

# International Banking 2024 Q2 Results



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## 01 **AKTIFBANK AT A GLANCE**

# Overview of Aktif Bank



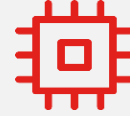
25 years of market presence



Türkiye's largest privately-held investment bank



Serves to over **12 million** customers across more than 10 business lines



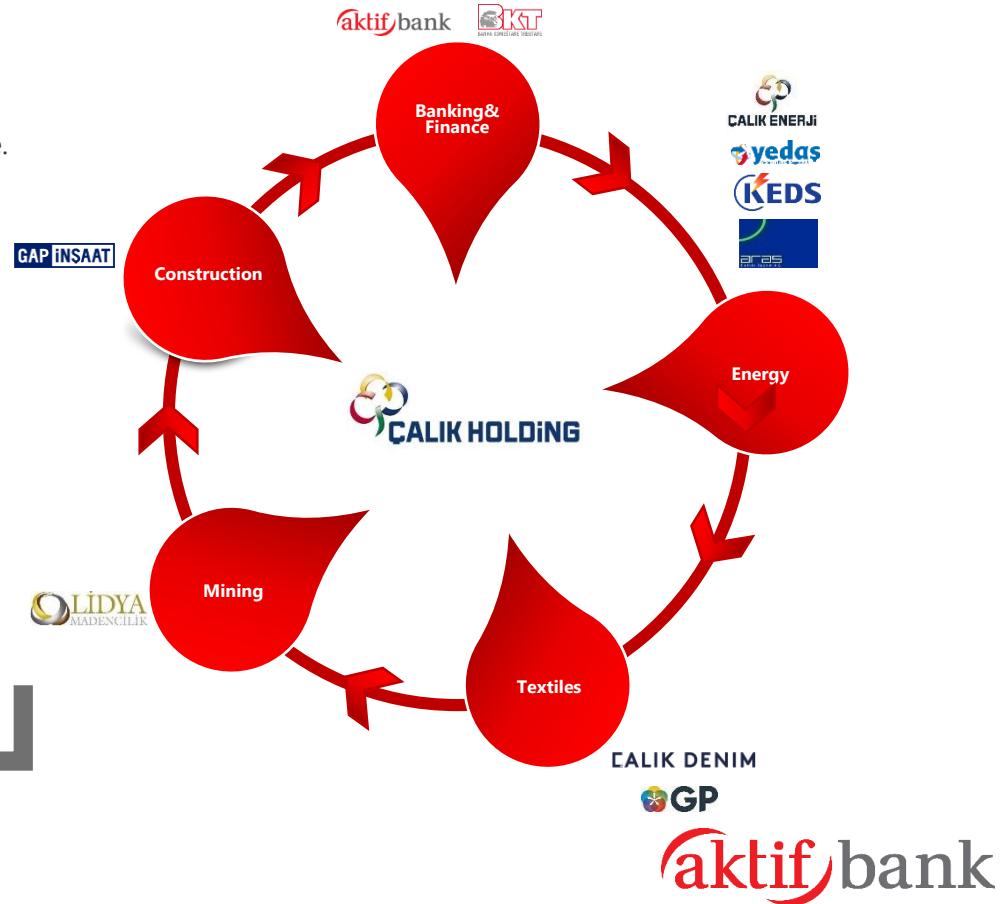
The bank offers a branchless and seamless end-to-end Banking experience to retail customers via its **digital banking** branch

## About Us

- **Aktif Bank, Türkiye's** largest privately-held investment bank, continues to serve as the most extensive fintech ecosystem of **Türkiye**, thanks to its innovative business models and technology investments that redefine investment banking.
- Unique **"asset-light"** business model: Client access via partnerships.
- Our bank is owned by **100% Çalık Holding** which has operations in **34** countries and operates in 5 sectors: Energy, Mining, Textile, Banking and Finance.
- With **16 branches** across **Türkiye**, it focuses primarily on corporate banking, investment banking and private banking services.

# Our Shareholder

- Founded by Mr. Ahmet Çalık in **1984**.
- Has operations in **34** countries across Central Asia, Balkans, Middle East and Africa and employs more than **16,000** people.
- **Çalık Holding** is known for its robust financial structure and long-term collaborations.
- Operates in **5** sectors:
- Energy: Çalık Enerji (22 Completed Projects 10+ GW installed), **YEDAŞ**, **YEPAŞ**, **KEDS**, **ARAS EDAŞ** and **ARAS EPAŞ** in electricity distribution
- Construction: **GAP İnşaat** (140 projects in 3 continents with c. USD 7 Billion contract value)
- Mining: **Lidya Madencilik**
- Textiles: **Çalık Denim** and **Gap Pazarlama**
- Banking & Finance: **Aktif Bank**, **BKT** (Banka Kombetare Tregtare) **Albania** and **BKT Kosovo**



# Differentiated Business Model



- Private Banking
- Capital Markets
- Corporate Banking
- International Banking



- N Kolay Mobile
- N Kolay Bono
- N Kolay Digital Loans
- N Kolay Retirement Loans
- N Kolay Vehicle Loans
- N Kolay Installment
- N Kolay Easy Pay
- N Kolay Ankara Card



**700** Employees



Rated by JCR as **AA+** (Long Term National Issuer Credit Rating 2024)

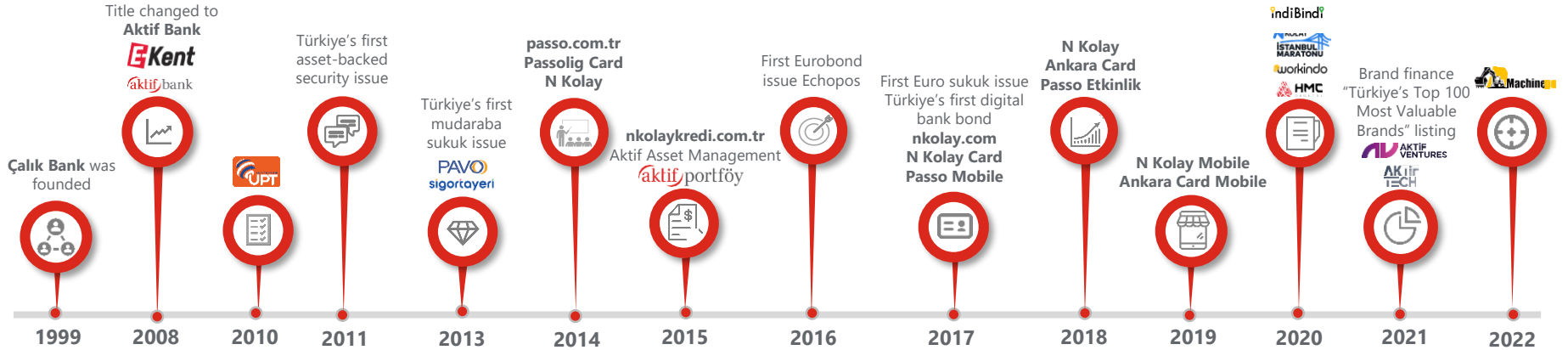


Aktif Bank is listed in the '**Türkiye's Top 100 Most Valuable Brands**' created by the independent research firm: 'Brand Finance'

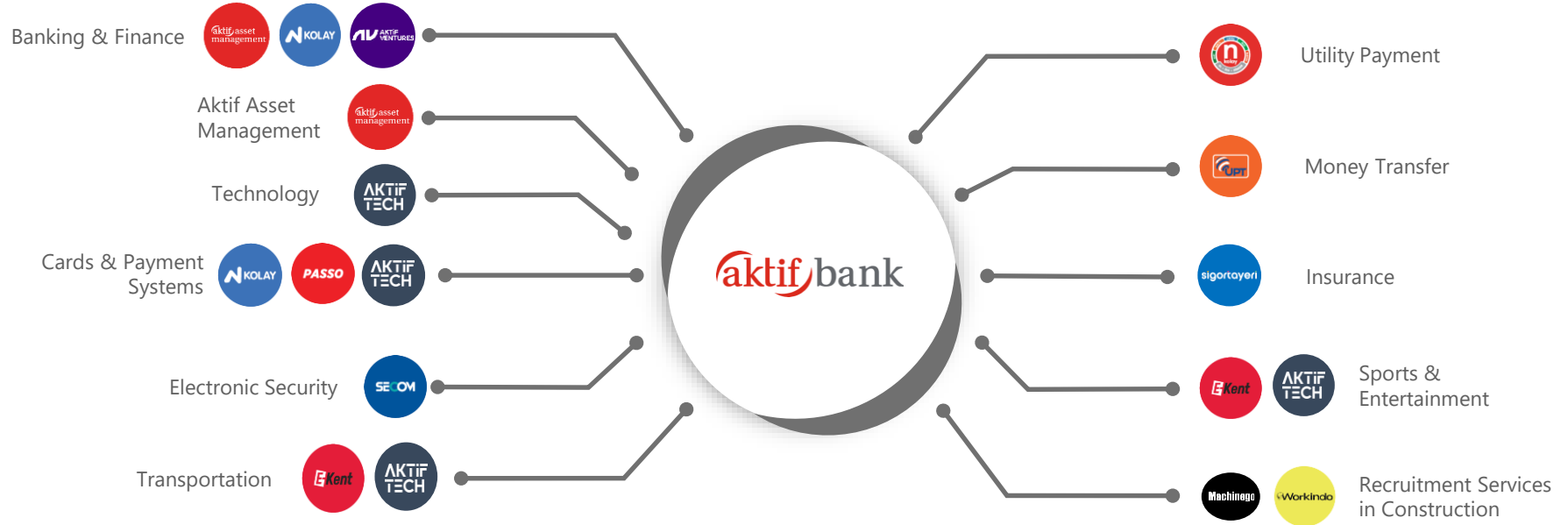


- Passolig
- Passo Mobile
- E-Kent
- UPT
- N Kolay
- Sigortayeri
- Pavo
- Echopos
- Secom
- Aktif Portföy
- Aktif Ventures
- Workindo

# Milestones



# Aktif Bank Fintech Ecosystem: Sectors We Serve



We serve our 12 million clients in more than 10 business lines.



Partnership service model with 15K client touchpoints.



We serve 18% of the retail market customers in Türkiye.



# Contents

## 02 FINANCIAL HIGHLIGHTS

# Financial Highlights

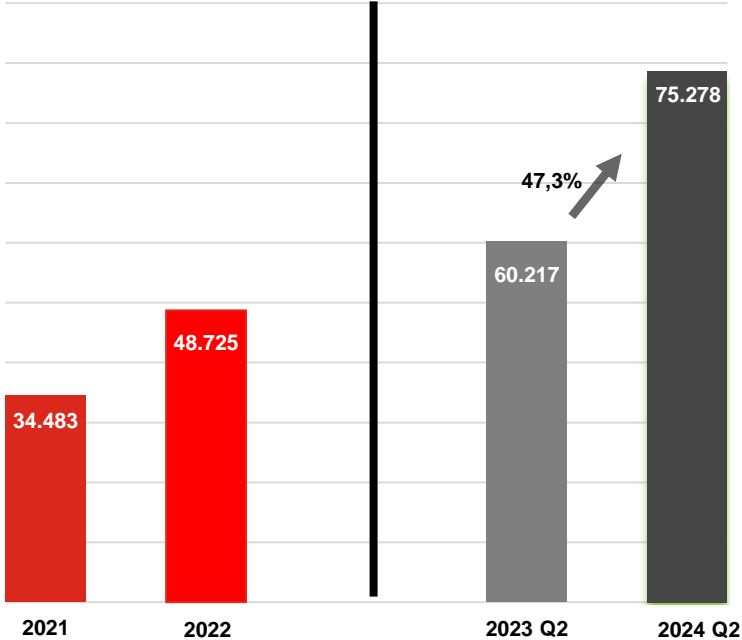
BALANCE SHEET						
Assets (m TRY)	2024 Q2	2023 Q2	+/- %	2023	2022	2021
Cash and Cash equivalents	21.497	13.104	64%	21.369	11.641	8.911
Securities	26.976	19.814	36,1%	24.550	16.691	9.236
Loans	36.130	23.141	56,1%	26.588	18.339	14.966
Equity Investments	696	468	48,7%	666	393	387
Tangible Assets	370	152	143,4%	351	118	82
Intangible Assets	813	280	190,4%	502	238	149
Other Assets	2.220	3.258	-32%	1.252	1.075	751
<b>Total Assets</b>	<b>88.702</b>	<b>60.217</b>	<b>47,3%</b>	<b>75.278</b>	<b>48.725</b>	<b>34.483</b>
Liabilities (m TRY)	2024 Q2	2023 Q2	+/- %	2023	2022	2021
Funds Borrowed	10.163	7.651	32,8%	7.000	5.650	8.376
Money Market Borrowing	13.484	6.245	115,9%	10.479	9.255	5.451
Securities Issued	28.525	17.186	66%	21.110	14.396	8.796
Funds	11.500	9.682	18,8%	14.855	7.086	4.220
Other Liabilities	15.195	13.398	13,4%	13.250	7.213	4.778
Equity	9.835	6.055	62,4%	8.584	5.125	2.862
<b>Total Liabilities</b>	<b>88.702</b>	<b>60.217</b>	<b>47,3%</b>	<b>75.278</b>	<b>48.725</b>	<b>34.483</b>

# Financial Highlights

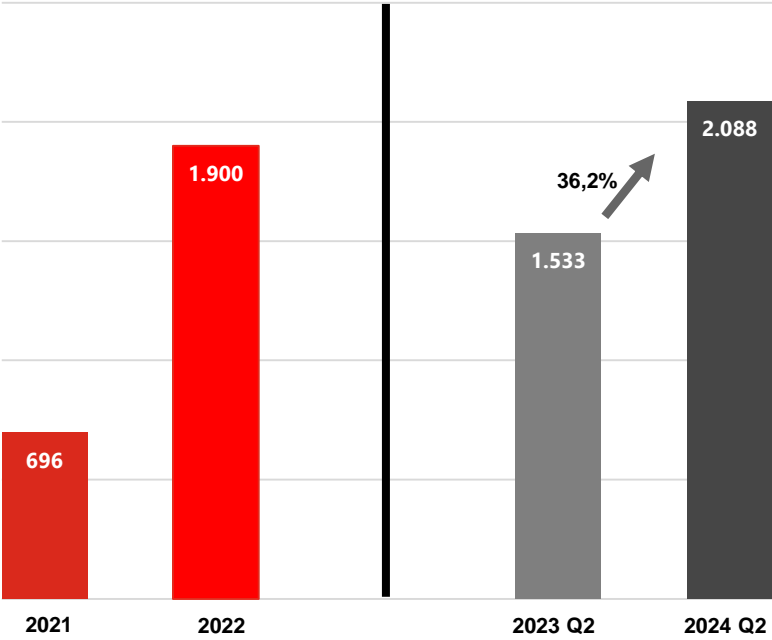
INCOME STATEMENT						
(m TRY)	2024 Q2	2023 Q2	+/- %	2023	2022	2021
Net Interest Income	3.506	1.538	128%	4.045	2.889	1.250
Net Fees and Commission Income	348	169	106%	458	291	83
Total Operating Income	4.302	3.102	38,7%	6.819	4.394	1.751
Net Operating Income	2.848	2.238	27,3%	5.007	3.347	1.204
Profit Before Tax	2.612	2.067	26,4%	4.470	2.616	919
Net Income	2.088	1.533	36,2%	3.864	1.900	696

# Financial Highlights

Asset Growth (m TRY)

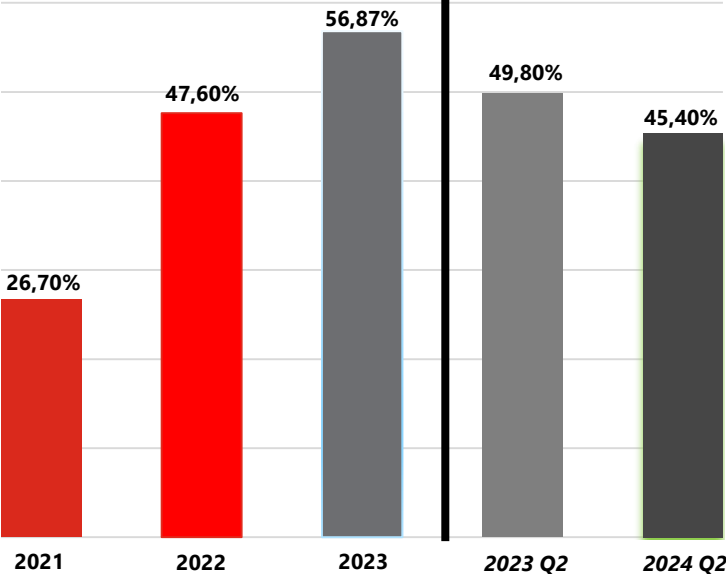


Net Profit Growth (m TRY)

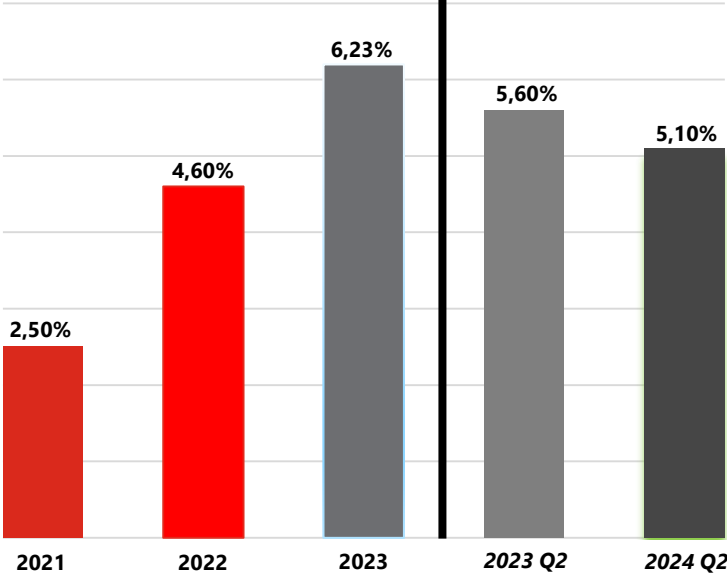


# Financial Highlights

Return on Average Equity (ROAE)

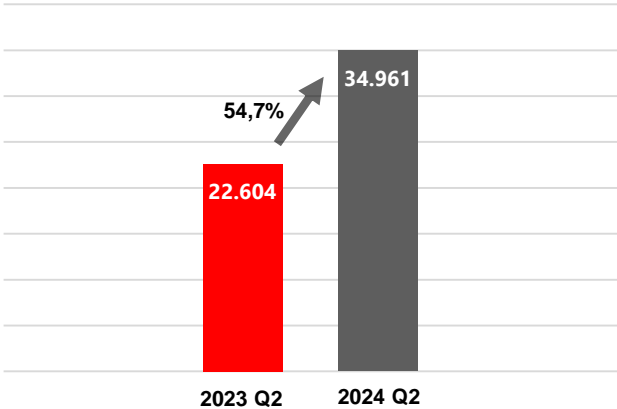


Return on Average Assets (ROAA)

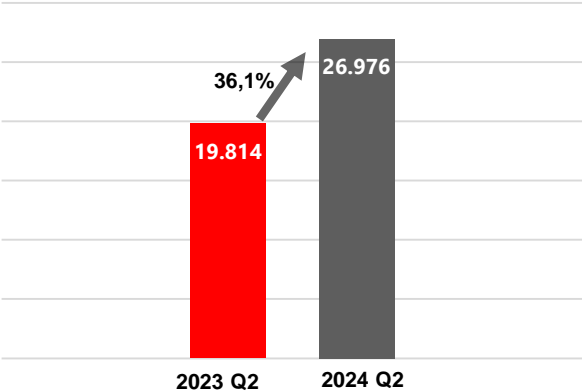


# Financial Highlights

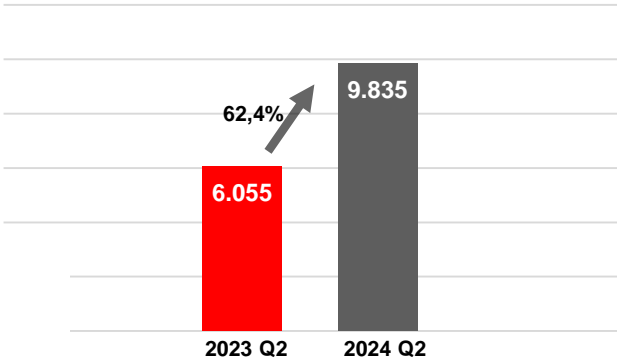
Loan Portfolio (m TRY)



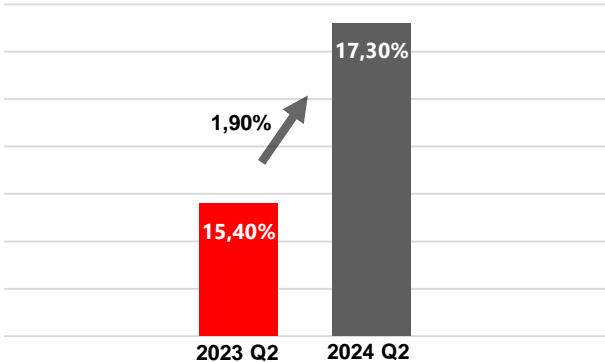
Securities Portfolio (m TRY)



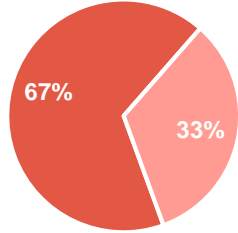
Capital Growth (m TRY)



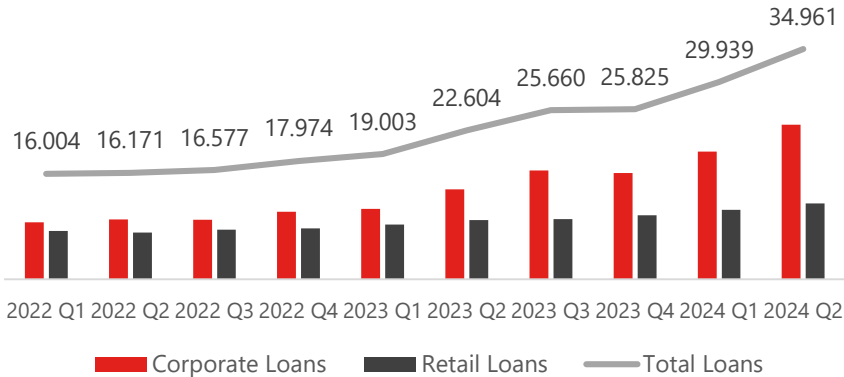
CAR %



# Financial Highlights



■ Corporate Loans ■ Retail Loans

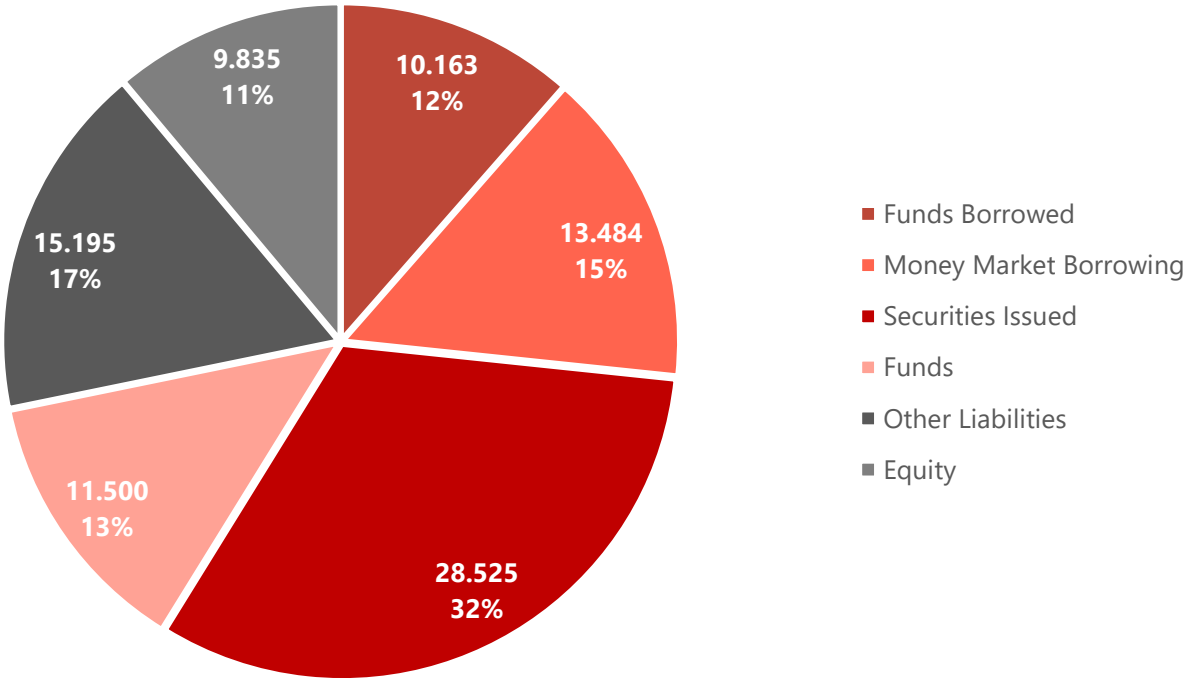


2024 Q2 (m TRY)	Retail Loans Breakdown	Retail Loans Breakdown(%)
Consumer Loans	9.591	84%
Vehicle Loans	1.462	12%
Other	449	4%
<b>Total Retail Loans</b>	<b>11.502</b>	<b>100%</b>

2024 Q2 (m TRY)	Corporate Loans Breakdown	Corporate Loans Breakdown (%)
Energy	3.845	16%
Agriculture	1.600	7%
Manufacturing Industry	5.851	25%
fFactoring	786	3%
Finance	634	3%
Textile	235	1%
Construction	431	2%
Other	10.077	43%
<b>Total Corporate Loans</b>	<b>23.459</b>	<b>100%</b>

# Financial Highlights

Liabilities Breakdown (m TRY)  
2024 Q2





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## 03 INTERNATIONAL BANKING GROUP

# The Globe is in Our Scope

RMA Connections  
with over **1200  
banks** in **140**  
countries

Money transfers  
between **500 banks in  
90 countries**

**Active trade  
limits for 250+  
banks in 75  
countries,  
mainly in CIS  
and Africa**

TRADE  
FINANCING  
BANK THAT  
BRINGS  
COUNTRIES  
TOGETHER.

First Turkish bank  
that supports  
foreign trade in  
border markets

Broadest account  
management and  
business network  
among Turkish Banks

Wide range of treasury  
products from  
precious metal  
accounts to derivative  
transactions

# Our Team

## Senior Management:



Muzaffer Suat UTKU  
EVP  
International Banking



Erkan KENTMEN  
Head of International  
Banking

## IB 1 APAC, Middle East, Caucasias



Fatima JAFAROVA  
Regional Head



Mahmut EL KEYLANI  
Regional Head



Meleknur KAYA



Esat KAHRAMAN



Gizem HAVUZ  
Senior RM



İpek ÖRÜCÜLER



Nur Efza ÇAVUŞ



## IB 2 Europe, Americas, Türkiye



Beril SEKIL  
Regional Head



Reyna HALAÇOĞLU  
RM



Ege Taylan AYDIN



## IB 3 Africa



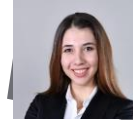
Eda SALALI  
Regional Head



Pamira NAZAR



Ceyda Su ERDEN



Zeynep HATUNOĞLU  
Senior RM



Buse DEMIRAY



Ceren ADIGÜZEL



Benjamin MANZI  
Chief Representative  
Kigali/Rwanda



## Project and Performance Team



Isa DOLU  
Head of  
Performance Team



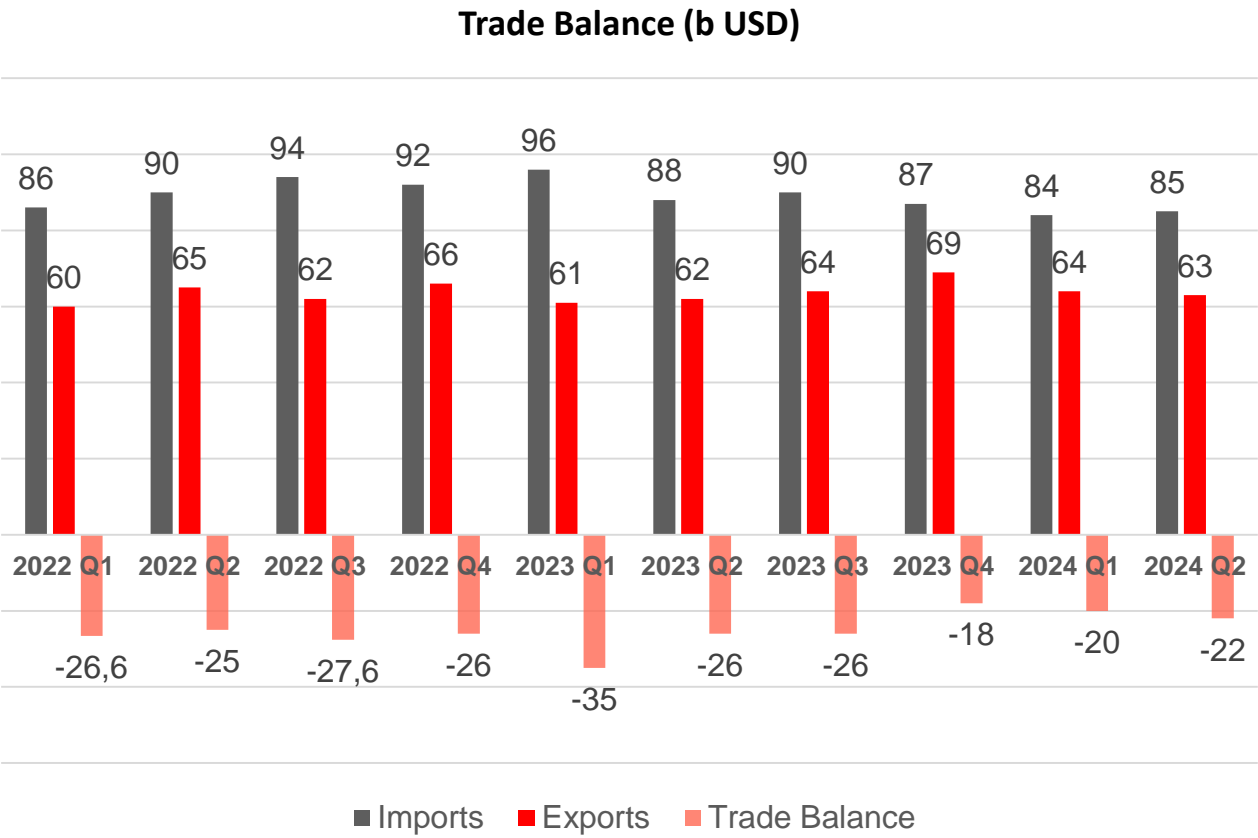
Melike Aslı ORAL  
Assistance Specialist



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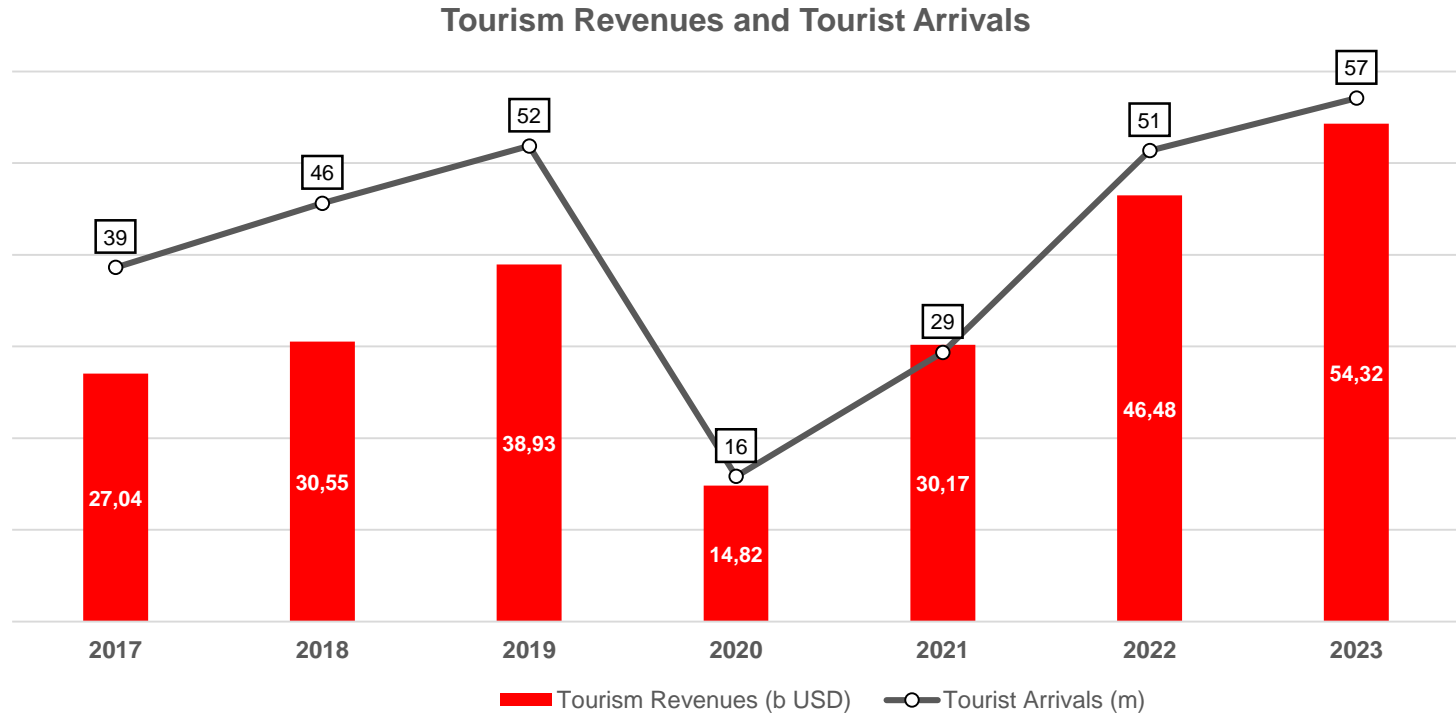
## 04 **MACROECONOMIC OUTLOOK**

# Macroeconomic Outlook



Source: TÜİK

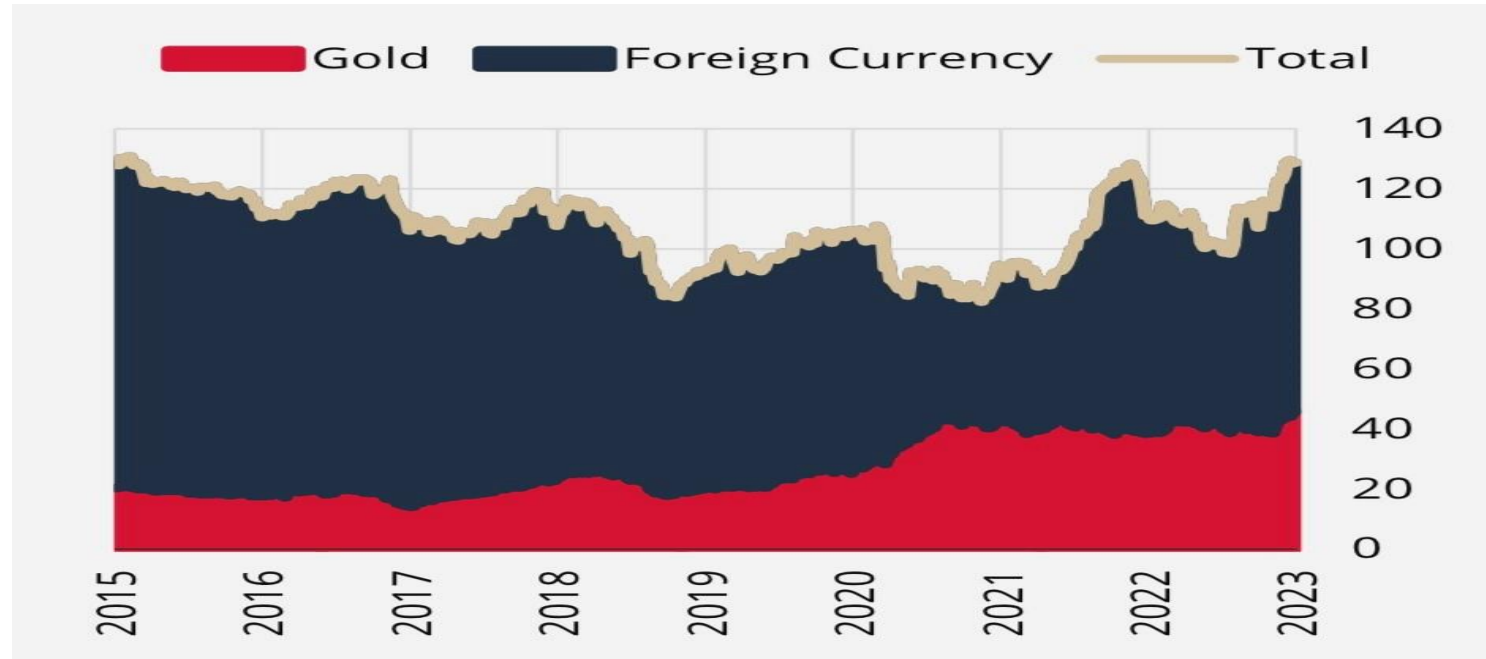
# Macroeconomic Outlook



Source: TÜİK

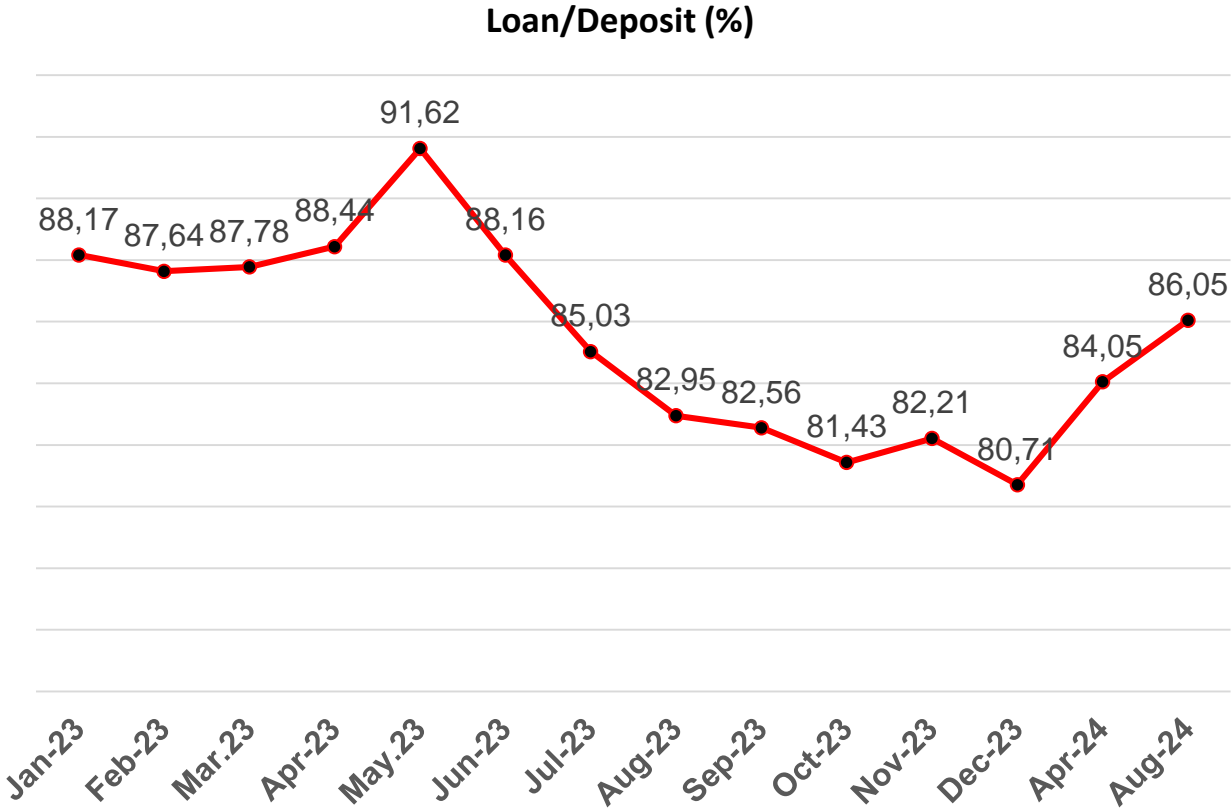
# Macroeconomic Outlook

CBRT Reserves (m USD)



Source: CBRT

# Macroeconomic Outlook



Source: BDDK



**Contact Information:**

**internationalbanking@aktifbank.com.tr**

**Bloomberg/ Reuters: AKTF  
BIC Code: CAYTTRIS**

