

aktif bank



*The Art of Banking*

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## Why Origami?

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Origami (from Japanese ori meaning “folding”, and kami meaning “paper”) is the art of folding or shaping paper.

Nourished by the rich cultural heritage of the Far East, origami figures are not only visually beautiful and impressive but also represent a certain belief and worldview. Creativity, simplicity and functionality emphasize the importance of even the smallest movement on the path to unity within the big picture.

The core of our banking philosophy, which we call New Generation Banking, is based on adding value to all our stakeholders through innovative, solution-oriented business models rather than repeating conventional methods. Therefore, we find the essence of origami in harmony with our own perspective. Origami reminds us of the importance of creating a common value and giving back to society with our every decision, every step we take. It dexterously depicts our common human values, our beliefs, and our business practices. Just as origami shapes paper into brand new forms, we shape the banking industry, open frontiers, and reach new horizons, since our inception, thanks to visionary perspective, innovative products and services.

We wish you to be inspired by this annual report, in which we have described our banking philosophy analogously through origami figures.

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# Vision

To provide easy access to financial services that meet the needs of all segments of society and become the widest reaching financial services organization through innovative and beneficial solutions.

# Mission

To create lasting value for our country, economy and society through innovative solutions and an entrepreneurial approach in every area in which we provide our services, and to become a preferred financial institution to work with for both our stakeholders and the human resource.

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## About Aktif Bank

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Aktif Bank has a sustainable growth strategy based on two fundamental pillars: Productivity and Efficiency. Since the first day, Turkey's largest privately owned investment bank works with a philosophy to do "New Generation banking via alternative delivery channels instead of opening branches." As a reflection of this philosophy, the number of Aktif Bank branches serving for corporate banking, investment banking and private banking (all of which require one-to-one communication) has remained at eight over the last three years. For retail banking that requires a large delivery network, however, the Bank cooperates with other effective distribution organizations in the market. Thanks to this low-cost, flexible strategy, Aktif Bank accumulated a high quantity of capital and pursued stable growth in 2015.

While retail banking, corporate banking and investment banking constitute Aktif Bank's main sphere of activity, the Bank also offers customers a broad spectrum of services from money transfers to insurance, from card products to extensive kiosk solutions. This comprehensive, visionary perspective guarantees Aktif Bank much greater positioning than a bank.

Since 2006, Aktif Bank and its subsidiaries have transformed into an organization offering smart city services to a population of 50 million, mediating 1.5 billion transportation card transactions, producing one million new bank cards, handling more than one million money transfers, almost 10 million invoice and other payments, and selling more than 150,000 retail loan and insurance policies.

Taking an investment bank perspective, Aktif Bank prioritizes the design of high-return investment products catering to all investor needs. To this end, the Bank has pioneered the sector in designing a number of new products while introducing many innovations to investors as Turkey's first Asset Backed Securities (ABS), first Islamic participation certificate, first project finance Sukuk, and first Turkish Lira denominated bank bond issuance.

Aktif Bank is among Turkey's top international award-winning organizations not only for its success in numbers, but also for its performance in products, services and innovation. The Bank is recognized in categories such as world-class payment systems, technology, quality, innovation, investment products, delivery channels and communication. The Bank has received 86 awards in total, including "The World's Most Innovative Bank" from major international competitions such as The Banker, Financial World Innovation, EFMA, Paybefore, VRL Financial and Global Banking & Finance Review. While such awards have brought our country's banking and finance sector great pride, they also illustrate Turkey's difference and innovative understanding.

## Ryuu / Dragon

The symbol of wisdom, mastery and success



**The source of our success is our ability to combine the pioneering ideas created by our employees with effective management and technology.**

As the largest privately-owned investment bank in Turkey, our biggest investment is always in human resources and technological infrastructure. Today, together with our subsidiaries, we offer smart city services to a population of 50 million people, intermediate 1.5 billion public transport card transactions, produce one million new bank cards, deliver around ten million payment transactions and over one million money transfer transactions, sell more than 150,000 retail loan and insurance policies every year. This huge operation rests on the foundation of the minds and talents of our employees.

## Financials

	2015	2014	Change
BALANCES WITH BANKS & MONEY MARKET PLACEMENTS	216,299	155,337	39%
TRADING SECURITIES (NET)	9,271	4,251	118%
INVESTMENT SECURITIES (NET)	930,741	887,838	5%
LOANS & FACTORING RECEIVABLES (NET)	4,638,261	3,983,292	16%
FINANCIAL LEASE RECEIVABLES (NET)	-	-	-
SHAREHOLDERS' EQUITY	879,915	886,604	-1%
TOTAL ASSETS	7,556,649	6,251,827	21%
GUARANTEES AND INDEMNITIES	631,362	991,109	-36%
NET INTEREST INCOME	307,398	238,622	29%
NET FEE AND COMMISSION INCOME	59,148	33,863	75%
PROFIT BEFORE TAXES	52,120	41,439	26%
PROVISION FOR TAXES ON INCOME	-26,153	-7,714	239%
<b>NET PROFIT</b>	<b>25,967</b>	<b>33,725</b>	<b>-23%</b>

## Performance Ratios

	2015	2014
CAPITAL ADEQUACY STANDARD RATIO	13.60%	12.73%
RETURN ON AVERAGE EQUITY	2.94%	3.91%
RETURN ON AVERAGE ASSETS (PROFIT BEFORE TAX BASIS)	0.75%	0.73%
RETURN ON AVERAGE ASSETS (NET PROFIT BASIS)	0.38%	0.59%
NET FEE AND COMMISSION INCOME / OPERATING COSTS	10.31%	9.51%
FIXED ASSETS (NET) / AVERAGE EQUITY	40.27%	34.42%
NON-PERFORMING LOANS / TOTAL LOANS	1.99%	3.01%
INTEREST INCOMES / INTEREST EXPENDITURES	180.19%	174.02%
YIELDING ASSETS / TOTAL ASSETS	76.68%	80.47%

## Credit Ratings by Rating Agencies

JCR Eurasia Rating

Long-Term International Foreign Currency Rating	: BBB- / (Stable Outlook)
Long-Term International Local Currency Ratio	: BBB- / (Stable Outlook)
Long-Term Local Rating	: AA (Trk) / (Stable Outlook)
Short-Term International Foreign Currency Rating	: A - 3 / (Stable Outlook)
Short-Term International Local Currency Rating	: A - 3 / (Stable Outlook)
Short-Term Local Rating	: A-1+ (Trk) / (Stable Outlook)
Sponsored Support	: 2
Stand Alone	: AB

In 2015, JCR-Eurasia Rating rated Aktif Investment Bank Inc. (Aktif Yatırım Bankası A.Ş.) as “Highly Investable,” affirming the Bank’s Long Term Local rating as “AA (Trk)”, International Local and Foreign Currency ratings as “BBB-”, and outlook as “Stable.”

## Capital and Shareholding Structure

The Bank’s capital and shareholding structures as of December 31, 2015 are as follows:

Name Surname / Trade Name	Total Value of Shares	Share	Paid Shares	Unpaid Shares
Çalık Holding A.Ş.	857,621	99.42	857,621	-
Çalık Denim Tekstil San. ve Tic. A.Ş.	2,628	0.30	2,628	-
Ahmet Çalık	1,168	0.14	1,168	-
Başak Yönetim Sistemleri A.Ş.	584	0.07	584	-
Irmak Yönetim Sistemleri A.Ş.	584	0.07	584	-
<b>Total</b>	<b>862,585</b>	<b>100</b>	<b>862,585</b>	<b>-</b>



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## Position in the Sector

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Aktif Bank is Turkey's largest privately owned investment bank. In line with its innovative business model described as "New Generation Banking," Aktif Bank gathered retail banking products supporting branchless banking under one brand name, "N Kolay," in 2015; and launched "N Kolay Loan" and "N Kolay Card" as two important products of this family.

Furthermore, in 2015, the Bank launched the "100% digital loan" as part of digital banking strategies that bring more productivity and efficiency to retail banking where a wider delivery network is required. Aktif Bank breathes new life into the Turkish loan business by offering current and new customers a fully online borrowing experience at [nkolaykredi.com.tr](http://nkolaykredi.com.tr). On that same Internet platform, current and new customers applying for a loan can also request an N Kolay card, one of Turkey's youngest card brands. The N Kolay card lets customers access their accounts with ease, withdraw cash from all ATMs, and experience safe shopping both physically and virtually using their available balance.

The digital banking service model, with the N Kolay brand, will soon be expanded to mobile applications in transport, utility bill payments and money transfers. These apps will allow the digitalization of physical services delivered by subsidiaries to bring the Bank's New Generation mobile strategy to life. In 2015, the Bank took necessary steps to a large transformation project on Internet banking; the new website bringing end user satisfaction to the highest level will be launched in 2016.

In 2015, Aktif Bank once again topped the list of banks lending via PTT (Post and Telegraph Offices Organization, while increasing the rate of Aktif Bank Loans via PTT channel to 45%. The number of loans granted through PTT reached 12,000 monthly.

Thanks to operations in new sectors and new business models in 2015, the Bank granted up to TRY 436 million worth of dealer loans together with consumer loans to more than 117,000 customers. The Bank signed partnership agreements and began working with furniture companies including İstikbal, Bellona, Kelebek, Alfemo and Yataş; Turkish white and brown goods production leaders such as Arçelik, Beko and BSH; and some natural gas suppliers in the heating industry. Aktif Bank is the first business partner for all these brands, offering them an online loan tool along with a system that follows up the delivery and assembly of products. The contract signed with Altınbaş in 2015 greatly contributed to the Bank's potential, while education and vehicle loans were launched in the last quarter of the year. Aktif Bank continues to grow and maintain leadership in dealer loans, a product that already reached a high volume and balance at the end of 2015.

Turkey's most advanced and featured sports fan program, Passolig, increased its number of cardholders by more than one million (almost 2.5-fold) to reach 1.7 million cards issued. In the first half of the 2015-2016 football season, Passolig cards were read 1.52 million times for stadium entry. The year-to-date comparison with 2014-2015 football season indicates 57% growth. Football lovers from 81 provinces of Turkey as well as 150 countries used their Passolig cards to buy tickets and enter stadiums. The card sales and use generated income for Turkish football and local football clubs while permitting their supporters to enjoy special offers from many renowned Turkish brands.

Ticketing by ASSET Sportif, on the other hand, recorded a significant year-to-date increase both in the number of football fans attending games and sales proceeds. The number of supporters buying tickets for football games increased by 47%, from 1.36 million to 2 million between the first half of the 2014-2015 season and the same period of 2015-2016; the revenue thereof increased by 12% from TRY 28 million to TRY 32 million. Season ticket sales showed a similar trend: comparison of the same period indicates a 65% increase in the number of season tickets sold, from 82 thousand to 135 thousand. Simultaneously, the revenue generated from season ticket sales rose by 83% from TRY 45 million to TRY 82.6 million.

Thanks to the entrepreneurial approach of N Kolay Payment Institution, this service is now Turkey's largest collection channel with 6.5 million transactions monthly. N Kolay Payment Institution runs all transactions online in accordance with the contacts between organizations and the Bank, and provides multiple services from any single location. Thanks to its positive image in the eyes of customers and organizations, this business has earned the sector leader position. In 2015, N Kolay Payment Institution, with the highest sector collection volume in Istanbul, increased the number of transaction centers to 474 and number of kiosks to 4,250 to continue rapid expansion in Turkey.

Turkey's most widespread and cheapest money transfer system, Universal Money Transfer (UPT), can now transfer money to 222 countries and 400,000 service points. Moreover, as the first and only local money transfer brand of Turkey, UPT completed more than one million transactions with a total volume of more than TRY 1 billion. It is the market leader with a market share of 54% in high transaction corridors. UPT has branches in Antalya, Istanbul, Izmir and Trabzon and is expanding its network by franchising throughout Turkey.

In 2014, for the first time in Turkey, Sigortayeri made insurance policy sales possible entirely via SMS. Sigortayeri also offers dozens of products by more than 20 insurance companies over online channels such as its new website, brand new app, as well as the call center. Sigortayeri, with mobile and SMS sales activities, reached out to a large target audience as the preferred insurance business partner of prestigious Turkish brands. Thanks to its effective presence in both physical and technological channels, Sigortayeri remained the fastest growing delivery channel and insurance broker in the sector.

EKent, the largest urban transportation system integrator and operator in the region, began serving the Kahramanmaraş and Bolu municipalities in 2015 and increased its number of smart transport solution service points to 16, including five in metropolitan municipalities. There are a total of 2,989 cash loading points and 286 kiosks running on this system. With 32 stadium infrastructure projects carried out within the scope of the e-ticket project, EKent now serves a population of 52 million people in 35 cities, above and beyond its smart transport projects. In 2015, after the system integration of Malatya Stadium, the e-ticket project was commissioned with Turkish Football Federation (TFF) approval. This concluded the largest stadium renovation project in the world. This way EKent guaranteed the "world's largest system integrator" position in stadium infrastructure transformation and operation. EKent and the TFF also signed the contract for Beşiktaş Vodafone Arena Stadium e-ticket project, a development closely followed by the Turkish sports community. This project has been completed recently. EKent's annual transaction volume including transport and services reached one million in 2015 - almost half the number of credit card transactions on the market.

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PAVO, the exclusive business partner of one of Turkey's top POS players, Ingenico, presents member merchants with a unique opportunity to grow without enlarging their stores thanks to the value-added services offered via payment registration devices using cash register features. PAVO introduced the Ingenico iWE 280 cash register to the market in 2014, followed by the Ingenico iDE 280 desktop cash register in November 2015. PAVO differentiated itself in the marketplace by offering customized solutions to member merchants via fast, user-friendly, highly secure POS-featured cash registers. PAVO Brand also seized a competitive edge by adding the partner dealers of new generation POS devices—with cash register features—into the Bank's current dealer portfolio so as to boost sales.

In 2015, Aktif Bank continued innovations in investment and corporate banking through innovative solutions similar to those offered in retail banking.

As of year-end 2015, high-yield Aktif Bond issuance reached TRY 17.1 billion. Aktif Bank continued to diversify its customer base through customized offers to different customer and professional groups, in addition to innovative products such as Progressive Aktif Bond, Fund Bond, and Dual Currency Bond (DCB). Aktif Bond amount in circulation topped the TRY 3 billion level in 2015. Likewise, last year, thanks to the Lease Certificate (Murabaha Sukuk) by Aktif Bank Sukuk Asset Leasing Inc., the Bank started to offer customers Islamic lending instruments as well. Asset Backed Securities (ABS) issuance that was pioneered in 2011 by Turkey's first Asset Finance Fund (AFF), established by Aktif Bank, continues to attract great interest on the secondary market. The total amount of ABS issued by the AFF exceeded TRY 1.8 billion.

Aktif Bank issued Turkey's first Islamic lending instrument in 2012 in three tranches summing up to TRY 300 million for the financing of Istanbul Finance Center's construction. The issuance concluded in 2015 when the infrastructure construction was complete. This project has validated the Bank's pioneering role in using Islamic finance methods for project finance in Turkey.

Research and Development Finance Program, one of the most significant projects initiated in 2014, has supported many entrepreneurs throughout 2014 and 2015. Within the framework of this program, the letter of guarantee procedures (including the application phase) required from entrepreneurs before taking prepayments from the Technology and Innovation Funding Programs of the Scientific and Technological Research Council of Turkey (TÜBİTAK/TEYDEB) were moved to a web based, smart platform. R&D Finance Program continues to develop with new product types such as cash loans for Tekno Yatırım (Techno Investment) and TÜBİTAK/TEYDEB projects.

The new system integration product developed by Aktif Bank for customs brokerage and logistics companies in 2015 allows end-to-end integration of transfers, customs duty payments, and accounting records.

Aktif Bank starts providing agricultural financing even before the seed hits the soil, and continues funding through different models up until produce is processed in integrated plants on its way to the consumer's table. The Bank aims to reach out to a wider target group in 2016 via innovative models for solving the funding problems of farmers and integrated plant investors, increasing production quality, and ensuring cost management in raw materials.

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Aktif Bank concluded agreements with 40 football clubs, transferring over USD 100 million in funds to the clubs through multifaceted cooperation including Passolig card, ticket sales, direct sponsorship, stadium security and box office operating systems. Enabled by its strong presence in the sports sector and close cooperation with the clubs, Aktif Bank developed and launched an automated credit rating and update system with active control mechanism, greatly needed by the sector. This system made the Bank a leading actor in the sector by offering over TRY 1.2 billion to dozens of clubs, primarily including financing the new Beşiktaş Vodafone Arena Stadium.

Projected as a joint venture of Aktif Bank in partnership with ICD, the Islamic Portfolio Management Company (PMC) will cater to the development of Turkey's capital markets sector. This project will allow Aktif Bank to assume the role of a bridge between the savings of the interest-sensitive segment of Turkish society as well as the yields from prominent Middle Eastern investment funds and the real economy. The core businesses of the PMC will mainly focus on fund management: launching new funds, managing them with a professional and experienced team, and offering them to investors. The initial launch is a private equity fund. It will be followed by others such as real estate investment fund, sukuk fund (on an investment fund basis), participation index investment fund, and pension fund, which will all have individual growth targets. The private equity investment fund is planned to start operations with a core capital of USD 20 million. Having ICD onboard for this investment will bring important prestige to the funds and offer full assurance to interest-sensitive investors in terms of full compliance with Islamic finance principles. This instrument is intended to attract both Gulf region funds and Malaysian funds in private equity transactions.

While the Bank expanded its network in 2015 by working with more than 600 correspondent banks in 110 countries, it continues efficient operations in the Balkan region through the BKT subsidiary in line with its understanding of regional banking.

In 2015, Japan Credit Rating Agency (JCR) assigned a credit rating of "AA (Trk)" along with a "Stable" outlook to Aktif Investment Bank Inc. (Aktif Yatırım Bankası A.Ş.) on the Long-Term National scale, which denotes the highest investment grade. For the Long-Term International Local and Foreign Currency category, the Bank has been assigned a "BBB-" rating.

## Amendments to the Articles of Association and Reasons

The Articles of Association were amended at the Extraordinary General Assembly held on April 15<sup>th</sup>, 2015 in the framework of harmonization with Turkish Commercial Code number 6502.

The Articles of Association were amended at the Extraordinary General Assembly held on December 18<sup>th</sup>, 2015 on the grounds of capital increase using internal resources.

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# Çalık Holding

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Çalık Holding, founded in 1981 with the initiative of Ahmet Çalık, operates across a diversified range of industries, namely energy, construction and real estate, textile, mining, finance and telecommunications areas. Çalık Holding currently employs 27,000 people as one of the top Turkish investors in 17 countries in Central Asia, Balkans and the MENA region.

Çalık Group and its affiliates, regarded as one of Turkey's and the region's leading business groups, carry out successful projects in different countries thanks to their competent solutions and innovative practices driven by daily needs in their respective business areas. Çalık Energy, one of Çalık Holding's subsidiaries, continues to grow in electricity-gas distribution and energy generation alongside its business strategy focused on offering engineering, supply and construction services to power plants in Central Asia and Middle East. Çalık Energy signed an important strategic partnership agreement in 2015 and turned a 20-year old collaboration with Japan's global industry and technology giant Mitsubishi Corporation into a partnership.

The company completed a Simple Cycle Power Plant in Derweze, Turkmenistan in 2015 and also began construction on the country's largest power plant, the Mari Combined Cycle Power Plant. Furthermore, Çalık Energy completed the Gardabani Natural Gas Combined Cycle Power Plant in Georgia and took over its operation. A goodwill agreement has been signed by Çalık Energy and Gap Construction to build the main gas purification units and to undertake a part of engineering work in TAPI (Turkmenistan-Afghanistan-Pakistan-India) to transport Turkmenistan gas to Pakistan and India, the two fast-developing Southern Asian countries, through Afghanistan. In 2015, Çalık Energy ranked 89<sup>th</sup> in the Top 250 International Contractors List in the world and sixth in Turkey.

The group comprises three electricity distribution brands: YEDAŞ in Black Sea Region, KEDS in Kosova (with Limak partnership), and ARAS in Eastern Anatolia (with Kiler partnership). Çalık Group's electricity distribution companies strive to offer uninterrupted and high-quality electricity to a total of seven million customers in areas where they operate.

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In 2015, the Group's construction company, GAP, continued construction on Turkmenistan Garaboğaz Fertilizer Factory and Turkmenbashi International Sea Port project, consisting of six terminals and a shipyard. Additionally, the company finished the Turkmenistan Science and Education Center project that will serve as a model for future teaching hospitals with its state-of-the-art technology simulation techniques and robotic surgery practices. GAP started projects for an Endocrinology and Surgery Center. Çalık Real Estate company, in 2015, carried on the projects of Metropol Istanbul and Tarlabası 360, Turkey's award-winning first urban regeneration project.

Çalık Denim, one of Çalık Group's textile companies and among the world's top ten premium denim manufacturers, broke the record of the last ten years with 34 million meters of sales. The company expanded its client portfolio by acquiring new customers in America, Italy, France, UK, Germany, Far East and in our country. Çalık Cotton, on the other hand, aims to become one of the world's 10 primary companies trading cotton. This goal encouraged the company to conclude major agreements in the African cotton market to start buying cotton and selling it on the Turkish market. Gap Marketing, working in the textile sector in areas of international trade and supply, carries its activities forward by enjoying sustainable growth.

Lidya Mining company developed the Balıkesir Gediktepe Copper, Zinc and Gold mines project, currently at the investment stage. "The Second Phase Expansion Project" of the Çöpler Gold Mine, located in Erzincan, is also at the investment stage.

Aktif Bank, the Group's finance sector subsidiary and Turkey's largest privately owned investment bank, continued its strategy focused on alternative delivery channels rather than branching in 2015 and maximized its areas of strength while bolstering the synergy between the Bank and its subsidiaries. In the meantime, Banka Kombetare Tregtare (BKT), Çalık Group's subsidiary operating in the Balkans, crowned its accomplishments with acclaimed awards as the largest bank of Albania with 25% market share.

ALBtelecom, the Group's telecommunications company in Albania, centralized its systems and successfully completed massive technological transformation projects within the scope of its business partnership with SAP. The company carries on its operations with a faster, more customer-centric approach and provides higher quality products and services.

Çalık Holding, with its entrepreneurial spirit, thoroughly conceived schemes, focus on inclusiveness and diversity, innovative and sustainable business models, investments in technology and human resources, continues its efforts of the last 35 years to add long-lasting value to people's lives in every field and in every country where the group operates.



## Message from the Chairman



Dear Stakeholders,

Turkey's stable management understanding in recent years has been the key driver of economic growth. The strong stability that has been maintained in spite of all difficulties and transient uncertainties in the world reinforces our belief in continuous future growth.

In 2015, all global actors had to confront difficulties. While the economic dynamics of the U.S.A. and China as well as instability in the Middle East, which Turkey is a part of, had a negative impact on financial markets, growth rates of developing economies continued to constitute three fourths of global growth.

In spite of these negative global developments and geopolitical risks, the Turkish economy sustained a modest growth. GDP, for the first nine months of the year, grew by 3.4% on a year-on-year basis. Falling energy prices helped the current account balance improve during this period. As was the case in 2015, no major change is expected in the global macroeconomic outlook in 2016. Although the impact of volatility in global markets will be felt again in the Turkish economy, stability in the country will reinforce its resilient structure.

As Çalık Holding, we forge ahead as a strong group, playing a crucial role in Turkey's integration with the world economy thanks to our international competitiveness in six different industries, employment opportunities for around 27,000 individuals, sound financial structure, internationally respected business partners and high-quality projects.

Empowered by its trust in the Turkish economy, the Bank continues to spearhead many new practices. Turkey's first real Asset Backed Security (ABS), Islamic participation certificate, project finance sukuk and Turkish Lira-denominated bank bond issuances by Aktif Bank not only break new ground in the country but also offer a range of important revenue opportunities for investors.

The Bank took ambitious steps in various fields through new sector-specific financing models and system-based integration solutions in corporate banking. Highlights in 2015 were structured funding models for football clubs in the sports industry, in which the Bank first started operating through Passolig ticketing systems; innovative funding models for urban regeneration projects on a profit-and-loss sharing basis in the real estate industry; new products specifically designed for customs brokerage and logistics companies; innovative funding models for servicing the financing needs of farmers and integrated plants in cotton production and other post-production stages of the agricultural industry value-chain; and finally Research and Development Financing Program 2015 in support of entrepreneurs.

Aktif Bank made new strides also in retail banking, and merged all its retail banking products under the "N Kolay" brand to support its branch-free banking model. A 100 %-digital "N Kolay Loan" opened a new horizon in the loan business and allowed customers to borrow through completely online channels. The Bank will continue to invest in digital and launch new mobile applications in 2016.

The Bank's "New Generation Banking" business model not only yielded strong financial results but was also recognized with a total of 86 awards including "World's Most Innovative Bank" in the last five years.

I truly believe that Aktif Bank will keep on adding value to customers, the banking industry and the Turkish economy thanks to its innovative vision, courage and trailblazing approach.

Best regards,

Ahmet Çalık

## Message from the CEO



Dear Stakeholders,

In spite of difficulties in global economies, the Turkish banking industry sustained growth in 2015. The asset size of the overall industry grew by 18% on an annual basis and reached TRY 2,357 billion. Loans, the key item of the assets, amounted to TRY 1.485 billion and constituted 75% of GDP. Total loans grew by 20% year-on-year. Last year, the amount of deposit/participation fund rose by 18% and soared to TRY 1,245 billion. This way, deposit-to-loan ratio kept increasing and reached 119%. In line with this growth, the profit of the sector grew by 6% to total TRY 26.1 billion year-on-year.

As Turkey's largest privately owned investment bank, we concentrate on corporate banking, investment banking and retail banking, in which we offer financial services to not only the leading companies but also individuals in Turkey. The common perspective at the core of all our business practices is merging the flexibility of an investment bank with conventional banking service models, and turning this utility into sustainable business models customized for Aktif Bank. In the past year we continued to offer funding solutions and strategies that provide a competitive edge in corporate and investment banking. While we offered more than TRY 1.2 billion to football clubs to finance the sports sector, we also financed the Vodafone Arena Stadium project. At Istanbul Finance Center, we became partners in two projects expected to bring over TRY 6 billion revenues. Moreover, we continued to take place in profit-and-loss-sharing based partnerships in real estate development and urban regeneration projects. We issued a lease certificate of TRY 300 million in total for funding the Istanbul Finance Center project. On the other hand, we developed specific funding models for energy, logistics, technology, car rental sectors. Soon we will offer brokerage as well as corporate and structured financing services to respond to the financing needs of our corporate customers via capital markets and borrowing markets. With the support of investors backing our services, the issuance amount of Aktif Bond, our spearhead product, exceeded TRY 17 billion as of the end of 2015.

As an investment bank with a no-branch strategy, the scale we attained in retail banking has totally differentiated us in the sector. The number of daily transactions on payment system solutions and retail financing products offered by Aktif Bank and its subsidiaries is fairly comparable to that of large banks with thousands of branches in the sector. The volume of smart transportation cards that we currently offer through our subsidiaries is around 1.5 billion per year. In other words, the number of transactions with our transportation cards equaled half of the total credit card transactions in Turkey last year. In 2015, we produced one million new bank cards, intermediated the payment of around ten million invoices through N Kolay payment points, performed over one million money transfers, sold over 150,000 consumer loan and insurance policies.

The scale we achieved in retail banking reinforced our belief in having adopted the right strategy. While we continue implementing these strategies, we have also shifted to digital and mobile banking. In line with our digital banking strategies that put productivity and efficiency at the forefront, we gradually laid the foundation for online banking in 2015. Launched with a "100% digital loan" motto, N Kolay Loan portal has been designed with a new understanding of credit that can offer customized pricings and different payment plans for different customer profiles. Our new website and mobile applications will soon be launched with an aim to create mobile solutions for banking services, daily transportation, and Passolig needs of our customers. We will be merging investment banking and retail banking functions, thereby offering our own bonds to the public and delivering once again through digital channels.

Aktif Bank and its subsidiaries will continue to lead the industry and add value to all stakeholders through an expert team, technology investments, and an understanding of innovative services always dedicated to customer satisfaction.

Best Regards,

Dr. Serdar Sümer



# Board of Directors



**AHMET ÇALIK**  
Chairman

Born in 1958 in Malatya, Ahmet Çalık began business life by establishing Ortadoğu Tekstil Ticaret ve Sanayi A.Ş. in 1981. Mister Çalık, born into a textile industrialist family active in the sector since the 1930s, made the first ever large-scale industrial investment of Eastern Anatolia by setting up Gap Güneydoğu Tekstil San. ve Tic. A.Ş. in Malatya. In the same period, in line with his international vision and investment goals, he invested in Turkmenistan, a Central Asian country that had recently gained its independence. Leveraging on his trade experience accumulated in Turkey since 1992, he went global investing in significant projects in energy, telecommunications, finance, construction, textile and mining sectors in numerous countries. Çalık Holding was founded in 1997 to unite all Group companies under one roof. In 1992, he became one of the business leaders bringing in the largest investment in Albania and Kosovo. Mr. Çalık was declared worthy of the Turkmenistan Order of State and presented with the Turkmenistan Mahdum Guli Award in 1997. In 1999, he received the State Medal of Distinguished Service from the Republic of Turkey and the Gayrat Medal from Turkmenistan. He was honored with the Turkmenistan Golden Age Merit in 2001, the Distinguished Service Medal by the Turkish Ministry of Foreign Affairs in 2002, the Distinguished Service Award of the Turkish Grand National Assembly and the "Turkey in Europe - Franco Nobili" award in 2006. In 2012, the Chairman was declared the Honorary Council of Bursa by the Republic of Kazakhstan, and in 2014 he was awarded the Ellis Island Medal of Honor by the National Ethnic Coalition of Organizations. That same year, Ahmet Çalık was awarded Honorary Ph.D. degrees from the Matsumoto Dental University in Japan and the University of Tirana in Albania. Under his supervision as the Board Chairman, Çalık Holding Companies operate in 17 countries from Central Asia to Middle East and from Balkans to North Africa, employing 24,000 people.



**MEHMET USTA**  
Deputy Chairman

Born in 1950, Mehmet Usta graduated from the Department of Economics and Finance at the Eskişehir Academy of Economic and Commercial Sciences. He has more than 35 years of banking experience. Following his service in Anadolu Bank between 1979 and 1987 as inspector and executive, he hold various high-level executive positions in Emlak Bank both in Turkey and abroad between 1987 and 1994. Then, between 1994 until March 2007, he served at the Banque du Bosphore in Paris as CEO and Board member. In April 2008 he joined Aktif Bank as the Deputy Chairman of the Board of Directors. Since July 2009, Mr. Usta also acts as the Chairman of the Board of Directors at Banka Kombetare Tregtare, a subsidiary of Çalık Holding operating in Albania and Kosovo. He has been a Member of Board at the Brussels-based World Savings and Retail Banking Institute (WSBI) since May 2012 and acts as Chairman of the Board at Aktif Bank subsidiaries UPT Ödeme Hizmetleri A.Ş. and Sigortayeri Sigorta ve Reasürans Brokerlik A.Ş.



**MEHMET ERTUĞRUL GÜRLER**  
Board Member

Mehmet Ertuğrul Gürler was born in 1958 and graduated from Marmara University, Faculty of Economics. Since then he has accumulated 38 years of business experience. He held several positions at Dow Türkiye A.Ş. from 1987 until 1994, including the positions of CFO and Board Member. Following his positions in Total Oil Türkiye A.Ş. between 1994 and 1998 as the Deputy CEO and Secretary General, he became CEO of Çalık Holding in 1998. Mr. Gürler still serves as Vice-Chairman of the Board at Banka Kombetare Tregtare and Çalık Denim Textile. He serves on the Boards of Aktif Bank, ALBtelecom, Gap Construction and Gap Marketing. Mr. Gürler furthermore takes responsibility as Board Chairman at YEPAŞ.



**VEYSEL ŞAHİN**  
Board Member

Born in 1959, Veysel Şahin graduated from Ankara Gazi University, Faculty of Economics and Administrative Sciences, earning a degree from the Public Administration Department. He completed his post-graduate studies at Bahçeşehir University. Having started his banking career in 1985 as an Assistant Auditor, he later assumed positions in different departments and branches, foreign representative offices as well as the position of Chairman of the Audit Board at Anadolu Bank, Emlak Bank and Ziraat Bank. He also worked as an Audit Board member at Axa Insurance and Board member at TKİ Bank Kazakhstan. Since 2009, Mr. Şahin serves on the Board of Directors and is an Audit Committee Member at Aktif Bank.



**İZZET SERHAT DEMİR**  
Board Member

İzzet Serhat Demir was born in 1974 and graduated from the Law Faculty of Istanbul University. After earning his graduate degree in business administration, he began his career as a private company executive. During his 19 years in business, he worked as the Director of Legal Affairs at Çalık Holding between 2007 and 2015. He is still a Board Member at Aktif Bank and Banka Kombetare Tregtare.



**AHMET CELALETTİN YILDIRIM**  
Board Member

Born in 1968, Ahmet Celalettin Yıldırım pursued studies in English to earn a degree in Economics from Istanbul University in 1991. Starting his career as a management trainee at Yapı ve Kredi Bank the same year, he was appointed Head of Treasury in 1999 after fulfilling many different roles in the bank. He continued his career as the CEO and Board Member at Yapı Kredi Germany. Upon his return to Istanbul, he became the CEO of Yapı Kredi Invest and assumed board membership duties in other subsidiaries of the company. After serving as the CEO and Board Member of Alternatif Yatırım A.Ş., he joined Çalık Holding in 2014 as the Group Chairman Responsible for Financial Relations and Strategic Planning and also became a Board Member at that time. Mr. Yıldırım has furthermore taken responsibility as a Board Member at Aktif Bank since April, 2015.



**Dr. SERDAR SÜMER**  
CEO and Board Member

Doctor Serdar Sümer was born in 1973 and took his undergraduate education from Ankara University Faculty of Political Sciences, Business Administration Department. He completed graduate study in Virginia, U.S.A., at the College of William and Mary before returning to Turkey to earn a Ph.D. from the Marmara University Banking and Insurance Institute. Certified as a Financial Risk Manager (FRM) and a Certified Public Accountant, Dr. Sümer started his career as Sworn-in Bank Auditor in 1996, then worked in Aktif Bank as Executive Vice-President responsible for Capital Markets between 2008 and 2014. Since 2014 he has served as a partner and Member of the Board at Tera Equities. Dr. Sümer brought his 20-year experience in banking back to Aktif Bank and has served as CEO and Board Member since May, 2015.

## Top Management



**Dr. SERDAR SÜMER**  
CEO and Board Member

Dr. Serdar Sümer was born in 1973 and took his undergraduate education from Ankara University Faculty of Political Sciences, Business Administration Department. He completed graduate study in Virginia, U.S.A., at the College of William and Mary before returning to Turkey to earn a Ph.D. from the Marmara University Banking and Insurance Institute. Certified as a Financial Risk Manager (FRM) and a Certified Public Accountant, Dr. Sümer started his career as Sworn-in Bank Auditor in 1996, then worked in Aktif Bank as EVP responsible for Capital Markets between 2008 and 2014. Since 2014 he has served as a partner and Member of the Board at Tera Equities. Dr. Sümer brought his 20-year experience in banking back to Aktif Bank and has served as CEO and Board Member since May, 2015.



**AYŞEGÜL ADACA**  
Executive Vice-President,  
Retail Banking Credits

Born in 1974, Ayşegül Adaca graduated from Boğaziçi University Civil Engineering Department and continued her graduate school at Stanford University. Adaca has 18 years of experience in banking and joined Aktif Bank in 2015.



**MURAT BARLAS**  
Executive Vice-President,  
Finance

Murat Barlas, born in 1968, graduated from Istanbul University, Department of Mathematics. Busy in the banking sector for 20 years, he joined Aktif Bank in 2015.



**AHMET ERDAL GÜNCAN**  
Executive Vice-President,  
Corporate Banking

Born in 1969, Ahmet Erdal Güncan took a degree in Civil Engineering from Istanbul Technical University before specializing in construction management at the same institution. Mr. Güncan worked in the banking sector for 19 years before joining Aktif Bank in 2008.



**GÜROL GÜNGÖR**  
Executive Vice-President,  
Retail Banking Sales and  
Subsidiaries Coordination

Gürol Güngör was born in 1976 and graduated from Istanbul Technical University, Industrial Engineering Department. He later earned his graduate degree in banking at Marmara University. With 18 years of banking experience, he joined Aktif Bank in 2015.



**KEMALEDDİN KOYUNCU**  
Executive Vice-President,  
Legislation and Legal Affairs

Kemaleddin Koyuncu was born in 1970 and graduated from Middle East Technical University Business Administration Department. He earned his M.B.A. from the University of Illinois at Urbana-Champaign on the way to 24 years of banking experience. Mr. Koyuncu joined Aktif Bank in 2015.



**UĞUR GÖKHAN ÖZDİNÇ**  
Executive Vice-President,  
Information Technology and  
Operation

Born in 1975, Gökhan Özdiñç earned a B.Sc. in Computer Engineering from Boğaziçi University. He continued on to complete M.B.A. and Ph.D. degrees in that institution's Business Administration Department. He has 17 years of banking experience and lectures part-time in the department of MIS and Computer Engineering at Boğaziçi University. Dr. Özdiñç joined Aktif Bank in 2014.



**ÖMER ÜNVEREN**  
Executive Vice-President,  
Treasury

Ömer Ünveren, born in 1976, graduated from Istanbul University, Faculty of Political Sciences and Business Administration Department. He brought his 15 years banking experience to Aktif Bank in 2014.



**SELCAN KAYTANCI**  
Managing Director,  
Human Resources

Selcan Kaytancı was born in 1974 and graduated from Middle East Technical University Faculty of Political Sciences and Public Administration. She then earned a graduate degree in Human Resources at Bahçeşehir University. Ms. Kaytancı, with her 17 years banking experience, joined Aktif Bank in 2014.



**HAKAN ÖZAT**  
Managing Director,  
Internal Systems

Born in 1980, Hakan Özat is a graduate of the Marmara University Department of Economics. Aktif Bank hired Mr. Özat in 2015 on the basis of his 12 years of experience in the sector.



**MUZAFFER SUAT UTKU**  
Managing Director,  
Financial Institutions

Muzaffer Suat Utku was born in 1974 and graduated from U.S. International University of San Diego, Business Administration Department. He completed his M.B.A. at London University College. He joined Aktif Bank in 2007 and has 17 years banking experience.

#### Executives who resigned from the office

CEO and Board Member Galip Tözge (April 2015), EVPs Yıldırım Ulusoy (April 2015), Savaş Sepin (May 2015) and Managing Director Muhammed Furkan Ünal (July 2015).

## Kame / Turtle

The symbol of longevity and making possible the impossible



Empowered by our trust in the Turkish economy,  
we are breaking brand new ground in the banking industry.

In spite of all the recent difficulties and uncertainties in the global economy, we have launched many new practices in investment and corporate banking. We issued the first asset-backed security, the first Islamic participation certificate, the first project finance sukuk, and the first Turkish Lira-denominated bank bond in Turkey, which all proved their success considering their financial output. While the amount of "Aktif Bond" issue surpassed TRY 17 billion by the end of 2015, the total asset backed securities issued by the Asset Finance Funds established by Aktif Bank exceeds TRY 1.8 billion. We issued Turkey's very first Islamic debt instrument to finance the construction of Istanbul Trade Center, which amounted to TRY 300 million in total. Sports finance is another area where we have made an assertive start. So far, we have offered over TRY 1.2 billion financing to football clubs.



## Managers for Internal Systems

**HAKAN ÖZAT**  
**Head of Internal Systems Group**

Hakan Özat was born in 1980 and graduated from Marmara University Department of Economics. Mr. Özat joined Aktif Bank in 2015 on the basis of his 12 years in business.

**VOLKAN KÖLEGE**  
**Director, Internal Control**

Volkan Kölege was born in 1977 and graduated from Anadolu University Faculty of Economics and Administrative Sciences Department of Business Administration. With 16 years in banking, Mr. Kölege joined Aktif Bank in 2008.

**PINAR GÜRKAN**  
**Director, Compliance**

Pınar Gürkan was born in 1981 and earned a degree in Econometrics from Marmara University Faculty of Economics and Administrative Sciences. Mrs. Gürkan with 11 years of experience, joined Aktif Bank in 2009.

**DENİZ TURUNÇ**  
**Director, Risk Management**

Deniz Turunç was born in 1977 and graduated from Boğaziçi University Faculty of Economics and Administrative Sciences, Department of Economics. Deniz Turunç brought 15 years of banking experience to Aktif Bank upon joining the Internal Systems Management team in 2015.

**GÜRKAN SEZGÜN**  
**Director, Internal Audit**

Gürkan Sezgün was born in 1978 and graduated from Marmara University Department of Business Administration. Mr. Sezgün joined Aktif Bank in 2009 on the merit of 16 years in the sector.

## Committees

### Audit Committee

In order to assist with the performance of audit and supervision activities under its own responsibility, the Board of Directors appointed two of its members, whose qualifications are identified by the Banking Regulation and Supervision Authority (BRSA), as the Audit Committee. They are recognized as internal systems supervisors and jointly conduct the administration, management and performance of their duties under internal systems.

On behalf of the Board of Directors, the Audit Committee supervises the efficiency and effectiveness of the Bank's internal systems, the functioning of these systems as well as accounting and reporting systems in line with Banking Law, other legislation provisions and intra-bank regulations. The Audit Committee certifies the integrity of the information produced; conducts preliminary assessments to assist in selection of independent audit firms and rating, appraisal and support service firms by the Board of Directors; regularly monitors the activities of those firms that are selected and contracted by the Board of Directors; and ensures the consolidated delivery and coordination of internal audit activities covering all Departments/Units/Branches.

The Audit Committee submits an audit report to the Board of Directors once every six months minimum.

### Committee Members

**Mehmet Usta**  
**Chairman of Audit Committee**

**Veysel Şahin**  
**Member of Audit Committee**

### Credit Committee

The Credit Committee consists of the CEO and two persons elected from among those Members of the Board who meet all the criteria, professionally and in terms of qualifications, required of the CEO, and who, in their role as committee members, will exercise their authority delegated by the Board of Directors to open credit lines.

### Full Members of Credit Committee

**Mehmet Usta**  
**Chairman of Credit Committee**

**Mehmet Ertuğrul Gürler**  
**Vice-Chairman of Credit Committee**

**Dr. Serdar Sümer**  
**Member of Credit Committee - CEO**

### Alternate Members of Credit Committee

**Veysel Şahin**  
**1<sup>st</sup> Alternate Member**

**Ahmet Celalettin Yıldırım**  
**2<sup>nd</sup> Alternate Member**

### Corporate Governance Committee

The Corporate Governance Committee is responsible for monitoring compliance with the Bank's corporate governance principles (mission and vision, corporate values and code of conduct, articles of incorporation, in-bank policies, interbank regulations, etc.), improving compliance to corporate governance principles, and submitting suggestions to the Board of Directors on the matter.

The Corporate Governance Committee meets once a year, or more frequently when necessary, with complete attendance by all members. Other attendees may also be invited to meetings by the Chairman of the Committee. The Bank's 2015 Report on Compliance with the Corporate Governance Principles is published on the corporate website.

### Committee Members

**Mehmet Usta**  
**Deputy Chairman of the Board - Chairman of the Committee**

**Mehmet Ertuğrul Gürler**  
**Member of the Board - Deputy Chairman of the Committee**

**Veysel Şahin**  
**Member of the Board - Member of the Committee**

## Pricing Committee

The Pricing Committee is responsible for evaluating the compensation policy and practices relevant thereto that are established by the Headquarters. The Committee submits an annual report containing suggestions to this end to the Board of Directors.

## Committee Members

**Mehmet Usta**  
Deputy Chairman of the Board - Chairman of the Committee

**Mehmet Ertuğrul Gürler**  
Member of the Board - Deputy Chairman of the Committee

The Pricing Committee holds ordinary meetings once a year and extraordinary meetings when necessary, with all members attending the meeting. The Chairman of the Committee may invite others to the meetings at his discretion.

Information on Committee Members' attendance at the related meetings held within the accounting year, based on the third sub paragraph of subsection (b) of article 6's first paragraph of the Regulation on Procedures and Principles on the Preparation and Publishing of Annual Reports by the Board, Committee and the Banks:

The Board of Directors meets once a month. Furthermore, it meets extraordinarily when necessary.

## Assets - Liabilities Committee

The Assets-Liabilities Committee is an advisory board that sets rules in line with fiscal policies and strategies for management of the Bank's assets and liabilities in connection with liquidity restrictions, foreign exchange risk and capital adequacy.

## Committee Members

**Dr. Serdar Sümer**  
CEO, Chairman of the Committee

**Ömer Ünveren**  
Executive Vice-President, Treasury

**Murat Barlas**  
Executive Vice-President, Finance

**Ayşegül Adaca**  
Executive Vice-President, Retail Banking Credits

**Gürol Güngör**  
Executive Vice-President, Retail Banking Sales and Subsidiaries Coordination

**Ahmet Erdal Güncan**  
Executive Vice-President, Corporate Banking

**Muzaffer Suat Utku**  
Managing Director, Financial Institutions Group

## Summary of the 2015 Board of Directors Report Presented to the General Assembly

Dear Shareholders,

Our Bank completed a productive year in 2015, thanks to the successful work of the management team and efforts to accomplish all activities. As a result of activities conducted throughout 2015:

Our net profit was TRY 25,967 and total asset size was TRY 7,556,649. With these results, our net profit decreased an amount of TRY 7,758 while size of assets rose by 20.87% when compared to the previous year.

Our capital adequacy ratio stood at 13.60%. Our Bank succeeded in meeting the equity requirements due to Balance Sheet growth, with the profit obtained from operations in the period.

Our Bank has been one of the most profitable banks in the sector with an average Return on Equity of 2.94% and an average Return on Assets of 0.38%.

Our non-equity foreign assets pioneered growth, surging by 24.44% to TRY 6,676,734. This significant development in foreign assets' inflow is a highly positive development in terms of our Bank's credibility.

Our cash loans increased by 16.44% compared to the previous year, rising to TRY 4,638,261.

The NPL ratio stood at 1.99%. Given these results, while growing quite significantly in Balance Sheet terms, Aktif Bank has maintained its profitability and asset quality at a high level.

We submit the Financial Statements of our Bank showing the activity outcomes pertaining to the Balance Sheet period January 1, 2015 – December 31, 2015, the respective highlights and footnotes, Independent Auditors' Report and Auditors' report for your examination and approval.

Pending Board approval, we present the adoption of this "Report" herein, and other reports submitted to you, and the release of our Board of Directors for your evaluation and approval. We would like to express our warmest greetings, wishing you an even more productive and profitable year.

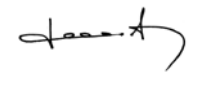
Sincerely,

On behalf of Aktif Investment Bank Inc. Board of Directors,

**AHMET ÇALIK**  
CHAIRMAN  
OF THE BOARD



**MEHMET USTA**  
DEPUTY CHAIRMAN  
OF THE BOARD



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## Activities, Growth Strategy and Objectives for 2015

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### Retail Banking Credits Group

The business model for the Retail Credits Group is set up to overlap with Aktif Bank's productivity- and profitability-focused sustainable growth strategy. The Bank can offer products and services to its customers thanks to collaboration efforts in place with third parties—bearing more feasible costs than normally possible in the sector—and through an efficient distribution network.

This strategy focusing on low and flexible costs enables Aktif Bank to have similar retail loan volumes and credit card/debit card numbers with banks having 300 or 400 branches in the field of retail banking, where competition is fierce and margins are low.

While banks in the sector have a total of 12,000 branches, Aktif Bank sells loans and insurance to a large customer base at more than 4,700 PTT offices and about 1,000 retail stores. Such collaboration, which marks the first of its kind in the sector, allowed Aktif Bank to have access—solely achieved through marketing and operations support—to loan customers over a delivery channel that is equal to about half the total branch number in the sector.

In order to gain competitive advantage in retail banking, which requires a widespread network of delivery, the majority of the Bank's resources are allocated to developing and improving digital channels. In 2015, "100% digital loan" was launched. All current and potential customers of the Bank can complete the entire process over the web, simply visiting [nkolaykredi.com.tr](http://nkolaykredi.com.tr).

In the fields of Corporate Communication and Digital Marketing, the Retail Banking Credits Group improved brand recognition and reputation through successful work in advertising, brand management, public relations, media relations, media purchasing, sponsorship, positioning of websites and digital communication, as well as an efficient representation of the Bank and its subsidiaries in international contests. Aktif Bank thus reinforces its distinct position in the sector.

### Retail Banking Sales and Subsidiaries Coordination Group

The Retail Banking Sales and Subsidiaries Coordination Group delivers sales management for the Bank and its subsidiaries specifically for pensioners' loans, money transfers and PTT Insurance products through PTT Bank Channels around Turkey (more than 4,700 PTT offices and more than 2,000 ATMs).

The widespread dealer network of 12 reputed brands chiefly in white goods and furniture sectors offers the Bank's consumer financing products to customers at the moment of sales.

Offering the retail product range for sales over widespread channels managed by itself around Turkey, the Group adds value to and creates a synergy with the Bank and its subsidiaries in terms of delivery channels.

## Rama / Lama

The symbol of endurance under difficult situations,  
hard work and responsibility



Our ability to foresee changes and adapt quickly allows us to  
turn challenges into advantages.

The foundation of our management strategy rests on an organizational understanding that creates new business opportunities through quick adaptation to new technologies and developments in the market. Our visionary approach towards the transition to digital banking made us the most innovative bank in the industry. Using the "New Generation Banking" approach, we plan business processes by always investing in the digital world and continue serving through the digital medium or alternative delivery channels without need for brick-and-mortar branches.

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## Corporate Banking Group

The Corporate Banking Group develops strategies for a competitive advantage on the basis of Aktif Bank's collaboration with its subsidiaries. The Group efficiently uses current channels and opportunities to increase the Bank's total productivity and profitability.

In this sense, the Corporate Banking Group develops exclusive, innovative projects for various sectors in line with cash management products, integrated banking solutions, and the overall strategy of the Bank. The Group establishes advantageous banking packages to aid expansion of the business volume of Aktif Bank's affiliates.

Efforts spearheading work to this end are the cash management products and integrated financing solutions developed in cooperation with EKent, the subsidiary of the Bank, and the structured financing models catering to the needs of football clubs for which the Bank delivers services through Passolig. The Group's guiding work in sports finance constitutes remarkable steps taking the Bank to industry leadership.

Another main field of concentration is the revenue and profit sharing real estate urban transformation projects supported by innovative financing models and run in synergy with Emlak Girişim Real Estate Venture Inc. in the field of real estate development.

The Research and Development Finance Program developed for pre-financing needs in TÜBİTAK/TEYDEB projects as well as technology investment projects offer entrepreneurs loans without a tangible collateral. These services combined with a system monitored online provide ease and prevalence.

The Group made ambitious entries into two new fields in 2015 through pioneering financing models and systematic integration solutions tailored for the sector. Significant support is extended to customs brokerage and logistics companies through the new products developed exclusively for this purpose. Likewise the agricultural industry benefits from innovative models formulated to solve the financing issues of farmers and integrated facilities.

Business development management and consultancy services are provided to invested companies, group companies, domestic and international customers by a team specialized in the evaluation of new business plans and ideas. The Corporate Banking Group identifies potential firms as investment targets and plays a role in the management of mergers and acquisitions. In addition, the Group also provides financing to the Bank and its customers through structured financing products in capital and credit markets. It extends financing to public and private sector projects within a broad range of services. In this framework, two acquisitions were managed, two companies were provided with incorporation consultancy, and international groups were provided with various merger and acquisition consultancy services in 2015.

In 2016, the Corporate Banking Group will continue to develop products, deliver services, and follow up trade and investment opportunities in line with the vision of the Bank.

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## Treasury Group

The Treasury Group contributed to growth and profitability through effective pricing in types of transactions required by the Bank's balance sheet development in 2015. It played a significant role in successfully issuing capital market instruments via intensive secondary transactions and the inter-agency relations developing each year. Following the completion of infrastructure projects and increased focus on secondary transactions in 2015, the Group registered as a "Profit Center." While the Bank launched products based on interest-free financing model as well as Asset-Backed Securities, Aktif Bond, now a market classic, has become an increasingly popular investment instrument adopted by investors who wish to make effective use of their resources in the short run. In 2015, the new Bonds and Bills Fund launched by the Treasury Group to mainly invest in private sector debt instruments continued to excel with superior performance.

All employees in the Group hold advanced and derivative CMB licenses. Their teamwork continuously expands the product range as they combine their training and experience to penetrate the market deeply in all treasury transactions, spot and derivatives alike. The private banking team formed within the Group has continued to expand its retail customer base and increase the size of assets managed. In 2016, it will continue its efforts to become a reliable partner for domestic and international market players in the field of treasury transactions. Furthermore, the Group will expand its retail customer network and give weight to financial inclusion policy within the scope of the planned public offering of Aktif Bond.

## Finance Group

The Finance Group is critically important for the Bank's development and the realization of its business objectives. This Group has the competence to check the conformity of recording, grouping, assessment procedures and financial transactions as well as theoretical information to define rules. The Finance Group not only ensured due accounting and reporting of all transactions to which the Bank was a party, but also successfully managed operations for a timely and full performance of tax and similar liabilities in 2015.

In addition, the Bank's financial position and profitability were analyzed, its medium-term and long-term projections were prepared, and budgeting operations on the compliance of the Bank's trade policies with its budget objectives were carried out.

Furthermore, a procurement unit under the Finance Group carries out procurement operations, i.e. the procedures for finding suitable suppliers and procuring items with predefined, appropriate qualities on time and at reasonable cost. These procedures have an increasing strategic importance considering the changing conditions and competitive environment in today's world.

In addition to its existing functions of fulfilling financial liabilities, the Group will carry on its efficient reporting as part of monitoring and maintaining the Bank's financial stability in 2016.

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## Financial Institutions Group

In 2015, the Group continued at full throttle with its efforts to set new cash and non-cash limits to facilitate the foreign trade and treasury transactions of the Bank's customers. Aktif Bank has more than 600 correspondent banks in 110 countries, and the total amount of loans it was extended by its correspondent banks exceeded TRY 2 billion. It produced a successful upward trend in the volume of foreign trade transactions it brokered. In addition, the Bank increased its borrowing from non-resident banks in the field of Islamic finance and launched Islamic finance and structured finance models for the financing of foreign trade in 2015. It was quite a successful year in marketing capital market instruments abroad, and groundbreaking operations were delivered for provision of long-term funds. In 2016, the Group aims to maintain due diligence in line with the Bank's strategies and requirements.

## Information Technology and Operation Group

Aktif Bank invests in current technologies in the area of information technology and operations to provide customers with fast, uninterrupted, high-quality services achieved through strong infrastructure and efficient processes. The organizational structure and methodologies applied are established in a way to respond to changing market conditions swiftly and allow for timely, high-quality delivery of services and products.

In 2015, the Group supported its diverse products and services, growing rapidly in many fields such as banking, finance and retail through effective outsourcing, intelligent and flexible processes and systems support, high efficiency, and operational risk management strategies.

In the field of Information Technologies, the Group displayed efforts in 2015 to make technological infrastructure investments for delivering fast, uninterrupted, quality service to customers in line with the Bank's vision and business plans. Efforts focused on developing new channels and products for payment systems. The Bank invested in its own debit and pre-paid cards. In terms of Investment Banking, the existing securities and bonds package was replaced by a more advanced platform developed in-house in line with the Bank's growth strategy. The Group started innovative Research and Development work, conducted feasibility studies, and decided to file an R&D Center application. Technological improvements regarding databases and data warehouses were combined with the right projects, thus producing significant and sustainable benefits in terms of maintaining high continuity, flexibility, fast development and integration, increasing opportunities for consolidation, reducing risks and costs, and employee productivity. IT processes were automated via integration software, minimizing human burden and margin of error, and the cutting-edge technology was adopted when improvement was made in data storage network infrastructure. This current structure enables us to respond to problems more quickly and allows for retrospective analysis. New technologies were commissioned in network infrastructure, and efforts were made to improve the Emergency Center. Work began for the modernization of application and technological infrastructures pertaining to internet banking, mobile banking and call center. Internet and Call Center application infrastructures were completely renewed, new web and dealer channels were commissioned, and peculiarities based on productivity and customer satisfaction were added. In software development projects, dependence on external resources was reduced as there was a shift to internal resources. In line with the synergy established with the Çalık Holding, joint procurement operations were performed to reduce costs.

In terms of Operations, the Bank maintained its automated central structure and reshaped its organization according to the lean organization approach. A culture of continuous improvement was built in line with productivity, quality and cost optimization strategies, and all work flows and processes of the Operation Group were handled together with system improvements and re-designed. Such initiatives coupled with the methodology of labor pooling resulted in 25% less efforts in business management, increased service levels impacting positively on customer satisfaction, and a cost savings of TRY 4.3 million. The number of customers increased by 62% to 4.2 million; the number of cards increased 2.5-fold to 1.7 million; a total of 77 million transactions were successfully managed on various channels.

ADC Operations responded to customer demands, which changed in parallel with the increase in the number of customers and the diversification of product range, through the development of self-service functions plus efficient management of external resources on all service channels. The number of contacts with customers and transaction trends on ADC service channels rose 1.9-fold to 6.7 million on a year-on-year basis. Quality of the service offered to customers was documented with the EN 15838 Customer Contact Center Management System (Call Center Management System) certificate, which is deemed the international standard by the European Committee for Standardization (CEN).

The Information Technology and Operation Group received the top award in the "Best Technology Integration" category at the Financial World Innovation Awards. The Group competed among others to demonstrate best practices driving the finance sector, securing first place with the Passolig system to represent Aktif Bank successfully in the international arena.

Using the lean processes which were the foundations for 2015, as well as new generation technologies and ADC sales infrastructure, the Information Technology and Operation Group will continue to deliver scalable, innovative, uninterrupted, high-performance services that respond to the needs of domestic and international customers. New products and offerings, swift and quality solutions will also sustain the Group's contributions to the realization of the goals of the Bank and its affiliates. The standard is set for operational excellence and revenue-focused structure in line with Aktif Bank strategies.

## Regulation and Legal Affairs Group

In 2015, the Group prepared contracts, warranty documents and additional documentation for high-priced joint ventures with various organizations in line with the Bank's goals, thus establishing the legal basis for many projects. The contracts and other documents relevant to outsourcing relationships the Bank will launch were prepared while relevant developments and changes were monitored in order to ensure legal compliance in the said process. Legal support efforts within the Bank continued to this end. For the purposes of legal counseling, the Group evaluated all issues from branches and head office units within the framework of legislation and case law and continued to add value to the Bank through appropriately formulated legal solutions. Likewise the Group provided legal counseling service to subsidiaries in which the Bank is a shareholder, as per the permission on operational expansion granted by the BRSA.



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## Internal Systems Group

Through the audits, controls, monitoring and consultancy activities conducted by the Internal Audit Department, Internal Control Department, Compliance Department and Risk Management Department in 2015, action was taken to identify and manage risks that the Bank was exposed to, any deficiency in controls was removed, work processes were improved, productivity was increased, laws and other legislation were respected, graft and misconduct were prevented.

Internal Audit Department conducted audits in branches, head office units, subsidiaries and support service companies in line with the “Annual Audit Plan” approved by the Board of Directors. Suggestions were made for correction of issues identified; consequences of the action plans agreed with the auditee were monitored. On the other hand, graft and misconduct were identified through examinations and investigations, and suggestions for prevention were submitted.

Internal Control Department ran periodic controls to identify points to control in relation to Treasury, Operation, Credits, Accounting, Information Technologies, Subsidiary and Legal Reporting activities. Corrective action was taken in relation to the issues identified.

In line with the risk management policies established through legislation and in-Bank regulations, Risk Management Department carried out activities to identify, manage, control and report Credit Risks, Market Risks and Operational Risks.

Compliance Department conducted consultancy activities in terms of ensuring compliance of the Bank’s existing and planned operations as well as its new services and products with the Banking Law and other relevant legislation, policies and rules within the Bank, as well as banking customs and practices. In addition, the Compliance Department ran controls to prevent laundering of illicit proceeds and the financing of terrorism.

In 2016, Internal System Group will continue to conduct risk-based audits, controls, monitoring and management activities in consideration of the Bank’s goals and strategies and in line with the plans and procedures approved by the Board of Directors and the Audit Committee.

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## Human Resources Group

Aktif Bank strongly believes that human resources are the most valuable asset. In this framework, employee satisfaction was maintained through an egalitarian human resources policy while the knowledge, skills and competences of employees were improved. Equal opportunities were provided in career planning in 2015.

In line with the mission and vision of the Bank, human resources workshops were held with the attendance of employees, and 2016 plans for recruitment, training, performance management, work relations and internal communication activities were devised on the basis of workshop outcomes in 2015.

A human resources web portal accessible by user names and passwords was developed and set to function. This portal allows employees to view their profiles, salary information and the organizational trees of which they form part. They can also enter their annual vacation dates into the system. In addition, recruitment processes were completely re-designed on the human resources portal, system testing was completed, and the system is available for the use of managers as of 2016.

“Aktif Academy” is a distant learning platform to help family members improve their knowledge and skills. Training assignments were made on this platform in 2015, and system improvement work continues in 2016.

Performance management system is rendered open, clear and available for use in order that tangible, measurable objectives are in place to support the development and high performance of both the Bank and its employees. Performance appraisal outcomes feed in data for career planning, bonus and salary payments.

Developments in both the sector and the Bank were monitored in order to maximize employee motivation, and a new compensation policy was established in 2015. Compensation policy is reviewed each year to ensure sustainable efficiency. This procedure is monitored and supervised by the Bank’s Compensation Committee. Furthermore, employee satisfaction was measured regularly through surveys while improvement projects were devised on the basis of employee opinions and guidance.

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## Subsidiaries

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**With 846 million transactions, 8 million smart transportation cards managed, and 160 million magnetic tickets counted at turnstiles annually, EKent Smart Transportation Solutions infrastructure manages the most widespread and highest volume Electronic Fee Collection system in Turkey.**

### EKent

EKent not only transforms infrastructure through integrated urban solutions in the cities it serves but also produces Smart City Solutions developing value-added business models that generate new revenues for local administrations. Founded in 2002 to develop smart city technologies, EKent is the leading system integrator and operator in Turkey, serving at 51 locations, 21 of which are metropolitan areas.

With 846 million transactions, 8 million smart transportation cards managed, and 160 million magnetic tickets counted at turnstiles annually, EKent Smart Transportation Solutions infrastructure manages the most widespread and highest volume Electronic Fee Collection system in Turkey.

EKent was named as the e-ticket system integrator as a result of the tender held by TFF in 2013. Following the award, EKent launched the largest stadium transformation project in the world within seven months. The project included infrastructure transformation, access control and monitoring systems, integrated ticketing, and stadium box office service infrastructures at 32 stadiums in 25 different cities. EKent also operates systems and delivers operational services in these stadiums.

### N Kolay Payment Institution

With 6.5 million monthly transactions, N Kolay Payment Institution is by far the largest payment institution in Turkey. It delivers services all around Turkey via 472 N Kolay Stores and 4,250 N Kolay Kiosks. N Kolay Payment Institution brokers many payment services, specifically invoice collection and domestic and international money transfers, and provides its customers with comfortable, reliable, friendly service at a walking distance in their neighborhood without waiting in lines.

Today, millions of people prefer N Kolay Payment Institution as their payment channel. Through its customer-centric service system, N Kolay Payment Institution delivers uninterrupted customer service during long operational hours six days a week.

Aktif Bank's N Kolay Kiosk project was awarded the top prize at the contest held by the European Financial Management Association (EFMA), one of the most reputable agencies in the EU finance and banking sector.

**With 6.5 million monthly transactions, N Kolay Payment Institution is Turkey's largest payment institution.**

## Sakana / Fish

The symbol of courage, strength required to swim upstream, and determination



**Sound cooperation helps us offer more effective services at lower costs.**

Since the day of inception, we have defined our philosophy of banking as “practicing new generation banking through alternative delivery channels rather than physical branches.” We practically always focus on niche markets, where low competition is a leverage, and aim for higher margins rather than repeating conventional methods. We opt to grow our retail banking activities, requiring a large delivery network and cost, by cooperating with other delivery organizations operating in the market.

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**UPT serves all around Turkey, specifically through its own branches in Istanbul, Antalya, Trabzon and Izmir as well as through N Kolay Stores, representation offices, and PTT offices.**

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## UPT

UPT Payment Systems is the first licensed payment institution in Turkey. UPT system is fully integrated with EFT, SWIFT and other money transfer agencies. This is an important reason why international business partners prefer UPT, which furthermore operates all around Turkey thanks to integration with PTT. UPT system does not require the customer to have a bank account in order to transfer money. It is possible to send money directly to accounts and credit cards in various currencies within Turkey and abroad. This user-friendly, innovative product received top awards in the category of “Most Efficient Infrastructure” in the Financial World Innovation contest in 2012 and the “Payment System of the Year” category in the contest held by Payment Systems Magazine in 2011.

UPT works all over Turkey, specifically through its own branches in Istanbul, Antalya, Trabzon and Izmir, as well as through N Kolay Stores, representation offices and PTT offices. Currently, UPT has a widespread service network around the world with 400,000 service points in 222 countries.

On the digital side, UPT continuously works to offer customers the best solutions. A good example is the online order that allows UPT customers to enter transfer information over the web and mobile applications before completing transactions in the office through cash delivery. The outstanding aspect of this solution is that the system provides an automatic translation of the information entered by users in their own language into Latin alphabet through the multiple language support function.

UPT also plays an active role in social responsibility, facilitating the delivery of toys, books and clothing in good condition to children in need at village schools within the framework of the “All for Children” charity. This project is a social recycling model that provides aid to about 50 schools.

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**Sigortayeri won the "Best Website" award for sigortayeri.com website in the category of "Insurance" during the 13<sup>th</sup> Golden Spider Web Awards in 2015.**

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## Sigortayeri

Sigortayeri, Turkey's innovative insurance broker, delivers services to individuals and companies through a highly professional team and modern practices using advanced technology. This service is accessed by various customers through a wide selection of channels.

Sigortayeri offers individual insurance products over sigortayeri.com and mobile applications in a clear, fast manner. The experienced Sigortayeri team supports users after sales. Such activities enabled Sigortayeri to receive the “Best Web Site” award for sigortayeri.com website in the category of “Insurance” during the 13th Golden Spider Web Awards in 2015.

As the broker with the widest distribution network via e-trade, brick-and-mortar offices, telemarketing and mobile platforms, Sigortayeri aimed to expand the outreach of insurance business by providing on-site and instant access to insurance. It increased the number of first-time insured people, thus contributing to market growth in addition to reinforcing the positive perception of insurance through more flexible solutions tailored in line with the purchasing approaches of new customers. Sigortayeri aims to introduce pace and ease not only in the sales process but also in operational processes, thereby positively influencing the post-sales service perception of customers and maintaining leadership in the sector.

## Asset Sportif

Through ticket sales for events and sports competitions, electronic ticketing, corporate hospitality and VIP services support, stadium management and sponsorship sales, ASSET Sportif employs income generation models to transform commercial spaces of sports clubs into financial assets.

In 2015, comprehensive advertising and promotion, marketing and sales contracts were signed with Bursaspor, Antalyaspor and Eskişehirspor clubs. These contracts enabled the sales of sponsorship spaces in addition to boxes and VIP seats to increase the income of the said clubs, the marketing of commercial spaces in their new stadiums, and the performance of projects creating additional revenues through consultancy on new investment trusts.

Collaboration talks with Trabzonspor club started in the last quarter of 2015 and will be completed soon. Likewise, the project on operating Vodafone Arena, the new stadium of Beşiktaş JK, will be finalized and officially launched before the 2015-2016 football season is over.

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## PAVO

In cooperation with Ingenico, the world’s largest payment systems supplier, PAVO designed Ingenico IWE 280, the most lightweight, easiest and fastest Cash Register POS device. PAVO obtained the production license and permissions and commenced sales in 2014 over its own sales channels and through direct corporate activities.

In addition to running Mobile Cash Register POS activities with the Cash Register POS device, which complements Aktif Bank’s retail channel and banking implementation strategies, PAVO also plans to develop value-added solutions exclusive to various sectors and companies in retail channels through the Desktop Cash Register POS. This product was launched in November 2015 and will be mandatory to use in 2016.

## Emlak Girişim

Emlak Girişim was established to evaluate business opportunities in real estate and construction industry. It aims to lead the industry through revenue-sharing models, direct partnerships and urban transformation projects implemented in parallel with the growth trend in the sector under Aktif Bank’s support via innovative financing models and products.

The first project by Emlak Girişim, financially supported on a revenue-sharing model, was the internationally awarded Kartalkule project in Istanbul. Emlak Girişim successfully fulfilled its part in the project, which is comprised of 205 residences and offices on a construction area of 32,000 m2.

A candidate to become one of the leading financial centers in the world, Istanbul International Financial Center (IIFC) is the most significant investment by Emlak Girişim. The project involves key finance industry players such as the Central Bank, CMB, BRSA, Ziraat Bank, Halk REIT, Vakıf REIT and Emlak Konut Real Estate Inc.

Launched in 2013 and crowned as the largest regional planning project in Turkey with a construction area of three million square meters on a land of 303,000 m2, the IIFC also marks the first construction project in Turkey financed by a successful Sukuk issuance. Serving as a cornerstone for the industry, the IIFC project is scheduled for completion by the end of 2018.

Emlak Girişim is also a financing partner in Metropol, a significant mixed lifestyle project under construction by Emlak Konut Real Estate Inc. to the east of Ataşehir with an area of 750,000 m2 on 99,000 m2 of land. The project is scheduled for completion in the last quarter of 2016.

## Kazakhstan Ijara Company Joint Stock Company (KIC)

KIC was founded in 2013 and started operations in early 2014. It is the first “financial leasing” company founded in Kazakhstan that observes Islamic rules in its operations. Aktif Bank and ICD, the member of Islamic Development Bank that finances private sector investments, are shareholders in the Company. Other shareholders are the Eurasia Group from Kazakhstan, Al Hilal Bank, Zaman Leasing and Kolon Group, a leading company from South Korea. Offering leasing services mainly to small and medium-size enterprises (SMEs), KIC sustains efforts in order to become one of the largest leasing companies in Kazakhstan within five years.

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## Euroasia Leasing Company (ELC)

Founded in 2012 in Tataristan, ELC is the first “Islamic financial leasing” company in Russia. Aktif Bank acquired 25% of the company’s shares in September 2014 to become shareholders with ICD, the member of Islamic Development Bank that finances private sector investments. Other shareholders are Eler New Energy Power GMBH, Zaman Leasing from Kazakhstan, and Kolon Group, a leading company from South Korea. Offering leasing services mainly to SMEs, ELC is a leading agency operating in Russia in the field of Islamic financial leasing. It also plans to become the market leader through a five-year strategic plan.

## Euro – Mediterranean Investment Company Ltd. (EMIC)

Founded in Nicosia in 2015, EMIC is the first and only “Islamic investment company” in Cyprus and also the largest international investment company operating in the Turkish Republic of Northern Cyprus (TRNC). Aktif Bank and ICD, the member of Islamic Development Bank that finances private sector investments, are shareholders in the Company. Other shareholders from the TRNC are CreditWest Bank Ltd., Kıymet Trading & Contracting Ltd., and Tüfekçi Group. Aiming to offer the best contribution to sustainable development through finding, developing and fulfilling investment opportunities in the TRNC and surrounding countries, the company is working to become a strategic solution partner and leader in the field of private sector investments.

## Innovative Operations in the Industry in 2015

- In 2015, Aktif Bank launched “100% digital loan” over [nkolaykredi.com.tr](http://nkolaykredi.com.tr), a fresh breath in the perception of loans in Turkey. All existing and new Aktif Bank customers applying for loans on [nkolaykredi.com.tr](http://nkolaykredi.com.tr) are provided with loans up to TRY 20 thousand with maturities extending over 36 months. The process is fully digital, and customers can access contracts and documentation through an electronic medium. Introductory loan packages to be offered to customers getting acquainted with Aktif Bank for the first time will be among the significant practices to distinguish this platform from similar services in the industry in 2016.

- As a step towards ensuring durability of payment services industry, licensing period practice was started in 2015 and a legal basis was established for the operations of the company. UPT Payment Systems Inc. subsidiary of the Bank, was named as the first company to obtain a payment institution license in Turkey in line with the resolution published in the Official Gazette dated July 15, 2015. N Kolay Payment Institution, another industry-leading subsidiary of the Bank, obtained permission to operate as a payment institution certified by the Banking Regulation and Supervision institution decision dated September 3, 2015.

- Positioned as a technology company beyond merely offering urban transportation infrastructure and infrastructure operation services, EKent focuses on smart city solutions by employing cutting-edge technologies. EKent prepared projects for and implemented Smart Banko, the first in Turkey to sell transportation cards, issue tickets and credit reloads; the first stadium access control device in Turkey to provide faster access than the UEFA standards; the first mobile agent application in Turkey to transform mobile phones using NFC technology into mobile POS devices, thus allowing credit reloads for transportation cards; and EpraBeacon, the first access and payment device in the world working on Beacon, the Bluetooth 4.0 technology. All of these are 100% Turkish products developed within the borders of our country. Working to develop new income-generating, value-added business models for local governments in the cities it serves while transforming infrastructure via integrated urban solutions, EKent launched the first advertisement management system in the world. The system displays on outdoor advertisement spaces and creates measurable marketing input in line with the footprints of passengers based on intra-city transportation activities.

- Sigortayeri took the first step to become one of the leading players in the market via the innovative mobile application it prepared, its new and dynamic website, and its products tailored for user needs on IOS and Android platforms. Sigortayeri won the “Best Website” award in insurance industry at the Golden Spider Awards for being user-friendly and having a widespread service network and content.
- An exclusive partner of world-renowned Ingenico, one of the most significant players in the Turkish POS market, PAVO allows member stores to develop their business in terms of volume rather than physical space via value-added services developed for cash registers.
- Applications ensuring end-to-end integration of customs brokerage and logistics companies introduced innovation and facilitated operations in the industry.
- In the agricultural sector, Aktif Bank employs innovative models focusing on solving the financial problems of farmers and integrated facilities, higher quality production, and raw materials input at lower costs.

Human Resources Practices

The foundation of Aktif Bank’s growth strategy is an organizational understanding that rapidly adapts to new technologies and developments in the world and creates new employment opportunities. In line with this approach, activities to render business processes efficient and effective continue by means of process modeling, process automation efforts, end-to-end organizational structure analysis and modeling, project-based norm staff analyses, and performance management based on individual and objective data for all service teams. These activities are all supported by cost and productivity goals.

In the light of this strategy, best practices in our country and in the world are monitored in order to promote human resources and continuously improve human resources practices based on the awareness that Aktif Bank’s human resources are the most valuable asset. Furthermore, practices are developed towards encouraging employee creativity, thereby establishing a high-performance culture and rewarding the added value they create.

It is among the basic objectives of Aktif Bank to offer a working environment where employees can improve themselves without being discriminated. The Bank provides equal career opportunities and systems that promote success. In parallel with this understanding, Aktif Bank employs competent employees with sectoral experience and recruits recent graduates with promising potential.

In 2015, Aktif Bank hired 94 new employees. A total of 28 hours per employee was allocated for training in 2015 in order to improve their knowledge and skills for successful development.

Master’s Degree / Doctoral Degree	15%
Bachelor’s Degree	64%
Number of employees	634
Average age	33

Transactions of the Bank with Its Own Risk Group

	Subsidiaries and Associates		Direct and Indirect Shareholders of the Bank		Other Entities Included in the Risk Group	
	Cash	Non-Cash	Cash	Non-Cash	Cash	Non-Cash
Loans and other receivables						
Balance at Beginning of Period	-	-	1,653,293	5,574	413,664	545,413
Balance at End of Period	-	-	1,846,138	1,229	302,158	440,387
Interest and Commission Income	-	-	190,455	21	72,732	4,105

Individuals and Companies Providing Support Services

Support services on IT processes are provided by Infina Yazılım A.Ş., Cybersoft Enformasyon Teknolojileri Ltd. Şti., Bilgi ve İletişim Hizmetleri A.Ş., Active Bilgisayar Hizmetleri Ltd. Şti., Coretech Bilgi Teknolojisi Hizmetleri A.Ş., OBSS Bilişim Bilgisayar Hizmetleri Ltd. Şti., EGA Elektronik Güvenlik Altyapısı A.Ş., İnomera Arge ve Bilişim Hizmetleri A.Ş., Formalis Bilgi Teknolojileri Ltd. Şti., Codec İletişim ve Danışmanlık Hizmetleri Ltd. Şti., Asseco See Teknoloji A.Ş., Kartek Kart ve Bilişim Ltd. Şti., Provus Bilişim Hizmetleri A.Ş., Vega Bilgisayar Ltd. Şti., İmperitek Bilişim Yönetimi Danışmanlık Mühendislik Eğitim San. ve Tic. Ltd. Şti., Kafein Yazılım ve Bilgisayar Hizm. San. ve Tic. A.Ş., Keytorc Teknoloji Hizmetleri ve Dan. San. Tic. Ltd. Şti., Emobil Bilişim İletişim Teknolojileri San. ve Tic. Ltd. Şti., Arneca Danışmanlık ve Tic. Ltd. Şti., Bilge Adam Bilgisayar ve Eğitim Hizmetleri San. Tic. A.Ş., RDC Partner Bilişim Dan. ve Tekn. Hiz. Ltd. Şti., Simternet İletişim Sis. Rek. San. ve Tic. Ltd. Şti., Global Bilişim Bilg. Yazılım Dan. San. ve Tic. Ltd. Şti., Venüs Eğitim Danışmanlık Telekomünikasyon Organizasyon Bilgisayar San. ve Tic A.Ş., Küresel Beta Teknoloji Telekomünikasyon San. Tic. Ltd. Şti., Superonline İletişim Hizmetleri A.Ş. Netaş Telekomunikasyon A.Ş. and Vega Bilgisayar Ltd. Şti. also provides support services for Financial Management processes.

Support services for Corporate Banking processes are provided by Collection Platform Yazılım ve Danışmanlık A.Ş., RGN İletişim Hizmetleri A.Ş., Nuevo Yazılım Çözümleri A.Ş., Sistem Yönetim Danışmanlığı Ltd. Şti. and Etcbase Yazılım ve Bilişim Teknolojileri A.Ş.

Support services for Operational processes are provided by Desmer Bilgi ve İletişim Hizm. Tic. A.Ş., Iron Mountain Arşivleme Hizmetleri A.Ş., Desmer Güvenlik Hizm. Tic. A.Ş., Securverdi Güvenlik Hizmetleri A.Ş., Tele Kurye Dağıtım ve Kurye Hizmetleri A.Ş., Kuryenet Motorlu Kuryecilik ve Dağıtım Hiz. A.Ş., Provus Bilişim Hizmetleri A.Ş., Artekay Teknoloji Araştırma Sistemleri Tic. Ltd. Şti., Aktif İleti ve Kurye Hizmetleri A.Ş., Tempo Çağrı Merkezi ve İş Süreçleri Dış Kaynak Hizm. Tic. A.Ş., Win Bilgi İletişim Hizmetleri A.Ş., Callpex Çağrı Merkezi ve Müşteri Hizmetleri A.Ş., Plaskart Kart ve Bilişim Sis. San. Tic. Ltd. Şti., E-Kart Elektronik Kart Sistemleri San. ve Tic. A.Ş., Hobim Digital Elektronik Hizmetler A.Ş., and EKent Teknoloji ve Ödeme Sistemleri San. ve Tic. A.Ş.



Support services for Retail Banking processes are provided by Intellica - İş Zekası Yazılım Dan. Hizm. Tic. Ltd. Şti., Inviso Destek Hizmetleri A.Ş., Asfalt İstanbul Reklam Org. İnş. San. ve Tic. Ltd. Şti., Epost Elektronik Perakende Otomasyon Satış Tic. A.Ş., Sors Bilgi Denetim Danışmanlık Bilg. Org. San. ve Tic. Ltd. Şti., PTT (Posta ve Telgraf Teşkilatı), Experian Bilgi Hizmetleri Ltd. Şti., Motto23 İletişim Hizmetleri ve Tic. A.Ş., and Asset Aktif Sportif Sanatsal Etkinlik Hizmetleri Tic. A.Ş.

Support services for Strategic Banking and Performance Management processes are provided by İkide Bilgi Sistemleri Dan. ve Dış Tic. Ltd. Şti.

Furthermore, dealers selling furniture, white goods, building hardware, healthcare and heating equipment provide support services for retail loan operations.

## Financial Information and Risk Management

### Audit Committee Report

#### Information on Evaluation by the Audit Committee Regarding the Functioning of Internal Control, Internal Audit, Misconduct Prevention, Compliance and Risk Management Systems, and on Their Activities During the Accounting Period:

Aktif Bank Internal Systems organization is comprised of five different departments, namely Internal Audit, Internal Control, Misconduct Prevention, Compliance and Risk Management. These departments operate with quality and efficiency in conformity with the scope and structure of business processes, respond to changing conditions, monitor and manage potential risks in a sound manner.

National legislation and international standards are taken into consideration in determining the internal regulations and working principles of the departments. Internal Control, Internal Audit, Misconduct Prevention regulatory compliance and Risk Management Departments are established in accordance with the BRSA Regulation on the Internal Systems of Banks dated June 28, 2012. The operations of these departments are evaluated during meetings held with the Audit Committee. A total of seven Audit Committee meetings were held in 2014. Operations of Internal Systems Departments were closely monitored, and the Audit Committee shared significant matters with the Board of Directors.

In 2014, Internal Audit, Internal Control, Misconduct Prevention, Regulatory Compliance and Risk Management Departments carried out control, audit, monitoring and counseling activities as well as process-related efforts. Afterwards those departments made suggestions for the establishment of new control points, thus improving the business processes of the Bank.

In line with the “Annual Audit Plan” approved by the Board of Directors, audits continued in branches and at the head office in 2014. Internal Audit Department performed eight branch audits, eight head office department audits, four information technology audits, six subsidiary audits and five support service company audits during the year.

Internal Control Department inspected 657 control points established in relation to operations by Treasury, Operations, Credit, Accounting, Information Technology and Subsidiaries, issued 18 control reports on said operations, and conducted 16 on-site branch controls in 2014. Furthermore, controls related to the Bank’s information systems and banking processes were tested within the scope of Executive Statement efforts.

Activities were undertaken in 2014 by Internal Audit, Internal Control, Compliance, Misconduct Prevention and Risk Management Departments in consideration of the growing and developing organizational structure, balance sheet size, transaction volume and transaction diversity of the Bank. The objectives were to increase the efficiency and effectiveness of operations, reduce the possibility of harm to the Bank’s assets and resources, ensure that annual reports are accurate and reliable, and conduct operations in compliance with laws and legal liabilities. Such activities helped keep the risks to a minimum.

## Evaluation of Financial Status

The Bank’s total assets reached TRY 7,556,649 by the end of 2015, going up by 20.87% when compared to the previous year. In US Dollar terms, the Bank’s total assets diminished by 3.60% from \$ 2.696 billion at the end of 2014 to \$ 2.599 billion by the end of 2015. By the end of 2015, the Bank achieved net profit worth TRY 26 million. This represents a drop in profitability of 23% compared to end-2014. While the return on average assets based on net gain was 0.59% in 2014, this ratio stood at 0.38% in 2015. The return on average equity, which was 3.91% in the previous period, declined to 2.94% in 2015.

By the end of 2015, the Bank’s total shareholders’ equity reached TRY 879.9 million with a decrease amount of TRY 6.7 million. With this result, Aktif Bank further strengthened its shareholder equity structure and Aktif Bank’s year-end capital adequacy ratio stood at 13.60%.

In 2015, the Bank continued to manage its credit portfolio with a view to optimizing the risk-return balance, meeting customers’ financing needs at different maturities in the most suitable manner. The total volume of loans and financial leasing transactions grew by 16.44% to TRY 4,638 billion in 2015. The Bank’s non-cash loans amounted to TRY 631.4 million. However, despite the economic crisis and its worldwide negative impact, the Bank’s share of total non-performing loans remained at 1.99%, thanks to rational and balanced risk policies.

The Bank, implementing the first ABS (Asset-Backed Security) issue by establishing Turkey’s first Asset Finance Fund on October 20, 2011, did not issue any ABS in 2015. The aforementioned transaction of securitisation, based upon Aktif Bank’s individual loan portfolio, was rated AAA, the highest possible credit rating in Turkey. By means of this operation, the first issuance based upon individual loans in Turkey, the Bank has taken a pioneering and innovative step towards obtaining funds, the main problem of investment banks.

## Information on Risk Management Policies Implemented for Various Risk Types

Aktif Bank conducts its Risk Management operations in accordance with legal regulations and in-Bank regulations. Risk Management Department is responsible for minimizing risk by identifying, measuring and managing credit, market and operational risks during formulation of risk management policies.

All projected risks are limited by the upper limits within the framework of risk limits prepared by the Risk Management Department and approved by the Board of Directors. The risk appetite structure of the Bank is developed by the Risk Management Department and approved by the Board of Directors. Risk appetite limits are regularly monitored by the Risk Management Department.

## Risk Management Policies

### Credit Risk

The purpose of credit risk management is to identify and manage the risk which the credit portfolio may be exposed to in line with the basic strategies and objectives of the Bank. In the analysis, allocation and extending of loans, a dynamic credit portfolio management approach takes early warning signs into consideration. It is the policy of the Bank to consider safety, liquidity, efficiency and appropriate distribution of loans in the extension of credit.

The required documentation, responsibilities and limits in relation to credit risk management are identified. Rules are established to identify the rating system, lending process and loan allocation conditions employed at the Bank.

Risk Management Department monitors the creditworthiness of corporate and retail loan portfolios. It also monitors increases in risk and concentration levels to check compliance with the limits set by the Board of Directors. Results are reported to the Audit Committee and the Board of Directors. Stress tests and scenario analyses are applied to the portfolio in order to measure the resilience of the Bank's capital against the risks to which the Bank may be exposed due to credit risks.

### Market and Liquidity Risk

Aktif Bank aims to maintain its resilient balance sheet and strong capital structure. To this end it is important to identify risks accurately in order to keep up profitable, sustainable growth. In line with this strategy, market and liquidity risks are managed in consideration of legal regulations and internal limits.

Taking into consideration the Bank's risk capacity, the Board of Directors set acceptable risk levels and limits. Furthermore, early warning and swift decision-making mechanisms are developed to enable the Bank to incur minimum damage and losses in the case of a potential financial crisis. Financial contingency indicators are established for this purpose. The said risk limits and contingency indicators are regularly monitored and reported by the Risk Management Department as per relevant procedures and regulations.

Within the scope of market and liquidity risk management, the Risk Management Department applies various scenario analyses and stress tests to monitor the liquidity risk, interest risk, exchange rate risk, structural interest rate risk and counter-party credit risk. The results of the analyses are shared with senior management, ALCO, Audit Committee and the Board of Directors.

### Operational Risk

In managing operational risks, operational risk categories are identified in conformity with Basel II. Data on operational losses are collected within the framework of these categories and monitored over a database.

Furthermore, as part of the Bank's contingency plans, the Hotsite Center located in Ümraniye District of Istanbul is a place where core staff can continue to work during regional disasters. In addition, the Contingency Center in Ankara will allow the Bank to continue operations during major disasters such as earthquakes, fires and floods. A backup of all corporate accesses and of critical servers is simultaneously kept at the center in Ankara. Both centers are equipped with an office environment that totally meets technical requirements of the core staff.

## Tsuru / Crane

The symbol of consistency and continuity



We secure our profitability thanks to sustainable business models.

We care about effective use of resources. We identify our fields of operation and growth strategies based on profitability and principles of specialization. Focusing on specific fields brings about specialization. And that, in turn, leads to competent teams that fully understand customer needs, innovation in products on niche markets and in service models, asset quality with no surprises, and effective balance sheet management.

## 5-Year Summary Financial Highlights

### 5-YEAR SUMMARY FINANCIAL HIGHLIGHTS - IN NOMINAL VALUES (TRY ,000)

	2015	2014	2013	2012	2011
BALANCES WITH BANKS & MONEY MARKET PLACEMENTS	216,299	155,337	82,873	16,155	20,126
TRADING SECURITIES (NET)	9,271	4,251	6,248	4,726	1,081
INVESTMENT SECURITIES (NET)	930,741	887,838	644,789	571,521	474,464
LOANS & FACTORING RECEIVABLES (NET)	4,638,261	3,983,292	3,576,617	2,365,018	1,677,755
FINANCIAL LEASE RECEIVABLES (NET)	-	-	1,252	1,542	31
SHAREHOLDERS' EQUITY	879,915	886,604	837,498	458,292	348,049
<b>TOTAL ASSETS</b>	<b>7,556,649</b>	<b>6,251,827</b>	<b>5,104,307</b>	<b>3,517,595</b>	<b>2,552,810</b>
<b>GUARANTEES AND INDEMNITIES</b>	<b>631,362</b>	<b>991,109</b>	<b>993,470</b>	<b>1,135,133</b>	<b>1,163,928</b>
NET INTEREST INCOME	307,398	238,622	271,512	142,748	89,652
NET FEE AND COMMISSION INCOME	59,148	33,863	78,390	47,768	103,173
PROFIT BEFORE TAXES	52,120	41,439	160,912	117,708	89,590
PROVISION FOR TAXES ON INCOME	-26,153	-7,714	-36,372	-22,664	-24,044
NET PROFIT	25,967	33,725	124,540	95,044	65,546

### 5 YEAR SUMMARY FINANCIAL HIGHLIGHTS - IN NOMINAL VALUES (USD ,000)

	2015	2014	2013	2012	2011
BALANCES WITH BANKS & MONEY MARKET PLACEMENTS	74,391	66,987	38,829	9,063	10,557
TRADING SECURITIES (NET)	3,189	1,833	2,927	2,651	567
INVESTMENT SECURITIES (NET)	320,106	382,870	302,108	320,611	248,867
LOANS & FACTORING RECEIVABLES (NET)	1,595,220	1,717,751	1,675,780	1,326,724	880,018
FINANCIAL LEASE RECEIVABLES (NET)	-	-	587	865	16
SHAREHOLDERS' EQUITY	302,626	382,338	392,399	257,092	182,559
<b>TOTAL ASSETS</b>	<b>2,598,930</b>	<b>2,696,031</b>	<b>2,391,560</b>	<b>1,973,295</b>	<b>1,339,003</b>
<b>GUARANTEES AND INDEMNITIES</b>	<b>217,142</b>	<b>427,405</b>	<b>465,478</b>	<b>636,785</b>	<b>610,505</b>
NET INTEREST INCOME	105,722	102,903	127,214	80,079	47,024
NET FEE AND COMMISSION INCOME	20,343	14,603	36,729	26,797	54,116
PROFIT BEFORE TAXES	17,925	17,870	75,393	66,032	46,992
PROVISION FOR TAXES ON INCOME	-8,995	-3,327	-17,042	-12,714	-12,612
NET PROFIT	8,931	14,544	58,352	53,318	34,380
USD/TRY	2.9076	2.3189	2.1343	1.7826	1.9065

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

Consolidated Financial Statements as at and for the Year Ended  
31 December 2015 with Independent Auditors' Report Thereon

**INDEPENDENT AUDITOR’S REPORT**

**To the Board of Directors of  
Aktif Yatırım Bankası Anonim Şirketi**

**Report on the Financial Statements**

We have audited the accompanying consolidated financial statements of Aktif Yatırım Bankası Anonim Şirketi and its subsidiaries (the “Group”), which comprise the consolidated statement of financial position as at 31 December 2015, the consolidated statements of profit or loss and other comprehensive income, consolidated statements of changes in equity, and consolidated statements of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

**Management’s Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

**Auditors’ Responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity’s preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity’s internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.

DRT Bağımsız Denetim ve  
Serbest Muhasebeci  
Mali Müşavirlik A.Ş.  
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**Basis for Qualified Opinion**

The consolidated financial statements as at 31 December 2015 consist of a general provision amounting to TL 15,000 thousand provided by the Bank management for the possible result of the negative circumstances which may arise from any changes in the economy or market conditions. If the mentioned general provision were not provided, the other provisions would decrease by TL 15,000 thousand, retained earnings would increase by TL 5,000 thousand and net profit for the period would decrease by TL 10,000 thousand as at 31 December 2015.

**Qualified Opinion**

In our opinion, except for the effects of the matter described in the Basis for Qualified Opinion paragraph, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Group as at 31 December 2015, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards.

**Emphasis of Matter**

As described in Note 35, the Bank has provided significant portion of cash and non-cash loans to its related parties (“Çalık Group Companies”) as at 31 December 2015. Our opinion is not qualified in respect of this matter.

*DRT BAĞIMSIZ DENETİM VE SERBEST MUHASEBECİ MALİ MÜŞAVİRLİK A.Ş.*

DRT BAĞIMSIZ DENETİM VE SERBEST MUHASEBECİ MALİ MÜŞAVİRLİK A.Ş.  
Member of DELOITTE TOUCHE TOHMATSU LIMITED

İstanbul, 3 May 2016

**AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES**  
**CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2015**  
(Currency – In thousands of Turkish Lira ("TL"))

	Note	31 December 2015	31 December 2014
<b>ASSETS</b>			
Cash and cash equivalents	9	451,605	286,470
Reserve deposits at Central Bank	10	685,604	497,612
Trading assets	11	9,271	4,251
Trade and other receivables		100,308	15,135
Inventories		14,498	12,237
Loans and advances to customers	13	4,638,261	3,983,292
Investment securities	12	930,741	887,838
Equity accounted investees	14	12,741	11,226
Tangible assets	15	231,719	193,608
Intangible assets	16	123,930	103,137
Goodwill	7	504	504
Deferred tax assets	22	7,039	12,275
Assets held for sale	18	-	69,868
Other assets	17	350,428	174,374
<b>Total assets</b>		<b>7,556,649</b>	<b>6,251,827</b>
<b>LIABILITIES</b>			
Trading liabilities	11	9,848	2,510
Trade and other payables		130,340	35,085
Obligations under repurchase agreements	19	478,027	193,677
Financial lease liabilities		39,485	40,223
Debt securities issued	21	2,619,947	3,008,118
Funds borrowed	20	2,508,185	1,509,958
Provisions	23	36,992	29,983
Income taxes payable	22	3,494	-
Deferred tax liability	22	10,412	9,883
Other liabilities	24	840,004	535,786
<b>Total liabilities</b>		<b>6,676,734</b>	<b>5,365,223</b>
<b>EQUITY</b>			
Share capital	25	867,095	701,595
Legal reserves	25	20,007	15,970
Unrealised gains/(losses) on available-for-sale assets		(21,909)	5,967
Actuarial gain/ (loss)		(908)	(500)
Translation reserves		(5,127)	(755)
Retained earnings		15,436	159,870
<b>Total equity attributable to equity holders of the Bank</b>		<b>874,594</b>	<b>882,147</b>
Non-controlling interests		5,321	4,457
<b>Total equity</b>		<b>879,915</b>	<b>886,604</b>
<b>Total liabilities and equity</b>		<b>7,556,649</b>	<b>6,251,827</b>

The accompanying notes are an integral part of these consolidated financial statements.

**AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES**  
**CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME AS AT 31 DECEMBER 2015**  
(Currency – In thousands of Turkish Lira ("TL"))

	Note	2015	2014
Interest income	26	690,729	560,976
Interest expense	26	(383,331)	(322,354)
<b>Net interest income</b>		<b>307,398</b>	<b>238,622</b>
Fees and commission income	27	91,818	58,098
Fees and commission expense	27	(32,670)	(24,235)
<b>Net fee and commission income</b>		<b>59,148</b>	<b>33,863</b>
Net trading loss	28	(3,932)	(10,654)
Sales income	29	215,848	88,833
Other income	30	45,545	46,105
Net impairment loss on financial assets	13,31	(10,087)	1,574
Operating expenses		(324,891)	(249,165)
- Personnel expenses	32	(168,629)	(125,888)
- Depreciation and amortisation	15,16	(32,190)	(17,034)
- Other operating expenses	33	(124,072)	(106,243)
Cost of sales		-	(66)
Cost of services	29	(198,217)	(100,930)
Other operating expenses	34	(40,332)	(7,438)
<b>Total operating income</b>		<b>50,480</b>	<b>40,744</b>
Share of profit of equity accounted investee	14	1,640	695
<b>Profit before income tax</b>		<b>52,120</b>	<b>41,439</b>
Income tax expense	22	(26,153)	(7,714)
<b>Net profit for the year from continuing operations</b>		<b>25,967</b>	<b>33,725</b>
<b>Profit attributable to</b>			
Equity holders of the Bank		25,103	33,700
Non-controlling interest		864	25
<b>Profit for the year</b>		<b>25,967</b>	<b>33,725</b>
<b>Other comprehensive income</b>			
<b>Items that will not be reclassified to profit or loss:</b>		<b>(408)</b>	<b>(633)</b>
Change in actuarial (loss) / gain related to employee benefits		(537)	(791)
Tax effect	22	129	158
<b>Items that are or may be reclassified subsequently to profit or loss:</b>		<b>(32,248)</b>	<b>16,014</b>
Change in fair value of available-for-sale financial assets		(34,716)	22,458
Foreign currency translation differences		(4,372)	(1,952)
Tax effect	22	6,840	(4,492)
<b>Other comprehensive income for the year, net of tax</b>		<b>(32,656)</b>	<b>15,381</b>
<b>Total comprehensive income for the year</b>		<b>(6,689)</b>	<b>49,106</b>
<b>Total comprehensive income attributable to:</b>			
Equity holders of the Bank		(7,553)	49,081
Non-controlling interest		864	25
<b>Total comprehensive income for the year</b>		<b>(6,689)</b>	<b>49,106</b>

The accompanying notes are an integral part of these consolidated financial statements.



**AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES**  
**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2015**  
**(Currency - In thousands of Turkish Lira ("TL"))**

					Unrealised gains/ (losses) on available-						
		Share	Adjustment	Legal	for-sale	Translation	Actuarial	Retained		Non-	Total
	Note	capital	to share	reserves	assets	reserve	gain/ (loss)	earnings	Total	controlling	equity
			capital							interest	
<b>At 1 January 2014</b>		<b>697,085</b>	<b>4,510</b>	<b>11,279</b>	<b>(11,999)</b>	<b>1,197</b>	<b>133</b>	<b>130,861</b>	<b>833,066</b>	<b>4,432</b>	<b>837,498</b>
<b>Total comprehensive income for the year</b>											
Profit for the year		-	-	-	-	-	-	33,700	33,700	25	33,725
Other comprehensive income		-	-	-	17,966	(1,952)	(633)	-	15,381	-	15,381
Net change in fair value of available-for-sale financial assets		-	-	-	17,966	-	-	-	17,966	-	17,966
Net change in actuarial gain related to employee benefits		-	-	-	-	-	(633)	-	(633)	-	(633)
Foreign currency translation differences		-	-	-	-	(1,952)	-	-	(1,952)	-	(1,952)
<b>Total comprehensive income for the year</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>17,966</b>	<b>(1,952)</b>	<b>(633)</b>	<b>33,700</b>	<b>49,081</b>	<b>25</b>	<b>49,106</b>
<b>Transactions with owners, recorded directly in equity</b>											
Transfer to reserves		-	-	4,691	-	-	-	(4,691)	-	-	-
<b>Total transactions with owners, recorded directly in equity</b>		<b>-</b>	<b>-</b>	<b>4,691</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(4,691)</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>At 31 December 2014</b>	<b>25</b>	<b>697,085</b>	<b>4,510</b>	<b>15,970</b>	<b>5,967</b>	<b>(755)</b>	<b>(500)</b>	<b>159,870</b>	<b>882,147</b>	<b>4,457</b>	<b>886,604</b>

The accompanying notes are an integral part of these consolidated financial statements.

**AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES**  
**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2015**  
**(Currency – In thousands of Turkish Lira ("TL"))**

					Unrealised gains/ (losses) on available-						
		Share	to share	Legal	for-sale	Translation	Actuarial	Retained		Non-	Total
	Note	capital	capital	reserves	assets	reserve	gain/ (loss)	earnings	Total	controlling interest	equity
<b>At 1 January 2015</b>		<b>697,085</b>	<b>4,510</b>	<b>15,970</b>	<b>5,967</b>	<b>(755)</b>	<b>(500)</b>	<b>159,870</b>	<b>882,147</b>	<b>4,457</b>	<b>886,604</b>
<b>Total comprehensive income for the year</b>											
Profit for the year		-	-	-	-	-	-	25,103	25,103	864	25,967
Other comprehensive income		-	-	-	(27,876)	(4,372)	(408)	-	(32,656)	-	(32,656)
Net change in fair value of available-for-sale financial assets		-	-	-	(27,876)	-	-	-	(27,876)	-	(27,876)
Net change in actuarial gain related to employee benefits		-	-	-	-	-	(408)	-	(408)	-	(408)
Foreign currency translation differences		-	-	-	-	(4,372)	-	-	(4,372)	-	(4,372)
<b>Total comprehensive income for the year</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>(27,876)</b>	<b>(4,372)</b>	<b>(408)</b>	<b>25,103</b>	<b>(7,553)</b>	<b>864</b>	<b>(6,689)</b>
<b>Transactions with owners, recorded directly in equity</b>											
Capital increase		165,500	-	-	-	-	-	(165,500)	-	-	-
Transfer to reserves		-	-	4,037	-	-	-	(4,037)	-	-	-
<b>Total transactions with owners, recorded directly in equity</b>		<b>165,500</b>	<b>-</b>	<b>4,037</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(169,537)</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>At 31 December 2015</b>	<b>25</b>	<b>862,585</b>	<b>4,510</b>	<b>20,007</b>	<b>(21,909)</b>	<b>(5,127)</b>	<b>(908)</b>	<b>15,436</b>	<b>874,594</b>	<b>5,321</b>	<b>879,915</b>

The accompanying notes are an integral part of these consolidated financial statements.

<div> <div>AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES</div> <div>CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2015</div> <div>(Currency – In thousands of Turkish Lira ("TL"))</div> </div>			
	Note	2015	2014
<b>Cash flows from operating activities</b>			
Net profit for the year		25,967	33,725
Adjustments for:			
Depreciation and amortisation of tangible and intangible assets	15,16	39,477	37,597
Impairment on intangible assets	16	5,298	4,126
Retirement pay provision expense	23	1,536	2,206
Unused vacation provision expense		(951)	2,553
Bonus provision expense		8,585	(639)
Impairment on financial assets	31	10,087	(1,574)
Net interest income and expense		(344,784)	(227,313)
Share of profit of equity investee	14	(1,640)	(695)
(Reversal) / provision for possible losses		10,000	(27,000)
Unrealised foreign exchange loss / (gain)		(52,372)	(70,287)
Other accruals		4,847	(16,025)
Income tax	22	26,153	7,714
		<b>(267,797)</b>	<b>(255,612)</b>
Change in reserve deposit at Central Bank		(187,992)	(198,313)
Change in trading assets		1,880	499
Change in loans and advances to customers		(514,540)	(476,601)
Change in other assets		(192,803)	(42,472)
Change in obligations under repurchase agreements		284,207	(344,724)
Proceeds from borrowings		958,052	448,670
Change in other liabilities		411,024	41,429
		<b>759,828</b>	<b>(571,512)</b>
Interest received		657,081	587,200
Interest paid		(409,908)	(338,989)
Retirement pay provision and unused vacation paid	23	(1,904)	(444)
Bonus payment		(16,066)	-
Income tax paid	22	(12,948)	(26,500)
<b>Net cash used in operating activities</b>		<b>216,255</b>	<b>221,267</b>
<b>Cash flows from investing activities</b>			
Purchase of investment securities		(4,886,804)	(2,967,021)
Sale of investment securities		4,815,158	2,753,858
Purchase of tangible assets	15	(68,704)	(31,530)
Equity accounted investees	14	(4,137)	(3,025)
Proceeds from the sale of tangible assets		27,086	1
Purchase of intangible assets	16	(46,726)	(53,174)
Acquisition of subsidiaries		-	(12,455)
<b>Net cash used in investing activities</b>		<b>(164,127)</b>	<b>(313,346)</b>
<b>Cash flows from financing activities</b>			
Proceeds from debt securities issued		8,823,073	8,452,597
Repayment of debt securities issued		(9,200,518)	(7,448,953)
Change in financial lease liabilities		(1,943)	5,699
<b>Net cash provided from financing activities</b>		<b>(379,388)</b>	<b>1,009,343</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>		<b>164,771</b>	<b>90,140</b>
Effect of exchange rate fluctuations on cash		130	(114)
Cash and cash equivalents on 1 January	9	286,459	196,433
<b>Cash and cash equivalents on 31 December</b>	<b>9</b>	<b>451,360</b>	<b>286,459</b>

The accompanying notes are an integral part of these consolidated financial statements.

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## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015

(Currency – In thousands of Turkish Lira ("TL"))

### 1. Reporting entity

Aktif Yatırım Bankası Anonim Şirketi (the "Bank") was incorporated under the name of Çalık Yatırım Bankası A.Ş. in Turkey in July 1999. The Bank changed its name as Aktif Yatırım Bankası A.Ş. on 1 August 2008.

The Bank operates as an "investment bank" and is mainly involved in corporate and consumer services such as cash or non-cash, financial leasing, factoring, corporate lending. As an investment bank, the Bank borrows funds from other banks, financial markets, partners and credit customers but is not entitled to receive deposits from customers.

The head office of the Bank is located at Büyükdere Cad. No: 163/A Zincirlikuyu / İstanbul, and the Bank have also eight branches. The Bank employs 634 people as at 31 December 2015 (31 December 2014: 784).

The Bank and its subsidiaries are hereafter referred to as the "Group".

The Group controls equity stakes in companies that are active in the areas of technology system integration, payment centre, insurance brokerage, consulting in real estate projects, real estate, islamic financial leasing and electronic payment systems. Activities carried out in these business areas and main companies are explained below in summary.

Sigortayeri Sigorta ve Reasürans Brokerliği A.Ş. ("Sigortayeri"): With the virtual and physical multi-channel structure that is shaped according to the needs of potential policyholders comparative insurance products, provide customers with fast and intuitive way to operate in the field of insurance broking.

EPost Elektronik Perakende Otomasyon Satış Ticaret A.Ş. ("EPost"): EPost allocated to business with the brand through reliable/secure devices, sales and collection operations for making the dealership system.

E-Kent Teknoloji ve Ödeme Sistemleri Sanayi ve Ticaret A.Ş. ("E-Kent"): E-Kent increases both the new products and services applied in the field and also the number of cities in which services are offered in its fields of operation with its vision which is "building city technologies".

Pavo Teknik Servis Elektrik Elektronik Sanayi ve Ticaret A.Ş. ("Pavo"): Pavo operates in the area of new generation payment systems (especially ECR business); import, manufacture sales and technical services.

N Kolay Mağazacılık A.Ş. ("N Kolay"): N Kolay operates in the area of invoice payment point and payment services licence obtained from Banking Regulation and Supervision Agency in 2015.

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015

(Currency – In thousands of Turkish Lira ("TL"))

Asset Aktif Sportif ve Sanatsal Etkinlik Hizmetleri Ticaret A.Ş. ("Asset"): Asset operates in the area of ticket sale organization of sports and arts activities.

Emlak Girişim Danışmanlığı A.Ş. ("Emlak Girişim"): Emlak Girişim works on real estate projects, structures and systems, and makes active counselling and guidance.

IFM İstanbul Finans Merkezi İnşaat Taahhüt A.Ş. ("IFM"): IFM operates in special projects, land recreation, area sales and revenue sharing provisions for the construction of the immovable, construction and sales activity is independent sections.

Kazakhstan Ijara Company Jsc. ("KIC"): Kazakhstan Ijara Company carries on islamic leasing business. The aim of firm in Kazakhstan is to support the development of small and medium enterprises (SMEs) by providing alternative sources of Shariah compliant financing for their projects.

Euroasian Leasing Company ("ELC"): Euroasian Leasing Company is the first in Russia to provide leasing solutions to the SME sector in accordance with the Islamic principles.

UPT Ödeme Hizmetleri A.Ş. ("UPT"): UPT operates for electronic money and money transfer and payment services licence obtained from Banking Regulation and Supervision Agency in 2015.

Euro Mediteranean Investment Company (EMIC): EMIC is a portfolio management company.

### 2. Basis of preparation

#### 2.1 Statement of compliance

The Bank and its subsidiaries operating in Turkey maintain their books of account and prepare their statutory consolidated financial statements in Turkish Lira ("TL") in accordance with the accounting principles as promulgated by the Banking Regulation and Supervision Agency ("BRSA"), Capital Markets Board of Turkey, the Turkish Commercial Code and tax legislation. The foreign subsidiaries maintain their books of account in accordance with the laws and regulations in force in the countries in which they are registered.

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRSs") and its interpretations adopted by the International Accounting Standards Board ("IASB").

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015

(Currency – In thousands of Turkish Lira ("TL"))

### 2.2 Basis of measurement

The consolidated financial statements have been prepared on the historical cost basis as adjusted for the effects of inflation, except for the following;

- derivative financial instruments are measured at fair value
- financial assets at fair value through profit or loss are measured at fair value
- available-for-sale financial instruments

### 2.3 Functional and presentation currency

These consolidated financial statements are presented in TL, which is the Bank's functional currency. Except as indicated, financial information presented in TL has been rounded to the nearest thousand.

### 2.4 Use of estimates and judgements

The preparation of the consolidated financial statements requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the year in which the estimate is revised and in any future periods affected.

Information about significant areas of estimation uncertainty and critical judgements in applying accounting policies that have the most significant effect on the amount recognised in the consolidated financial statements are described in notes 4.

## 3. Significant accounting policies

### 3.1 Accounting in hyperinflationary economies

The consolidated financial statements of the Turkish entities have been restated for the changes in the general purchasing power of the Turkish Lira based on International Accounting Standard ("IAS") No. 29 "Financial Reporting in Hyperinflationary Economies" as at 31 December 2005. IAS 29 requires that consolidated financial statements prepared in the currency of a hyperinflationary economy be stated in terms of the measuring unit current on the reporting date, and that corresponding figures for prior periods be restated in the same terms. One characteristic that necessitates the

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application of IAS 29 is a cumulative three-year inflation rate approaching or exceeding 100%. The cumulative three-year inflation rate in Turkey has been 35.61% as at 31 December 2005, based on the Turkish nation-wide wholesale price indices announced by the Turkish Statistical Institute ("TURKSTAT"). By taking this into consideration, together with the sustained positive trend in quantitative factors, such as the stabilisation in financial and monetary markets, decrease in interest rates and the appreciation of TL against USD and other hard currencies, it was declared that Turkey should be considered a non-hyperinflationary economy under IAS 29 from 1 January 2006 as stated in International Standards Alert No. 2006/17 issued on 8 March 2006. Therefore, IAS 29 has not been applied to the accompanying consolidated financial statements starting from 1 January 2006.

### 3.2 Foreign currency transactions

*Foreign currency transactions*

Transactions in the financial statements of the Group are recorded in TL, which is the Group's functional currency and the presentation currency for the accompanying consolidated financial statements. Transactions in foreign currencies are translated into the functional currency of the Group at exchange rates ruling at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated into TL at the exchange rates ruling at date of the statement of financial position with the resulting exchange differences recognized in income as foreign exchange gain or loss. Gains and losses arising from foreign currency transactions are reflected in income as realized during the period.

*Financial statements of foreign operations*

The assets and liabilities of foreign operations, including goodwill and fair value adjustments arising on consolidation, are translated to TL at foreign exchange rates ruling at the date of the statement of financial positions. The revenues and expenses of foreign operations are translated to TL using average exchange rates. Foreign exchange differences arising on translation are recognized directly in a separate component of equity. When a foreign operation is disposed of in part or in full, the relevant amount in the foreign currency translation reserve is transferred to income.

### 3.3 Basis of consolidation

*Subsidiaries*

The consolidated financial statements incorporate the consolidated financial statements of the Bank and entities controlled by the Bank (its subsidiaries). The control exists if and only if; 1) when the Bank has the power over an affiliate which that power, directly or indirectly, give rights to govern the financial and operating policies of the entity so as to obtain benefits from its activities, 2) exposure, or rights, to variable returns from its involvement with the affiliate, 3) the



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ability to use its power over the affiliate to affect the amount of its returns. The Bank reassess its control power over its subsidiaries if there is an indication that there are changes to any of the three elements of control.

The results of subsidiaries acquired or disposed of during the year are included in the consolidated statement of income from the effective date of acquisition or up to the effective date of disposal, as appropriate.

### *Business combinations*

The Group accounts for business combinations using the acquisition method when control is transferred to the Group.

The Group measures goodwill at the acquisition date as:

- the fair value of the consideration transferred; plus
- the recognised amount of any non-controlling interests in the acquiree; plus
- if the business combination is achieved in stages, the fair value of the pre-existing equity interest in the acquiree; less
- the net recognised amount (generally fair value) of the identifiable assets acquired and liabilities assumed.

When the excess is negative, a bargain purchase gain is recognised immediately in profit or loss.

The consideration transferred does not include amounts related to the settlement of pre-existing relationships. Such amounts generally are recognised in profit or loss.

Transactions costs, other than those associated with the issue of debt or equity securities, that the Group incurs in connection with a business combination are expensed as incurred.

Any contingent consideration payable is measured at fair value at the acquisition date. If the contingent consideration is classified as equity, it is not remeasured and settlement is accounted for within equity. Otherwise, subsequent changes to the fair value of the contingent consideration are recognised in profit or loss.

### *Interests in equity-accounted investees*

The Group's interests in equity-accounted investees comprise interests in associates and joint ventures. Associates are those entities in which the Group has significant influence, but not control or joint control, over the financial and operating policies. A joint venture is an arrangement in which the Group has joint control, whereby the Group has rights to the net assets of the arrangement, rather than rights to its assets and obligations for its liabilities.

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Interests in associates and the joint ventures are accounted for using the equity method. They are recognised initially at cost, which includes transaction costs. Subsequent to initial recognition, the consolidated financial statements include the Group's share of the profit or loss and other comprehensive income of equity-accounted investees, until the date on which significant influence or joint control ceases.

### *Non-controlling interests*

Non-controlling interests are measured at their proportionate share of the acquiree's identifiable net assets at the acquisition date. Changes in the Group's interest in a subsidiary that do not result in a loss of control are accounted for as equity transactions.

### *Loss of control*

When the Group loses control over a subsidiary, it derecognises the assets and liabilities of the subsidiary, and any related non-controlling interests and other components of equity. Any resulting gain or loss is recognised in profit or loss. Any interest retained in the former subsidiary is measured at fair value when control is lost.

### *Transactions eliminated on consolidation*

Intra-group balances and transactions, and any unrealised income and expenses arising from intra-group transactions, are eliminated. Unrealised gains arising from transactions with equity-accounted investees are eliminated against the investment to the extent of the Group's interest in the investee. Unrealised losses are eliminated in the same way as unrealised gains, but only to the extent that there is no evidence of impairment.

### *Acquisitions from entities under common control*

Business combinations arising from transfers of interests in entities that are under the control of the shareholder that controls the Group are accounted for as if the acquisition had occurred at the beginning of the earliest comparative period presented or, if later, at the date that common control was established. The assets and liabilities acquired are recognised at the carrying amounts recognised previously in the controlling shareholder's consolidated financial statements. The components of equity of the acquired entities are added to the same components within the Group equity and any gain/loss arising is recognised directly in equity.

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### Group entities

Subsidiaries		Country of Incorporation	Direct ownership % 31 Dec 2015	31 Dec 2014	Indirect ownership % 31 Dec 2015	31 Dec 2014
<b>Insurance Brokerage</b>						
Sigortayeri Sigorta ve Reasürans Brokerliği A.Ş.		Turkey	100.00%	100.00%	-	-
<b>Payment Systems</b>						
Epost Elektronik Perakende Otomasyon Satış Tic. A.Ş.		Turkey	99.27%	99.27%	-	-
E-Kent Teknoloji ve Ödeme Sistemleri San ve Tic. A.Ş.		Turkey	-	-	99.27%	99.27%
N Kolay Mağazacılık A.Ş.		Turkey	-	-	99.27%	99.27%
UPT Ödeme Hizmetleri A.Ş.		Turkey	100.00%	100.00%	-	-
<b>Real Estate</b>						
Emlak Girişim Danışmanlığı A.Ş.		Turkey	100.00%	100.00%	-	-
<b>Service</b>						
Pavo Teknik Servis Elektrik Elektronik Sanayi ve Ticaret A.Ş.		Turkey	-	-	79.42%	79.42%
Asset Aktif Sportif ve Sanatsal Etkinlik Hizmetleri Tic. A.Ş.		Turkey	-	-	99.27%	99.27%
<b>Equity accounted investees</b>						
		Country of Incorporation	31 December 2015 Ownership %		31 December 2014 Ownership %	
Kazakhstan Ijara Company Jsc		Kazakhstan		14.31%		14.31%
İFM İstanbul Finans Merkezi İnşaat Taahhüt A.Ş.		Turkey		5.00%		5.00%
Euroasian Leasing Company		Republic of Tatarstan		25.00%		25.00%
Euro Mediterianean Investment Company		Turkish Republic of Northern Cyprus		21.28%		-

### 3.4 Interest income / expense

Interest income and expense are recognised in profit or loss using the effective interest method. The effective interest rate is the rate that exactly discounts the estimated future cash payments and receipts through the expected life of the financial asset or liability (or, where appropriate, a shorter period) to the carrying amount of the financial asset or liability. The effective interest rate is established on initial recognition of the financial asset and liability and is not revised subsequently.

The calculation of the effective interest rate includes all fees and commissions paid or received transaction costs, and discounts or premiums that are integral part of the effective interest rate.

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Interest income and expense on all trading assets and liabilities are considered to be incidental to the Bank's trading operations and are presented together with all other changes in the fair value of trading assets and liabilities in net trading income.

Interest income and expense presented in profit or loss include the interest income on financial assets and liabilities at amortised cost on an effective interest rate basis.

### 3.5 Fees and commission

Fees and commission income and expense that are integral to the effective interest rate on a financial asset or liability are included in the measurement of the effective interest rate.

Other fees and commission income are recognised as the related services are provided.

Other fees and commission expense relates mainly to transaction and service fees, which are expensed as the services are received.

### 3.6 Net trading income

Net trading income comprises gains less loss related to trading assets and liabilities, and includes all realised and unrealised fair value changes and foreign exchange differences.

### 3.7 Dividends

Dividend income is recognised when the right to receive income is established.

### 3.8 Lease payments made

Payments made under operating leases are recognised in profit or loss on a straight-line basis over the term of the lease. Lease incentives received are recognised as an integral part of the total lease expense, over the term of the lease.

Minimum lease payments made under finance leases are apportioned between the finance expense and the reduction of the outstanding liability. The finance expense is allocated to each period during the lease term so as to produce a constant periodic rate of interest on the remaining balance of the liability. Contingent lease payments are accounted for by revising the minimum lease payments over the remaining term of the lease when the lease adjustment is confirmed.

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### 3.9 Manufacturing and other operations revenue

Revenues are recognised on an accrual basis at the fair values incurred or to be incurred when the goods are delivered, the risks and rewards of ownership of the goods are transferred, when the amount of revenue can be reliably measured and it is probable that the future economic benefits associated with the transaction will flow to the entity. Net sales represent the fair value of goods shipped less sales discounts and returns. When the arrangement effectively constitutes a financing transaction, the fair value of the consideration is determined by discounting all future receipts using an imputed rate of interest. The difference between the fair value and the nominal amount of the consideration is recognised in the period on an accrual basis as financial income.

#### *Sales of the goods*

Income obtained from the sales of the goods is accounted after the below conditions are executed:

- The Group's transferring all the important risks and gains related to the property to the buyer,
- The Group not having any control on the continued administrative participation associated with property and on the sold properties,
- Measuring the amount of income reliably,
- Possibility of a flow of the economic benefits related to the act to the Group, and
- Measuring the costs resulting from the act reliably.

#### *Services provided*

Contract revenue and costs related to the projects are recognised when the amount of revenue can be reliably measured and the increase in the revenue due to change in the scope of the contract related with the project is highly probable. Contract revenue is measured at the fair value of the consideration received or receivable. Projects are fixed price contracts and revenue is recognised in accordance with the percentage of completion method. The portion of the total contract revenue corresponding to the completion rate is recognised as contract revenue in the relevant period.

### 3.10 Financial assets and liabilities

#### *Recognition*

The Bank initially recognises loans and advances to customers, investment securities, funds borrowed, customer accounts and debt securities issued on the date that they are originated. Regular way purchases and sales of financial assets are recognised on the trade date at which the Bank commits to purchase or sell the asset. All other financial assets

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and liabilities are initially recognised on the trade date at which the Bank becomes a party to the contractual provisions of the instrument.

#### *Derecognition*

The Bank derecognises a financial asset when the contractual rights to the cash flows from the asset expire, or it transfers the rights to receive the contractual cash flows on the financial asset in a transaction in which substantially all the risks and rewards of ownership of the financial asset are transferred. Any interest in transferred financial assets that is created or retained by the Bank is recognised as a separate asset or liability.

The Bank derecognises a financial liability when its contractual obligations are discharged or cancelled or expire.

#### *Offsetting*

Financial assets and liabilities are set off and the net amount presented in the statement of financial position when, and only when, the Bank has a legal right to set off the amounts and intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

Income and expenses are presented on a net basis only when permitted by the accounting standards, or for gains and losses arising from a group of similar transactions such as in the Bank's trading activity.

#### *Amortised cost measurement*

The amortised cost of a financial asset or liability is the amount at which the financial asset or liability is measured at initial recognition, minus principal repayments, plus or minus the cumulative amortisation using the effective interest method of any difference between the initial amount recognised and the maturity amount, minus any reduction for impairment.

#### *Fair value measurement*

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Group has access at that date. The fair value of a liability reflects its non-performance risk.

When available, the Group measures the fair value of an instrument using the quoted price in an active market for that instrument. A market is regarded as active if transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis.

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If there is no quoted price in an active market, then the Group uses valuation techniques that maximise the use of relevant observable inputs and minimise the use of unobservable inputs. The chosen valuation technique incorporates all of the factors that market participants would take into account in pricing a transaction.

The best evidence of the fair value of a financial instrument at initial recognition is normally the transaction price – i.e. the fair value of the consideration given or received. If the Group determines that the fair value at initial recognition differs from the transaction price and the fair value is evidenced neither by a quoted price in an active market for an identical asset or liability nor based on a valuation technique that uses only data from observable markets, then the financial instrument is initially measured at fair value, adjusted to defer the difference between the fair value at initial recognition and the transaction price. Subsequently, that difference is recognized in profit or loss on an appropriate basis over the life of the instrument but no later than when the valuation is wholly supported by observable market data or the transaction is closed out.

The Group recognises transfers between levels of the fair value hierarchy as of the end of the reporting period during which the change has occurred.

#### *Derivative financial instruments*

The Group enters into transactions with derivative instruments including forwards, swaps, currency options and interest rate cap/floor agreements in the foreign exchange and capital markets. Most of these derivative transactions are considered as effective economic hedges under the Group's risk management policies; however, since they do not qualify for hedge accounting under the specific provisions of International Accounting Standard 39 – Financial instruments: Recognition and measurement ("IAS 39"), they are treated as derivatives held for trading. Derivative financial instruments are initially recognised at fair value on the date which a derivative contract is entered into and subsequently remeasured at fair value. Any gains or losses arising from changes in fair value on derivatives that do not qualify for hedge accounting are recognised in profit or loss.

Fair values are obtained from quoted market prices in active markets, including recent market transactions, to the extent publicly available, and valuation techniques, including discounted cash flow models and options pricing models as appropriate. All derivatives are carried as assets when fair value is positive and as liabilities when fair value is negative.

#### *Identification and measurement of impairment*

On each reporting date, the Bank assesses whether there is objective evidence that financial assets not carried at fair value through profit or loss are impaired. Financial assets are impaired when objective evidence demonstrates that a loss event has occurred after the initial recognition of the asset, and that the loss event has an impact on the future cash flows on the asset that can be estimated reliably.

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The Bank considers evidence of impairment for loans and advances and investment debt security portfolio at both a specific asset and collective level. All individually significant loans and advances and investment debt security portfolio are assessed for specific impairment. Loans and advances found not to be specifically impaired are then collectively assessed for any impairment that has been incurred but not yet identified. Loans and advances that are not individually significant are collectively assessed for impairment by grouping together loans and advances portfolio with similar risk characteristics.

Objective evidence that a financial asset or group of assets is impaired includes observable data that comes to the attention of the Bank about the following loss events:

- significant financial difficulty of the issuer or obligor;
- a breach of contract, such as a default or delinquency in interest or principal payments by more than 90 days;
- the Bank granting to the borrower, for economic or legal reasons relating to the borrower's financial difficulty, a concession that the lender would not otherwise consider;
- it becoming probable that the borrower will enter bankruptcy or other financial reorganisation;
- the disappearance of an active market for that financial asset because of financial difficulties; or
- observable data indicating that there is a measurable decrease in the estimated future cash flows from a group of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the Bank, including:
  - adverse changes in the payment status of borrowers; or
  - national or local economic conditions that correlate with defaults on the assets in the Bank.

Impairment losses on assets carried at amortised cost are measured as the difference between the carrying amount of the financial assets and the present value of estimated cash flows discounted at the assets' original effective interest rate. Losses are recognised in profit or loss and reflected in an allowance account against loans and advances.

Impairment losses on available-for-sale assets are recognised by transferring the cumulative loss that has been recognised in other comprehensive income to profit or loss as a reclassification adjustment. The cumulative loss that is reclassified from other comprehensive income to profit or loss is the difference between the acquisition cost, net of any principal repayment and amortisation, and the current fair value, less any impairment loss previously recognised in profit or loss.

If, in a subsequent period, the fair value of an impaired available-for-sale equity security increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss, the impairment loss is reversed, with the amount of the reversal recognised in profit or loss. However, any subsequent recovery in the fair value of an impaired available-for-sale equity security is recognised in other comprehensive income.



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In assessing collective impairment, the Bank uses statistical modelling of historical trends of the probability of default, the timing of recoveries and the amount of loss incurred, adjusted for management's judgment as to whether current economic and credit conditions are such that the actual losses are likely to be greater or less than suggested by historical trends. Default rates, loss rates and the expected timing of future recoveries are regularly benchmarked against actual outcomes to ensure that they remain appropriate.

The Bank first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant. If it is determined that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, the asset is included in a group of financial assets with similar credit risk characteristics and that group of financial assets is collectively assessed for impairment.

Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment of impairment. The calculation of the present value of the estimated future cash flows of a collateralized financial asset reflects the cash flows that may result from foreclosure less costs for obtaining and selling the collateral, whether or not foreclosure is probable.

### 3.11 Cash and cash equivalents

Cash and cash equivalents include cash on hand, unrestricted balances with Central Bank and highly liquid financial assets with original maturities of less than three months, which are subject to insignificant risk of changes in their fair value, and are used by the Bank in the management of its short-term commitments.

When the Bank purchases a financial asset and simultaneously enters into an agreement to resell the asset (or a substantially similar asset) at a fixed price on a future date ("reverse repo or stock borrowing"), the arrangement is accounted for as cash and cash equivalents, and the underlying asset is not recognised in the Bank's consolidated financial statements. Cash and cash equivalents are carried at amortised cost in the statement of financial position.

### 3.12 Trading assets and liabilities

Trading assets and liabilities are those assets and liabilities that the Bank acquires or incurs principally for the purpose of selling or repurchasing in the near term, or holds as part of a portfolio that is managed together for short-term profit or position taking.

Trading assets and liabilities are initially recognised and subsequently measured at fair value in the statement of financial position with transaction costs taken directly to profit or loss. All changes in fair value are recognised as part of net trading income in profit or loss. Trading assets and liabilities are not reclassified subsequent to their initial recognition.

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### 3.13 Loans and advances to customers

Loans and advances to customers are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and that the Bank does not intend to sell immediately or in the near term.

When the Bank is the lessor in a lease agreement that transfers substantially all of the risks and rewards incidental to ownership of an asset to the lessee, the arrangement is presented within loans and advances to customers.

Loans and advances to customers are initially measured at fair value plus incremental direct transaction costs, and subsequently measured at their amortised cost using the effective interest method.

### 3.14 Investment securities

Investment securities are initially measured at fair value plus, incremental direct transaction costs, and subsequently accounted for depending on their classification as either held-to-maturity or available-for-sale.

#### (i) Held-to-maturity

Held-to-maturity investments are non-derivative assets with fixed or determinable payments and fixed maturity that the Bank has the positive intent and ability to hold to maturity, and which are not designated as at fair value through profit or loss or as available-for-sale.

Held-to-maturity investments are carried at amortised cost using the effective interest method. Any sale or reclassification of a more than insignificant amount of held-to-maturity investments not close to their maturity would result in the reclassification of all held-to-maturity investments as available-for-sale, and prevent the Bank from classifying investment securities as held-to-maturity for the current and the following two financial years.

#### (ii) Available-for-sale

Available-for-sale investments are non-derivative investments that are designated as available-for-sale or are not classified as another category of financial assets. Unquoted equity securities whose fair value cannot be reliably measured are carried at cost. All other available-for-sale investments are carried at fair value.

Interest income is recognised in profit or loss using the effective interest method. Dividend income is recognised in profit or loss when the Bank becomes entitled to the dividend. Foreign exchange gains or losses on available-for-sale debt security investments except the equity securities are recognised in profit or loss.

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Other fair value changes are recognised directly in equity until the investment is sold or impaired, whereupon the cumulative gains and losses previously recognised in equity are recognised in profit or loss.

**3.15 Repurchase transactions**

The Bank enters into purchases/sales of investments under agreements to resell/repurchase substantially identical investments at a certain date in the future at a fixed price. Investments purchased subject to commitments to resell them at future dates are not recognised. The amounts paid are recognised as receivables from reverse repurchase agreements in the accompanying consolidated financial statements. The receivables are shown as collateralized by the underlying security. Investments sold under repurchase agreements continue to be recognised in the consolidated statement of financial position and are measured in accordance with the accounting policy for either assets held for trading, held to maturity or available-for-sale as appropriate. The proceeds from the sale of the investments are reported as obligations under repurchase agreements.

Income and expenses arising from the repurchase and resale agreements over investments are recognised on an accruals basis over the period of the transaction and are included in “interest income” or “interest expense”.

**3.16 Trade receivables**

Trade receivables that are created by way of providing goods or services directly to a debtor are carried at amortised cost. Trade receivables, net of unearned financial income, are measured at amortised cost, using the effective interest rate method, less the unearned financial income. Short duration receivables with no stated interest rate are measured at the original invoice amount unless the effect of imputing interest is significant.

A doubtful receivable provision for trade receivables is established if there is objective evidence that the Group will not be able to collect all amounts due. The amount of provision is the difference between the carrying amount and the recoverable amount, being the present value of all cash flows, including amounts recoverable from guarantees and collateral, discounted based on the original effective interest rate of the originated receivables at inception.

If the amount of the impairment subsequently decreases due to an event occurring after the write-down, the release of the provision is recognised in profit or loss.

**3.17 Inventories**

Inventories are valued at the lower of cost or net realisable value. Cost elements included in inventories are materials, labour and an appropriate amount for factory overheads. The cost of borrowings is not included in the costs of inventories. The cost of inventories is determined on the weighted average basis for each purchase. Net realisable

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value is the estimated selling price in the ordinary course of business, less the costs of completion and selling expenses. Inventories consist of raw material, semi-finished goods, finished goods, commercial goods and other stocks.

**3.18 Tangible assets**

*Recognition and measurement*

Items of tangible assets are restated for the effects of inflation to 31 December 2005, less accumulated depreciation and impairment losses. Tangible assets acquired after 31 December 2005 is reflected at cost, less accumulated depreciation and impairment losses.

Cost includes expenditures that are directly attributable to the acquisition of the asset.

*Subsequent costs*

The cost of replacing part of an item of machinery or equipment is recognised in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Group and its cost can be measured reliably. The costs of the day-to-day servicing of tangible assets are recognised in profit or loss as incurred.

*Depreciation*

Depreciation is recognised in the profit or loss on a straight-line basis over the estimated useful lives of each part of an item of tangible assets. Leased assets are depreciated over the shorter of the lease term and their useful lives.

The estimated useful lives for as at 31 December 2015 and 2014 are as follows:

• machinery or equipment	3-15 years
• furniture and fixtures	2-50 years
• motor vehicles	5 years
• other fixed assets	5-50 years

Leasehold improvements are depreciated on a straight-line method over the shorter of the lease term and their useful lives.

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### 3.19 Intangible assets

#### (i) Service agreements

Service agreements acquired in a business combination are recognised at fair value at the acquisition date. The service agreements have a finite useful life and are carried at cost less accumulated amortisation. Amortisation is calculated using the straight-line method over the expected life of the service agreements.

#### (ii) Software

Software acquired by the Bank is restated for the effects of inflation to 31 December 2005, less accumulated amortisation and impairment losses. Intangible assets acquired after 31 December 2005 are reflected at cost, less accumulated amortisation and impairment losses.

Expenditure on internally developed software is recognised as an asset when the Bank is able to demonstrate its intention and ability to complete the development and use the software in a manner that will generate future economic benefits, and can reliably measure the costs to complete the development. The capitalised costs of internally developed software include all costs directly attributable to developing the software, and are amortised over its useful life. Internally developed software is stated at capitalised cost less accumulated amortisation and impairment.

Subsequent expenditure on software assets is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditure is expensed as incurred.

Amortisation is recognised in profit or loss on a straight-line basis over the estimated useful life of the software, from the date that it is available for use. The estimate useful life of software is 3 to 15 years.

#### (iii) Goodwill

Goodwill that arises upon the acquisition of subsidiaries the excess of the cost of the acquisition over the Group's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities of the acquiree. When the excess is negative (negative bargain), it is recognised immediately in profit or loss.

#### Acquisitions of non-controlling interests

Acquisition of non-controlling interests are accounted for as transactions with equity holders in their capacity as equity holders and therefore no goodwill is recognised as a result of such transactions.

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### Subsequent measurement

Goodwill is measured at cost less accumulated impairment losses.

#### (iv) Intangible assets acquired in a business combination

Intangible assets acquired in a business combination are identified and recognised separately from goodwill where they meet the definition of an intangible asset and their fair value can be measured reliably. Cost of such intangible assets is the fair value at the acquisition date.

Subsequent to initial recognition, intangible assets acquired in a business combination are reported at cost less accumulated amortisation and any accumulated impairment losses, on the same basis as intangible assets acquired separately.

### 3.20 Non-current assets held for sale

Certain non-current assets primarily related to the collateral collected on non-performing loans are classified as held for sale if their carrying amount will be recovered principally through a sale transaction rather than through continuing use. This condition is regarded as met only when the sale is highly probable and the asset is available for immediate sale in its present condition. Management must be committed to the sale, which should be expected to qualify for recognition as a completed sale within one year from the date of classification.

Non-current assets classified as held for sale are measured at the lower of carrying value and fair value less costs to sell.

### 3.21 Impairment of non-financial assets

The carrying amounts of the Bank's non-financial assets, other than deferred tax assets, are reviewed on each reporting date to determine whether there is any indication of impairment. If any such indication exists then the asset's recoverable amount is estimated.

An impairment loss is recognised if the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. A cash-generating unit is the smallest identifiable asset group that generates cash flows that largely are independent from other assets and groups. Impairment losses are recognised in profit or loss. Impairment losses recognised in respect of cash-generating units are allocated first to reduce the carrying amount of any goodwill allocated to the units and then to reduce the carrying amount of the other assets in the unit (group of units) on a pro rata basis.

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The recoverable amount of an asset or cash-generating unit is the greater of its value in use and its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

### 3.22 Leased assets - lessee

Leases in terms of which the Bank assumes substantially all the risks and rewards of ownership are classified as finance leases. Upon initial recognition the leased asset is measured at an amount equal to the lower of its fair value and the present value of the minimum lease payments. Subsequent to initial recognition, the asset is accounted for in accordance with the accounting policy applicable to that asset.

Other leases are operating leases and, the leased assets are not recognised on the Bank's statement of financial position.

### 3.23 Funds borrowed and debt securities issued

Funds borrowed and debt securities issued are initially measured at fair value plus transaction costs, and subsequently measured at their amortised cost using the effective interest method.

### 3.24 Provisions

A provision is recognised if, as a result of a past event, the Bank has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability.

A provision for restructuring is recognised when the Bank has approved a detailed and formal restructuring plan, and the restructuring either has commenced or has been announced publicly. Future operating costs are not provided for.

A provision for onerous contracts is recognised when the expected benefits to be derived by the Bank from a contract are lower than the unavoidable cost of meeting its obligations under the contract. The provision is measured at the present value of the lower of the expected cost of terminating the contract and the expected net cost of continuing with the contract. Before a provision is established, the Bank recognises any impairment loss on the assets associated with that contract.

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### 3.25 Employee benefits

As a result of IAS 19 (2011), the Group has changed its accounting policy with respect to the basis for determining the income or expense related to defined benefit.

Under IAS 19 (2011), the Group determines the net interest expense (income) for the period on the net defined benefit liability by applying the discount rate used to measure the defined benefit obligation at the beginning of the annual period to the net defined benefit liability at the beginning of the annual period, taking into account any changes in the net defined benefit liability during the period as a result of contributions and benefit payments. Consequently, the net interest on the net defined benefit liability now comprises:

- interest cost on the defined benefit obligation;
- interest income on plan assets; and
- interest on the effect on the asset ceiling.

As per revised IAS 19 all actuarial gain or losses are recognized under other comprehensive income starting from 1 January 2013.

### 3.26 Trade and other payables

Trade payables are payments to be made arising from the purchase of goods and services from suppliers within the ordinary course of business. Trade and other payables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method.

### 3.27 Income tax expense

Income tax expense comprises current and deferred tax. Current tax and deferred tax are recognised in the profit or loss except to the extent that it relates to items recognised directly in equity or in other comprehensive income.

Current tax is the expected tax payable on the taxable income for the period, using tax rates enacted or substantively enacted on the reporting date, and any adjustment to tax payable in respect of prior years.

Deferred tax is recognised in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is not recognised for the following temporary differences: the initial recognition of assets or liabilities in a transaction that is not a business combination and that affects neither accounting nor taxable profit. Deferred tax is measured at the tax rates that are expected to be applied to the temporary differences when they reverse, based on the laws that have been enacted or substantively enacted by the reporting date.



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A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the asset can be utilised. Deferred tax assets are reviewed on each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

**3.28 Events after the reporting period**

Events after the reporting period that provide additional information about the Group's position at the reporting dates (adjusting events) are reflected in the consolidated financial statements. Events after the reporting period that are not adjusting events are disclosed in the notes when material.

**3.29 Segment reporting**

An operating segment is a component of the Group that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Group's other components, whose operating results are reviewed regularly by the Board of Directors (being chief operating decision maker) to make decisions about resources allocated to each segment and assess its performance, and for which discrete financial information is available.

**3.30 Borrowing Costs**

The Group, whenever required, generates funds from domestic and foreign sources in the form of borrowings, and bill and bond issuances in the local and international markets. The funds borrowed are recorded at their purchase costs and valued at amortised costs using the effective interest method.

An entity shall capitalise borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset as part of the cost of that asset. An entity shall recognise other borrowing costs as an expense in the period in which it incurs them.

The bank has started a construction project to build a new head office that is an asset that necessarily takes a substantial period of time to get ready for its intended use or sale and capitalized the borrowing costs amounting to TL 28,022 for the qualifying asset as of 31 December 2015 (2014: TL 12,157).

**3.31 Application of new and revised international financial reporting standards (IFRSs)**

*a) Amendments to IFRSs affecting amounts reported and/or disclosures in the consolidated financial statements*

None.

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*b) New and Revised IFRSs applied with no material effect on the consolidated financial statements*

Amendments to IAS 19	Defined Benefit Plans: Employee Contributions <sup>1</sup>
Annual Improvements to 2010-2012 Cycle	IFRS 2, IFRS 3, IFRS 8, IFRS 13, IAS 16 and IAS 38, IAS 24 <sup>1</sup>
Annual Improvements to 2011-2013 Cycle	IFRS 1, IFRS 3, IFRS 13, IAS 40 <sup>1</sup>

<sup>1</sup> Effective for annual periods beginning on or after 1 July 2014.

*Amendments to IAS 19 Defined Benefit Plans: Employee Contributions*

This amendment clarifies the requirements that relate to how contributions from employees or third parties that are linked to service should be attributed to periods of service. In addition, it permits a practical expedient if the amount of the contributions is independent of the number of years of service, in that contributions, can, but are not required, to be recognised as a reduction in the service cost in the period in which the related service is rendered

*Annual Improvements to 2010-2012 Cycle*

**IFRS 2:** Amends the definitions of 'vesting condition' and 'market condition' and adds definitions for 'performance condition' and 'service condition'.

**IFRS 3:** Require contingent consideration that is classified as an asset or a liability to be measured at fair value at each reporting date.

**IFRS 8:** Requires disclosure of the judgements made by management in applying the aggregation criteria to operating segments, clarify reconciliations of segment assets only required if segment assets are reported regularly.

**IFRS 13:** Clarify that issuing IFRS 13 and amending IFRS 9 and IAS 39 did not remove the ability to measure certain short-term receivables and payables on an undiscounted basis (amends basis for conclusions only).

**IAS 16 and IAS 38:** Clarify that the gross amount of property, plant and equipment is adjusted in a manner consistent with a revaluation of the carrying amount.

**IAS 24:** Clarify how payments to entities providing management services are to be disclosed.

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*Annual Improvements to 2011-2013 Cycle*

**IFRS 1:** Clarify which versions of IFRSs can be used on initial adoption (amends basis for conclusions only).

**IFRS 3:** Clarify that IFRS 3 excludes from its scope the accounting for the formation of a joint arrangement in the financial statements of the joint arrangement itself.

**IFRS 13:** Clarify the scope of the portfolio exception in paragraph 52.

**IAS 40:** Clarifying the interrelationship of IFRS 3 and IAS 40 when classifying property as investment property or owner-occupied property.

*c) New and revised IFRSs in issue but not yet effective*

The Group has not applied the following new and revised IFRSs that have been issued but are not yet effective:

IFRS 9	Financial Instruments <sup>2</sup>
IFRS 14	Regulatory Deferral Accounts <sup>1</sup>
Amendments to IFRS 11	Accounting for Acquisition of Interests in Joint operations <sup>1</sup>
Amendments to IAS 16 and IAS 38	Clarification of Acceptable Methods of Depreciation and Amortisation <sup>1</sup>
Amendments to IAS 16 and IAS 41	Agriculture: Bearer Plants <sup>1</sup>
IFRS 15	Revenue from Contracts with Customers <sup>2</sup>
Amendments to IAS 27	Equity Method in Separate Financial Statements <sup>1</sup>
Amendments to IFRS 10 and IAS 28	Sale or Contribution of Assets between an Investor and its Associate or Joint Venture <sup>1</sup>
Annual Improvements to 2012-2014 Cycle	IFRS 5, IFRS 7, IAS 9, IAS 34 <sup>1</sup>
Amendments to IAS 1	Disclosure Initiative <sup>1</sup>
Amendments to IFRS 10, IFRS 12 and IAS 28	Investment Entities: Applying the Consolidation Exception <sup>1</sup>
IFRS 16	Leases <sup>3</sup>

<sup>1</sup> Effective for annual periods beginning on or after 1 January 2016.

<sup>2</sup> Effective for annual periods beginning on or after 1 January 2018.

<sup>2</sup> Effective for annual periods beginning on or after 1 January 2019.

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*IFRS 9 Financial Instruments*

IFRS 9, issued in November 2009, introduces new requirements for the classification and measurement of financial assets. IFRS 9 was amended in October 2010 to include requirements for the classification and measurement of financial liabilities and for derecognition, and in November 2013 to include the new requirements for general hedge accounting. Another revised version of IFRS 9 was issued in July 2014 mainly to include a) impairment requirements for financial assets and b) limited amendments to the classification and measurement requirements by introducing a "fair value through other comprehensive income ("FVTOCI") measurement category for certain simple debt instruments.

*IFRS 14 Regulatory Deferral Accounts*

IFRS 14 Regulatory Deferral Accounts permits an entity which is a first-time adopter of International Financial Reporting Standards to continue to account, with some limited changes, for 'regulatory deferral account balances' in accordance with its previous GAAP, both on initial adoption of IFRS and in subsequent financial statements.

IFRS 14 was issued by the IASB on 30 January 2014 and is applies to an entity's first annual IFRS financial statements for a period beginning on or after 1 January 2016.

*Amendments to IFRS 11 Accounting for Acquisition of Interests in Joint operations*

This amendment requires an acquirer of an interest in a joint operation in which the activity constitutes a business to:

- apply all of the business combinations accounting principles in IFRS 3 and other IFRSs, except for those principles that conflict with the guidance in IFRS 11,
- disclose the information required by IFRS 3 and other IFRSs for business combinations.

*Amendments to IAS 16 and IAS 38 Clarification of Acceptable Methods of Depreciation and Amortisation*

This amendment clarifies that that a depreciation method that is based on revenue that is generated by an activity that includes the use of an asset is not appropriate for property, plant and equipment, and introduces a rebuttable presumption that an amortisation method that is based on the revenue generated by an activity that includes the use of an intangible asset is inappropriate, which can only be overcome in limited circumstances where the intangible asset is expressed as a measure of revenue, or when it can be demonstrated that revenue and the consumption of the economic benefits of the intangible asset are highly correlated. The amendment also adds guidance that expected future reductions in the selling price of an item that was produced using an asset could indicate the expectation of technological or commercial obsolescence of the asset, which, in turn, might reflect a reduction of the future economic benefits embodied in the asset.

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#### *Amendments to IAS 16 and IAS 41 Agriculture: Bearer Plants*

This amendment include ‘bearer plants’ within the scope of IAS 16 rather than IAS 41, allowing such assets to be accounted for a property, plant and equipment and measured after initial recognition on a cost or revaluation basis in accordance with IAS 16. The amendment also introduces a definition of ‘bearer plants’ as a living plant that is used in the production or supply of agricultural produce, is expected to bear produce for more than one period and has a remote likelihood of being sold as agricultural produce, except for incidental scrap sales, and clarifies that produce growing on bearer plants remains within the scope of IAS 41.

#### *IFRS 15 Revenue from Contracts with Customers*

IFRS 15 provides a single, principles based five-step model to be applied to all contracts with customers.

The five steps in the model are as follows:

- Identify the contract with the customer,
- Identify the performance obligations in the contract,
- Determine the transaction price,
- Allocate the transaction price to the performance obligations in the contracts,

Recognise revenue when the entity satisfies a performance obligation.

#### *Amendments to IAS 27 Equity Method in Separate Financial Statements*

This amendment permits investments in subsidiaries, joint ventures and associates to be optionally accounted for using the equity method in separate financial statements.

#### *Amendments to IFRS 10 and IAS 28 Sale or Contribution of Assets between an Investor and its Associate or Joint Venture*

This amendment clarifies the treatment of the sale or contribution of assets from an investor to its associate or joint venture.

#### *Annual Improvements 2012-2014 Cycle*

**IFRS 5:** Adds specific guidance in IFRS 5 for cases in which an entity reclassifies an asset from held for sale to held for distribution or vice versa and cases in which held-for-distribution accounting is discontinued.

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**IFRS 7:** Additional guidance to clarify whether a servicing contract is continuing involvement in a transferred asset, and clarification on offsetting disclosures in condensed interim financial statements.

**IAS 9:** Clarify that the high quality corporate bonds used in estimating the discount rate for post-employment benefits should be denominated in the same currency as the benefits to be paid.

**IAS 34:** Clarify the meaning of ‘elsewhere in the interim report’ and require a cross-reference.

#### *Amendments to IAS 1 Disclosure Initiative*

This amendment addresses perceived impediments to preparers exercising their judgement in presenting their financial reports.

#### *Amendments to IFRS 10, IFRS 12 and IAS 28 Investment Entities: Applying the Consolidation Exception*

This amendment addresses issues that have arisen in the context of applying the consolidation exception for investment entities by clarifying the following points:

- The exemption from preparing consolidated financial statements for an intermediate parent entity is available to a parent entity that is a subsidiary of an investment entity, even if the investment entity measures all of its subsidiaries at fair value.
- A subsidiary that provides services related to the parent’s investment activities should not be consolidated if the subsidiary itself is an investment entity.
- When applying the equity method to an associate or a joint venture, a non-investment entity investor in an investment entity may retain the fair value measurement applied by the associate or joint venture to its interests in subsidiaries.
- An investment entity measuring all of its subsidiaries at fair value provides the disclosures relating to investment entities required by IFRS 12.

#### *IFRS 16 Leases*

This new standard brings most leases on-balance sheet for lessees under a single model, eliminating the distinction between operating and finance leases. Lessor accounting however remains largely unchanged and the distinction between operating and finance leases is retained. IFRS 16 supersedes IAS 17 “Leases” and related interpretations and is effective for periods beginning on or after 1 January 2019, with earlier adoption permitted if IFRS 15 ‘Revenue from Contracts with Customers’ has also been applied.

The Group evaluates the effects of these standards, amendments and improvements on the consolidated financial statements.

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**4. Use of estimates and judgements**

Management decides to the development, selection and disclosure of the Bank's critical accounting policies and estimates, and the application of these policies and estimates.

These disclosures supplement the commentary on financial risk management (see note 6).

**Key sources of estimation uncertainty**

*Allowances for loan losses*

Assets accounted for at amortised cost are evaluated for impairment on a basis described in accounting policy 3.10.

The Bank reviews its loan portfolio to assess impairment at least on a monthly basis. In determining whether an impairment loss should be recorded in the profit or loss, the Bank makes judgements as to whether there is any observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of loans and individual loans. All loans with principal and/or interest overdue for more than 90 days are considered as impaired and individually assessed. Other evidence for impairment may include observable data indicating that there has been an adverse change in the payment status of borrowers in a group, or national or local economic conditions that correlate with defaults on assets in the Bank.

Due to the increase in the consumer loan portfolio of the Bank and the availability of the historical trends of the probability of default, starting from 1 January 2012, the Bank started to provide collective loan loss allowance established for groups of homogeneous assets in respect of losses that have been incurred but have not been identified except for loans and receivables subject to individual assessment for impairment.

*Determining fair values*

The determination of fair value for financial assets and liabilities for which there is no observable market price requires the use of valuation techniques as described in accounting policy 3.10. For financial instruments that require varying degrees of judgement depending liquidity, concentration, uncertainty of market factors, pricing assumptions and other risks affecting the specific instrument. See also "Valuation of financial instruments" below.

**Critical accounting judgements in applying the Bank's accounting policies**

Critical accounting judgements made in applying the Bank's accounting policies include:

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*Impairment of investment in equity securities*

Investments in equity securities are evaluated for impairment on the basis described in accounting policy 3.10.

*Valuation of financial instruments*

The Bank's accounting policy on fair value measurements is discussed in accounting policy 3.10.

The Bank measures fair values using the following fair value hierarchy that reflects the significance of the inputs used in making the measurements.

Level 1: Quoted market price (unadjusted) in an active market for identical instrument.

Level 2: Valuation techniques based on observable inputs, either directly (i.e., as prices) or indirectly (i.e., derived from prices). This category includes instruments using valuation techniques where all significant inputs are directly or indirectly observable from market data.

Level 3: Valuation techniques using significant unobservable inputs. This category includes all instruments where the valuation technique includes inputs not based on observable data and the unobservable inputs have a significant effect on the instrument's valuation.

Fair values of financial assets and financial liabilities that are traded in active markets are based on quoted market prices or dealer price quotations. For all other financial instruments, the Bank determines fair values using valuation techniques.

Valuation techniques include net present value and discounted cash flow models. Assumptions and inputs used in valuation techniques include risk-free and benchmark interest rates. The objective of valuation techniques is to arrive at a fair value determination that reflects the price of the financial instrument at the reporting date that would have been determined by market participants acting at arm's length.

The Bank uses widely recognised valuation models for determining the fair value of common and more simple financial instruments, like forwards and currency swaps that use only observable market data and require little management judgement and estimation. Observable prices and model inputs are usually available in the market for listed debt securities. Availability of observable market prices and model inputs reduces the need for management judgement and estimation and also reduces the uncertainty associated with determination of fair values. Availability of observable market prices and inputs varies depending on the products and markets and is prone to changes based on specific events and general conditions in the financial markets.



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This table below analyses financial instruments measured at fair value at the end of the reporting period, by the level in the fair value hierarchy into which the fair value measurement is categorised:

At 31 December 2015	Note	Level 1	Level 2	Level 3	Total
Trading assets	11	1,459	7,812	-	9,271
Investment securities – AFS portfolio	12	660,229	114,680	-	774,909
		<b>661,688</b>	<b>122,492</b>	<b>-</b>	<b>784,180</b>
Trading liabilities	11	-	(9,848)	-	(9,848)
		<b>-</b>	<b>(9,848)</b>	<b>-</b>	<b>(9,848)</b>
At 31 December 2014	Note	Level 1	Level 2	Level 3	Total
Trading assets	11	3,590	661	-	4,251
Investment securities – AFS portfolio	12	779,783	91,126	-	870,909
		<b>783,373</b>	<b>91,787</b>	<b>-</b>	<b>875,160</b>
Trading liabilities	11	-	(2,510)	-	(2,510)
		<b>-</b>	<b>(2,510)</b>	<b>-</b>	<b>(2,510)</b>

### Financial asset and liability classification

The Bank's accounting policies provide scope for assets and liabilities to be designated on inception into different accounting categories in certain circumstances:

In classifying financial assets and liabilities as "trading", the Bank has determined that it meets the description of trading assets and liabilities set out in accounting policy 3.10.

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### Deferred taxes

Deferred tax assets and liabilities are recorded using substantially enacted tax rates for the effect of temporary differences between book and tax bases of assets and liabilities. Currently, there are deferred tax assets resulting from operating loss carry-forwards and deductible temporary differences, all of which could reduce taxable income in the future. Based on available evidence, both positive and negative, it is determined whether it is probable that all or a portion of the deferred tax assets will be realized. The main factors which are considered include future earnings potential; cumulative losses in recent years; history of loss carry-forwards and other tax assets expiring; the carry-forward period associated with the deferred tax assets; future reversals of existing taxable temporary differences; tax-planning strategies that would, if necessary, be implemented, and the nature of the income that can be used to realize the deferred tax asset. If based on the weight of all available evidence, it is the Group's belief that taxable profit will not be available sufficient to utilize some portion of these deferred tax assets, then some portion of or all of the deferred tax assets are not recognized. The Group has not recognized deferred tax assets because it is in the development stage and it is not apparent that taxable profit will be available sufficient to recognize deferred tax assets. If future results of operations exceed the Group's current expectations, the existing unrecognized deferred tax assets may be recognized, resulting in future tax benefits.

### Impairment of tangible and intangible assets

At the end of each reporting period, the Group reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). When it is not possible to estimate the recoverable amount of an individual asset, the Group estimates the recoverable amount of the cash-generating unit to which the asset belongs. When a reasonable and consistent basis of allocation can be identified, corporate assets are also allocated to individual cash-generating units, or otherwise they are allocated to the smallest group of cash-generating units for which a reasonable and consistent allocation basis can be identified.

### 5. Restatement of prior year financial statements

The Group's consolidated financial statements presented comparatively with prior period in order to allow financial position and performance trend analysis. If it is necessary, current period's consolidated financial statement presentations and comparative statements can be reclassified and significant changes will be explained. The Group did not make any restatement or reclassification related to its prior year financial statements.

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**6. Financial risk management**

**Introduction and overview**

The Bank has exposure to the following risks from its use of financial instruments:

- credit risk
- liquidity risk
- market risks
- operational risks.

This note presents information about the Bank's exposure to each of the above risks, the Bank's objectives, policies and processes for measuring and managing risk, and the Bank's management of capital.

*Risk management framework*

The Board of Directors has overall responsibility for the establishment and oversight of the Bank's risk management framework. The Board has established the Audit Committee and Risk Management Department, which are responsible for developing and monitoring Bank risk management policies in their specified areas. The Audit Committee has non-executive members and report regularly to the Board of Directors on their activities.

The Bank's risk management policies are established to identify and analyse the risks faced by the Bank, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions, products and services offered. The Bank, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment, in which all employees understand their roles and obligations.

The Audit Committee is responsible for monitoring compliance with the Bank's risk management policies and procedures, and for reviewing the adequacy of the risk management framework in relation to the risks faced by the Bank. The Audit Committee is assisted in these functions by Internal Audit. Internal Audit undertakes both regular and ad-hoc reviews of risk management controls and procedures, the results of which are reported to the Audit Committee.

**Credit risk**

Credit risk is the risk of financial loss to the Bank if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Bank's loans and advances to customers and other banks and investment securities. For risk management reporting purposes, the Bank considers and consolidates all elements of credit risk exposure (such as individual obligor default risk, country and sector risk).

For risk management purposes, credit risk arising on trading securities is managed independently, but reported as a component of market risk exposure.

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*Management of credit risk*

The Bank's credit risk management strategy is based on a three-part methodology that embraces the customer selection, credit allocation, and credit pricing stages. Since it was founded, the Bank has always managed its credit risks by taking a portfolio-logic approach. This sums up the Bank's basic risk management strategy.

In the first stage of the lending process, industry weightings are determined and firms that are seeking credit are given a preliminary screening. This initial check is followed by the credit allocation stage in which firms are individually rated and the Bank's guarantee strategy is determined according to the results of this rating. In the final stage of the lending process, prices are determined by taking a risk-premium approach.

*Exposure to credit risk*

	Cash at banks (excluding cash at Central Bank)		Trade receivables		Loans and advances to customers		Investment securities	
	31 Dec 2015	31 Dec 2014	31 Dec 2015	31 Dec 2014	31 Dec 2015	31 Dec 2014	31 Dec 2015	31 Dec 2014
<b>Carrying amount</b>	<b>216,299</b>	<b>155,337</b>	<b>100,308</b>	<b>15,135</b>	<b>4,638,261</b>	<b>3,983,292</b>	<b>930,741</b>	<b>887,838</b>
<b>Assets at amortised cost</b>								
Neither past due nor impaired								
- Low risk	216,299	155,337	100,308	15,135	3,401,825	3,324,131	155,832	16,929
- Medium risk	-	-	-	-	1,176,746	550,554	-	-
- High risk	-	-	-	-	30,432	41,620	-	-
- Non graded	-	-	-	-	-	-	-	-
Non-performing financial assets	-	-	170	7,690	92,240	120,052	-	-
<b>Gross amount</b>	<b>216,299</b>	<b>155,337</b>	<b>100,478</b>	<b>22,825</b>	<b>4,701,243</b>	<b>4,036,357</b>	<b>155,832</b>	<b>16,929</b>
Allowance for impairment								
- Individual impairment	-	-	(170)	(7,690)	(48,939)	(42,686)	-	-
- Collective impairment	-	-	-	-	(14,043)	(10,379)	-	-
<b>Carrying amount amortised cost</b>	<b>216,299</b>	<b>155,337</b>	<b>100,308</b>	<b>15,135</b>	<b>4,638,261</b>	<b>3,983,292</b>	<b>155,832</b>	<b>16,929</b>
<b>Assets at fair value</b>								
<b>Available-for-sale assets</b>								
Neither past due nor impaired								
- Low risk	-	-	-	-	-	-	774,909	870,909
<b>Carrying amount fair value</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>774,909</b>	<b>870,909</b>
<b>Total carrying amount</b>	<b>216,299</b>	<b>155,337</b>	<b>100,308</b>	<b>15,135</b>	<b>4,638,261</b>	<b>3,983,292</b>	<b>930,741</b>	<b>887,838</b>

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015

(Currency – In thousands of Turkish Lira ("TL"))

The disclosures set out in the tables below include financial assets and financial liabilities that:

- are offset in the Group's statement of financial position; or
- are subject to an enforceable master netting arrangement or similar agreement that covers similar financial instruments, irrespective of whether they are offset in the statement of financial position.

The similar agreements include derivative clearing agreements. Similar financial instruments include derivatives. Financial instruments such as loans and funds are not disclosed in the tables below unless they are offset in the statement of financial position.

Such collateral is subject to each agreement terms. The terms also give each party the right to terminate the related transactions on the counterparty's failure to post collateral.

The Bank receives and gives collateral in the form of cash in respect of the derivative transactions.

Financial assets and liabilities subject to offsetting, enforceable master netting arrangements and similar agreements

			Related amounts not offset in the statement of financial position				
	Types of financial assets	Gross amounts of recognised financial assets	Gross amounts of recognised financial liabilities offset in the statement of financial position	Net amounts of financial assets presented in the statement of financial position	Financial instruments (including non-cash collateral)	Cash collateral received	Net amount
31 December 2015	Derivatives trading assets	7,812	-	7,812	(7,812)	-	-
31 December 2014	Derivatives trading assets	661	-	661	(661)	-	-

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015

(Currency – In thousands of Turkish Lira ("TL"))

			Related amounts not offset in the statement of financial position				
	Types of financial liabilities	Gross amounts of recognised financial assets	Gross amounts of recognised financial liabilities offset in the statement of financial position	Net amounts of financial assets presented in the statement of financial position	Financial instruments (including non-cash collateral)	Cash collateral received	Net amount
31 December 2015	Derivatives trading liabilities	9,848	-	9,848	(9,848)	-	-
31 December 2014	Derivatives trading liabilities	2,510	-	2,510	(2,510)	-	-

### Impaired loans and advances to customers

Impaired loans and advances to customers are those for which the Bank determines that it is probable that it will be unable to collect all principal and interest due to according to the contractual terms of the loans.

### Allowance for impairment

The Bank establishes an allowance for impairment losses on assets carried at amortised cost that represents its estimate of incurred losses in its loan. This allowance is a specific loss component that relates to individually significant exposures.

Due to the increase in the consumer loan portfolio of the Bank and the availability of the historical trends of the probability of default, starting from 1 January 2012, the Bank started to provide collective loan loss allowance established for groups of homogeneous assets in respect of losses that have been incurred but have not been identified except for loans and receivables subject to individual assessment for impairment.

### Write-off policy

The Bank writes off a loan balance, and any related allowances for impairment losses, when Bank determines that the loan is uncollectible. This determination is reached after considering information such as occurrence of significant changes in the borrower's / issuer's financial position such that the borrower / issuer can no longer pay the obligation, or that proceeds from collateral will not be sufficient to pay back the entire exposure.

Set out below is an analysis of the gross and net (of allowances for impairment) amounts of individually impaired assets by risk grade.

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

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(Currency – In thousands of Turkish Lira ("TL"))

### Loans and advances to customers

	Gross	Net
<b>31 December 2015</b>		
Individually impaired	92,240	43,301
<b>31 December 2014</b>		
Individually impaired	120,052	77,366

The Bank holds collateral against loans and advances to customers in the form of mortgage interests over machinery, other registered securities over assets, and guarantees.

### Cash loans

	31 December 2015	31 December 2014
Against neither past due nor impaired		
- Cash blockage	360	45,847
- Pledge on assets	-	98,100
- Cheques and notes	-	-
- Shares	-	19,287
Against past due but impaired		
- Cash blockage	-	-
- Pledge on assets	-	243
Against individually impaired		
- Pledge on assets	8,728	63,796
<b>Total</b>	<b>9,088</b>	<b>227,273</b>

The Bank also holds collateral against non-cash loans as stated below:

	31 December 2015	31 December 2014
<b>Non-cash loans</b>		
Cash blockage	15,927	15,247
Pledge on assets	-	97,367
	<b>15,927</b>	<b>112,614</b>

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

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In addition to collaterals stated above, the Bank holds customer sureties amounting against its cash loans and advances to customers and against its non-cash loans.

### Concentration risk by location

The Bank's total risk for loans and advances to customers and investment debt securities (held-to-maturity portfolio) is mainly concentrated on Turkey.

### Concentration risk by sector

The Bank monitors concentrations of credit risk for cash loans and advances to customer and non-cash loans to customers by sector. An analysis of concentrations of credit risk at the reporting date is shown below:

Sector	31 December 2015				31 December 2014			
	Cash loans	%	Non-cash loans	%	Cash loans	%	Non-cash loans	%
Construction	538,876	12	197,949	31	528,720	13	377,710	38
Financial institution	107,278	2	34,473	5	2,319	-	72,531	7
General services	1,601,819	35	-	-	1,757,126	45	142,037	14
Media	-	-	-	-	-	-	5,383	1
Automotive	90,593	2	37,178	6	17,677	-	17,691	2
Textile	-	-	-	-	-	-	10,619	1
IT industry	-	-	-	-	-	-	1,044	-
Electricity industry	-	-	215,620	35	-	-	3,450	-
Iron and steel industry	-	-	-	-	-	-	58,842	6
Public	-	-	-	-	-	-	-	-
Machinery and equipment	-	-	-	-	-	-	206	-
Energy industry	1,423	-	8,652	1	1,424	-	269,841	27
Trade	82,315	2	9,730	2	144,913	4	-	-
Sports	601,185	13	1,600	-	125,384	3	13,529	1
Agriculture	47,888	1	-	-	-	-	-	-
Other <sup>(*)</sup>	1,566,884	33	126,160	20	1,405,729	35	18,226	3
	<b>4,638,261</b>	<b>100</b>	<b>631,362</b>	<b>100</b>	<b>3,983,292</b>	<b>100</b>	<b>991,109</b>	<b>100</b>

<sup>(\*)</sup> Includes consumer loans, unclassified loans, factoring and leasing receivables.



## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015

(Currency – In thousands of Turkish Lira ("TL"))

#### Securitization

The Bank has established no Asset Backed Securitization Fund in 2015. (2014: The Bank has established Asset Backed Securitization Funds named Aktif Yatırım Bankası A.Ş. (7) No'lu Emek Varlık Finansman Fonu and Aktif Yatırım Bankası A.Ş. (8) No'lu Emek Varlık Finansman Fonu in accordance with the communiqué of Capital Markets Board Serial: III No: 35 Principles Regarding Asset Finance Funds and Asset Backed Securities. TL 363,206 portion of the Bank's consumer loans were transferred to the Asset Backed Securitization Fund and TL 14,642 of profit gained from the transaction is accounted as "Gains on Sales of Assets").

Securitized loans are derecognised following the transfer of assets, credit risks and rights related to the transferred asset.

The Bank carries a guarantee risk due to securitization. TL 9,447 (31 December 2014: TL 19,015) portion of the risk is accounted as blocked marketable security and measured with fair value.

Securitization position amounting to TL 81,845 exists as blocked marketable security (31 December 2014: TL 78,544).

#### Liquidity risk

Liquidity risk is the risk that the Bank will encounter difficulty in meeting obligations from its financial liabilities.

#### Management of liquidity risk

The Bank's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Bank's reputation.

The Bank funds its short-term liquidity with interbank. In the case of long-term liquidity need, the Bank utilises capital market instruments. Additionally, the Bank also funds itself from the domestic and foreign market when it needs additional funds.

#### Exposure to liquidity risk

The key measure used by the Bank for managing liquidity risk is the ratio of net liquid assets to short-term funds borrowed. For this purpose net liquid assets are considered as including cash and cash equivalents and trading debt securities for which there is an active and liquid market less any short-term funds borrowed and commitments. A similar, but not identical, calculation is used to measure the Bank's compliance with the liquidity limit established by the BRSA.

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015

(Currency – In thousands of Turkish Lira ("TL"))

						31 December 2015	31 December 2014		
Average for the year						127%		140%	
Maximum for the year						167%		211%	
Minimum for the year						102%		101%	
	Note	Carrying amount	Gross nominal inflow / (outflow)	On demand	Less than 1 month	1-3 months	3 months to 1 year	1-5 years	More than 5 years
<b>31 December 2015</b>									
<i>Non-derivative liabilities</i>									
Obligations under repurchase agr.	19	478,027	(478,594)	-	(468,808)	(8,376)	(1,410)	-	-
Debt securities issued	21	2,619,947	(2,659,843)	-	(1,267,695)	(1,248,087)	(143,551)	(510)	-
Funds borrowed	20	2,508,185	(2,547,665)	-	(936,868)	(880,262)	(641,415)	(89,120)	-
Trade payables		130,340	(130,340)	(130,340)	-	-	-	-	-
Financial lease liabilities		39,485	(39,485)	-	-	-	-	(39,485)	-
Customer accounts <sup>(*)</sup>	24	282,623	(282,623)	(282,623)	-	-	-	-	-
<i>Derivative financial instruments</i>									
Inflow	11	(7,812)	1,105,861	-	321,470	534,339	246,320	3,732	-
Outflow	11	9,848	(1,112,316)	-	(320,967)	(540,263)	(247,350)	(3,736)	-
		<b>6,060,643</b>	<b>(6,145,005)</b>	<b>(412,963)</b>	<b>(2,672,868)</b>	<b>(2,142,649)</b>	<b>(787,406)</b>	<b>(129,119)</b>	<b>-</b>

<sup>(\*)</sup> Included in other liability

	Note	Carrying amount	Gross nominal inflow / (outflow)	On demand	Less than 1 month	1-3 months	3 months to 1 year	1-5 years	More than 5 years
<b>31 December 2014</b>									
<i>Non-derivative liabilities</i>									
Obligations under repurchase agr.	19	193,677	(193,933)	-	(192,211)	(1,653)	(69)	-	-
Debt securities issued	21	3,008,118	(3,051,811)	-	(1,439,823)	(1,282,389)	(313,243)	(16,356)	-
Funds borrowed	20	1,509,958	(1,535,863)	-	(660,227)	(375,720)	(298,271)	(201,645)	-
Trade payables		35,085	(35,085)	(35,085)	-	-	-	-	-
Financial lease liabilities		40,223	(40,223)	-	-	-	-	(40,223)	-
Customer accounts <sup>(*)</sup>	24	403,155	(403,155)	(403,155)	-	-	-	-	-
<i>Derivative financial instruments</i>									
Inflow	11	(661)	604,555	-	569,090	17,486	17,979	-	-
Outflow	11	2,510	(606,917)	-	(560,459)	(28,755)	(17,703)	-	-
		<b>5,192,065</b>	<b>(5,262,432)</b>	<b>(438,240)</b>	<b>(2,283,630)</b>	<b>(1,671,031)</b>	<b>(611,307)</b>	<b>(258,224)</b>	<b>-</b>

<sup>(\*)</sup> Included in other liabilities.

**AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015**  
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The gross nominal inflow / (outflow) disclosed in the table above is the contractual, undiscounted cash flow on the financial liability or commitment.

**Market risk**

Market risk is the risk that, measured by changes in market prices, such as interest rate, equity prices, foreign exchange rates and credit spreads (not relating to changes in the obligor's / issuer's credit standing) which will affect the Bank's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return on risk.

Overall authority for market risk is vested in Asset and Liability Committee ("ALCO").

*Exposure to market risks – trading portfolios*

The principal tool used to measure and control market risk exposure within the Bank's portfolios is Standard Method.

A summary of the Standard Method position of the Bank's portfolios on 31 December 2015 and 2014 and during the period is as follows:

	<b>At the end of the year</b>	<b>Average</b>	<b>Maximum</b>	<b>Minimum</b>
<b>31 December 2015</b>				
Foreign currency risk	2,313	1,603	3,324	517
Interest rate risk	18,884	18,410	21,391	15,378
Counterparty	2,562	2,159	3,794	426
Equity risk	-	405	465	174
Commodity risk	-	90	732	-
	<b>23,759</b>	<b>22,667</b>	<b>29,706</b>	<b>16,495</b>
<b>31 December 2014</b>				
Foreign currency risk	760	420	1,242	142
Interest rate risk	17,204	13,901	16,774	10,613
Counterparty	944	2,148	3,861	977
Equity risk	-	443	482	411
Commodity risk	697	197	697	-
	<b>19,605</b>	<b>17,109</b>	<b>23,056</b>	<b>12,143</b>

**AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015**  
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*Exposure to interest rate risk – non-trading portfolios*

The principal risk to which non-trading portfolios are exposed is the risk of loss from fluctuations in the future cash flows or fair values of financial instrument because of a change in market interest rates. Interest rate risk is managed principally through monitoring interest rate gaps and by having pre-approved limits for repricing bands. The ALCO is the monitoring body for compliance with these limits and is assisted by Risk Management Department of the Bank in its day-to-day monitoring activities. A summary of the Bank's interest rate gap position on non-trading portfolios is as follows:

	<b>Note</b>	<b>Carrying amount</b>	<b>Unallocated</b>	<b>On demand</b>	<b>Less than 3 months</b>	<b>3-6 months</b>	<b>6-12 months</b>	<b>1-5 years</b>	<b>More than 5 years</b>
<b>31 December 2015</b>									
Cash and cash equivalents	9	451,605	-	228,414	223,191	-	-	-	-
Reserve deposits at Central Bank	10	685,604	-	-	685,604	-	-	-	-
Trading assets	11	1,459	-	-	1,459	-	-	-	-
Loans and advances to customers	13	4,638,261	-	-	2,047,472	337,848	680,396	1,572,545	-
Investment securities	12	930,741	258	-	197,494	31,933	217,864	389,077	94,115
		<b>6,707,670</b>	<b>258</b>	<b>228,414</b>	<b>3,155,220</b>	<b>369,781</b>	<b>898,260</b>	<b>1,961,622</b>	<b>94,115</b>
Obligations under repurchase agr.	19	478,027	-	-	476,636	1,391	-	-	-
Debt securities issued	21	2,619,947	-	-	2,483,348	93,949	42,201	449	-
Financial lease liabilities		39,485	-	-	-	-	-	39,485	-
Funds borrowed	20	2,508,185	-	-	1,813,438	267,750	358,716	68,281	-
		<b>5,645,644</b>	<b>-</b>	<b>-</b>	<b>4,773,422</b>	<b>363,090</b>	<b>400,917</b>	<b>108,215</b>	<b>-</b>
<b>Interest rate gap</b>		<b>1,062,026</b>	<b>258</b>	<b>228,414</b>	<b>(1,618,202)</b>	<b>6,691</b>	<b>497,343</b>	<b>1,853,407</b>	<b>94,115</b>

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015

(Currency – In thousands of Turkish Lira ("TL"))

	Note	Carrying amount	Unallocated	On demand	Less than 3 months	3-6 months	6-12 months	1-5 years	More than 5 years
<b>31 December 2014</b>									
Cash and cash equivalents	9	286,470	-	165,441	121,029	-	-	-	-
Reserve deposits at Central Bank	10	497,612	-	-	497,612	-	-	-	-
Trading assets	11	3,590	-	-	3,590	-	-	-	-
Loans and advances to customers	13	3,983,292	-	-	1,483,087	1,066,136	205,545	1,186,153	42,371
Investment securities	12	887,838	160	-	131,227	165,316	148,968	11,937	430,230
		<b>5,658,802</b>	<b>160</b>	<b>165,441</b>	<b>2,236,545</b>	<b>1,231,452</b>	<b>354,513</b>	<b>1,198,090</b>	<b>472,601</b>
Obligations under repurchase agr.	19	193,677	-	-	193,610	67	-	-	-
Debt securities issued	21	3,008,118	-	-	2,694,495	168,985	129,500	15,138	-
Financial lease liabilities		40,223	-	-	-	-	-	40,223	-
Funds borrowed	20	1,509,958	-	-	1,027,399	119,928	175,352	187,279	-
		<b>4,751,976</b>	<b>-</b>	<b>-</b>	<b>3,915,504</b>	<b>288,980</b>	<b>304,852</b>	<b>242,640</b>	<b>-</b>
<b>Interest rate gap</b>		<b>906,826</b>	<b>160</b>	<b>165,441</b>	<b>(1,678,959)</b>	<b>942,472</b>	<b>49,661</b>	<b>955,450</b>	<b>472,601</b>

### Interest rate sensitivity

The management of interest rate risk against interest rate gap limits is supplemented by monitoring the sensitivity of the Bank's financial assets and liabilities to various standard and non-standard interest rate scenarios. Standard scenarios that are considered on a monthly basis include a 100 basis point (bp) parallel fall or rise in all yield curves. An analysis of the Bank's sensitivity to an increase or decrease in market interest rates (assuming no asymmetrical movement in yield curves and a constant statement of financial position) is as follows:

		Profit or loss		Equity	
At 31 December 2015		100 bp increase	100 bp decrease	100 bp increase	100 bp decrease
Investment securities – available-for-sale		-	-	(13,109)	13,109
		<b>-</b>	<b>-</b>	<b>(13,109)</b>	<b>13,109</b>

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

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(Currency – In thousands of Turkish Lira ("TL"))

	Profit or loss		Equity	
At 31 December 2014	100 bp increase	100 bp decrease	100 bp increase	100 bp decrease
Investment securities – available-for-sale	-	-	(10,354)	10,548
	<b>-</b>	<b>-</b>	<b>(10,354)</b>	<b>10,548</b>

### Summary of average interest rates

As at 31 December 2015 and 2014, the summary of average interest rates for different assets and liabilities are as follows:

	31 December 2015			31 December 2014		
	Euro	USD	TL	Euro	USD	TL
<b>Assets</b>						
Cash and cash equivalents	0.99	0.47	8.10	-	-	5.25
Loans and advances to customers	8.6	9.28	17.44	8.31	8.41	15.88
Investment securities – AFS	3.66	5.58	9.32	4.17	5.17	8.51
Investment securities – HTM	-	-	8.63	-	-	11.33
<b>Liabilities</b>						
Obligations under repurchase agreements	1.24	2.10	7.86	1.32	2.02	7.13
Debt securities issued	2.3	2.70	12.91	2.84	3.01	11.19
Funds borrowed	0.74	2.37	13.72	2.56	2.56	14.07

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015

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### Foreign currency risk

31 December 2015	Euro	USD	Other	Total
Cash and cash equivalents	190,483	74,622	18,756	283,861
Reserve deposits at Central Bank	118,470	555,872	11,262	685,604
Loans and advances to customers	758,437	1,186,520	-	1,944,957
Investment securities – AFS	12,069	60,863	-	72,932
Equity accounted investees	-	7,196	1,035	8,231
Other assets	2,532	11,797	-	14,329
Trade and other payables	-	-	-	-
Funds borrowed	(788,575)	(1,521,465)	(37,576)	(2,347,616)
Obligations under repurchase agreements	(6,429)	(48,667)	-	(55,096)
Debt securities issued	(128,281)	(337,587)	-	(465,868)
Other liabilities	(432,088)	(158,766)	(24,939)	(615,793)
<b>Net statement of financial position</b>	<b>(273,382)</b>	<b>(169,615)</b>	<b>(31,462)</b>	<b>(474,459)</b>
Derivative financial instruments	274,077	184,888	33,077	492,042
<b>Net total position</b>	<b>695</b>	<b>15,273</b>	<b>1,615</b>	<b>17,583</b>

31 December 2014	Euro	USD	Other	Total
Cash and cash equivalents	11,308	89,028	11,388	111,724
Reserve deposits at Central Bank	73,622	413,927	10,063	497,612
Loans and advances to customers	528,348	949,945	-	1,478,293
Investment securities – AFS	16,449	22,923	-	39,372
Equity accounted investees	-	7,196	4,292	11,488
Other assets	2,157	7,424	-	9,581
Trade and other payables	(32)	(47)	-	(79)
Funds borrowed	(233,783)	(1,088,424)	-	(1,322,207)
Obligations under repurchase agreements	(2,317)	(11,174)	-	(13,491)
Debt securities issued	(189,101)	(373,412)	-	(562,513)
Other liabilities	(157,667)	(129,458)	(22,414)	(309,539)
<b>Net statement of financial position</b>	<b>48,984</b>	<b>(112,072)</b>	<b>3,329</b>	<b>(59,759)</b>
Derivative financial instruments	(48,319)	104,637	(4,655)	51,663
<b>Net total position</b>	<b>665</b>	<b>(7,435)</b>	<b>(1,326)</b>	<b>(8,096)</b>

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

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### Sensitivity analysis

A 10 percent weakening of TL against the foreign currencies on 31 December 2015 and 2014 would have increased (decreased) equity and profit or loss by the amounts shown below. This analysis assumes that all other variables, in particular interest rates, remain constant.

31 December 2015	Equity	Profit or loss
Euro	70	51
USD	1,527	1,706
Other currencies	162	162
	<b>1,759</b>	<b>1,919</b>

31 December 2014	Equity	Profit or loss
Euro	67	(16)
USD	(744)	(848)
Other currencies	(133)	(133)
	<b>(810)</b>	<b>(997)</b>

A 10 percent strengthening of the TL against the foreign currencies on 31 December 2015 and 2014 would have had the equal but opposite effect on the above currencies to the amounts shown above, on the basis that all other variables remain constant.

### Operational risk

Operational risk is the risk of direct or indirect loss arising from a wide variety of causes associated with the Bank's processes, personnel, technology and infrastructure, and from external factors other than credit, market and liquidity risks, such as those arising from legal and regulatory requirements and generally accepted standards of corporate behaviour. Operational risks arise from all of the Bank's operations and are faced by all business entities.

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The operational risk items in the Bank are determined in accordance with the definition of operational risk by considering as a whole processes, products and departments. The control areas are set for operational risks within the Bank and all operational risks are followed by assigning the risks to these control areas. In this framework, an appropriate monitoring methodology is developed for each control area that covers all operational risks and control frequencies are determined.

All the operational risks that are exposed during the operations, the risk levels of the operations and/or new products/ services, together with the losses of the Bank arising from operational risks are regularly monitored by the Risk Management Department of the Bank, and if deemed necessary, the risk levels are updated and periodically reported to the Risk Committee and the Board of Directors.

The Bank calculated the value of operational risk in accordance with the fourth section regarding the “Computation of Value of Operational Risk” of the circular, “Regulation on Measurement and Assessment of Capital Adequacy of Banks” Communiqué published in the Official Gazette no. 28337 on June 28, 2012 and entered into force as of July 1, 2012, using gross profit of the last three years 2014, 2013 and 2012 (“the Basic Indicator Approach”). The amount calculated as TL 41,630 as at 31 December 2015 (31 December 2014: TL 36,547) represents the operational risk that the Group may be exposed to and the amount of minimum capital requirement to eliminate this risk. Value of operational risk amounted to TL 520,375 (31 December 2014: TL 456,838) and is calculated as 12.5 times the operational risk.

**Capital management**

The Bank’s lead regulator, BRSA sets and monitors capital requirements for the Bank as a whole.

Capital adequacy ratio has been calculated in accordance with the “Regulation on Measurement and Assessment of Capital Adequacy of Banks”, “Credit Risk Mitigation Techniques” and “Calculation of Risk weighted Amounts for Securitizations” Communiqués that have been published in Official Gazette no. 28337 on 28 June 2012 and became effective as of 1 July 2012 and “Regulation on Equity of Banks” that has been published in Official Gazette no. 26333 on November 1, 2006.

Capital adequacy ratio is calculated based on total capital requirements needed for credit risk, market risk and operational risk. Credit risk is calculated by holding risk-weighted assets and non-cash loans subject to risk weights in the relevant legislation and taking risk mitigation techniques into account; the standard method is used to calculate market risk and the basic indicator approach is used to calculate operational risk.

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Current capital legislation set by BRSA requires the Bank to maintain an 8% ratio of total capital to total risk-weighted assets.

As at 31 December 2015, the Bank’s capital adequacy ratio is 13.60% (31 December 2014: 12.73%).

**Financial assets and liabilities**

**Accounting classification and fair values**

The determination of fair values of financial assets and financial liabilities is based on quoted market prices or dealer price quotations for financial instruments traded in active markets or valuation techniques. However, the Bank expects no significant difference between the fair value and carrying value of the financial instruments below since most of the financial instruments’ maturities are short-term except for the loans and advances to customers and investment securities.

Valuation technique used for determining the fair value of the loans and advances to customers is net present value model. Assumptions and inputs used in net present value model include benchmark interest rates, credit spreads or other premium used in estimating discount rates. The fair value of the investment securities is determined based on the quoted market prices. The objective of valuation technique is to arrive at a fair value determination that reflects the prices of the loans and advances to customers and investment securities at the reporting date that would have been determined by market participants acting at arm’s length.

The table below sets out the Group’s classification of each class of financial assets and liabilities and their fair values.

The fair value measurement for fixed rate loans and receivables are calculated by using the discounted cash flow method and has been categorised as a Level 2 fair value based on the inputs to the valuation technique used.



## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015

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	Note	Trading	Loans and receivables	Available-for-sale	Held-to-maturity	Other amortised cost	Total carrying amount	Fair value
<b>31 December 2015</b>								
Cash and cash equivalents	9	-	451,605	-	-	-	451,605	451,605
Trade and other receivables		-	-	-	-	100,308	100,308	100,308
Reserve deposits at Central Bank	10	-	685,604	-	-	-	685,604	685,604
Trading assets	11	9,271	-	-	-	-	9,271	9,271
Loans and advances to customers	13	-	4,638,261	-	-	-	4,638,261	4,608,316
Investment securities	12	-	-	774,909	155,832	-	930,741	930,741
		<b>9,271</b>	<b>5,775,470</b>	<b>774,909</b>	<b>155,832</b>	<b>100,308</b>	<b>6,815,790</b>	<b>6,785,845</b>
Trading liabilities	11	9,848	-	-	-	-	9,848	9,848
Trade and other payables		-	-	-	-	130,340	130,340	130,340
Financial lease liabilities		-	-	-	-	39,485	39,485	39,485
Obligations under rep. agr.	19	-	-	-	-	478,027	478,027	478,027
Debt securities issued	21	-	-	-	-	2,619,947	2,619,947	2,619,947
Funds borrowed	20	-	-	-	-	2,508,185	2,508,185	2,508,185
		<b>9,848</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>5,775,984</b>	<b>5,785,832</b>	<b>5,785,832</b>

	Note	Trading	Loans and receivables	Available-for-sale	Held-to-maturity	Other amortised cost	Total carrying amount	Fair value
<b>31 December 2014</b>								
Cash and cash equivalents	9	-	286,470	-	-	-	286,470	286,470
Trade and other receivables		-	-	-	-	15,135	15,135	15,135
Reserve deposits at Central Bank	10	-	497,612	-	-	-	497,612	497,612
Trading assets	11	4,251	-	-	-	-	4,251	4,251
Loans and advances to customers	13	-	3,983,292	-	-	-	3,983,292	3,971,572
Investment securities	12	-	-	870,909	16,929	-	887,838	887,838
		<b>4,251</b>	<b>4,767,374</b>	<b>870,909</b>	<b>16,929</b>	<b>15,135</b>	<b>5,674,598</b>	<b>5,662,878</b>
Trading liabilities	11	2,510	-	-	-	-	2,510	2,510
Trade and other payables		-	-	-	-	35,085	35,085	35,085
Financial lease liabilities		-	-	-	-	40,223	40,223	40,223
Obligations under rep. agr.	19	-	-	-	-	193,677	193,677	193,677
Debt securities issued	21	-	-	-	-	3,008,118	3,008,118	3,008,118
Funds borrowed	20	-	-	-	-	1,509,958	1,509,958	1,509,958
		<b>2,510</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>4,787,061</b>	<b>4,789,571</b>	<b>4,789,571</b>

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

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### 7. Business combinations

In 2013, goodwill arising on acquisition of Pavo is TL 504 (2014: TL 504).

### 8. Segment Reporting

2015	Retail banking	Corporate banking	Investment banking	Other	Total banking	Brokerage	Other	Combined	Adjustments	Total
Operating income	187,080	586,137	101,125	5,000	879,342	14,271	336,687	1,230,300	(184,720)	1,045,580
Operating expense	(192,771)	(79,959)	(16,032)	(488,172)	(776,934)	(16,450)	(284,878)	(1,078,262)	84,802	(993,460)
<b>Income from operations</b>	<b>(5,691)</b>	<b>506,178</b>	<b>85,093</b>	<b>(483,172)</b>	<b>102,408</b>	<b>(2,179)</b>	<b>51,809</b>	<b>152,038</b>	<b>(99,918)</b>	<b>52,120</b>
Taxation Charge	-	-	-	(21,544)	(21,544)	448	(8,141)	(29,237)	3,084	(26,153)
<b>Net income for the year</b>	<b>(5,691)</b>	<b>506,178</b>	<b>85,093</b>	<b>(504,716)</b>	<b>80,864</b>	<b>(1,731)</b>	<b>43,668</b>	<b>122,801</b>	<b>(96,834)</b>	<b>25,967</b>

Segment assets	1,266,817	3,458,048	2,066,226	-	6,791,091	6,349	365,763	7,163,203	(332,915)	6,830,288
Investments in equity participations	-	-	135,108	-	135,108	-	-	135,108	(122,367)	12,741
Other assets	-	-	-	634,263	634,263	25,328	183,422	843,013	(129,393)	713,620
<b>Total assets</b>	<b>1,266,817</b>	<b>3,458,048</b>	<b>2,201,334</b>	<b>634,263</b>	<b>7,560,462</b>	<b>31,677</b>	<b>549,185</b>	<b>8,141,324</b>	<b>(584,675)</b>	<b>7,556,649</b>

Segment liabilities	1,972,399	941,421	3,018,684	-	5,932,504	1,042	394,606	6,328,152	(542,320)	5,785,832
Equity and other liabilities	-	-	-	1,627,958	1,627,958	30,635	154,590	1,813,183	(42,366)	1,770,817
<b>Total liabilities and equity</b>	<b>1,972,399</b>	<b>941,421</b>	<b>3,018,684</b>	<b>1,627,958</b>	<b>7,560,462</b>	<b>31,677</b>	<b>549,196</b>	<b>8,141,335</b>	<b>(584,686)</b>	<b>7,556,649</b>

#### Other segment items

Capital investment	-	-	-	-	-	-	-	-	-	115,430
Depreciation	-	-	-	-	-	-	-	-	-	39,477

2014	Retail banking	Corporate banking	Investment banking	Other	Total banking	Brokerage	Other	Combined	Adjustments	Total
Operating income	195,794	438,819	80,675	36,000	751,288	10,682	83,927	845,897	(121,939)	723,958
Operating expense	(118,648)	(101,563)	(31,053)	(404,815)	(656,079)	(16,898)	(125,771)	(798,748)	116,229	(682,519)
<b>Income from operations</b>	<b>77,146</b>	<b>337,256</b>	<b>49,622</b>	<b>(368,815)</b>	<b>95,209</b>	<b>(6,216)</b>	<b>(41,844)</b>	<b>47,149</b>	<b>(5,710)</b>	<b>41,439</b>
Taxation Charge	-	-	-	(14,459)	(14,459)	1,403	8,795	(4,261)	(3,453)	(7,714)
<b>Net income for the year</b>	<b>77,146</b>	<b>337,256</b>	<b>49,622</b>	<b>(383,274)</b>	<b>80,750</b>	<b>(4,813)</b>	<b>(33,049)</b>	<b>42,888</b>	<b>(9,163)</b>	<b>33,725</b>

Segment assets	1,260,655	2,769,658	1,666,638	-	5,696,951	2,161	101,841	5,800,953	(114,118)	5,686,835
Investments in equity participations	-	-	111,358	-	111,358	-	-	111,358	(100,132)	11,226
Other assets	-	-	-	452,415	452,415	32,233	100,035	584,683	(30,917)	553,766
<b>Total assets</b>	<b>1,260,655</b>	<b>2,769,658</b>	<b>1,777,996</b>	<b>452,415</b>	<b>6,260,724</b>	<b>34,394</b>	<b>201,876</b>	<b>6,496,994</b>	<b>(245,167)</b>	<b>6,251,827</b>

Segment liabilities	1,811,197	1,186,390	1,707,304	-	4,704,891	2,424	148,720	4,856,035	(66,465)	4,789,570
Equity and other liabilities	-	-	-	1,555,833	1,555,833	31,970	53,156	1,640,959	(178,702)	1,462,257
<b>Total liabilities and equity</b>	<b>1,811,197</b>	<b>1,186,390</b>	<b>1,707,304</b>	<b>1,555,833</b>	<b>6,260,724</b>	<b>34,394</b>	<b>201,876</b>	<b>6,496,994</b>	<b>(245,167)</b>	<b>6,251,827</b>

#### Other segment items

Capital investment	-	-	-	-	-	-	-	-	-	84,704
Depreciation	-	-	-	-	-	-	-	-	-	37,597

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### 9. Cash and cash equivalents

	31 December 2015	31 December 2014
Cash and balances with Central Bank	235,306	131,133
- Cash on hand	12,115	7,947
- Unrestricted balances with Central Bank	223,191	123,186
Placements with other banks	216,299	155,337
<b>Cash and cash equivalents</b>	<b>451,605</b>	<b>286,470</b>
Less: Interest income accruals on cash and cash equivalents	(245)	(11)
<b>Cash and cash equivalents in the statement of cash flows</b>	<b>451,360</b>	<b>286,459</b>

### 10. Reserve deposits at Central Bank

	31 December 2015	31 December 2014
Foreign currency	685,604	497,612
	<b>685,604</b>	<b>497,612</b>

According to the regulations of the Central Bank of Turkish Republic (the "Central Bank"), banks are obliged to reserve a portion of certain liability accounts as specified in the related decree. Such mandatory reserves are not available for use in the Bank's day to day operations.

The banks operating in Turkey keep reserve deposits for Turkish currency and foreign currency liabilities in TL and USD or EUR at the rates of 5-11.5% and 5-25%, respectively according to their maturity terms as per the Communiqué no. 2005/5 "Reserve Deposits" of the Central Bank of Turkey (31 December 2014: 5-11.5% for TL and 6-13% for USD or EUR).

Starting from November 2014, interest is paid on reserve requirements held in Turkish Lira and Starting from May 2015 interest is paid on reserve requirements held in Foreign Currency.

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### 11. Trading assets and liabilities

Trading assets	31 December 2015	31 December 2014
<b>Trading securities</b>		
- Investment funds	1,459	3,590
<b>Derivative assets</b>		
- Foreign exchange	7,812	661
- Swap contracts	7,438	464
- Forward contracts	374	197
- Options	-	-
	<b>9,271</b>	<b>4,251</b>

Trading liabilities	31 December 2015	31 December 2014
Derivative liabilities		
- Foreign exchange	9,848	2,510
- Swap contracts	9,577	596
- Forward contracts	271	1,914
- Options	-	-
	<b>9,848</b>	<b>2,510</b>

As at 31 December 2015 and 2014, no trading securities are kept for legal requirements and as a guarantee for stock exchange and money market operations.

As at 31 December 2015 and 2014, no trading debt securities pledged under repurchase agreements.

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015

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On the reporting date, the total notional amount of outstanding derivative financial instruments contracts to which the Bank is committed are as follows:

	31 December 2015	31 December 2014
Forward foreign exchange contracts – buy <sup>(*)</sup>	79,740	188,757
Forward foreign exchange contracts – sell <sup>(*)</sup>	79,536	177,138
Swap foreign exchange contracts – buy	908,546	312,186
Swap foreign exchange contracts – sell	915,204	313,194
Option contracts – buy	117,575	86,807
Option contracts – sell	117,576	86,806
Future contracts – buy	-	16,805
Future contracts – sell	-	29,779

<sup>(\*)</sup> Includes spot and forward transactions

#### 12. Investment securities

	Interest rate %	31 December 2015 Latest maturity	Carrying amount
<b>Held-to-maturity investment securities</b>			
- Government bonds	7.33-8.45	24 February 2016	143,624
- Corporate bonds	5.27-12.29	28 December 2018	12,208
<b>Available-for-sale investment securities</b>			
- Government bonds	1.16-10.77	15 January 2030	660,229
- Corporate bonds	1.00-6.12	18 December 2020	114,680
			<b>930,741</b>

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### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015

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	Interest rate %	31 December 2014 Latest maturity	Carrying amount
<b>Held-to-maturity investment securities</b>			
- Corporate bonds	9.1-12.5	28 December 2018	16,929
<b>Available-for-sale investment securities</b>			
- Government bonds	4.2-11.4	24 December 2024	779,944
- Corporate bonds	7.0-20.8	28 December 2018	90,965
			<b>887,838</b>

As at 31 December 2015, TL 98,856 and TL 487,810 of investment securities are given as collateral for performing transaction at stock exchange and repurchase agreement, respectively (31 December 2014: TL 83,610 and TL 196,270, respectively).

As at 31 December 2015, TL 81,845 investment securities are blocked for asset backed securitisation funds (31 December 2014: TL 78,544).

#### 13. Loans and advances to customers

As at 31 December 2015 and 2014, all loans and advances to customers are recognized at amortised cost.

	Gross amount	Impairment allowance	Carrying amount	Gross amount	Impairment allowance	Carrying amount
	31 December 2015			31 December 2014		
Corporate customers:						
- Finance leases	-	-	-	-	-	-
- Other lending	4,701,243	(62,982)	4,638,261	4,036,357	(53,065)	3,983,292
Corporate loans	3,380,748	(3,882)	3,376,866	2,733,219	(8,054)	2,725,165
Consumer loans	1,320,495	(59,100)	1,261,395	1,303,138	(45,011)	1,258,127
Factoring receivables	-	-	-	-	-	-
	<b>4,701,243</b>	<b>(62,982)</b>	<b>4,638,261</b>	<b>4,036,357</b>	<b>(53,065)</b>	<b>3,983,292</b>

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015

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### Allowance for impairment

	31 December 2015	31 December 2014
<b>Allowances for individual impairment</b>		
Balance on 1 January	42,686	54,145
Impairment loss for the year	6,253	(11,459)
- Charge for the year	25,231	24,726
- Recoveries	(18,978)	(36,185)
<b>Balance on 31 December</b>	<b>48,939</b>	<b>42,686</b>
<b>Allowances for collective impairment</b>		
Balance on 1 January	10,379	8,184
Impairment loss for the year	3,664	2,195
- Charge for the year	3,664	2,195
<b>Balance on 31 December</b>	<b>14,043</b>	<b>10,379</b>
<b>Total allowances for impairment</b>	<b>62,982</b>	<b>53,065</b>

### Finance lease receivables

None (2014: None).

### 14. Equity accounted investees

Carrying amount of equity accounted investees is summarized below:

	31 December 2015	31 December 2014
Kazakhstan Ijara Company Jsc.	6,599	8,101
İFM İstanbul Finans Merkezi İnşaat Taahhüt A.Ş.	-	-
Aktif Yatırım Bankası Sukuk Varlık Kiralama A.Ş. <sup>(*)</sup>	100	100
Eurasian Leasing Company	1,905	3,025
Company Euro Mediterranean Investment	4,137	-
<b>Equity accounted investees</b>	<b>12,741</b>	<b>11,226</b>

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<sup>(\*)</sup> Aktif Bank Sukuk Varlık Kiralama A.Ş. ("VKŞ") engages in the operating activities of issuance of Sukuk. According to IFRS 10, the Company shall have the major effect on the financial statements of the parent company. On the other hand, VKŞ does not have the major effect on the founder of Bank's financial statements required to be consolidated power, variable power and variable returns to affect returns in order to considered in the consolidation. VKŞ does not comply with consolidation requirements of IFRS 10. Thus it is not being consolidated in the financial statements as at 31 December 2015 and 2014.

The Group's share of income in its equity accounted investees for the year ended 31 December 2015 is TL 1,640 (31 December 2014: TL 695).

Summary financial information for equity accounted investees, not adjusted for the percentage ownership held by the Group is as follows:

	Ownership (%)	Total assets	Total liabilities	Profit / (loss) in the year
<b>2015</b>				
Kazakhstan Ijara Company Jsc.	14.31	49,472	3,358	11,203
İFM İstanbul Finans Merkezi İnşaat Taahhüt A.Ş.	5	359,230	358,518	(68)
Aktif Yatırım Bankası Sukuk Varlık Kiralama A.Ş.	100	7,654	7,471	64
Eurasian Leasing Company	25	9,036	1,416	(447)
Company Euro Mediterranean Investment	21.28	19,672	59	700
<b>2014</b>				
Kazakhstan Ijara Company Jsc.	14.31	59,995	710	4,790
Aktif Yatırım Bankası Sukuk Varlık Kiralama A.Ş.	100	107,659	107,540	6
Eurasian Leasing Company	25	9,434	1,239	431
İFM İstanbul Finans Merkezi İnşaat Taahhüt A.Ş.	5	370,847	370,158	(234)

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015

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#### 15. Tangible assets

	Machinery and equipment	Furniture and fixtures	Leasehold improvements	Motor vehicles	Construction in progress	Other fixed assets	Total
<b>Cost</b>							
Balance on 1 January 2014	41,347	6,093	3,670	32	104,819	41,427	197,388
Additions	10,561	14,457	6,466	46	-	-	31,530
Transfers to intangible assets	(16,320)	(3,082)	(965)	-	(1,738)	-	(22,105)
Capitalized borrowing costs	-	-	-	-	12,157	-	12,157
Transfers	11,766	-	-	-	29,661	(41,427)	-
<b>Balance on 31 December 2014</b>	<b>47,354</b>	<b>17,468</b>	<b>9,171</b>	<b>78</b>	<b>144,899</b>	<b>-</b>	<b>218,970</b>
Balance on 1 January 2015	47,354	17,468	9,171	78	144,899	-	218,970
Additions	19,521	6,422	1,975	61	40,442	283	68,704
Transfers to intangible assets	(1,512)	(1,196)	-	-	(252)	-	(2,960)
Capitalized borrowing costs	-	-	-	-	15,865	-	15,865
Disposals	-	(2,663)	(564)	-	(23,859)	-	(27,086)
<b>Balance on 31 December 2015</b>	<b>65,363</b>	<b>20,031</b>	<b>10,582</b>	<b>139</b>	<b>177,095</b>	<b>283</b>	<b>273,493</b>
<b>Depreciation and impairment</b>							
Balance on 1 January 2014	9,470	2,902	2,803	7	-	256	15,438
Depreciation for the year	13,938	6,610	1,077	2	375	-	22,002
Transfers to intangible assets	(10,132)	(1,153)	(417)	-	(375)	-	(12,077)
Transfers	255	-	-	-	-	(255)	-
Disposals	-	-	-	-	-	(1)	(1)
<b>Balance on 31 December 2014</b>	<b>13,531</b>	<b>8,359</b>	<b>3,463</b>	<b>9</b>	<b>-</b>	<b>-</b>	<b>25,362</b>
Balance on 1 January 2015	13,531	8,359	3,463	9	-	-	25,362
Depreciation for the year	13,420	3,842	1,353	6	-	(970)	17,651
Disposals	-	(1,155)	(84)	-	-	-	(1,239)
<b>Balance on 31 December 2015</b>	<b>26,951</b>	<b>11,046</b>	<b>4,732</b>	<b>15</b>	<b>-</b>	<b>(970)</b>	<b>41,774</b>
<b>Carrying amounts</b>							
Balance on 1 January 2014	31,877	3,191	867	25	104,819	41,171	181,950
Balance on 31 December 2014	33,823	9,109	5,708	69	144,899	-	193,608
Balance on 31 December 2015	38,412	8,985	5,850	124	177,095	1,253	231,719

The Bank has started a construction project to build a new head office that is an asset that necessarily takes a substantial period of time to get ready for its intended use or sale and capitalized the borrowing cost amounting to TL 28,022 for the qualifying asset as of 31 December 2015 (31 December 2014: 12,157).

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#### 16. Intangible assets

	Software	Computer programme	Rights <sup>(*)</sup>	Total
<b>Cost</b>				
Balance on 1 January 2014	19,586	25,064	29,868	74,518
Additions:				
-Purchases	9,184	71	38,538	47,793
-Internally developed	-	5,381	-	5,381
Transfers from property and equipment	-	-	22,105	22,105
<b>Balance on 31 December 2014</b>	<b>28,770</b>	<b>30,516</b>	<b>90,511</b>	<b>149,797</b>
<b>Balance on 1 January 2015</b>	<b>28,770</b>	<b>30,516</b>	<b>90,511</b>	<b>149,797</b>
Additions:				
-Purchases	12,199	4,233	24,370	40,802
-Internally developed	-	5,924	-	5,924
Disposals	-	(2,558)	(6,856)	(9,414)
Transfers from property and equipment	252	-	2,708	2,960
<b>Balance on 31 December 2015</b>	<b>41,221</b>	<b>38,115</b>	<b>110,733</b>	<b>190,069</b>
<b>Amortisation and impairment</b>				
Balance on 1 January 2014	4,539	8,358	1,965	14,862
Transfers from property and equipment	-	-	12,077	12,077
Impairment charges for the year	-	-	4,126	4,126
Amortisation for the year	1,757	81	13,757	15,595
<b>Balance on 31 December 2014</b>	<b>6,296</b>	<b>8,439</b>	<b>31,925</b>	<b>46,660</b>
Balance on 1 January 2015	6,296	8,439	31,925	46,660
Impairment charges for the year	-	-	5,298	5,298
Amortisation for the year	2,703	7,192	11,931	21,826
Disposals	-	(789)	(6,856)	(7,645)
<b>Balance on 31 December 2015</b>	<b>8,999</b>	<b>14,842</b>	<b>42,298</b>	<b>66,139</b>
<b>Carrying amounts</b>				
Balance on 1 January 2014	15,047	16,706	27,903	59,656
Balance on 31 December 2014	22,474	22,077	58,586	103,137
Balance on 31 December 2015	32,222	23,273	68,435	123,930

As of 31 December 2014, TL 36,332 of rights consist of public-to-private service concession arrangements of E-Kent with various municipalities accounted in accordance with IFRIC 12 Service Concession Arrangement".

There is no capitalised borrowing cost related to the internally developed software during the year (2014: None).

<sup>(\*)</sup> A ten-year General Contract dated 27 August 2013, has been signed between the Bank and Turkish Football Federation (TFF) about the E-Ticket System which will be used for the entrance of the sport halls in Sport Clubs' league matches. Within the scope of the contract, the Bank has capitalized TL 12,946 amount as intangibles which was paid to Football Clubs in return of the consent for ticketing. As of the balance sheet, following the TFF acceptances of the stadiums in the E-Ticket System, the Bank has paid TL 93,321 to TFF, TL 9,705 has been recognized as an expense, and the rest TL 83,616 has been classified under other assets that will be recognized as an expense in the upcoming years during the E-Ticket System will be used.



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### 17. Other assets

	31 December 2015	31 December 2014
Fund service fee accrual	43,179	48,073
Prepaid expenses	93,829	36,916
Suspense accounts	9,429	28,526
Advances given	90,806	36,488
Guarantees given	9,466	5,621
Credit card accounts	1,453	9,804
Assets to be disposed-off <sup>(*)</sup>	69,868	-
Others	32,398	8,946
	<b>350,428</b>	<b>174,374</b>

<sup>(\*)</sup> TL 69,868 assets to be disposed-off which was recognized in assets held for sale in the prior year has been transferred to other assets in the current year.

### 18. Assets held for sale

	31 December 2015	31 December 2014
Balance at 1 January	69,868	-
Transfer	(69,868)	69,868
<b>Balance at 31 December</b>	<b>-</b>	<b>69,868</b>

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### 19. Obligations under repurchase agreements

	31 December 2015	31 December 2014
Obligations under repurchase agreements-TL	380,393	180,186
Obligations under repurchase agreements-FC	55,096	13,491
Money market fundings-TL	42,538	-
	<b>478,027</b>	<b>193,677</b>

### 20. Funds borrowed

	31 December 2015	31 December 2014
Domestic banks – TL	3,056	2,777
Domestic banks – Foreign currency	369,994	213,088
Foreign banks – TL	148,868	184,974
Foreign banks – Foreign currency	1,986,267	1,109,119
	<b>2,508,185</b>	<b>1,509,958</b>

### 21. Debt securities issued

As at 31 December 2015 and 2014, all debt securities issued are at amortised cost.

	31 December 2015	31 December 2014
Debt securities issued-TL	2,154,079	2,445,605
Debt securities issued-FC	465,868	562,513
	<b>2,619,947</b>	<b>3,008,118</b>

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	<b>31 December 2015</b>	<b>31 December 2014</b>
Nominal of debt securities issued	2,947,745	3,211,464
Unaccrued interest expense	(327,798)	(203,346)
	<b>2,619,947</b>	<b>3,008,118</b>

In 2015, the Bank issued TL debt securities with maturities between 4 January 2016 and 20 January 2017 (2014: 2 January 2015 and 18 August 2015). The interest rate for TL debt securities is between 11%-14% (2014: 10%-13.75%).

In 2015, the Bank issued USD denominated debt securities with maturities between 4 January 2016 and 31 October 2016 (2014: 2 January 2015 and 14 November 2016). The interest rate for foreign currency debt securities is between 3%-5% (2014: 0.50%-4.60%).

In 2015, the Bank issued EUR denominated debt securities with maturities between 4 January 2016 and 14 November 2016 (2014: 2 January 2015 and 16 June 2015). The interest rate for foreign currency debt securities is between 2%-3% (2014: 1.50%-3.34%).

## 22. Taxation

### General information

The Bank is subject to taxation in accordance with the tax procedures and the legislation effective in Turkey.

In Turkey, effective from 1 January 2006 corporate tax rate is 20%. The tax legislation provides for a temporary tax of 20% to be calculated and paid based on earnings generated for each quarter. The amounts which are calculated and paid are offset against the final corporate tax liability for the year.

Corporate tax losses can be carried forward for a maximum period of five years following the year in which the losses were incurred. The tax authorities can inspect tax returns and the related accounting records for a retrospective maximum period of five years. Corporate tax returns are required to be filed by the twenty-fifth day of the fourth month following the year-end balance sheet date and taxes must be paid in one instalment by the end of the fourth month.

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As at 31 December 2015 and 2014, the current tax liability is as follows:

	<b>31 December 2015</b>	<b>31 December 2014</b>
Income tax liability	16,442	17,144
Prepaid taxes	(12,948)	(17,709)
<b>Income taxes payable</b>	<b>3,494</b>	<b>(565)</b>

For the year ended 31 December 2015 and 2014, the income tax expense recognised in profit or loss and income tax recognised directly in equity are as follows:

### Recognised in profit or loss

	<b>2015</b>	<b>2014</b>
Current tax expense from continuing operations	(13,419)	(10,634)
Deferred tax from continuing operations	(12,734)	2,920
<b>Total income tax</b>	<b>(26,153)</b>	<b>(7,714)</b>

### Reconciliation of effective tax rate

Reconciliation between tax expense and the accounting profit multiplied by the statutory income tax rate of the Bank for the year ended 31 December 2015 and 2014 is as follows:

	<b>2015</b>	<b>Rate %</b>	<b>2014</b>	<b>Rate %</b>
Profit for the year	25,967		33,725	
Total income tax expense	26,153		7,714	
<b>Profit before income tax</b>	<b>52,120</b>		<b>41,439</b>	
Income tax using the domestic corporation tax rate 20%	(10,424)	(20)	(8,288)	(20.00)
Non-deductible expenses	(7,848)	(15.06)	(5,448)	(13.15)
Intra-group sales income	(10,649)	(20.43)	-	-
Tax exempt income	2,768	5.31	6,022	14.53
<b>Total income tax in the profit or loss</b>	<b>(26,153)</b>	<b>(50.18)</b>	<b>(7,714)</b>	<b>(18.62)</b>

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## Deferred tax

### Recognised deferred tax assets and liabilities

The deferred tax included in the statement of financial position and recognised in profit or loss and in equity are as follows:

	31 December 2015			31 December 2014		
	Assets	Liabilities	Net	Assets	Liabilities	Net
Available-for-sale						
investment securities	309	-	309	92	-	92
Retirement pay liability	898	-	898	865	-	865
Unused vacation liability	524	-	524	713	-	713
Tangible assets and						
intangible assets	615	(10,794)	(10,179)	-	(7,726)	(7,726)
Bonus provision	1,683	-	1,683	2,671	-	2,671
Unearned income commissions	-	-	-	81	-	81
Tax losses carried forward	5,788	-	5,788	7,853	-	7,853
Prepaid expenses	-	(141)	(141)	-	(1,432)	(1,432)
Other	4,562	(6,817)	(2,255)	-	(725)	(725)
<b>Deferred tax</b>	<b>14,379</b>	<b>(17,752)</b>	<b>(3,373)</b>	<b>12,275</b>	<b>(9,883)</b>	<b>2,392</b>

Expiration schedule of carry forward tax losses is as follows:

	31 December 2015	31 December 2014
Expiring in 2015	-	-
Expiring in 2016	1,121	1,121
Expiring in 2017	2,661	2,661
Expiring in 2018	1,412	1,412
Expiring in 2019	18,956	34,071
Expiring in 2020	4,792	-
<b>Total</b>	<b>28,942</b>	<b>39,265</b>

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Recognised deferred tax assets and liabilities in the statement of financial position are as follows:

	31 December 2015	31 December 2014
Deferred tax assets	7,039	12,275
Deferred tax liability	(10,412)	(9,883)
	<b>(3,373)</b>	<b>2,392</b>

### Movements in temporary differences during the year

	2015	Rate %	2014	Rate %
	Opening balance	Recognised in profit or loss	Recognised in equity	Closing balance
<b>31 December 2015</b>				
Available-for-sale				
investment securities	92	(6,623)	6,840	309
Retirement pay liability	865	280	129	1,274
Unused vacation liability	713	(565)	-	148
Tangible assets and				
intangible assets	(4,290)	(3,583)	-	(7,873)
Bonus provision	2,671	(988)	-	1,683
Unearned income commissions	81	(81)	-	-
Acquisition of subsidiaries	(3,436)	1,130	-	(2,306)
Tax losses carried forward	7,853	(2,065)	-	5,788
Prepaid expenses	(1,432)	1,291	-	(141)
Other	(725)	(1,530)	-	(2,255)
	<b>2,392</b>	<b>(12,734)</b>	<b>6,969</b>	<b>(3,373)</b>

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

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31 December 2014	Opening balance	Recognised in profit or loss	Recognised in equity	Closing balance
Available-for-sale investment securities	319	854	(1,081)	92
Retirement pay liability	354	511	-	865
Unused vacation liability	438	275	-	713
Tangible assets and intangible assets	(1,043)	(3,247)	-	(4,290)
Bonus provision	3,528	(857)	-	2,671
Unearned income commissions	224	(143)	-	81
Acquisition of subsidiaries	(4,565)	1,129	-	(3,436)
Tax losses carried forward	-	7,853	-	7,853
Prepaid expenses	-	(1,432)	-	(1,432)
Other	1,298	(2,023)	-	(725)
	<b>553</b>	<b>2,920</b>	<b>(1,081)</b>	<b>2,392</b>

### 23. Provisions

	31 December 2015	31 December 2014
Bonus provision	8,415	17,000
Provision for possible losses <sup>(*)</sup>	15,000	5,000
Employee termination benefits	4,493	4,324
Vacation pay liability	2,619	3,570
Other	6,465	89
<b>Total</b>	<b>36,992</b>	<b>29,983</b>

<sup>(\*)</sup> As at 31 December 2015, the accompanying consolidated statement of financial position includes a free provision amounting to TL 15,000 provided by the Bank management in line with conservatism principle considering the circumstances which may arise from any changes in the economy or market conditions (31 December 2014: TL 5,000).

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### Employee termination benefits

In accordance with existing social legislation in Turkey, the Group is required to make lump-sum payments to employees whose employment is terminated due to retirement or for reasons other than resignation or misconduct. In Turkey, such payments are calculated on the basis of 30 days' pay (limited to a maximum of TL 3.83 and TL 3.43 on 31 December 2015 and 2014, respectively) per year of employment at the rate of pay applicable on the date of retirement or termination. In the consolidated financial statements as at 31 December 2015 and 2014, the Group reflected a liability calculated using the hypothetical method and based upon factors derived using their experience of personnel terminating their services and being eligible to receive retirement pay and discounted by using the current market yield on government bonds on the reporting date.

The principal actuarial assumptions used on the reporting dates are as follows:

	31 December 2015	31 December 2014
Discount rate	10.80%	8.60%
Inflation rate	7.75%	6.00%

The movement in provision for employee termination benefits is as follows:

	31 December 2015	31 December 2014
Opening balance	4,324	1,771
Interest cost	112	277
Service cost	1,424	1,929
Payment during the year	(1,904)	(444)
Actuarial difference	537	791
<b>Balance at the end of the year</b>	<b>4,493</b>	<b>4,324</b>

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### 24. Other liabilities

	31 December 2015	31 December 2014
Intermediary payment account	428,278	-
Customer accounts <sup>(*)</sup>	282,623	403,155
Blocked amounts <sup>(**)</sup>	57,650	56,392
Expense accrual	5,928	14,120
Taxes and due payable	16,065	13,666
Suspense accounts	11,518	10,997
Payables to compulsory government funds	2,687	2,424
Unearned income	11,642	870
Cash collaterals received	6,557	328
Credit card accounts	7,283	15,583
Other	9,773	18,251
	<b>840,004</b>	<b>535,786</b>

<sup>(\*)</sup> The Bank is not entitled to collect deposits. The customer accounts represent the current balances of loan customers. As at 31 December 2015, there are no time customer accounts (31 December 2014: None).

<sup>(\*\*)</sup> The balance is resulted from wage payment accounts blocked till the date of wage payment (31 December 2014: None).

### 25. Capital and reserves

	31 December 2015	31 December 2014
<b>Number of common shares</b> , TL 1,000 (in full TL), par value (Authorised and issued)	862,585	697,085

As at 31 December 2015 and 2014, all issued shares are fully paid and there is no preference shares assigned to shareholders of the Bank.

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### Share capital and share premium

As at 31 December 2015 and 2014, the composition of shareholders and their respective percentage of ownership are summarised as follows:

	31 December 2015		31 December 2014	
	Amount	%	Amount	%
Çalık Holding A.Ş.	857,621	99.42	693,074	99.42
Çalık Denim Tekstil San. ve Tic. A.Ş.	2,628	0.30	2,123	0.30
Ahmet Çalık	1,168	0.14	944	0.14
Başak Yönetim Sistemleri A.Ş.	584	0.07	472	0.07
Irmak Yönetim Sistemleri A.Ş.	584	0.07	472	0.07
<b>Total paid-in-capital</b>	<b>862,585</b>	<b>100.00</b>	<b>697,085</b>	<b>100.00</b>
Restatement effect per IAS 29	4,510		4,510	
<b>Total share capital</b>	<b>867,095</b>		<b>701,595</b>	

At the extraordinary general meeting dated 18 December 2015, the Bank's paid-in capital of TL 697,085 reaches TL 862,585 with an increase of TL 165,500 , which consist of TL 89,131 from extraordinary reserves and TL 76,369 from retained earnings (31 December 2014: None).

### Reserves

*Fair value reserve*

This reserve includes the cumulative net change in the fair value of available-for-sale investment securities until the investment is derecognised or impaired.



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*Other reserves*

Other reserves consist of legal reserves and other restricted reserves.

The legal reserves consist of first and second legal reserves in accordance with the Turkish Commercial Code. The first legal reserve is appropriated out of the statutory profits at the rate of 5%, until the total reserve reaches a maximum of 20% of the entity's share capital. The second legal reserve is appropriated at the rate of 10% of all distributions in excess of 5% of the entity's share capital. The first and second legal reserves are not available for distribution unless they exceed 50% of the share capital, but may be used to absorb losses in the event that the general reserve is exhausted. In the accompanying consolidated financial statements, the total of the legal reserves are amounting to TL 20,007 (31 December 2014: TL 15,970).

According to the Corporate Tax Law, 75% of the capital gains arising from the sale of tangible assets and investments owned for at least two years are exempted from corporate tax on the condition that such gains are reflected in the other restricted reserves in equity with the intention to be utilised in a share capital increase within five years from the date of the sale. The remaining 25% of such capital gains are subject to corporate tax. As at 31 December 2013, the Bank has transferred a gain from sale of investment amounting to TL 25,660 to the other restricted reserves in equity.

*Foreign currency translation reserve*

The translation reserve comprises all foreign exchange differences arising from the translation of the financial statements of foreign operations.

*Transactions under common control*

100% of EPost was acquired from parents of the Company in the previous year. The acquired subsidiary, EPost could be treated as an integrated operation of E-Kent by nature or by transfer of knowledge, were under common control with E-Kent since the beginning of their operations. The acquisition of this entity being under common control is accounted for using book values, where in its consolidated financial statements the acquirer, is permitted, but not required, to restate its comparatives as if the combination had been in existence throughout the reporting periods presented. This application is based on the management judgment that this treatment is the best way to present the economic substance of the transaction since the transaction is moving the shares of one party from one part of the group to another, there is no independent third party involvement and in particular the purchase price is not determined on an arm's length basis. Management decided not to restate its comparative information.

Excess of net assets over cash paid is recognised in "Transactions under common control" directly in equity.

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**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015**  
**(Currency – In thousands of Turkish Lira ("TL"))**

**26. Net interest income**

	<b>2015</b>	<b>2014</b>
<b>Interest income</b>		
Loans and advances to customers <sup>(*)</sup>	588,672	501,434
Investment securities	76,679	54,632
Cash and cash equivalents	8,553	3,923
Other	16,825	987
<b>Total interest income</b>	<b>690,729</b>	<b>560,976</b>
<b>Interest expense</b>		
Debt issued	272,729	220,210
Funds borrowed	76,779	60,470
Money market transactions	33,043	30,654
Other	780	11,020
<b>Total interest expense</b>	<b>383,331</b>	<b>322,354</b>
<b>Net interest income</b>	<b>307,398</b>	<b>238,622</b>

<sup>(\*)</sup> Includes interest income from factoring receivables.

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### 27. Net fee and commission income

	2015	2014
<b>Fees and commission income</b>		
Fund service fee income	-	27,430
Financial guarantee contracts issued	9,277	12,170
Remittance fee	12,255	10,288
Intermediary commissions	57,879	1,278
Commitment fee	1,553	826
Insurance fee <sup>(*)</sup>	733	81
Delivery fee	4,559	-
Other	5,562	6,025
<b>Total fees and commission income</b>	<b>91,818</b>	<b>58,098</b>
<b>Fees and commission expense</b>		
Clearance commissions	19,283	15,966
Credit card commissions	7,093	2,650
Financial guarantee contracts issued	919	1,058
Other	5,375	4,561
<b>Total fees and commission expense</b>	<b>32,670</b>	<b>24,235</b>
<b>Net fees and commission income</b>	<b>59,148</b>	<b>33,863</b>

<sup>(\*)</sup> As of 30 June 2014, the Group has transferred the insurance business portfolio that is managed by the Bank to Sigortayeri.

### 28. Net trading loss

	2015	2014
Foreign exchange gain	(1,808)	10,874
Trading account income	13,908	9,405
Loss from derivative financial instruments	(16,032)	(30,933)
<b>Total</b>	<b>(3,932)</b>	<b>(10,654)</b>

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

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### 29. Sales income and cost of services

*Sales income:*

	2015	2014
Revenue from sale of goods	93,489	41,678
Insurance commission income <sup>(*)</sup>	11,758	10,639
Transaction and storage commission income	29,149	8,666
Revenue from license fee	1,265	2,141
Revenue from cash register POS	56,751	12,749
Revenue from sales of match ticket	13,563	9,092
Other sales income	9,873	3,868
<b>Total</b>	<b>215,848</b>	<b>88,833</b>

<sup>(\*)</sup> As of 30 June 2014, the Group has transferred the insurance business portfolio that is managed by the Bank to Sigortayeri.

*Cost of services:*

	2015	2014
Personnel expenses	13,677	29,615
Depreciation and amortization expenses	7,287	20,563
Cost of merchandises sold	61,113	8,154
Dealer commission and other commission expenses	15,992	7,470
Cost of cash register POS	51,033	11,538
Cost of match ticket sales	11,720	8,557
Rent expenses	4,333	2,821
Maintenance expenses	8,750	1,430
Consultancy expenses	978	1,328
Other expenses	23,334	9,454
<b>Total</b>	<b>198,217</b>	<b>100,930</b>

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**30. Other income**

	2015	2014
Reversal of general provisions	5,000	27,000
Gain on sale of assets	10,646	14,642
Asset-backed security profit sharing	865	252
Other <sup>(*)</sup>	29,034	4,211
<b>Total</b>	<b>45,545</b>	<b>46,105</b>

<sup>(\*)</sup> Amounting TL 27,783 is resulted from a collection from a customer recognized in non-performing loan in prior year.

**31. Net impairment on financial assets**

	2015	2014
Individual impairment for loans	6,253	(11,459)
Collective impairment provision for loans	3,664	2,195
Individual impairment for trade receivables	170	7,690
<b>Total</b>	<b>10,087</b>	<b>(1,574)</b>

**32. Personnel expenses**

	2015	2014
Wages and salaries	128,809	94,940
Bonus expenses	10,394	12,788
Social security premiums	13,160	9,146
Employee termination indemnity and vacation pay liability	3,582	2,021
Other	12,684	6,993
<b>Total</b>	<b>168,629</b>	<b>125,888</b>

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**33. Administrative expenses**

	2015	2014
Publicity expenses	25,903	19,832
Consultancy expenses	10,045	15,878
Communication expenses	8,351	13,126
Outsource expenses	9,896	12,216
Expenses on vehicles	7,038	8,288
Rent expenses	20,734	7,628
Taxes and dues other than on income	9,891	7,556
Maintenance expenses	7,457	1,547
Others	24,757	20,172
<b>Total</b>	<b>124,072</b>	<b>106,243</b>

**34. Other operating expenses**

	2015	2014
Provision for possible losses	15,000	-
Marketing expenses	6,582	4,610
Other	18,750	2,828
<b>Total</b>	<b>40,332</b>	<b>7,438</b>

**35. Related parties****Parent and ultimate controlling party**

The Bank is controlled by Çalık Holding A.Ş. which owns 99.42% of ordinary shares (31 December 2014: 99.42%).

**Compensation of key management personnel of the Bank**

Total salaries and other benefits paid to the Board of Members and top management during the year is TL 17,564 (31 December 2014: TL 25,323).

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT AND FOR THE YEAR ENDED 31 DECEMBER 2015  
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### Balances with related parties

31 December 2015	Related party balances	Total balance	Rate (%)
Loans and advances to customers	2,148,273	4,638,261	46.32
Other liabilities (Customer accounts)	115	288,873	0.04
Debt securities issued	389	2,619,947	0.01

31 December 2014	Related party balances	Total balance	Rate (%)
Loans and advances to customers	2,007,911	3,983,292	50.41
Other liabilities (Customer accounts)	15,413	403,155	3.82
Debt securities issued	-	3,008,118	-

### Off statement of financial position balances with related parties

31 December 2015	Related party balances	Total balance	Rate (%)
Non-cash loans	339,544	631,362	53.78

31 December 2014	Related party balances	Total balance	Rate (%)
Non-cash loans	456,490	991,109	46.06

### Transactions with related parties

	2015	2014
Interest income on loans	265,109	317,951
Fee and commission income	22,332	11,496
Rent expenses	10,923	4,117
Other	2,990	2,995

## AKTİF YATIRIM BANKASI ANONİM ŞİRKETİ AND ITS SUBSIDIARIES

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### 36. Commitments and contingencies

	31 December 2015	31 December 2014
Letters of guarantee	601,878	867,655
Letters of credit	18,884	53,728
Acceptance credits	-	263
Other guarantees	10,600	69,463

<b>Total non-cash loans</b>	<b>631,362</b>	<b>991,109</b>
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Check limits	1,188	1,235
Other commitments	2,799,377	3,158,625

<b>Total</b>	<b>3,431,927</b>	<b>4,150,969</b>
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### 37. Subsequent events

In 2016, Board of directors of UPT Ödeme Hizmetleri A.Ş. has decided to establish a company in Netherlands with the trade name of "Universal Payment Transfer B.V." and the capital of EUR 150,000, and the entire capital to be paid by UPT Ödeme Hizmetleri A.Ş.







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