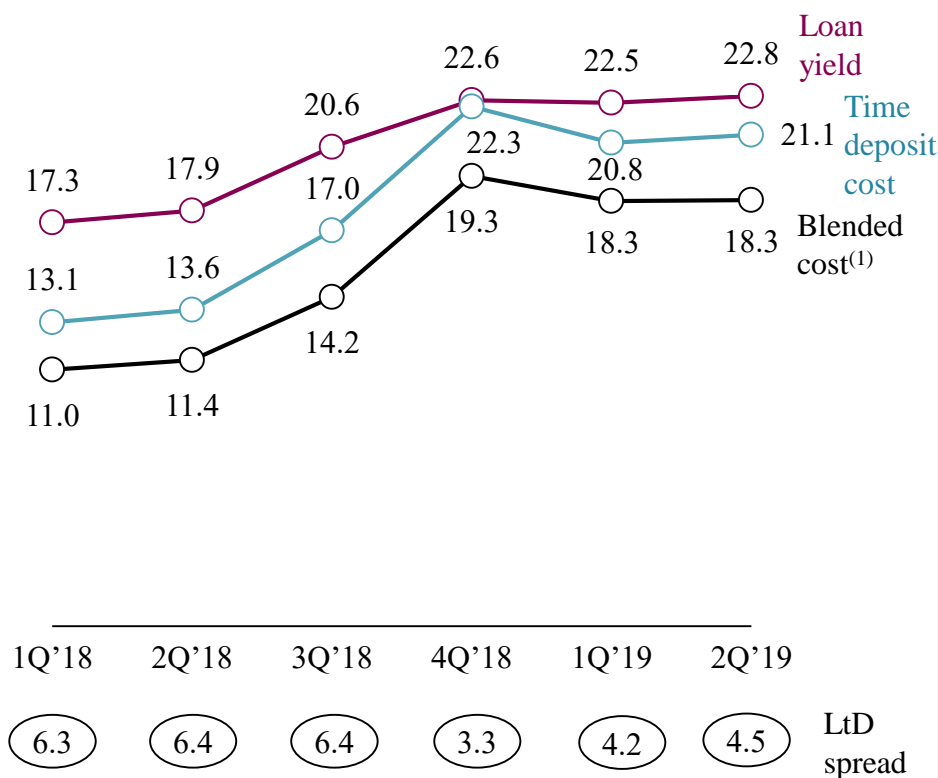


Sustained pressure on TRY spreads due to high deposit costs, while FX spreads widened with the help of repricing variable rate loans and easing deposit costs

TRY spreads under pressure with higher TRY funding costs, yet still above Q4 levels

TRY Spread

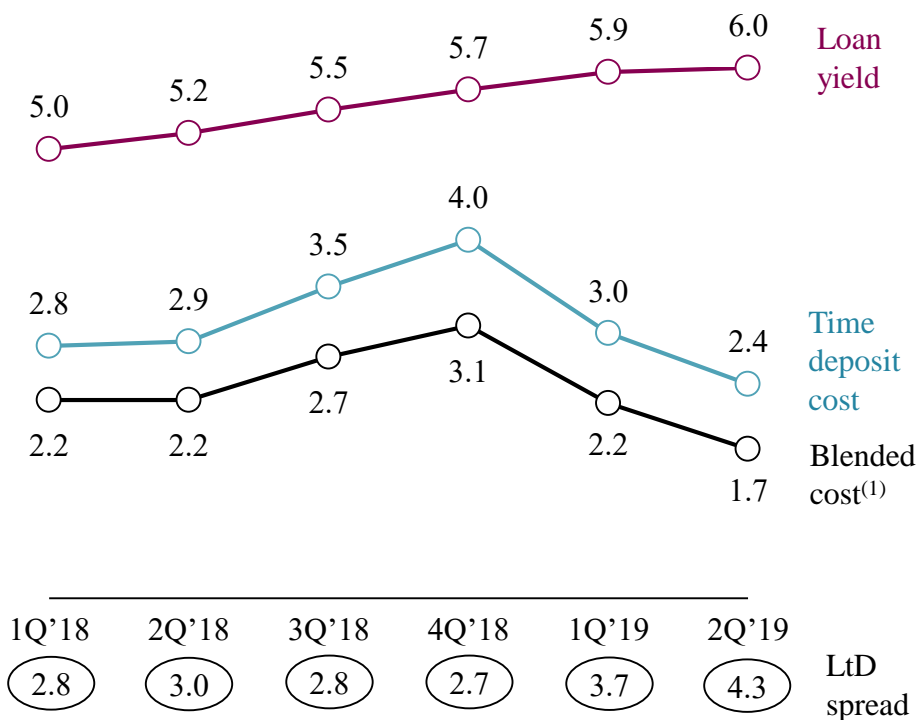
%, quarterly



Upward trend in FX spreads supported with ample FX deposit supply

FX Spread⁽²⁾

%, quarterly



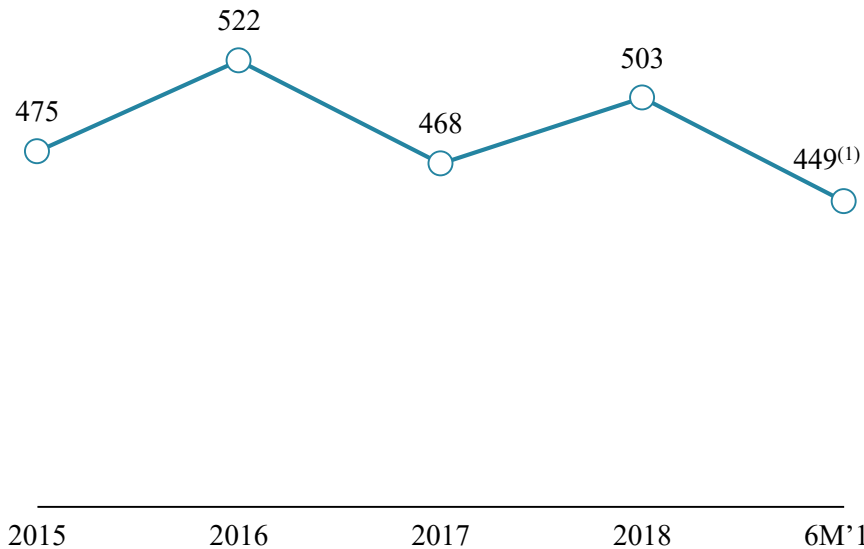
NIM slightly below long term trend due to higher TRY funding cost. However expected CBRT rate cut cycle will help NIM to normalise

NIM contracted on a YTD basis with higher TRY funding costs and lower contribution from CPI linker portfolio

Yet the trend is to reverse in the rest of the year, though the extent is to be determined by the pace of the rate cuts

Cumulative NIM after Swap

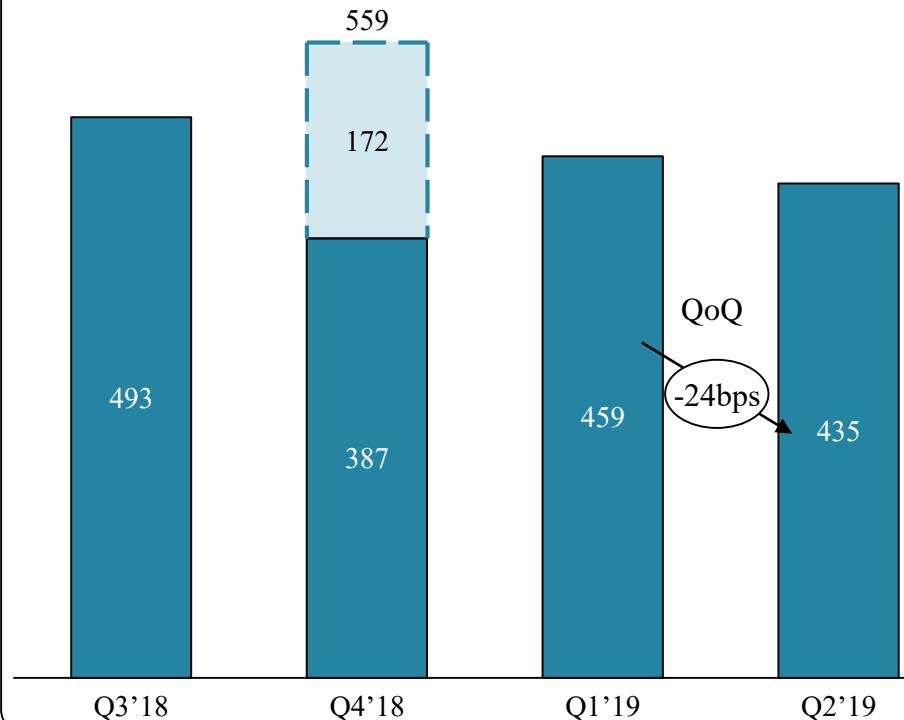
bps



Quarterly NIM after Swap

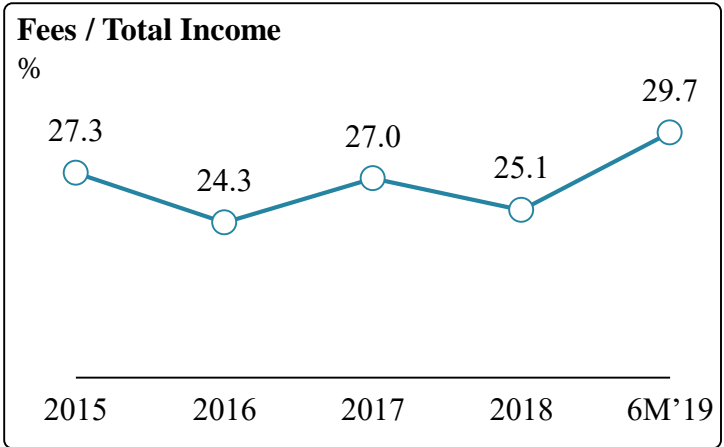
bps

Impact due to retrospective adjustment of CPI linkers

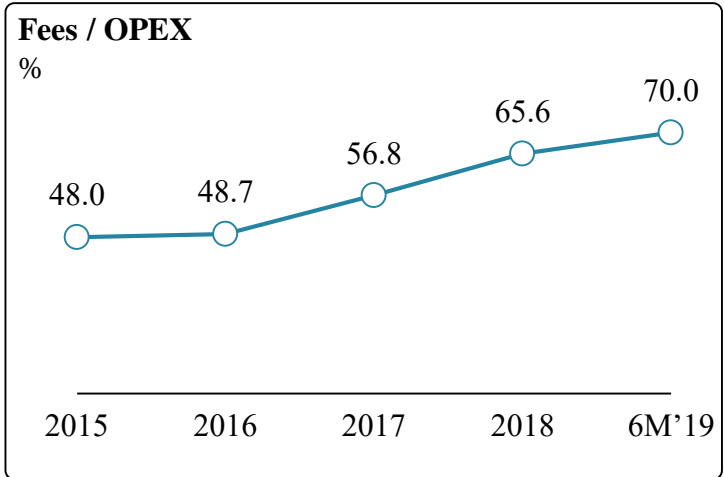


Sustained improving fee generation mainly supported by payment systems

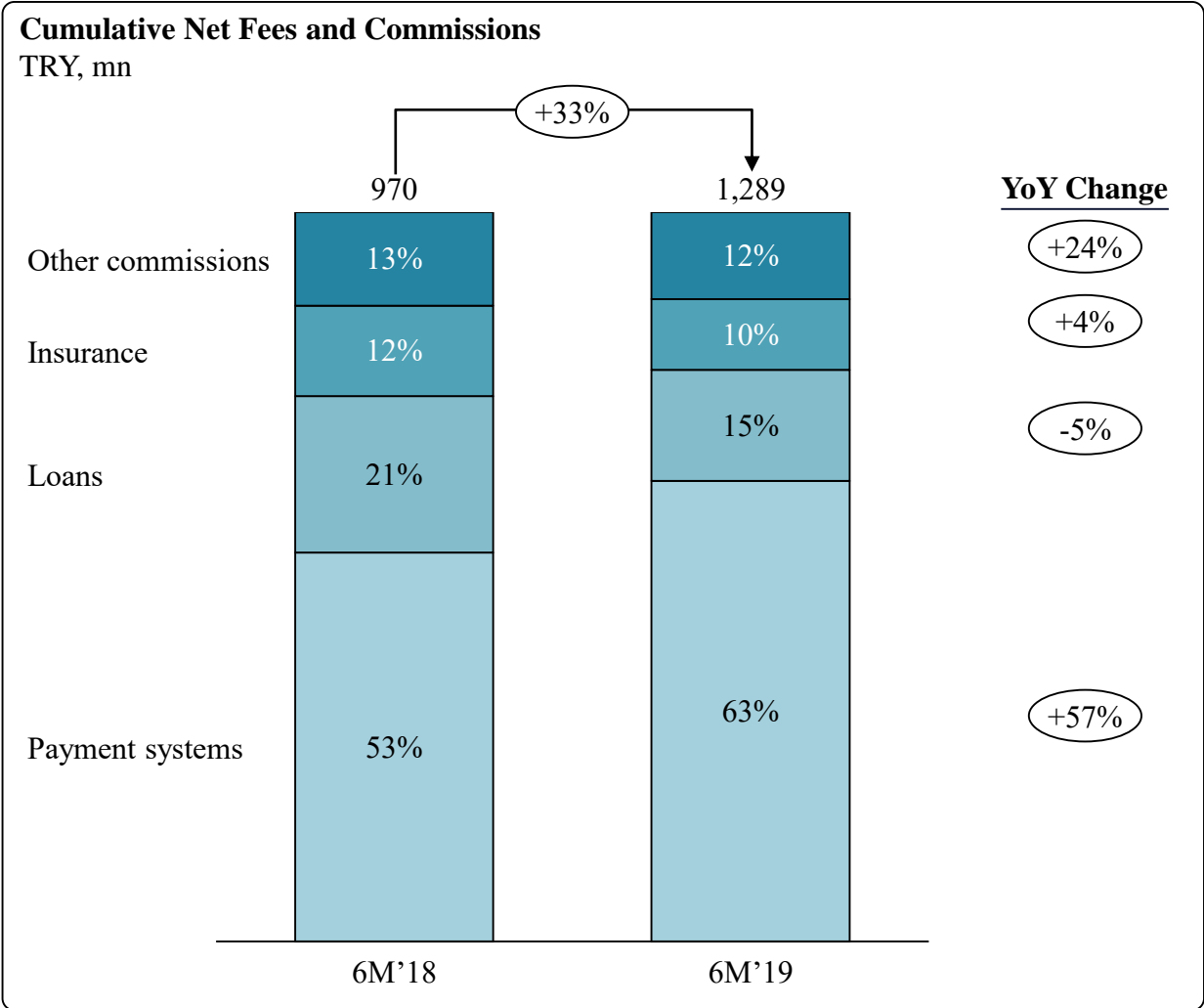
Leading contribution from fees to total income among peers



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

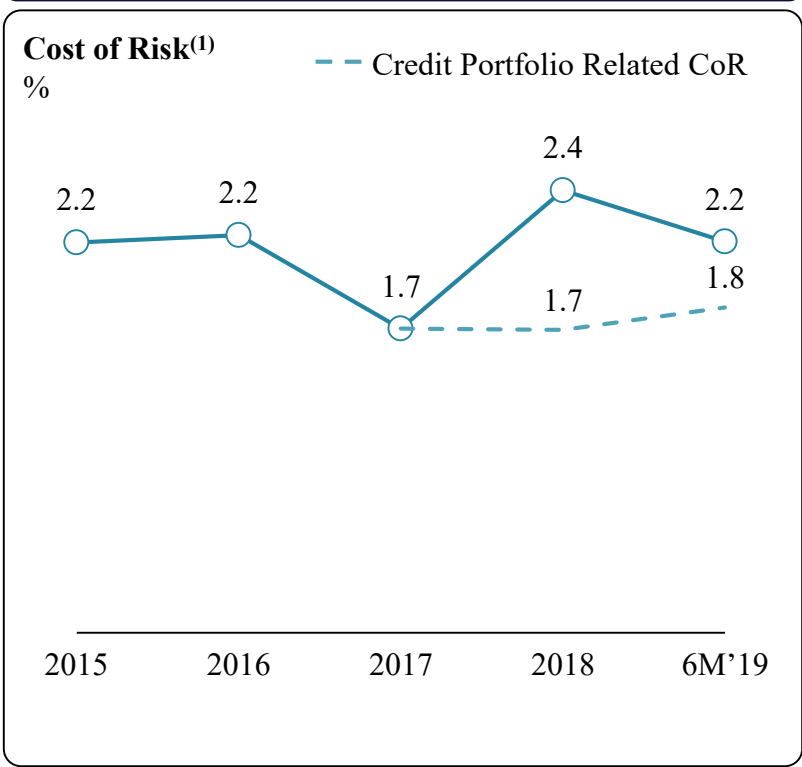


33% YoY growth in fee generation driven by strong payment systems and value added service revenues

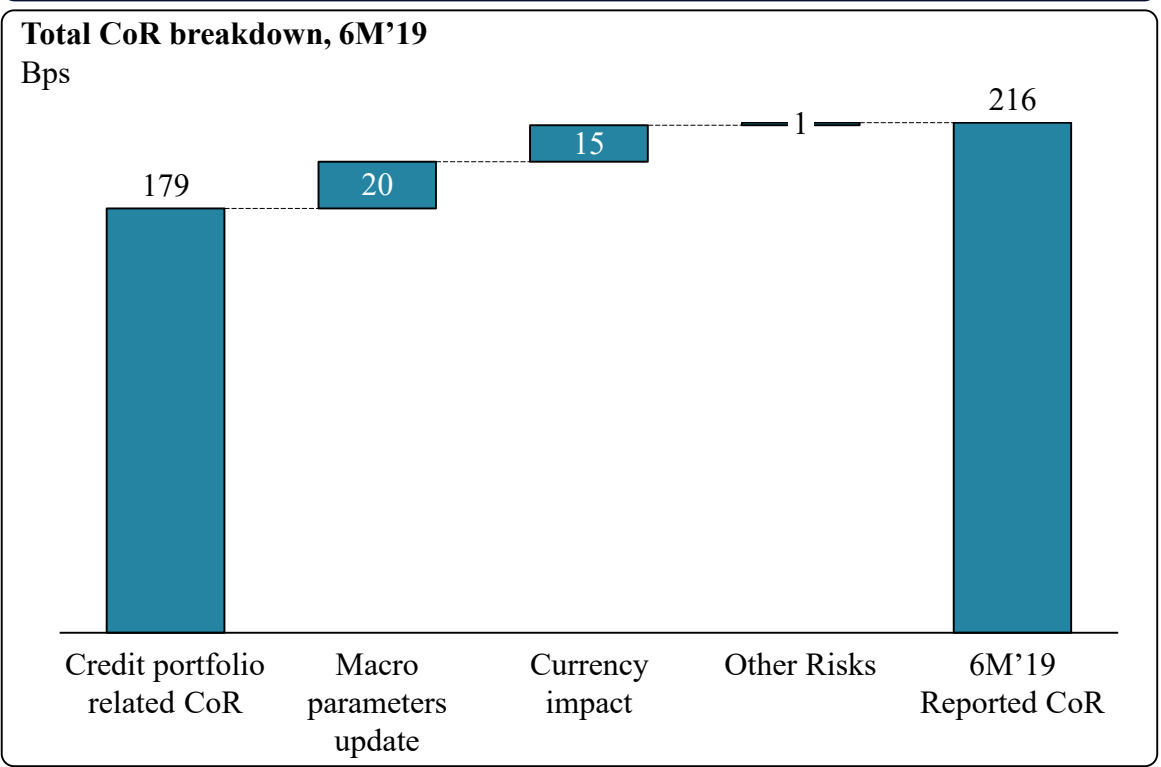


Measures taken in credit risk management paid off across the board; stable CoR excluding macro scenario update and currency impact

CoR erosion mainly stemmed from currency and macro parameters' update



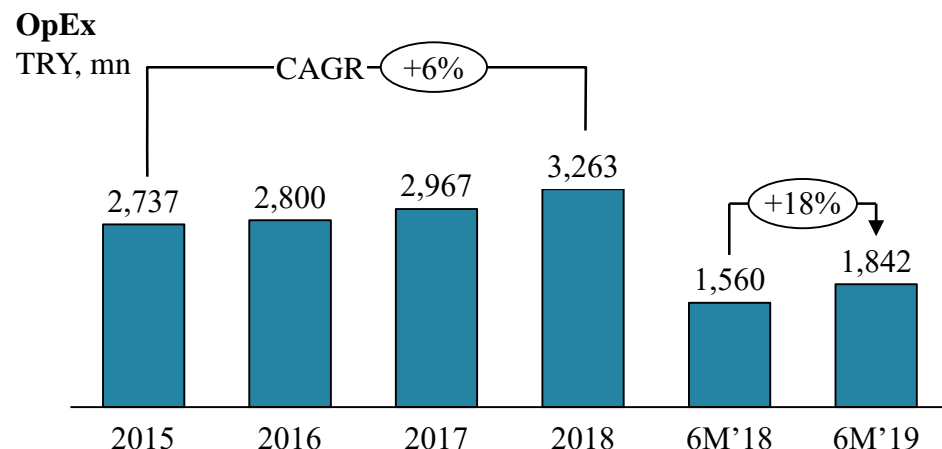
Currency and macro parameters are the main elements of CoR deterioration



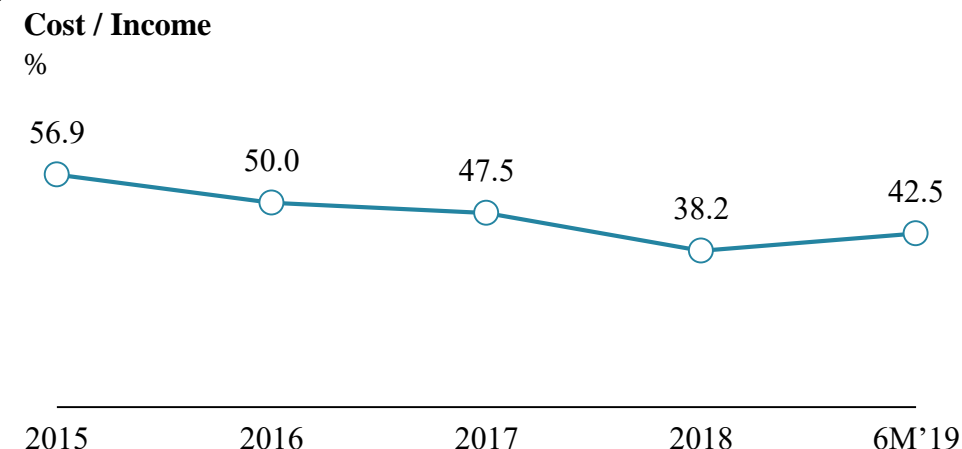
⁽¹⁾ IFRS 9 standards with regard to provisions implemented starting in January 1, 2018

Diligent focus on cost containment has led to improving efficiency metrics

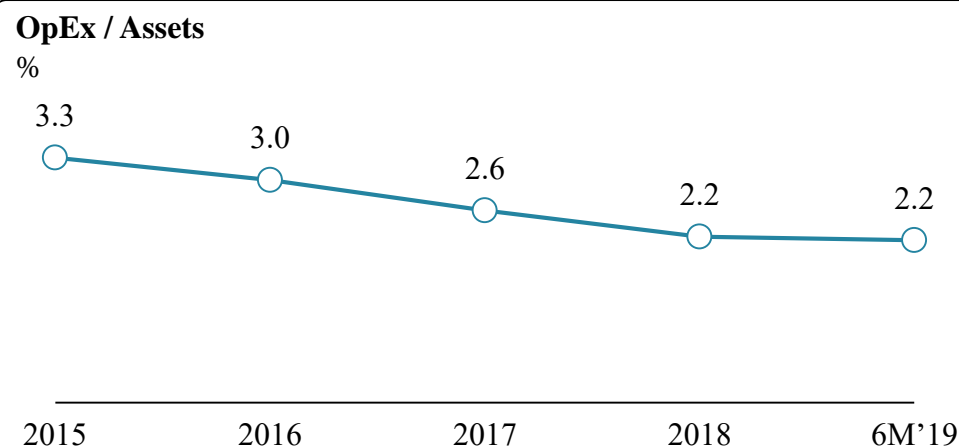
Operating expense growth sustained well below inflation...



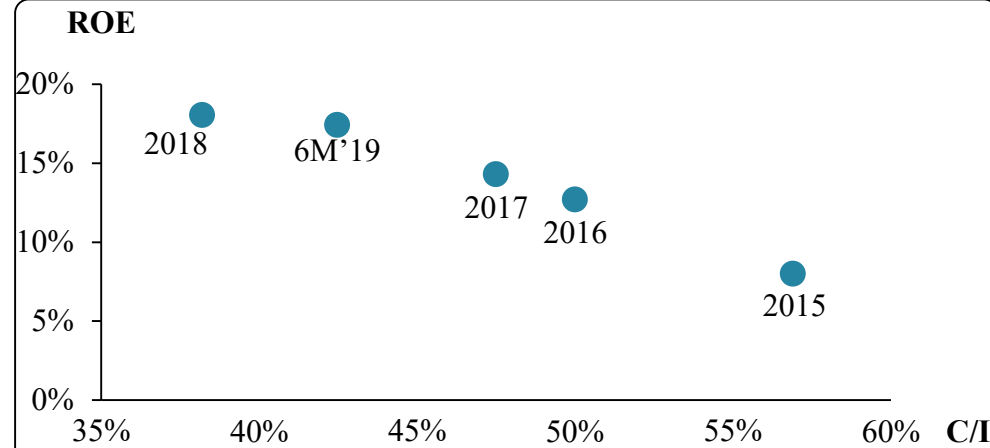
...maintaining low cost/income ratio.



Economies of scale improvement has continued.



Relatively higher efficiency levels vis a vis historical performance reflected in ROE performance



Key financial ratios

	Bank only figures	2015	2016	2017	2018 ⁽¹⁾	6M'18 ⁽¹⁾	6M'19 ⁽¹⁾	ΔYoY
Profitability	RoAE	8.0%	12.7%	14.3%	18.1%	18.0%	17.4%	-0.6pps
	RoAA	0.9%	1.3%	1.4%	1.6%	1.7%	1.6%	-0.1pps
	Cost / Income	56.9%	50.0%	47.5%	38.2%	43.0%	42.5%	-0.5pps
	NIM after swap expenses	4.7%	5.2%	4.7%	5.0%	4.7%	4.5%	-0.2pps
Liquidity	Loans / Deposits ⁽²⁾	115.1%	113.2%	116.8%	106.8%	116.7%	102.4%	-14.3pps
	LCR	88.5%	86.2%	102.7%	117.5%	118.3%	127.8%	+9.5pps
Asset quality	NPL Ratio	6.3%	5.8%	5.0%	6.1%	4.9%	6.4%	+1.5pps
	Coverage ⁽³⁾	114.6%	118.6%	116.3%	120.7%	126.8%	121.6%	-5.2pps
	Cost of Risk	2.2%	2.2%	1.7%	2.4%	1.5%	2.2%	+0.7pps
Solvency	CAR	15.4%	14.5%	15.0%	15.4%	14.9%	15.6%	+0.7pps
	Tier I Ratio	12.0%	12.6%	12.3%	11.7%	11.2%	12.9%	+1.7pps
	Liability/Equity	9.5x	10.0x	10.4x	10.8x	11.3x	11.4x	+0.1x

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, resembling a folded book corner. It consists of a dark red outer layer and a lighter red inner layer, with a white diagonal line separating them. The layers are folded over each other, creating a three-dimensional effect.

QNB Finansbank BRSA Bank-Only Summary Financials⁽¹⁾

Income Statement

TRY, mn	2015	2016	2017	2018	6M'18	6M'19	ΔYoY
Net Interest Income (After Swap Expenses)	3,145	3,786	4,276	5,666	2,482	2,776	12%
Net Fees & Commissions Income	1,314	1,363	1,686	2,140	970	1,289	33%
Trading & Other Income	351	452	287	728	177	271	53%
Total Operating Income	4,810	5,600	6,250	8,534	3,630	4,336	19%
Operating Expenses	(2,737)	(2,800)	(2,967)	(3,263)	(1,560)	(1,842)	18%
Net Operating Income	2,073	2,800	3,282	5,270	2,069	2,495	21%
Provisions	(1,170)	(1,316)	(1,233)	(2,212)	(636)	(1,037)	63%
Profit Before Tax	903	1,484	2,049	3,059	1,433	1,457	2%
Tax Expenses	(197)	(280)	(446)	(649)	(300)	(178)	-41%
Profit After Tax	706	1,203	1,603	2,410	1,133	1,280	13%

Balance Sheet

TRY, mn	2015	2016	2017	2018	6M'19	ΔYtD
Cash & Banks ⁽²⁾	10,313	14,925	17,291	19,808	24,844	25%
Securities	9,197	12,950	15,543	21,368	25,508	19%
Net Loans	57,273	62,923	82,683	94,018	100,063	6%
Fixed Asset and Investments ⁽³⁾	2,283	2,912	3,168	4,558	4,708	3%
Other Assets	6,661	7,792	7,172	17,664	16,081	-9%
Total Assets	85,727	101,503	125,857	157,416	171,203	9%
Deposits	48,566	53,939	67,032	87,090	95,274	9%
Customer Deposits	47,009	51,966	65,297	83,413	91,695	10%
Bank Deposits	1,557	1,973	1,735	3,678	3,579	-3%
Borrowings	17,278	24,821	34,798	36,602	44,180	21%
Bonds Issued	4,336	4,312	7,914	8,904	10,961	23%
Funds Borrowed	5,640	10,758	16,883	18,166	18,784	3%
Sub-debt	2,662	3,236	3,511	4,816	5,274	10%
Repo	4,639	6,515	6,490	4,715	9,162	94%
Other	10,860	12,617	11,872	19,152	16,772	-12%
Equity	9,024	10,126	12,155	14,572	14,977	3%
Total Liabilities & Equity	85,727	101,503	125,857	157,416	171,203	9%

QNB Finansbank BRSA Consolidated Summary Financials⁽¹⁾

Income Statement

TRY, mn	2015	2016	2017	2018	6M'18	6M'19	ΔYoY
Net Interest Income (After Swap Expenses)	3,272	3,962	4,441	5,861	2,566	2,884	12%
Net Fees & Commissions Income	1,387	1,445	1,783	2,252	1,033	1,343	30%
Trading & Other Income	307	455	413	920	260	366	41%
Total Operating Income	4,966	5,862	6,636	9,033	3,859	4,593	19%
Operating Expenses	(2,874)	(2,938)	(3,126)	(3,445)	(1,652)	(1,948)	18%
Net Operating Income	2,092	2,923	3,510	5,588	2,208	2,645	20%
Provisions	(1,207)	(1,390)	(1,269)	(2,317)	(637)	(1,050)	65%
Profit Before Tax	884	1,533	2,241	3,271	1,570	1,595	2%
Tax Expenses	(204)	(295)	(469)	(698)	(333)	(214)	-36%
Profit After Tax	680	1,238	1,772	2,573	1,237	1,381	12%

Balance Sheet

TRY, mn	2015	2016	2017	2018	6M'19	ΔYtD
Cash & Banks ⁽²⁾	10,403	15,084	17,424	20,226	25,193	25%
Securities	9,254	12,983	15,608	21,387	25,558	20%
Net Loans ⁽³⁾	58,865	65,452	88,286	100,377	106,557	6%
Fixed Assets & Investments	3,467	2,243	2,427	3,467	3,875	12%
Other Assets	6,060	8,564	7,450	18,045	16,383	-9%
Total Assets	88,049	104,326	131,195	163,500	177,564	9%
Deposits	48,311	53,865	66,934	86,826	95,074	9%
Customer Deposits	46,755	51,892	65,198	83,149	91,495	10%
Bank Deposits	1,557	1,973	1,735	3,678	3,579	-3%
Borrowings	19,364	27,351	39,530	42,552	49,893	17%
Bonds Issued	5,827	6,332	10,398	11,850	13,473	14%
Funds Borrowed	6,066	11,164	18,622	20,552	21,857	6%
Sub-debt	2,662	3,236	3,511	4,816	5,274	10%
Repo	4,809	6,620	7,000	5,334	9,288	74%
Other	10,968	12,806	12,302	19,518	17,223	-12%
Equity	9,405	10,304	12,428	14,603	15,375	5%
Total Liability & Equity	88,049	104,326	131,195	163,500	177,564	9%

Board of Directors

Name	Position	Background
Dr. Ömer A. Aras	Chairman and QNB Finansbank Group CEO	Founding member of Finansbank Former CEO of Finansbank for 6 years
Sinan Şahinbaş	Vice Chairman	Former CEO of Finansbank for 7 years Previously worked at Treasury, Corp. Banking and Risk Mgmt. departments of Finansbank
Yousef Mahmoud H N Al-Neama	Member of the BoD	Acting Executive General Manager - Group Chief Business Officer Previously worked at Group Corp.& , Institutional Banking & International Banking of QNB and Doha Bank
Adel Ali M A Al-Malki	Member of the BoD	General Manager -Group Information Technology Previously worked at Development and User Services, E-Business & System Analyst of QNB
Ramzi Talat A Mari	Member of the BoD and Member of the Audit Committee	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	QNB 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	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	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	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	Former Vice President of BRSA Experience at Vakıfbank, Emlakbank, Treasury, Public Oversight Institution
Temel Güzeloglu	Member of the BoD and QNB Finansbank CEO	Former EVP of Retail Banking and Strategy Experience at Unilever, Citibank, McKinsey & Co.

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