



**DEVELOPMENT  
INVESTMENT**  
BANK OF TÜRKİYE



# Investor Presentation


2023 Q3 Overview


## Our Bank Maintained Strong Performance in 2023


TRY Million

 **123.606**  
35% Asset Size\*

 **78.109**  
29% Loans\*

 **86.170**  
36% Funds Borrowed\*

 **9.759**  
43% Equity\*

 **2.911**  
151% Net Profit\*\*

### Development Banking

- ❑ A total of USD 845 million of financing agreements have been signed with the following leading development institutions in 2021-2022-2023
  - USD 170 million with the Japan Bank for International Cooperation (JBIC) for "Green III" Projects
  - USD100 million Additional Finance Agreement with AIIB for Renewable Energy and Energy Efficiency Projects
  - USD 150 million Additional Financing Agreement with the World Bank for Geothermal Development Projects
  - USD 200 million with China Development Bank for Energy Infrastructure and SME Financing
  - EUR 100 million sustainable bond was issued in September 2022 with a private placement to French Development Agency (AFD)
  - EUR 100 million loan and EUR 10 million Grant with KfW for Climate finance in April 2023
  - EUR 5 million EQ loan with BSTB in September 2023
- ❑ The Bank continues to extend loans under the Central Bank of Türkiye's Investment Support TRY Loan Package and Credit Guarantee Fund Package.

### Investment Banking

- ❑ Acted as the Joint Leader in the IPO of Meka Global with an IPO size of TRY 422 million
- ❑ Acted as the Joint Leader in the IPO of Big Chefs with an IPO size of TRY 833 million
- ❑ Acted as the Joint Leader in the IPO of Ahlatçı Doğalgaz with an IPO size of TRY 3,48 billion
- ❑ Acted as the Joint Leader in the IPO of Obase Bilgisayar with an IPO size of TRY 147 million
- ❑ Advised CarrefourSA on its sukuk issuance of TRY 250 million
- ❑ Advised Tarım Kredi Tedarik on its sukuk issuance of TRY 150 million
- ❑ Advised Biotrend Enerji on its sukuk issuance of TRY 100 million
- ❑ Advised Altınmarka Gıda on its sukuk issuance of TRY 50 million
- ❑ Advised Tarfin Tarım on its first sukuk issuance of TRY 310 million
- ❑ Acted as the exclusive financial advisor of the Privatization Administration of Türkiye in the privatization processes of 9 power plants owned by EUAS and Kalamış Marina and Taşucu Port

### Development Funds

- ❑ Regional Development Fund made an equity investment in Xaxe. The convertible loan provided to Done İletişim by Technology and Investment fund has been converted to equity.
- ❑ Technology and Investment Fund provided convertible debt to Virasoft. Development-ODTÜ Teknokent VCIF provided convertible loan to Gesund.

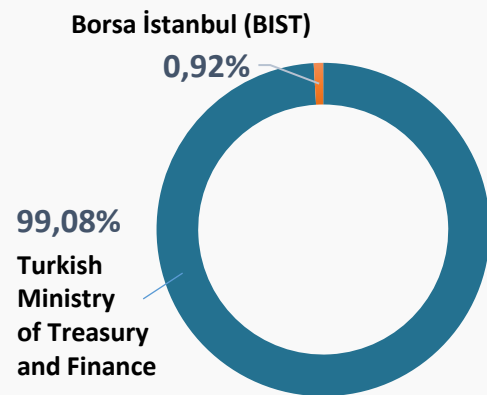
### Sustainability

- ❑ Our Bank was among the leading institutions in Türkiye, the Middle East and Africa in the Environmental, Social and Governance (ESG) risk rating by the international sustainability rating agency Sustainalytics.
- ❑ We became the first and only institution in Türkiye to sign the Operating Principles for Impact Management led by the International Finance Corporation (IFC). We published Türkiye's first Impact Report in line with Impact Principles. Our Impact Report is subject to EY Independent Assurance Audit.
- ❑ Awarded in the "Green Technological Transformation" category at The Global Sustainable Finance Awards organized by EOSD in Germany.
- ❑ Awarded in the Outstanding Leadership in Sustainable Finance by a Multilateral Institution in Central & Eastern Europe.

\* December 2022 – Sep. 2023 period comparison has been made.

\*\*Sep. 2022 – Sep. 2023 period comparison has been made.

## Shareholder Structure



## Fitch Credit Ratings

	FCY	TRY	Outlook
Long Term	B	B	Stable
Short Term	B	B	
Sustainalytics ESG Risk Rating (April 12th, 2022)			11
SAHA Corporate Governance Compliance Rating			9.40

## Development Banking

- ☐ Project Finance & Corporate Loans
  - Industrial Investments
  - Renewable Energy Investments
  - Energy & Resource Efficiency Investments
  - Environmental Investments
  - Tourism, Education and Health Investments
  - Wholesale Banking (APEX)
- ☐ Grant Programs
- ☐ COMCEC Project Finance Program

## Investment Banking

- ☐ Merger & Acquisition Advisory
- ☐ Capital Markets Advisory
- ☐ Financial Advisory
- ☐ Debt Restructuring Advisory

## Türkiye Development Fund

- ☐ Conversion of Public Resources into Capital Investments Focused on Country Development
  - Private Equity Fund Investments
  - Venture Capital Investments
  - Investments of Fund of Funds

## Main Funding Sources



TÜRKİYE CUMHURİYET  
MERKEZ BANKASI



THE WORLD BANK

KFW



European  
Investment  
Bank





## Development Banking

### Providing Financial Structures and Financial Products Compatible with Our Country's Sustainable Development Plans

Supporting priority sectors in the Development Plans and Programs with long-term investment loans and local currency

Establishing a strong and diversified funding structure in order to support the sustainable growth of assets

To reduce foreign dependency and current account deficit by financing investments that will support exports and import substitution

Raising the inflow of funding to our Bank from development finance institutions and similar lenders

Supporting Regional Development and Priority Sectors and Increasing Employment

To support the green transformation process of our country and to strengthen the ecosystem that will enable the development of green finance



## Investment Banking

### Enhancing Turkish Capital Markets to the Level of International Capital Markets and Supporting Foreign Capital Inflows to Our Country

Providing All Investment Banking Services at International Standards

Developing Financing Solutions to Attract Foreign Direct Investments

Developing Alternative Financing Tools for the Capital Needs of Business

Creating Capital Solutions to Increase the Competitive Advantage of Local Firms.

Working to raise the level of the Turkish Capital Markets & Developing Innovative Capital Market Products

Providing Structuring Advisory Services for Financial / Administrative Bottlenecks of Firms



## Türkiye Development Fund

### Transform Public Resources into Capital Investments that are Focused on the Development of the Country.

Together with sub-funds, while supporting strategically important sectors in regard to the sustainable growth of Türkiye, to play a significant role in the development of the startup ecosystem by also investing in next-generation ventures.

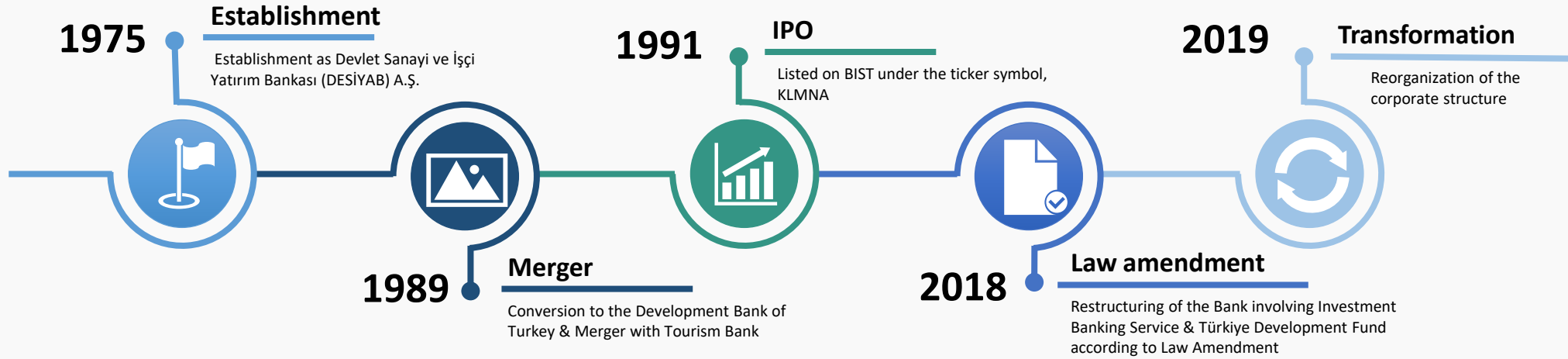


## IT and Business Processes

Creating corporate structures and processes supported by information technologies, and focused on digitalization, ensuring operational efficiency and productivity in all areas of activity

# Our History & Transformation Journey

Deep rooted Bank is growing with its new mission in line with Türkiye's objectives for sustainable development



# Growth by Transformation

- Transformation
- Restructuring
- Capital Injection

TRY Million

Sep. 2023

2018

687%  
Growth in  
Assets  
(CAGR 54%)

470%  
Growth in  
Loans  
(CAGR 44%)

13.714

15.715

78.109

123.606

Net Profit  
(TRY Million)

160  
2018

447  
2019

502  
2020

814  
2021

1.691  
2022

1.161  
Sep. 2022

151%  
2.911  
Sep. 2023

## Net Banking Income

TRY Million

118%

2.082

175

18

1.890

Sep. 2022

4.530

293

4.369

-133  
Sep. 2023

Net Banking Income Net Trading Gain/Loss Other Income (inc. Dividend & Net Fee Commission & Other Income)

## Net Banking Income vs Provisions

TRY Million

2.082

498

Sep. 2022

4.530

455

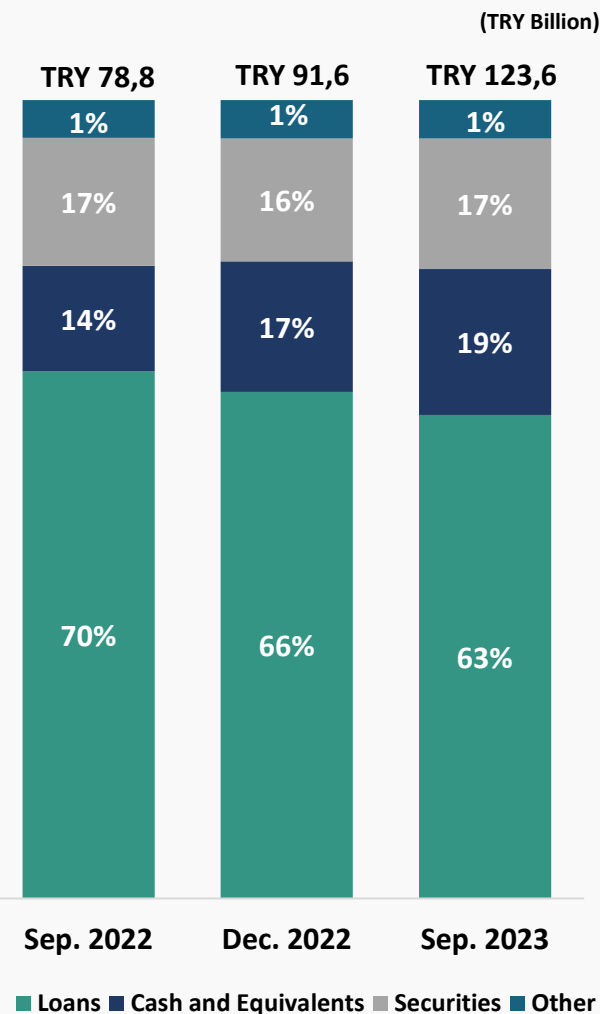
Sep. 2023

Net Banking Income Provisions(inc.free provisions)

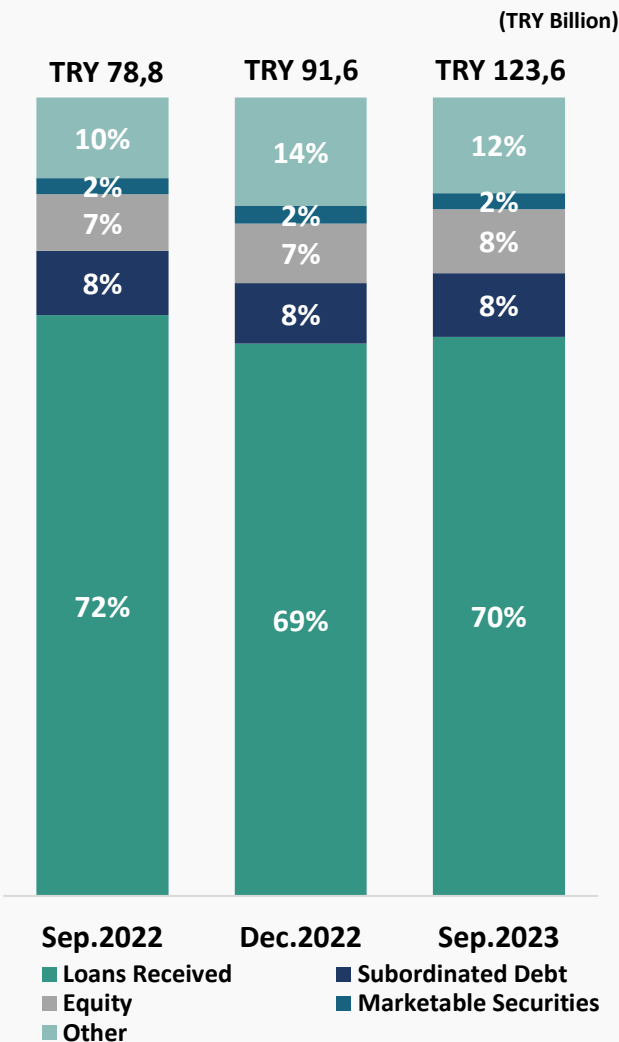
# Quality Asset Breakdown

Strong resource structure obtained from international financial institutions and high-quality asset structure, mostly consisting of loans

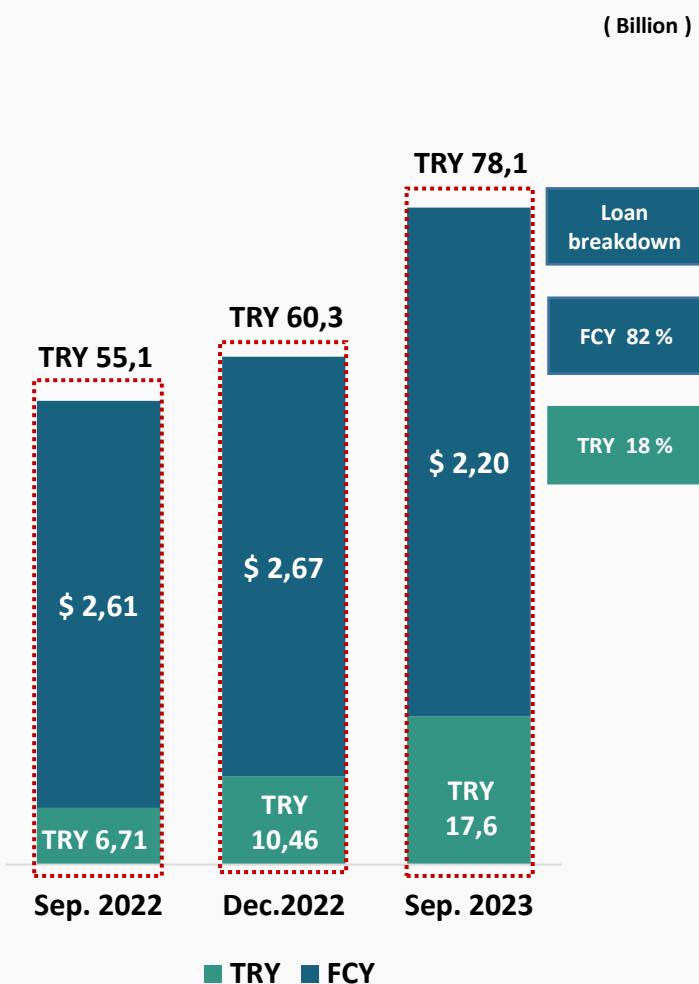
## Asset Breakdown



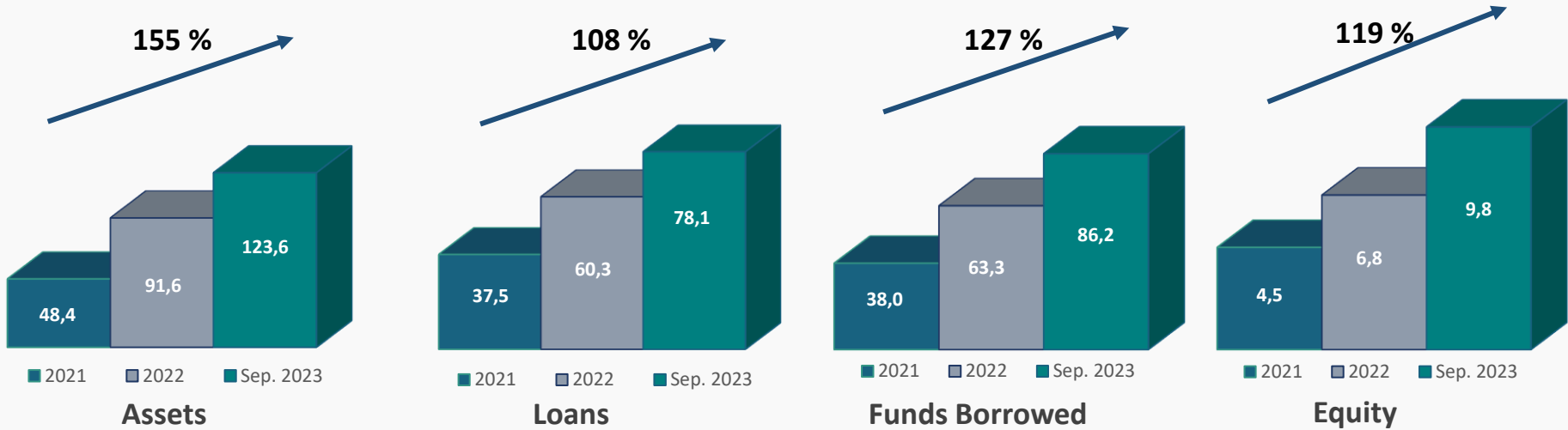
## Liability Breakdown



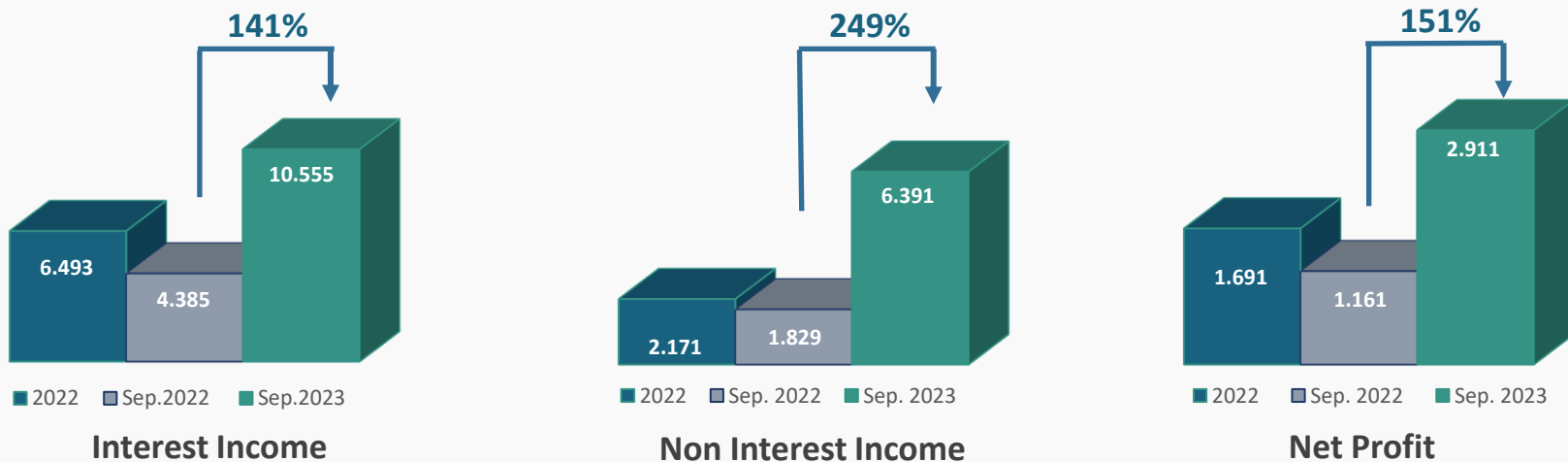
## Loan Breakdown



## 2021 - 2022 - Sep. 2023 Financial Figures (TRY Billion)

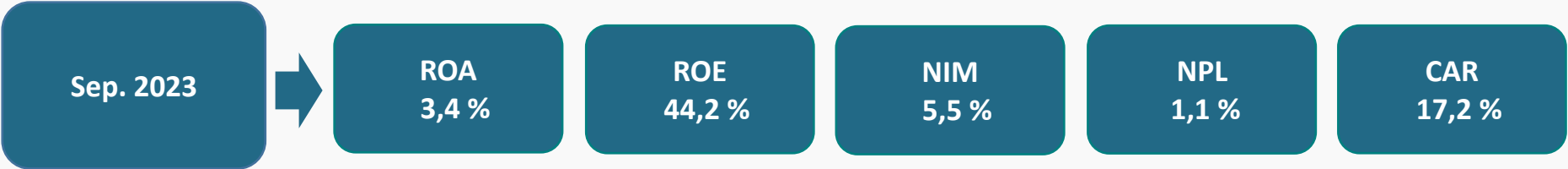
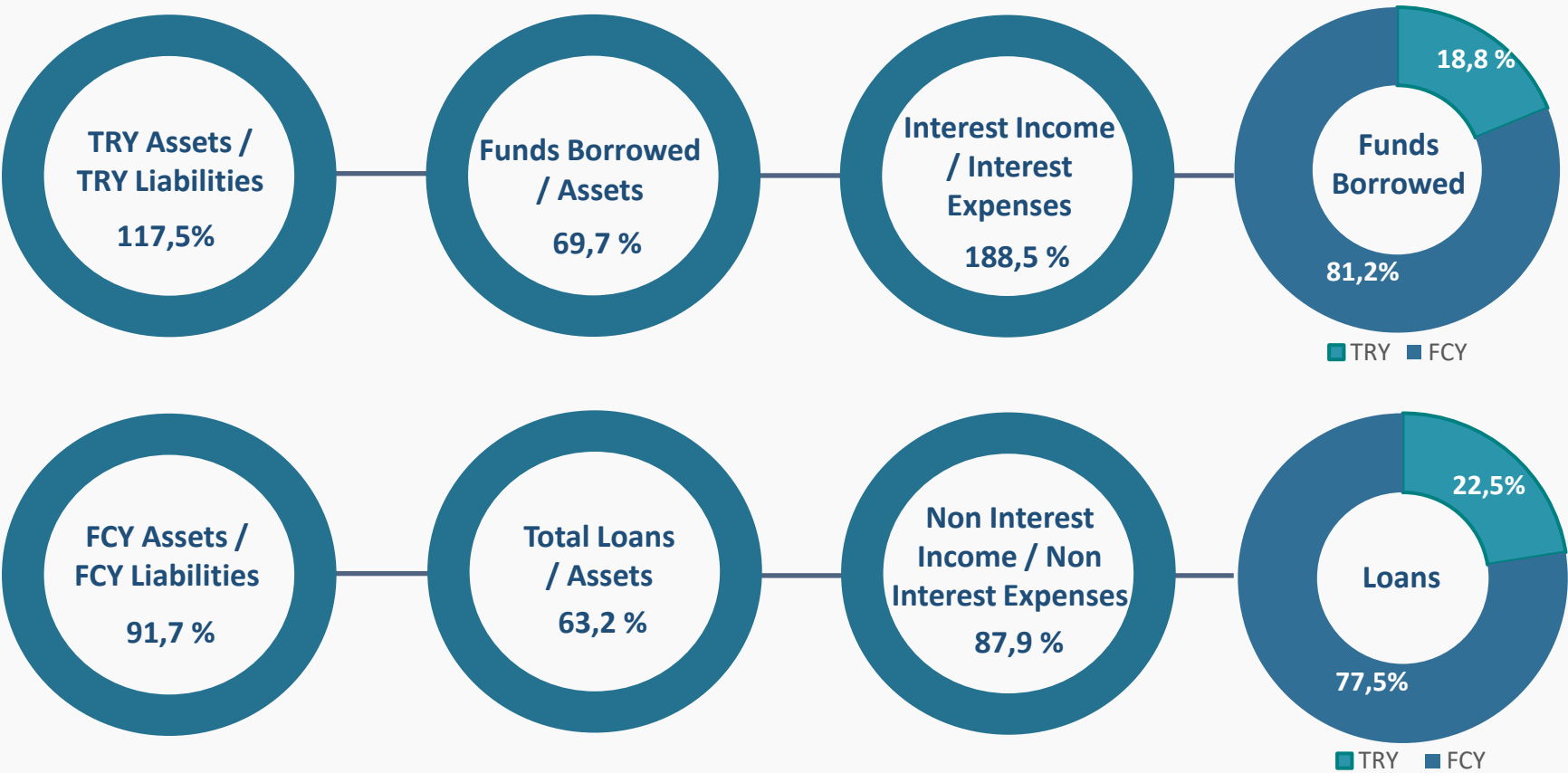


## 2022 – Sep. 2022 – Sep. 2023 Profitability (TRY Million)





Our ratios reflect harmonious composition of our assets and liabilities with strong financial performance



Well Managed  
Risk & Asset  
Management



Robust Asset  
Composition



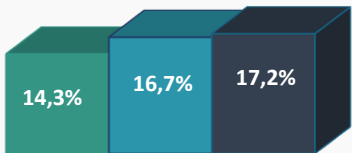
Sustainable  
Profitability  
Performance



Increasing NIM  
Performance

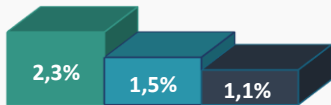


CAR %



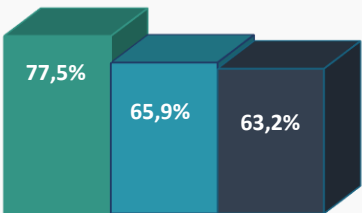
■ 2021 ■ 2022 ■ Sep. 2023

NPL %



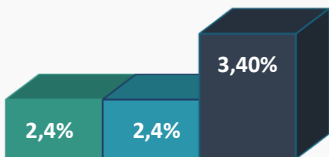
■ 2021 ■ 2022 ■ Sep. 2023

Loan/Asset %



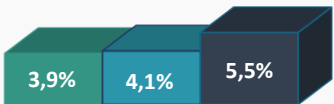
■ 2021 ■ 2022 ■ Sep. 2023

ROA %



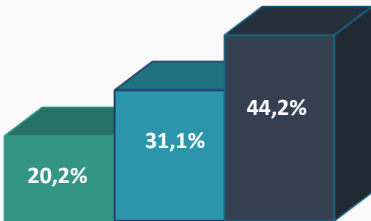
■ 2021 ■ 2022 ■ Sep. 2023

NIM %



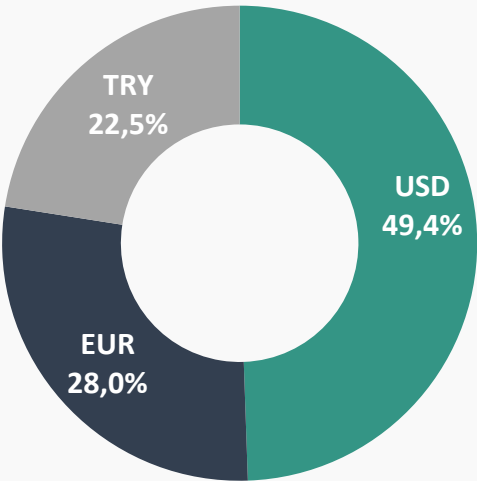
■ 2021 ■ 2022 ■ Sep. 2023

ROE %

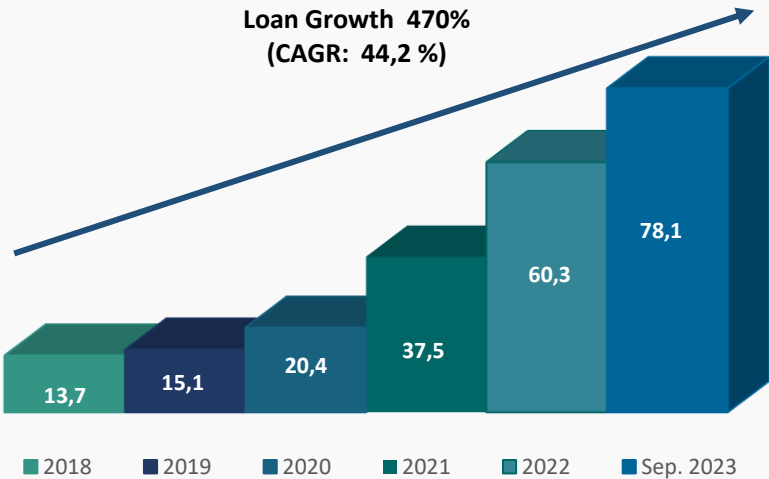


■ 2021 ■ 2022 ■ Sep. 2023

Loan Currency Breakdown



Loan Portfolio Growth (TRY Billion)



Sep. 2023 Sectoral Loan Breakdown

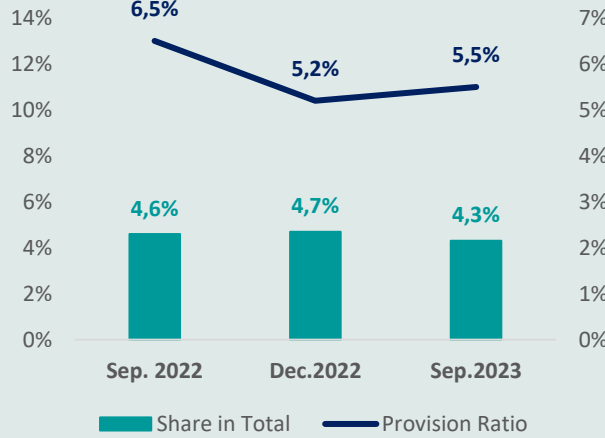


## Loan Quality by Groups

### 1st Group Loans



### 2nd Group Loans

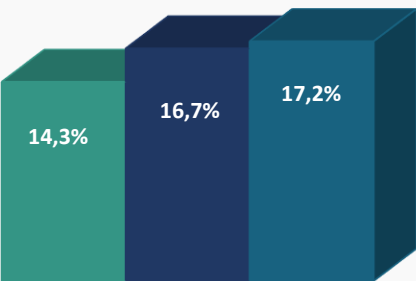


### 3rd Group Loans



TRY Million	Sep. 2022				December 2022				Sep. 2023			
	Total Gross	Share in Total	Provision Ratio	Provisions	Total Gross	Share in Total	Provision Ratio	Provisions	Total Gross	Share in Total	Provision Ratio	Provisions
1st Group	51.576	93,6%	0,5%	273	56.639	93,9%	0,7%	395	73.876	94,6%	0,7%	544
2nd Group	2.512	4,6%	6,5%	163	2.806	4,7%	5,2%	145	3.361	4,3%	5,5%	184
3rd Group	1.025	1,9%	58,6%	600	894	1,5%	63,5%	568	871	1,1%	57,1%	498
Total	55.112	100,0%	1,9%	1.037	60.340	100%	1,8%	1.108	78.109	100,0%	1,6%	1.225

## Capital Adequacy Ratio



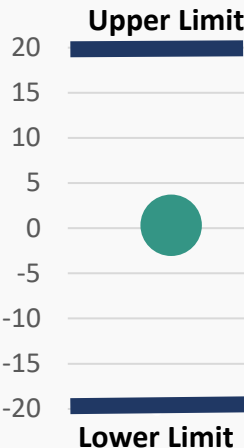
■ 2021 Q4 ■ 2022 Q4 ■ Sep. 2023

**Capital Adequacy Ratio**  
**17,2%**

### Capital Increases

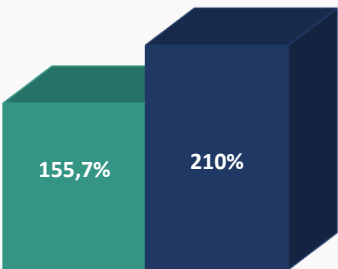
2019: TRY 350 Million  
2020: TRY 750 Million  
2021: TRY 400 Million  
2022: TRY 500 Million

## Currency Risk Management



The foreign currency risk ratio, against regulatory limit of 10% (Foreign currency net general position / capital base), has been reported to the BRSA as -0.07%.

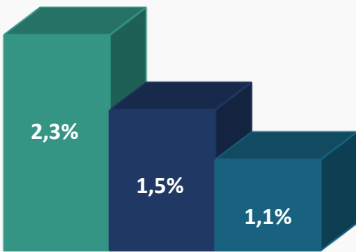
## Liquidity Risk Management



■ Up to 12 months ■ Up to 3 months

**The Liquidity Ratio**  
**155,7 % for up to 12 months tenor**  
**210 % for up to 3 months tenor**

## Credit Risk Management



■ 2021 Q4 ■ 2022 Q4

**NPL / Total Loan Ratio**  
**1,1%**

**Avg. Maturity of Funding: 5.7 Years**

**Avg. Maturity of Loans: 3.7 Years**

# Funding Sources and Purposes

## Main Funding Sources

## Funding Purposes

## Eurobond Issuance



Renewable Energy (inc. Wind, Solar, Geothermal, Biomass and others)

Energy Efficiency

Working Capital Loans for SME's and Large Enterprises

Employment Creation

Manufacturing Industry

Health and Education

APEX



**TKYB has realized its debut Eurobond issuance.**

The funds obtained from the issuance in September 2022 which is privately placed by AFD - Agence Française de Développement, amounting Euro 100 million for 11 years will be distributed to green and social projects.

## 'Investment Support' TRY Loan

"Investment Support" TRY loan originating from the Central Bank of the Republic of Turkey with a maturity of up to 10 years is used for investments that will contribute to exports, employment, and the current account deficit.

## Foreign Funding Sources

**USD  
3.044**















**EUR  
2.247**

**Total  
5.291 USD  
Million**





























Diger

\*USD equivalent of 2.122,5 Million EUR is indicated in the table.

## Investment Banking Deals Closed Between The Years 2019 and 2023

 <p><b>IPO</b></p> <p><b>MEKA</b></p> <p>Meka Global's IPO (Joint Leadership)</p> <p>(833 mn TRY)</p>	 <p><b>Sukuk Issue</b></p> <p><b>Carrefour SA</b></p> <p>CarrefourSA Sukuk Issuance</p> <p>(250 mn TRY)</p>	 <p><b>Sukuk Issue</b></p> <p><b>TARIM KREDİ TEDARİK ÜRETİM</b></p> <p>Tarım Kredi Tedarik Sukuk Issuance</p> <p>(150 mn TRY)</p>	 <p><b>IPO</b></p> <p><b>BIG CHEFS</b></p> <p>Big Chefs' IPO (Joint Leadership)</p> <p>(833 mn TRY)</p>	 <p><b>IPO</b></p> <p><b>BioTREND</b></p> <p>Biotrend Enerji Sustainable Sukuk Issuance</p> <p>(100 mn TRY)</p>	 <p><b>Sukuk Issue</b></p> <p><b>ALTINMARKA</b> -MADE IN CHOCOLATE-</p> <p>Altınmarka Gıda Sukuk Issuance</p> <p>(50 mn TRY)</p>	 <p><b>IPO</b></p> <p><b>Ahlatcı doğalgaz</b></p> <p>Ahlatcı Doğalgaz's IPO (Joint Leadership)</p> <p>(3,48 bn TRY)</p>
 <p><b>Sukuk Issue</b></p> <p><b>tarfin</b></p> <p>Tarfin Tarım Sukuk Issuance – (First In Agricultural Supply Chain In Türkiye) (310 mn TRY)</p>	 <p><b>IPO</b></p> <p><b>obase</b></p> <p>Obase Bilgisayar's IPO (Joint Leadership)</p> <p>(147 mn TRY)</p>	 <p><b>Sukuk Issue</b></p> <p><b>KALKINMA YATIRIM BANKASI</b></p> <p>The First Sustainable Issuance For The Bank, The First Ever Social Sukuk Issuance In Türkiye (50 mn TRY)</p>	 <p><b>IPO</b></p> <p><b>KIZILBÜK GYO</b> KIZILBÜK GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.</p> <p>Sinpaş Group KızılbüK REIT's IPO (Joint Leadership)</p> <p>(948 mn TRY)</p>	 <p><b>IPO</b></p> <p><b>Aydem renewables</b></p> <p>Aydem Renewable Energy's IPO (Joint Leadership)</p> <p>(1,3 bn TRY)</p>	 <p><b>Transition Bond Issue</b></p> <p><b>PALGAZ DOĞALGAZ</b></p> <p>Palgaz's, (First In Türkiye) Transition Bond Issue</p> <p>(200 mn TRY)</p>	 <p><b>ABS Issue</b></p> <p><b>KALKINMA YATIRIM BANKASI</b></p> <p>Asset-backed Securities Issued By The VFF, The Development And Investment Bank Of Turkey ( 4,15 mr TRY)</p>

## Investment Banking Deals Closed in 2021 - 2022 and 2023

 <b>Privatization</b>	 <b>Privatization</b>	 <b>Privatization</b>	 <b>Privatization</b>	 <b>Privatization</b>	 <b>Privatization</b>	 <b>Privatization</b>	 <b>Privatization</b>
 <b>Dereçi HEPP</b> 0,4 Mwe 21,8 mn TRY <i>In Approval Process</i>	 <b>Gebze Dilovası NGCCP</b> 253,4 Mwe 157 mn TRY <i>Approved</i>	 <b>Tortum HEPP</b> 26,2 MWe 222,71 mn TRY <i>Approved</i>	 <b>Çamlıca 1 HEPP</b> 84 MWe 580,50 mn TRY <i>Approved</i>	 <b>Çal HEPP</b> 2,5 Mwe 9,37 mn TRY <i>Approved</i>	 <b>Girlevik HEPP</b> 11,85 MWe 135,5 mn TRY <i>Approved</i>	 <b>Taşucu Port</b> 684 mn TRY <i>Approved</i>	 <b>Topçam HEPP</b> 61,35 Mwe 925 mn TRY <i>Approved</i>
 <b>Sell Side Advisory</b>	 <b>Valuation Advisory</b>	 <b>Valuation Advisory</b>	 <b>Feasibility Advisory</b>	 <b>Valuation Advisory</b>	 <b>Valuation Advisory</b>	 <b>Financial Restructuring</b>	 <b>Feasibility Advisory</b>
 <b>Waste management company</b> with 55 MW energy generation license  <b>Exclusive Sell Side Advisory</b>	<b>Valuation of 8 MWe installed capacity</b> <b>Biomass Energy Plant</b>	<b>Valuation of companies</b> under management of Savings Deposit Insurance Fund of Türkiye	<b>Epoxy Resin Greenfield Investment</b> <b>PBIIC Feasibility Report</b>	<b>Valuation of a Company</b> in defence sector for the purpose of IPO	<b>Valuation of a Solar Portfolio</b> having 153 MWp installed capacity	<b>Financial Restructuring</b> of a company active in casting industry <b>(55 mn USD)</b>	<b>Capacity Extension Project</b> of a company active in defence industry <b>PBIIC Feasibility Report</b>
 <b>Feasibility Advisory</b>	 <b>Feasibility Advisory</b>						
<b>Capacity Extension Project</b> of a company active in defence industry <b>PBIIC Feasibility Report</b>	<b>Energy</b> 120 MW Storage Licensed Solar Power Plant <b>Feasibility Report</b>						



## Ongoing Investment Banking Transactions

 <b>Privatization</b>  Privatization of select power plants operational in Türkiye	 <b>Privatization</b>  Privatization of select ports and Kıbrıs Türk Denizcilik Ltd	 <b>Sell-Side Advisory</b> <b>Geothermal Energy Companies</b> Sell Side Advisory in Advisory	 <b>Sell-Side Advisory</b> <b>Solar Energy Companies</b> Sell Side Advisory in Advisory	 <b>Buy-Side Advisory</b> <b>Pulse, grain and ready to eat food producer</b> Buy Side Advisory in Advisory
 <b>Sell-Side Advisory</b> <b>Plastic Packaging Company</b> Sell-Side Advisory in divestment / partnership negotiations	 <b>Sell-Side Advisory</b> <b>Company in Clothing and Accessorize Sector</b> Financial / Strategic Partnership	 <b>Sell-Side Advisory</b> <b>Company in Automotive Sector</b> Financial / Strategic partnership or IPO	 <b>Sell-Side Advisory</b> <b>Chemical Company</b> Sell Side Advisory in divestment / partnership negotiations	 <b>Sell-Side Advisory</b> <b>Casting Firm</b> Sell Side Advisory in Advisory
 <b>Sell-Side Advisory</b> <b>Mobility and Micromobility Companies</b> Sell Side Advisory in Advisory	 <b>Sell-Side Advisory</b> <b>Company in Sharing Economy</b> Sell Side Advisory in Advisory	 <b>Sell-Side Advisory</b> <b>Cement Producer</b> Sell Side Advisory in Advisory	 <b>Sell-Side Advisory</b> <b>Polymer Producer</b> Sell Side Advisory in Advisory	 <b>Sell-Side Advisory</b> <b>Chocolate and Confectionary Producer</b> Sell Side Advisory in Advisory

- ☐ Financial Advisory services provided to the **Ministry of Treasury and Finance Privatization Administration ("PA")** under two different projects.
  - ☐ selected **power plants** belonging to EÜAŞ and
  - ☐ **certain ports** included in PA's program
- ☐ Sell-side advisory services to
  - ☐ a **leading energy company** (unlicensed SPP's)
  - ☐ **2 geothermal energy companies** with significant expansion capacity potential
  - ☐ **plastic packaging company** and its shareholders
  - ☐ a **chemical company** and its shareholders
  - ☐ **micro-mobility and EV charging station company** and their shareholders
  - ☐ a **leading clothing and accessorize company** and its shareholders
  - ☐ a **sharing economy company** and its shareholders
  - ☐ **cement company** and its shareholders
  - ☐ a **polymer manufacturing company** and its shareholders.
  - ☐ **chocolate and confectionary producer** company and its shareholders.
- ☐ Buy-side advisory services to one of the leading food companies in Türkiye.
- ☐ Partnership advisory services to an **iron casting company** in finding a strategic partner.

## Ongoing Financial Advisory Projects



**Pre IPO  
Advisory**

**Valuation of a  
Company**  
in heavy electrical  
equipment and  
fittings sector



**Pre IPO  
Advisory**

Organizational  
structuring and  
preparation for IPO  
of a **group operating  
in multiple sectors**



**Pre IPO  
Advisory**

Preparation for IPO  
of a group engaged  
in **electricity  
distribution and  
sales**



**Financial  
Advisory**

**Sectoral analysis  
and financial  
advisory services**  
to a group of  
selected sectors



**Financial  
Advisory**











































Organizational  
structuring and  
preparation for IPO  
of a **group operating  
in multiple sectors**



**Financial  
Advisory**

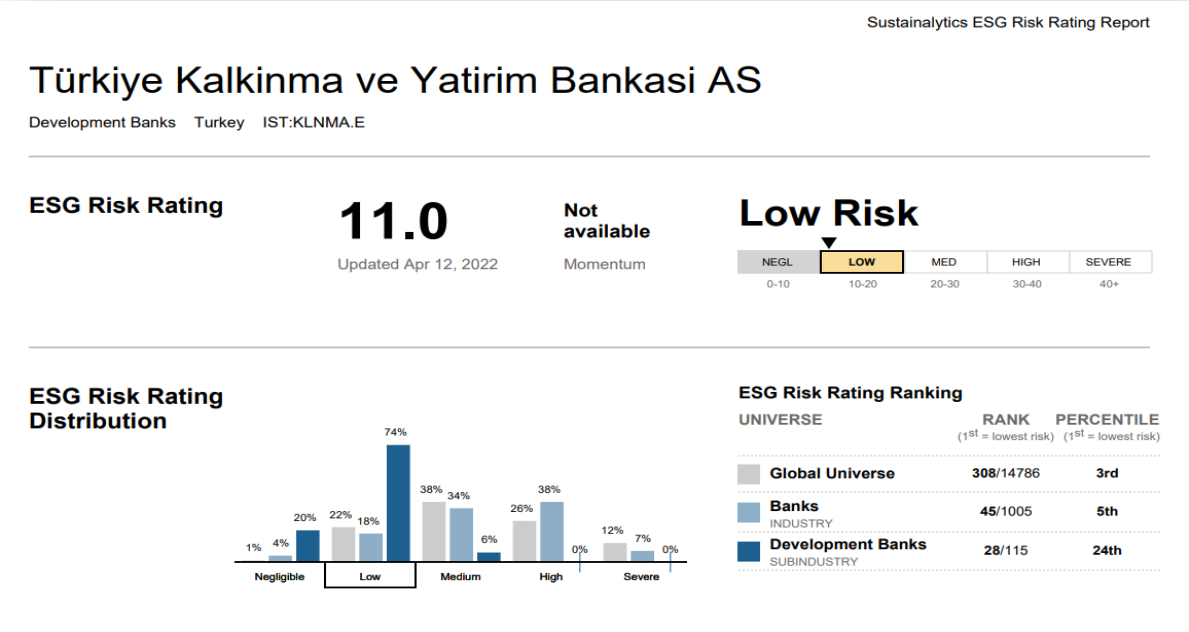
Organizational  
structuring and  
preparation for IPO  
of a **group operating  
in multiple sectors**

- ☐ Valuation of a **heavy electrical equipment manufacturer** for shareholders' internal assessment
- ☐ Pre-IPO financial advisory service to **3 different industrial groups operating in diverse sectors**
- ☐ In-depth sectoral analysis advisory to an industrial group seeking new investment areas
- ☐ Pre-IPO financial advisory services to a **group providing electricity distribution and retail sales services.**

Established Funds							
	 Regional Development Fund	 Technology and Innovation Fund	 Innovative and Advanced Technologies VCIF	 Development Participation Venture Capital Investment Fund	 TKYB Fund	 Kalkınma ODTÜ Teknokent Venture Capital Investment Fund	
STRATEGY	Direct Equity Investments	Direct and indirect (Fund of Funds) venture capital investments	Direct Equity Investments	Direct Equity Investments	Direct and indirect (Fund of Funds) venture capital investments	Direct Early Stage Venture Capital Investments	
FUND SIZE	525 mn TL	475 mn TL	235 mn TL	125 mn TL	430 mn TL	6 mn USD	
INVESTORS	 T.C. Sanayi ve Teknoloji Bakanlığı 	 T.C. Sanayi ve Teknoloji Bakanlığı 	 KALKINMA YATIRIM BANKASI  	  KALKINMA YATIRIM BANKASI		 	
TARGET INVESTMENTS	Middle sized enterprises with high growth potential, contributing to Türkiye's development	Technology focused, post revenue stage startups with high growth potential and venture capital funds which target such companies	Companies targeting high technology production, which can also be applicable in the defense industry	Middle sized enterprises with high growth potential, contributing to Türkiye's development	Technology focused, post revenue stage startups with high growth potential and venture capital funds which target such companies	Early-stage companies with deep-tech focus	
INVESTMENTS	 İSTANBUL VENTURE CAPITAL INITIATIVE Turkey's Specialized Investment Fund 	<b>Technology and Innovation Fund</b>       	<b>Innovative and Advanced Technologies VCIF</b>  	<b>Regional Development Fund</b>  	<b>Development Participation VCIF</b> 	<b>TKYB Capital Fund</b>    OFFSHORE CAPITAL PARTNERS  	<b>Development ODTÜ VCIF</b>     

Our International ESG Risk Rating

TKYB was among the leading institutions in Türkiye, the Middle East and Africa in the Environmental, Social and Governance (ESG) risk rating by the international sustainability rating agency Sustainalytics.



As a result of the evaluation of about 15 thousand institutions worldwide, carried out by the international ESG rating agency Sustainalytics, we were included in the 'ESG Industry Top Rated' and 'ESG Regional Top Rated' branches in the Most Admired ESG Companies List and were among the 50 banks that were entitled to receive these titles.

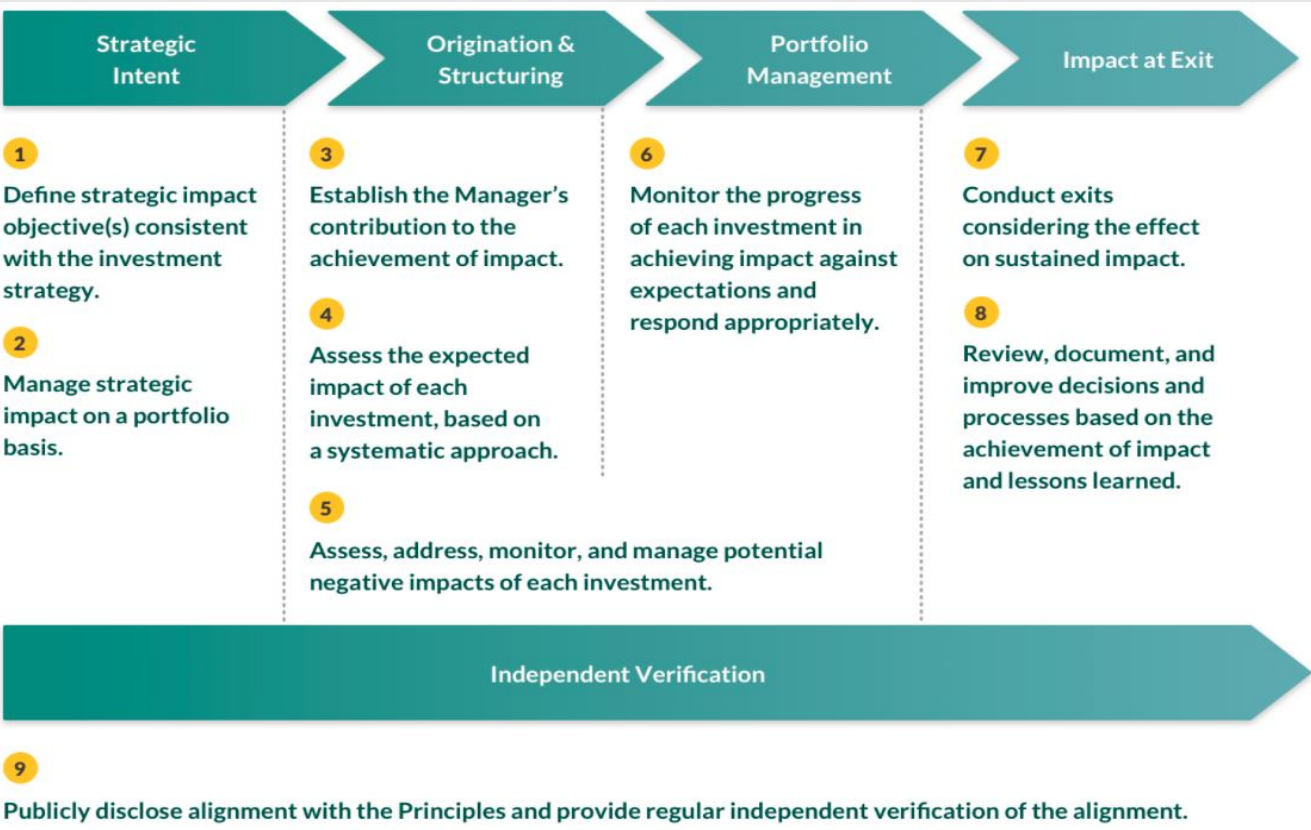


Our Signatory to the Impact Principles

TKYB is the **first and only institution** in Türkiye to sign up to the Operating Principles for Impact Management which is a global initiative coordinated by the International Finance Corporation (IFC).  
We have published Türkiye’s first Impact Report which is in line with Impact Principles and disclosed our statements accordingly.

To contribute to measurable positive social or environmental impact alongside financial returns, the Bank continues strategic cooperation with national and international institutions

With the global standards of the Impact Principles, in our activities that create a positive environmental and social impact in addition to financial returns, we aim to provide more discipline, transparency and measurability



Operating Principles for Impact Management



Signatories  
178



Countries  
40



Covered Assets  
US\$ 520,652 MM



Our Environmental & Social Policy

The Bank carries out Environmental and Social risk assessments and monitoring processes of the projects in accordance with national and international legislations and global standards



## Our Sustainability Performance & National and International Memberships

We directly and indirectly contributed to **15 of the 17 United Nations Sustainable Development Goals**



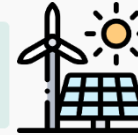
**79% of our loan portfolio** consists of sustainability-themed loans

With the projects we financed, we have prevented a total of **4,5 million tons of greenhouse gas emissions**



We received a **B (management) score** in the Carbon Disclosure Project (CDP) Climate Change program in 2022 and became one of the financial institutions with the highest score in Türkiye

Our bank's share in Türkiye's renewable energy capacity reached to **6 %**



We mediated the issuance of **Türkiye's first Low Carbon Economy Transition Bond**

We issued **Türkiye's first social sukuk**, which is worth 50 mio TL.



Awarded in the "**Green Technological Transformation**" category at The Global Sustainable Finance Awards organized by EOSD in Germany.



Operating Principles for  
Impact Management

**First Signatory  
from Türkiye**



**Founding  
Member**



**Member**



**Founder  
Signatory**



**Signatory**



**Member**



**Member**



**Member**



TKYB was among the **leading institutions** in Türkiye, the Middle East and Africa in the Environmental, Social and Governance (ESG) risk rating by the international sustainability rating agency Sustainalytics.



Operating Principles for  
Impact Management

TKYB is the **first and only institution** in Türkiye to sign up to the Operating Principles for Impact Management which is a global initiative coordinated by the International Finance Corporation (IFC). We have published first Impact Report in line with the Impact Principles in Türkiye. With this global standard we will manage our corporate banking, project finance, venture capital and private equity Investment activities through the “impact lens” by providing greater discipline, transparency and measurability.



TKYB received a **B (management)** score in the Carbon Disclosure Project (CDP) Climate Change program in 2022 and became one of the financial institutions with the highest score in Türkiye. We assessed risks and opportunities linked with climate change in this report, while questions on strategy, governance, emission metrics, goals, performance, and value chain interaction are answered voluntarily.



Development and Investment Bank has placed supporting Türkiye's development a guide in sustainable finance at the core of its banking approach. As of 2022 79% of our portfolio consists of **sustainability-themed loans**.



TKYB published the **first Impact Report** which is aligned with Impact Principles in Türkiye.



# Awards & Achievements



**2022**  
«Corporate Finance»  
category  
**IPO of the Year**  
Golden Bull Awards



**2022**  
Annual Report  
Competition  
**Gold Winner**  
LACP Vision Awards



**2022**  
«Outstanding Sustainable  
Project Financing»  
category  
The Global Sustainable  
Finance Awards



**2022**  
**Best Green Project  
Financing Bank (1.)**  
International Finance  
Awards



**2022**  
**Islamic Finance Deal of  
the Year (2.)**  
Bonds, Loans & Sukuk  
Awards



**2022**  
**Local Currency Bond  
Deal of the Year (2.)**  
Bonds, Loans & Sukuk  
Awards



**2022**  
"Corporate Banking"  
category (2.)  
IDC Türkiye Financial  
Technologies Awards.



**2023**  
**Türkiye**  
**Low Carbon Hero**  
Istanbul Carbon Summit



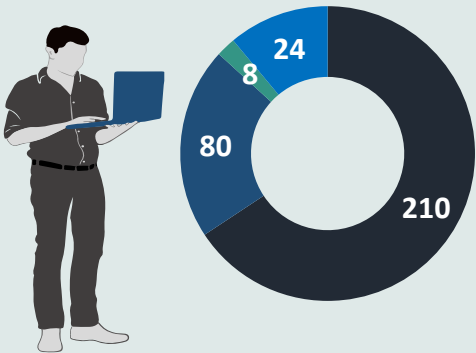
## Young and Dynamic Employees



## The Importance of Equality Between Men and Women in Employment

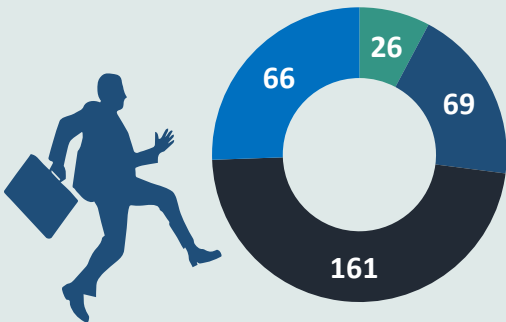


## 93% of The Employees are Higher Education Graduates



■ Graduate ■ Postgraduate ■ PHD ■ Other

## 80% of Employees have for 5 Years or More Experience



■ 25+ years ■ 16 - 25 Years ■ 6 - 15 Years ■ 0 - 5 Years



**Average  
Experience**  
27 Years

**Gender**



**Education**





**DEVELOPMENT  
INVESTMENT**  
BANK OF TÜRKİYE

# APPENDIX



# Selected Balance Sheet Items

Selected Financials	Sep. 2022			December 2022			Sep. 2023		
	TRY	FCY	TOTAL	TRY	FCY	TOTAL	TRY	FCY	TOTAL
TKYB - TRY Million									
Total Assets	21.470	57.369	78.838	31.292	60.306	91.598	46.600	77.006	123.606
Financial Assets	12.358	5.252	17.610	18.032	6.311	24.343	23.983	10.534	34.518
Loans (Gross)	6.706	48.406	55.112	10.461	49.880	60.340	17.591	60.517	78.109
Provisions	1.039	0	1.039	1.110	0	1.110	1.256	0	1.256
Funds Borrowed	5.576	51.566	57.142	8.959	54.381	63.340	16.206	69.964	86.170
Funds	1.506	1.891	3.397	6.158	2.261	8.419	5.013	3.607	8.620
Equity	5.801	-59	5.743	6.855	-12	6.843	9.770	-12	9.759

## Selected Income Statement Items

Income Statement ( TRY Million)	Sep. 2022	Sep. 2023	Sep. 2022 vs. Sep. 2023	Q1 2023	Q2 2023	Q3 2023	Q2 2023 vs. Q3 2023
Net Interest Income	2.107	4.956	135%	1.189	1.827	1.940	6%
Fee Income	34	71	109%	13	40	17	-57%
Other Income (*)	159	90	-44%	49	101	-60	-159%
<b>Revenues</b>	<b>2.300</b>	<b>5.117</b>	<b>122%</b>	<b>1.251</b>	<b>1.968</b>	<b>1.897</b>	<b>-4%</b>
Operating Expense (-)	217	587	170%	250	161	177	10%
<b>Pre-Provisions Profit</b>	<b>2.082</b>	<b>4.530</b>	<b>118%</b>	<b>1.002</b>	<b>1.808</b>	<b>1.720</b>	<b>-5%</b>
Provisions (-)	498	455	-9%	126	212	117	-45%
<b>Pre-Tax Profit</b>	<b>1.585</b>	<b>4.074</b>	<b>157%</b>	<b>875</b>	<b>1.595</b>	<b>1.604</b>	<b>1%</b>
Taxes (-)	423	1.164	175%	212	347	604	74%
<b>Net Profit</b>	<b>1.161</b>	<b>2.911</b>	<b>151%</b>	<b>663</b>	<b>1.248</b>	<b>999</b>	<b>-20%</b>

(\*) Other income includes trading income, subsidiary income and other operating income.

Selected Financial Ratios	Sep. 2023 Results	2023 Forecast
Loan/Asset Ratio	63,2%	~ 65%
Operation Expense Increase	113,4%	> 100%
NIM	5,5%	~ 5,5%
ROE	44,2%	~ 40%
ROA	3,4%	> 3,0%
Expense/ Revenue Ratio	11,8%	< 15%
Capital Adequacy Ratio	17,2%	> 15,0%
NPL	1,1%	< 2,0%
Cost of Risk	0,7%	< 1,0%
Loan Growth	29,4%	~ 50%

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**Türkiye Kalkınma ve Yatırım Bankası A.Ş.**

[www.kalkinma.com.tr](http://www.kalkinma.com.tr)

Saray Mah. Dr. Adnan Büyükdeniz Cad.

No:10 Ümraniye İstanbul Türkiye

**E-mail:** [haberlesme@kalkinma.com.tr](mailto:haberlesme@kalkinma.com.tr)

**Tel:** +90 (216) 636 87 00

**Fax:** +90 (216) 630 18 15