

# H1 2008 Earnings Presentation

BRSA Bank Only



## Halkbank in Numbers

### 70 years

70 years experience in Cooperative and SME loans and a wide customer database are Halkbank's major competitive strengths.

### 590 branches

Halkbank is one of the four banks that have at least one branch in every province. Together with newly opened 22 branches since the beginning of 2008, total domestic branches reached to 590.

### 11,556 employees

Halkbank has 11,556 employees with high level of professional knowledge and skills. The Bank continues to hire new staff enabling itself to further service quality and efficiency.

### 6.3 million

Halkbank serves 6.3 million customers over its well-developed IT system. The Bank adopts a customer-focused and high-quality approach in its services.

### 65%

Halkbank has strong presence in Anatolia. 65% of total loans are granted to areas out of the three big cities-Istanbul, Izmir and Ankara

### 80%

The Bank's main sources of funds for its lending and investment activities are customer deposits. 80% of total assets are funded by deposits.

## Highlights

In H1 2008, Halkbank achieved a strong growth that once again surpassed the sectoral averages.

**TRY 46.0 billion**

Total assets increased by 14.4% in H1 2008 and reached TRY 46.0 bn.

**25%**

With a rise of 25% ytd, Halkbank's loan portfolio maintained its growth trend and reached TRY 22.6 bn.

**19.7%**

Halkbank's total deposits rose by 19.7% ytd and reached TRY 36.9 bn.

**TRY 1,057 million**

Net interest income was up by 26.3% yoy and was recorded TRY 1,057 mn that yielded in a net interest margin of 5.2%.

**TRY 181 million**

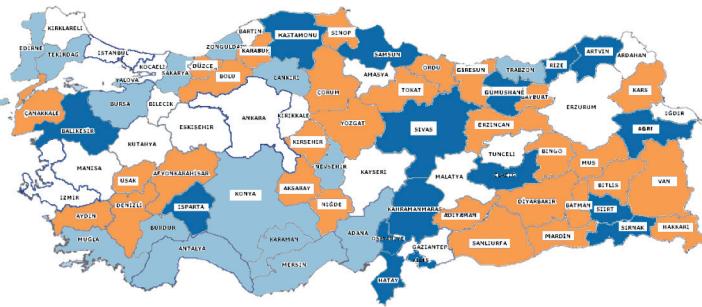
Net fee and commissions reached TRY 181 mn, up by 34.8% yoy.

**TRY 642 million**

Net Profit grew by 19.9% yoy and reached TRY 642 mn.

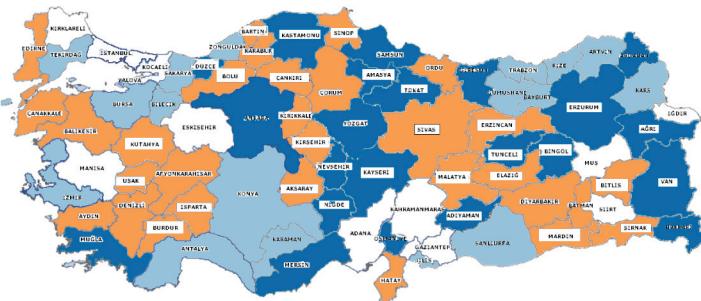
## Halkbank: A Bank of Choice

## Loans



-  #1 in 30 provinces
  -  #2 in 16 provinces
  -  #3 in 16 provinces
  -  not ranked in the first three

## Deposits



- #1 in 30 provinces
  - #2 in 23 provinces
  - #3 in 17 provinces
  - not ranked in the first three

**Halkbank ranks as number one in terms of loan volume and deposits in 30 provinces among listed banks.**

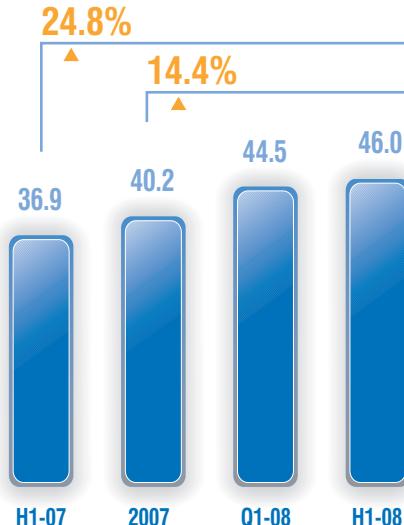
Source: 31.03.2008 BRSA

## Changing Asset Mix

### ASSET GROWTH

**YTD 14.4% YoY 24.8%**

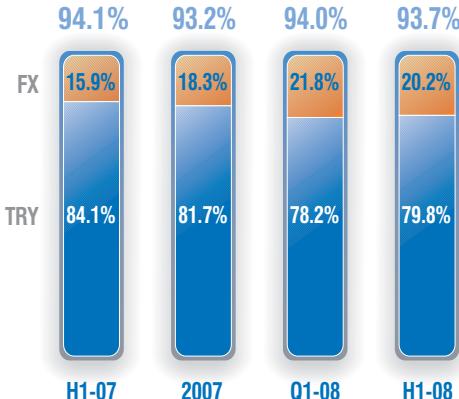
Total Asset Growth (TRY billion)



### IEA

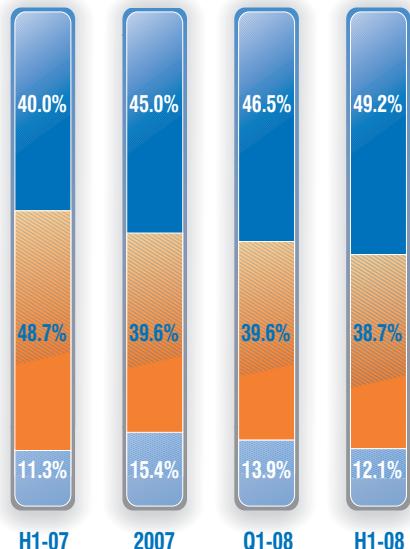
**93.7%**

Composition of IEAs <sup>(a)</sup>



Asset Mix (%)

- Loans
- Securities
- Other Assets



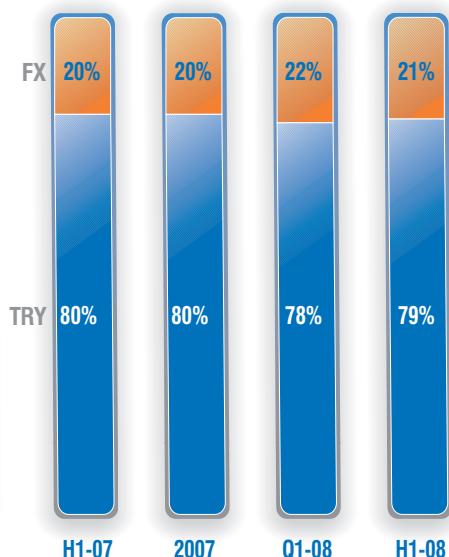
(a) Including interest accruals and excluding fund loans

## Securities Portfolio

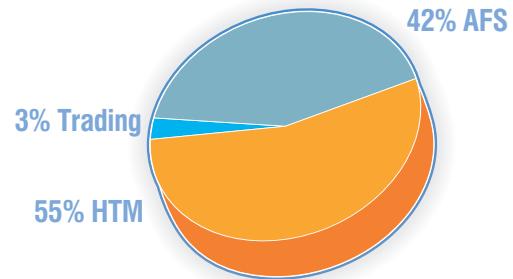
**Total Securities Portfolio  
(TRY billion)**



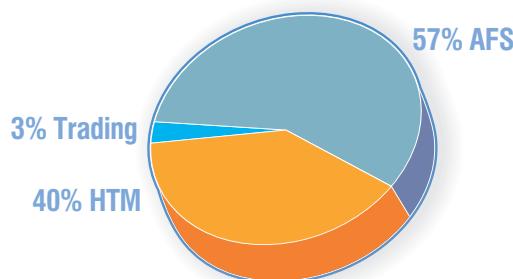
**Total Securities by Currency<sup>(a)</sup> (b)  
(%)**



**Total Securities Composition  
(H1 07)**



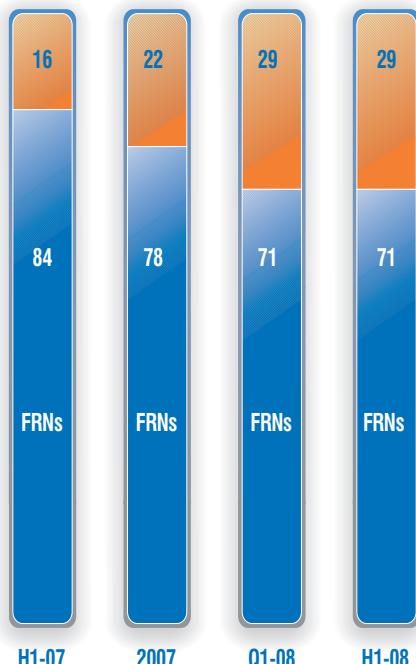
**Total Securities Composition  
(H1 08)**



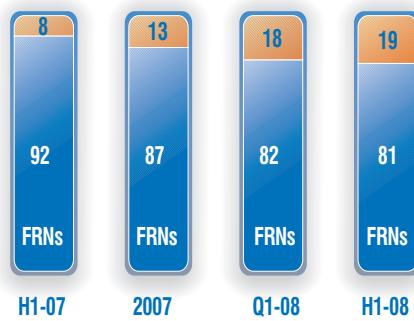
(a) FX indexed securities are booked as foreign currency. (b) Excluding interest accruals.

## Securities Portfolio <sup>(a)</sup>-Interest Structure

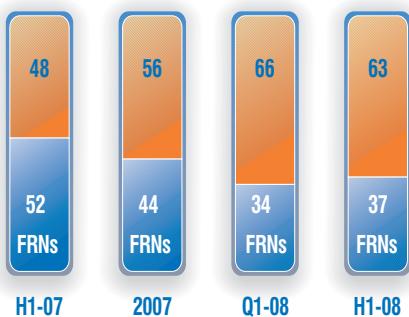
Total Securities Portfolio (%)



TRY Securities Portfolio (%)



FX Securities Portfolio (%)



Duration of Securities (H1 2008)

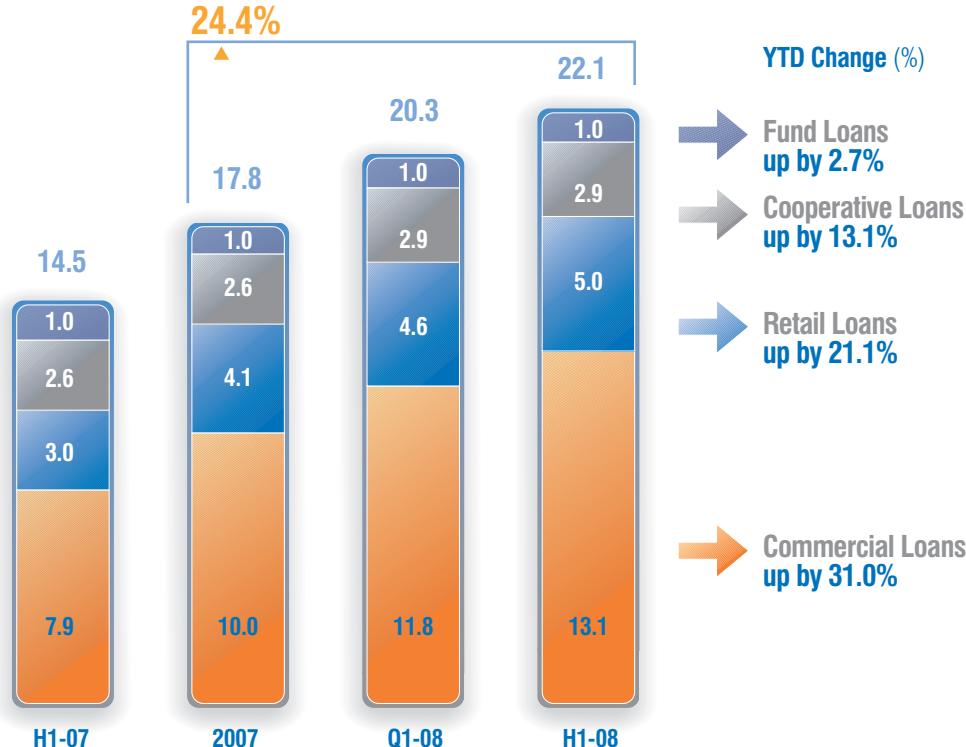
(Year)	TRY	FX	Total
Trading	1.3	5.2	1.8
AFS	2.2	4.6	2.6
HTM	2.2	0.7	2.1
<b>Total Portfolio</b>	<b>2.2</b>	<b>3.3</b>	<b>2.3</b>

(a) Excluding interest accruals.

## Strong Loan Portfolio Growth <sup>(a)</sup> (TRY billion)

 **HALKBANK**  
24.4%

 **SECTOR**  
20.2% <sup>(b)</sup>



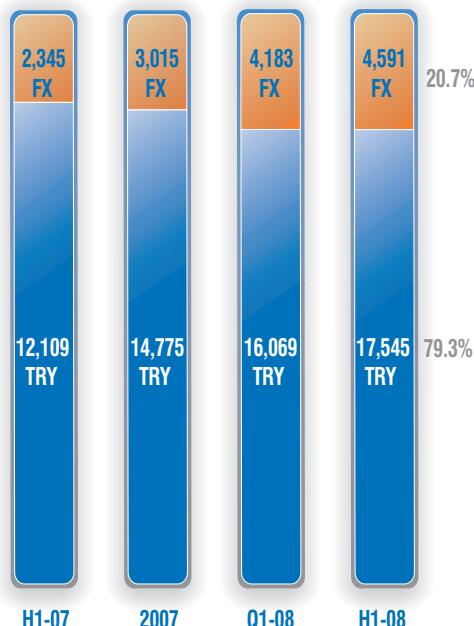
**Market Share (%)**

5.8 → 6.2 → 6.4 → 6.5

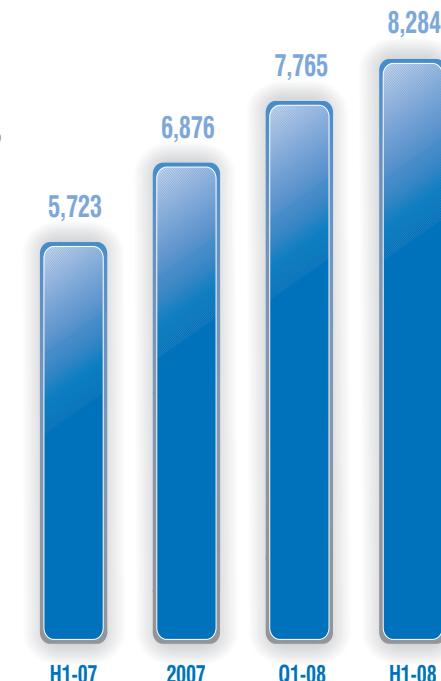
(a) Excluding interest accruals.  
(b) BRSA data as of 30.06.2008.

## Loans by Currency & Non-cash Loans

**Loans by Currency <sup>(a)</sup>** (TRY million)



**Non-cash Loans <sup>(b)</sup>** (TRY million)



### TRY LOANS

TRY loans increased by 18.7% ytd and reached TRY 17.5 billion.

### FX LOANS

FX loans increased by 52.3% ytd and reached TRY 4.6 billion. FX loans again went up by 45.6% in terms of USD.

### NON-CASH LOANS

Non-cash loans increased by 20.5% ytd and reached TRY 8.3 billion.

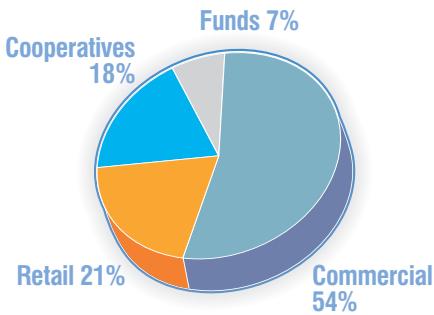
(a) Excluding interest accruals. (b)Guarantees, Warranties and Commitments

## Loan Portfolio

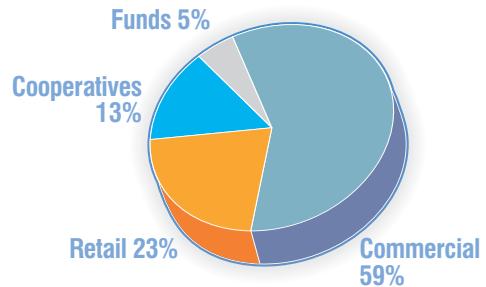
**Loan to Deposit (%)**



**Composition of Loans (%) (H1 07)**



**Composition of Loans (%) (H1 08)**



**61.4%**

Loan to deposit ratio provides huge room for further increase in lending.

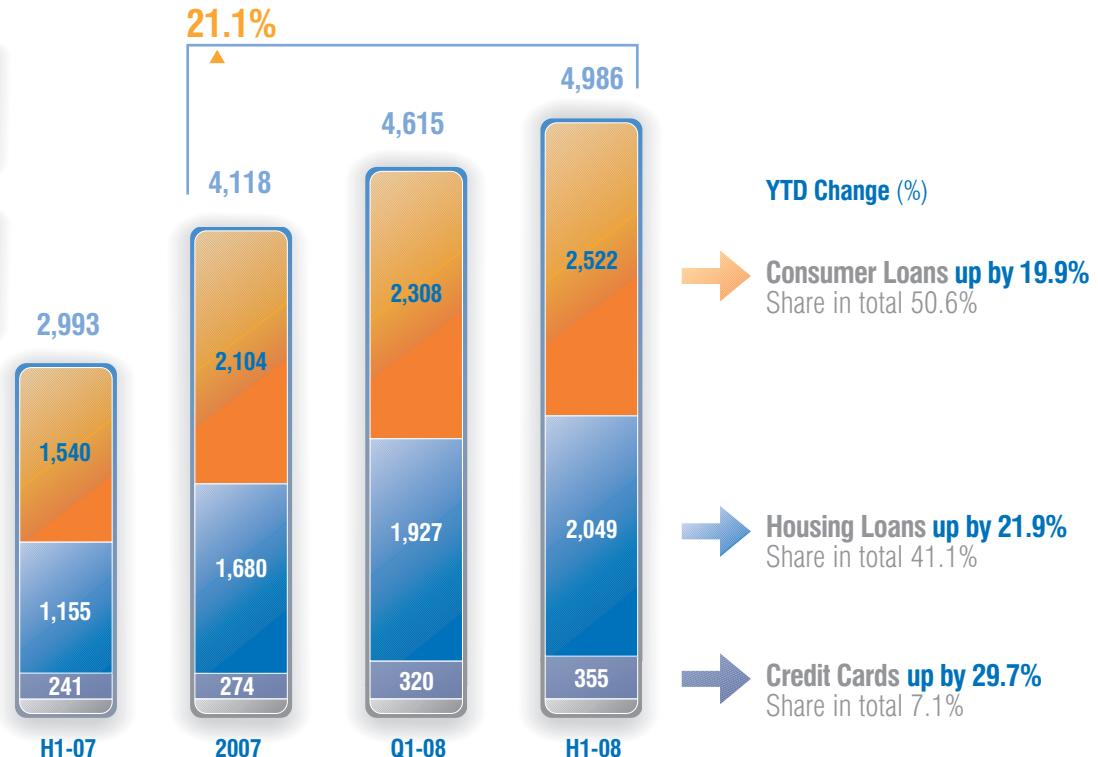
**22.5%**

Share of retail loans increased from 20.7% to 22.5% as of H1 2008.

## Strong Retail Loan Growth <sup>(a)</sup> (TRY million)

 **HALKBANK**  
21.1%

 **SECTOR**  
16.6% <sup>(b)</sup>



### Market Share (%)

3.9



4.5



4.7

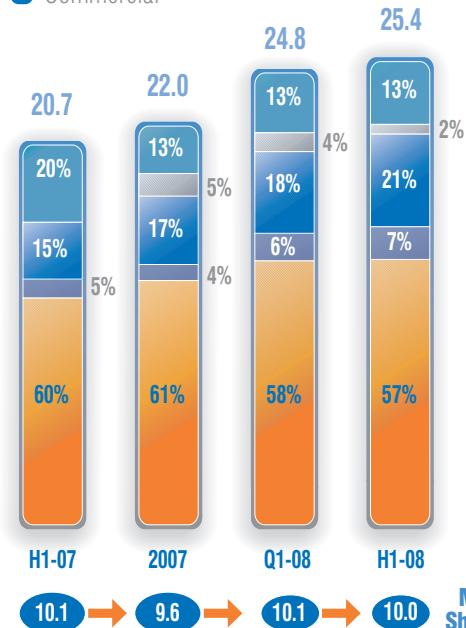


4.7

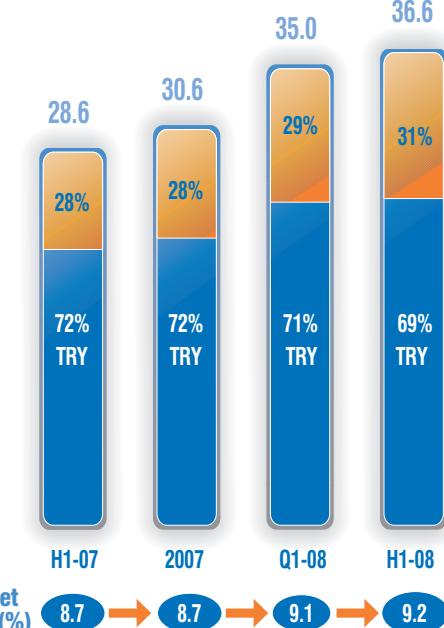
## Strong Deposit Base

**TRY Deposits by Types<sup>(a)</sup>** (TRY billion)

■ Other Institutions  
■ Interbank  
■ Commercial



**Total Deposits by Currency<sup>(a)</sup>** (TRY billion)



### TOTAL DEPOSITS

**HALKBANK SECTOR<sup>(b)</sup>**  
YTD 19.7% YTD 13.2%

### TRY DEPOSITS

**HALKBANK SECTOR<sup>(b)</sup>**  
YTD 15.4% YTD 11.8%

### FX DEPOSITS

**HALKBANK SECTOR<sup>(b)</sup>**  
YTD 30.8% YTD 15.8%

in USD terms

**YTD 25.1% YTD 10.8%**

(a) Excluding Interest Accruals (b) BRSAs data as of 30.06.2008.

## Cost-Yield-Spread <sup>(a)</sup>

**Cost of Deposits (%)**



**Spreads (%)**



**Yield on Loans <sup>(b)</sup> (%)**



**Yield on Securities (%)**



(a) TRY-FX blended (b) Excluding fund loans

## Key Ratios

**ROE (%)**

**ROA (%)**

**Net Interest Margin (%)**

**CAR (%)**


(a) Unaudited data

## Effective Loan Approval Process

NPL Portfolio (TRY million)



NPL Coverage (%)



NPL/Total Loans (%)



Loan Loss Provisions/Average Net Loans (%)

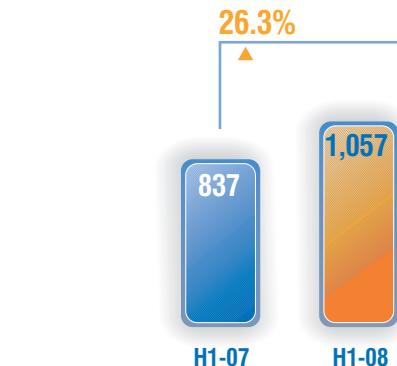
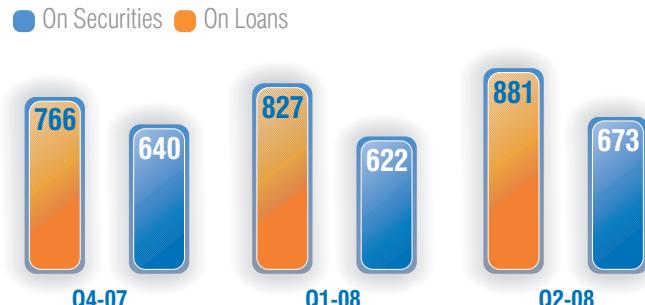


## Improvement in Income Structure

**Net Interest Income (TRY million)**



**Interest Income (TRY million)**

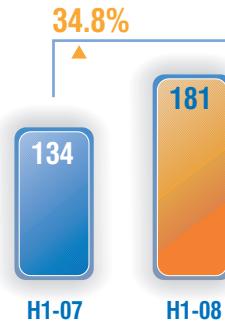
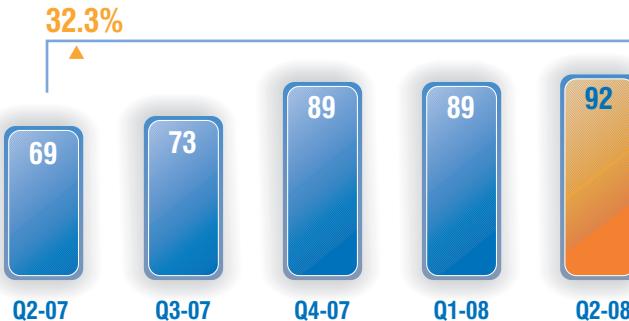


**Interest Income on Loans/Total Interest Income (%)**

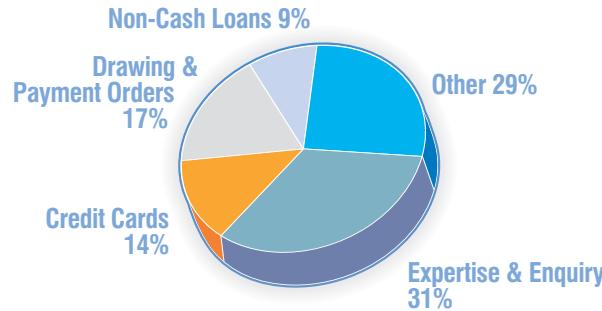


## Increasing Fee Income

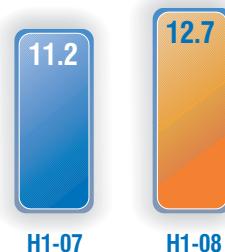
Net Fee & Commission Income (TRY million)



Breakdown of Fee & Commission Income (H1 2008)

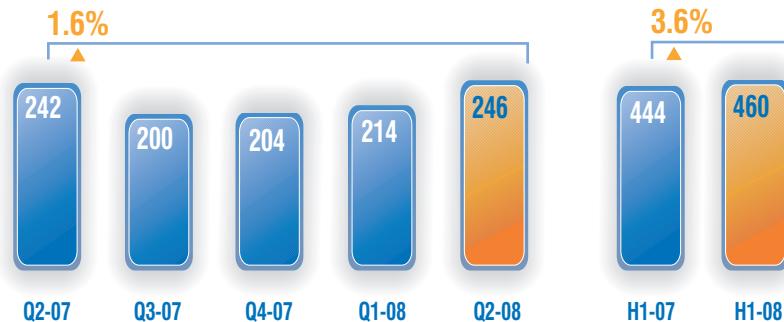


Net Fee & Commission Income/Total Operating Revenues (%)



## Operating Expenses

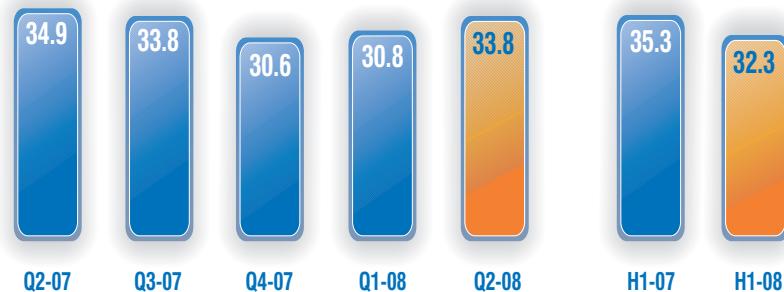
Operating Expenses (TRY million)



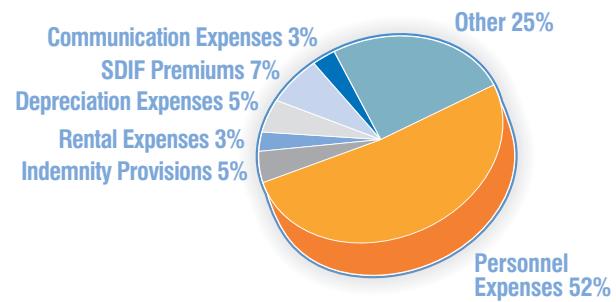
Operating Expenses/Average Assets (%)



Cost/Income (%)



Breakdown of Operating Expenses (H1 2008)



## Strategies for 2008

- > Preserving profitability, asset quality and maintaining efficiency together with high level of return on equity
- > Gaining market share in deposits and loans by achieving growth over the sector average
- > Further strengthening the Bank's efficiency and franchise in SME lending
- > Increasing the share of retail loans in total loans
- > Increasing the volume and profitability in credit card business
- > Expanding product diversification and increasing service quality
- > Increasing the volume of non-cash loans
- > Continuing effective cost management policy
- > Opening new branches in areas in which the Bank sees potential to grow

# Appendix

## Balance Sheet

In TRY million	H1 2007	2007	H1 2008	YTD (%) Change
Cash and Balances Held with Central Bank (a)	2,640	3,471	3,016	(13)
Banks	474	1,212	893	(26)
Securities (b)	17,943	15,945	17,804	12
Net Loans (b)	14,745	18,121	22,650	25
Gross NPL	1,077	1,033	1,043	1
Property and Equipment	655	658	680	3
Other Assets	419	827	967	17
<b>Total Assets</b>	<b>36,876</b>	<b>40,234</b>	<b>46,010</b>	<b>14</b>
Deposits (b)	28,934	30,841	36,914	20
Funds Borrowed (b)	904	937	1,341	43
Interbank Money Market	1,482	1,703	1,303	(24)
Funds	1,002	1,042	1,055	1
Other Liabilities	590	889	1,055	19
Provisions	406	439	490	12
Shareholders' Equity	3,559	4,383	3,852	(12)
<b>Total Liabilities</b>	<b>36,876</b>	<b>40,234</b>	<b>46,010</b>	<b>14</b>

(a) Reserve deposits monitored in balance with Central Bank.

(b) Interest Accruals added to related accounts.

## Income Statement

In TRY million	H1 2007	H1 2008	(%) Change	YoY	Q4 2007	Q1 2008	Q2 2008
Interest Income	2,782	3,123	12		1,460	1,511	1,613
On Loans	1,182	1,708	45		766	827	881
On Securities	1,469	1,295	(12)		640	622	673
Interest Expense	1,945	2,067	6		982	986	1,081
On Deposits	1,844	1,942	5		906	919	1,023
<b>Net Interest Income</b>	<b>837</b>	<b>1,057</b>	<b>26</b>		<b>479</b>	<b>525</b>	<b>532</b>
Net Fees and Commissions	134	181	35		89	89	92
Net Trading Income	(35)	(76)	113		(4)	(39)	(36)
Other Operating Income	264	260	(2)		103	119	141
Reversal of Loan Loss Provisions	81	166	105		48	51	115
Total Operating Revenues	1,200	1,422	19		666	694	728
Operating Expenses	444	460	4		204	214	246
<b>Net Operating Income</b>	<b>756</b>	<b>962</b>	<b>27</b>		<b>462</b>	<b>480</b>	<b>482</b>
Provision for Loan Losses and Other Receivables	114	172	51		69	97	75
Loan Loss Provisions for Cash Loans	62	93	51		32	44	49
Profit/(Losses) from Associates	19	21	12		-	-	21
Income Before Taxes	662	811	23		393	383	428
Provision for Taxes	127	169	34		76	83	87
<b>Net Income</b>	<b>535</b>	<b>642</b>	<b>20</b>		<b>317</b>	<b>301</b>	<b>341</b>

For further information please contact  
**[halkbank.IR@halkbank.com.tr](mailto:halkbank.IR@halkbank.com.tr)**



**HALKBANK**

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