

Halkbank's asset size rose to 443.5 billion Turkish Lira

Halkbank increased its total loans to 391.9 billion Turkish lira at the end of the third quarter, a 14.6 percent increase compared to the end of 2018. SME loans held 38.7 percent of the Bank's cash loans and the Bank's assets reached 443.5 billion Turkish lira, up by 17.2 percent. Halkbank's General Manager Osman Arslan stated that they were working towards carrying the Turkish economy to its future targets, saying "Our innovative products and services for SMEs will continue in the upcoming period."

Leading the banking industry by developing innovative products throughout the year, Halkbank increased its market share in SME lending to 18.2 percent. In the third quarter, Halkbank launched campaigns for housing, consumer and vehicle loans and has reached 391.9 billion Turkish lira in total loans. The bank continued to grow with a balance sheet of 443.5 billion Turkish lira, and its total deposits rose to 284 billion Turkish lira with a 14.1 percent increase over nine months of the year.

Halkbank's General Manager Osman Arslan stated that public bank practices that encourage saving, support new investments and regulate the payment balances of companies give confidence to the markets. He added, **"We are implementing a strategy that can respond quickly to market conditions by adhering to the financial targets we set in line with the road map of the New Economy Program. We care about being in the field and following the needs of the real economy on site, and we continue to achieve balanced growth with the solutions we have developed."**

"We have prioritized new products that support the Turkish Lira"

Halkbank continues to offer profitable products to depositors. It has now launched a "Dollar to TRY Conversion Deposit Account" for customers who want to sell their foreign currency and invest their savings in Turkish Lira. **Arslan** said, **"With rising expectations for the appreciation of Turkish lira-denominated assets, new products needed to be created to support the Turkish Lira. We believe that the new product we have prepared to meet this need will incentivize our customers, who have previously turned to foreign currencies, to adopt profitable investments such as the Turkish lira."**

"We develop innovative products with the market conditions in mind"

Arslan stated that they are prioritizing the development of products in line with Halkbank's innovative vision as they continue their infrastructure investments to carry their traditional banking services further. He added, **"Our Bank's technical ability to analyze financial markets with fast and realistic data has enabled us to prepare new products that meet the market conditions."**



Acknowledging the strong interest in their products, which stand out from competitors in SME Banking, Arslan said the following:

“We supported exporting companies with the IVME Financing Package for exports and value-added production. Prioritizing Turkish Lira Overnight Reference Rate (TLREF) indexed activities, we offer significant advantages to Corporate, Commercial and SME segment companies who will be our new loan customers. To contribute to domestic production, we have cooperated with automobile manufacturers located in Turkey to decrease interest rates on vehicle loans for private and commercial vehicles manufactured in Turkey.

“We want to see positive developments in every aspect of life”

Noting that the strong financial indicators in the Turkish economy brought down input costs, Arslan said they were the pioneers in reflecting this recovery to their customers in a short time:

“Our reduced interest rates have helped toward meeting the increased demand in the real estate industry. We would love to see such positive developments in every aspect of life. Our recently introduced Employment-Oriented Working Capital Loan also aims to provide a healthy and sustainable contribution to current employment for the steady growth and development of our economy. The products we developed have added value to the Turkish economy. Our Bank will continue to develop innovative solutions to increase the competitiveness of all companies and encourage those who create added-value through technological production.”

“We have launched the Pharmacist Paraf SME and Pharmacist Support Package”

Pursuant to the protocol signed between Halkbank and Turkish Pharmacists’ Association, the Pharmacist Paraf SME and Pharmacist Support Package were put into service. Arslan stated that pharmacists can easily manage their cash flows and make all their installment/credit purchases and other transactions using a single card, without having to deal with checks or promissory notes. He added, **“Pharmacists who provide valuable services to our people will have the opportunity to receive support of up to 500,000 Turkish lira with our new Pharmacist Support Package. Pharmacists will be able to use this loan through the Pharmacist Paraf SME credit card and in equal monthly installments.”**



HALKBANK FINANCIAL PROGRESS SUMMARY

TRY Million

	Sept. 18	2018	Sept. 19	2018 – Sept. 19		Sept. 18 – Sept. 19	
				Change	Change (%)	Change	Change (%)
Total Assets	387,323	378,422	443,499	65,077	17.2	56,176	14.5
Securities	73,315	74,557	96,383	21,826	29.3	23,067	31.5
Cash Loans	270,984	259,074	304,512	45,438	17.5	33,528	12.4
Non-Cash Loans	86,475	83,040	87,393	4,354	5.2	919	1.1
Total Loans	357,459	342,114	391,906	49,792	14.6	34,447	9.6
Deposits	239,227	248,855	284,030	35,175	14.1	44,804	18.7
Shareholders' Equity	28,295	29,021	30,203	1,182	4.1	1,908	6.7
Net Income for the Period	2,205	2,522	924	924		-1,281	-58.1

Rediscounts included.

Rediscounts and gross non-performing loans are included in cash loans.