## **Corporate Presentation**

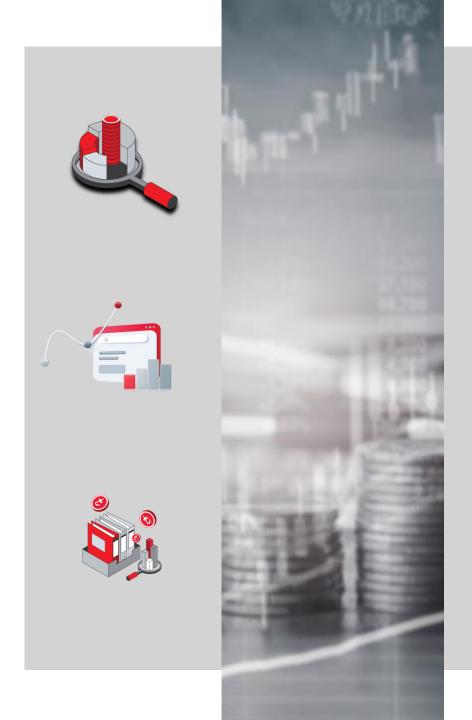
March 2024



#### In a Nutshell

- The Bank received its <u>foundation approval</u> in February 2021 and <u>operational</u> <u>approval</u> from the Turkish Banking Regulation and Supervision Agency on 6<sup>th</sup> of January,2022.
- The Bank commenced its banking activities and operations on Feb.25<sup>th</sup>, 2022.
- The capital of the Bank was increased from **TRY350M** to **TRY600Mn** as of March 28<sup>th</sup>, 2024.
- The Bank had a workforce of 72 employees as of Dec. 31, 2023.





#### **Contents**

In the presentation you will find information about the Bank's ownership structure, activities, policies, compliance and risk management, treasury & funding financials & ratings and SSI.

- 01 Ownership Structure & Group Companies
- 02 Policies & Targets
- 03 Treasury & Funding Activities
- 04 Compliance & Risk Management
- 05 Financials & Ratings
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Information on the shareholding structure and group companies is provided.

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## **Ownership Structure**

#### Destekbank

Destek Finans Faktoring is the primary shareholder of the Bank, owning 99.99% of the total shares, which is in turn 100% owned by Destek Holding, specialized in the finance sector since the early 1990's.

The control of the Destek Finans Faktoring is held by Altunç Kumova, who is also the main shareholder (100%) of Destek Holding.

The Bank has its competitive edge from the experience of Destek Faktoring in the real sector of the Turkish economy since 1996.

Shareholders	Amount (TRY)	Share (%)
Destek Finans Faktoring A.Ş.	599,999,996	99.99996
Altunç KUMOVA	1	0,00001
Özgür AKAYOĞLU	1	0,00001
Kerim TOSUN	1	0,00001
Onur KUMOVA	1	0,00001
TOTAL	600,000,000	100.00

Shareholder Structure of Destekbank as of Q12024



## **Ownership Structure**

#### **Destek Finans Faktoring A.Ş**

Regarding equity size Destek Faktoring ranked as 2nd biggest factoring company in the sector among 49 factoring companies excluding the ones owned by the banks. (as of YE2022)

Destek Faktoring is one of the leading factoring companies in terms of the asset size amounting to appx. TL 8.9Bn, eq.USD 302Mn as of YE2023.\*

Shareholder's equity reached appx. TL 2.5Bn (eq. USD87.8Mn) and net profit is TL 1.6Bn (USD eq. 54.6Mn)

Leverage is quite limited. The equity is close to 29 % of the total liabilities, as of Dec.31, 2023.

Destek Faktoring has a significantly low level of NPLs, one of its strengths.



## **Ownership Structure**

#### **Destek Holding**

Destek Holding was incorporated in Istanbul on May 30,2014 under the name of Klan Yatırım Holding A.S. and received its current title on October 17, 2017.

Destek Holding has been operating smoothly through its subsidiaries under its umbrella as the major ones indicated in the table on the right.

With over 25 years of activity history, the Group has established beneficial and collaborative partnerships with internationally wellknown domestic and foreign institutions.

Subsidiaries	Sector	Country
Destek Finans Faktoring A.Ş.	Factoring	Turkey
GEO BV	Finance	Holland
Domino Europe Ltd.	Finance	Malta
Destek Havacılık A.Ş.	Aviation	Turkey
Destek Yatırım Bankası A.Ş.	Invesment Banking	Turkey





Information is provided on loan segmentation, the bank's vision, sustainability and staffing.

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## **Policies & Targets**

#### **VISION**

The Bank, foreseeing and acknowledging the low level of the present size of especially investment banks in the real sector of the economy, will deploy its sources to fill the relevant gap.

#### LOAN SEGMENTATION

Corporates and Commercial companies are the target customers. The focus is both on cash and non cash products.

#### **BEST BANKING PRACTICES**

Swift decision making, cost conscious wholesale banking, risk based pricing.

#### **SUSTAINABILITY**

Since the Sustainability involves leaving future generations a livable world that is ecologically, economically and socially sustainable, the Bank is fully aware of the environmental and social responsibilities.

## Experienced Top Level Management & Good Staffing

The relevant vast experience of the Chairman, CEO in factoring together with a qualified personnel recruitment policy would enable the Bank to grow fast.





Information is provided on the size of Treasury transactions, borrowing methodologies and outstanding securities. In addition, treasury transactions through digital channels are also included.

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## **Treasury & Funding**

Treasury is a profit center and generates considerable income in TL-FX spot and currency swap trades: USD3,25Bn FX transaction volume & USD 30M VIOP as of YE2023.

Steady increase in borrowings from Banks, Takasbank Money Market and others (TL 824 outstanding as of YE2023).

The total outstanding amount of the securities issued overseas reached USD 61Mn as of 31.12.2023.

The Bank offers its services on digital platforms and sets up the infrastructure accordingly.

<u>5/24 FX Trading Platform</u> is an important initiative where The Bank is trading Spot, Forward, FX, transactions and it can be actively used via mobile devices and website.



Destekbank as the first Turkish Investment Bank quoted at Vienna Stock Exchange, has successfully issued USD 15 Mn of eurobond with 1 year maturity as of 12.01.2024 and reached to USD 50 Mn eurobond issuance in total.



Recently, a new dual advantage digital banking product is available for Destekbank clients. The clients will take the advantage of O/N reporeturn and foreign exchange trading facility via 5/24 Fx trading platform.





The principles of compliance and how they are addressed are presented. The elements considered in risk management are listed.

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## Compliance

Destekbank complies with the corporate governance principles set out by the banking legislation, capital market legislation, as well as the Turkish Commercial Code and other applicable legislation, and pays the utmost attention to implement these principles.

The Bank's risk appetite regarding compliance risk related with money laundering and financing of terrorism regulations is zero. Therefore, The Bank shall get all the measures in order to keep the compliance risk at minimum in a permanent manner, in all its activities.

Dow Jones Risk & Compliance provides premier data solutions and services to help organizations manage third-party risk across anti-money laundering, sanctions, anti-bribery and corruption. Destekbank obtains data from Dow Jones and use a third party tool for sanctions filtering.

The purpose of KYC is to ensure clarity in the customer's transactions and information, and to establish and maintain a relationship based on mutual trust. The Bank handles the KYC process with a risk-based approach.



## Risk Management

#### Market Risk;

(+,-) Fx position/Capital ratio (31/12/2022:+6.2%, 31/12/2023:+0,38%) trading,structural interest rate risk limits; sensitivity and repricing analysis

#### **Credit Risk**;

Risk based pricing, diligent loan assessment and close customer follow up; Adequate Provisioning.

#### **Liquidity Risk**;

Total liquidity and FX liquidity ratios managed daily; Liquidity planning policy for emergency; Liquidity gap analysis.

#### **Capital Adequacy Ratios;**

Core Capital, Tier1+ Tier2 capital base vs risk weighted assets.

	YE2022	YE2023
Tier1	55,85	47,12
Core CAR	55,85	47,12
CAR	57,03	48,12

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The Bank is bound by the legal limits set by the Turkish Banking watchdog, BRSA. More stringent limits than legal limits and early warning signals set by the Board.

Asset growth in a financially sound manner with the risk management aspects





Developments in the financial statements are included with a period comparison. In addition, information on the rating assigned to our Bank by JCR Eurasia was provided

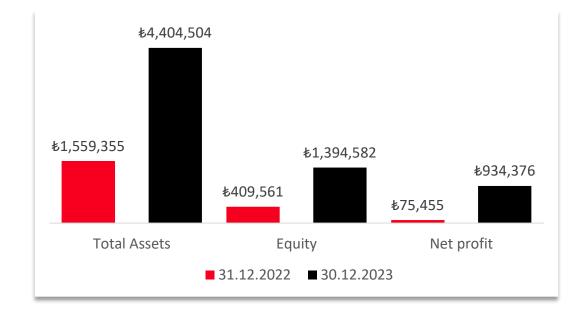
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## Statement of Financial Position Key Financials

as of YE2022 - YE2023

Thoushand TRY	31/12/2022	31/12/2023
Total Assets	1.559.355	4.404.504
Equity	409.561	1.394.582
Paid-In-Capital	300.000	350.000
Net Profit	74.455	934.376
Non Performing Loan Ratio	0	0
Net Profit/Assets(Profitability on Assets	4,8%	21,2%
Standard Capital Adequacy Ratio	57%	48%



### **JCR Eurasia Rating**

As of Q22023

JCR Eurasia Rating has evaluated Destekbank in the investment-grade category and revised the Long Term National Issuer Credit rating from BBB- (tr) to BBB(tr) and affirmed the Short-Term National Issuer Credit Rating at J2 (tr) with stable outlooks.

The Long-Term International Foreign and Local Currency Issuer Credit rating and outlook have been assigned as BB / Negative.

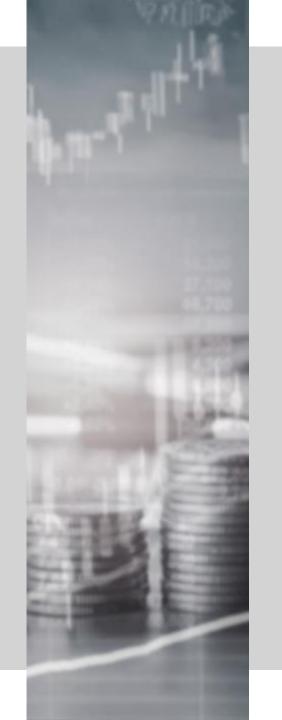
#### Major points in JCR Eurasia Rating evaluation

Satisfactory capital adequacy ratios,

Sustainable net profit generation,

Group synergy





Standard Settlement Instructions are listed

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## STANDARD SETTLEMENT INSTRUCTIONS (SSI) LIST

Currency	Correspondent	SWIFT / BIC	Acc. No.
USD	The Bank of New York Mellon, NEW YORK	IRVTUS3N	8901657999
EUR	The Bank of New York Mellon, NEW YORK	IRVTUS3N	8033108606
EUR	KT Bank AG Frankfurt Am Main	KTAGDEFF	DE77 5023 4500 0300 7500 20
GBP	Standard Chartered Bank, London	SCBLGB2L	01276424501
CNY	Zhejiang Chouzhou Commercial Bank Co. Ltd., Hangzhou	CZCBCN2X	15601012320890002195
TRY	Direct to DEYATRIS via EFT (Turkey Domestic Payment System)	DETAYRIS	TR92 00152 0000 0392 9912 00000

Agent	Agent SWIFT / BIC	Beneficiary SWIFT / BIC	Acc. No.
EUROCLEAR BANK SA/NV	MGTCBEBEECL	DEYATRIS	13586



# Thank You

www.destekbank.com

