# Interim Activity Report 3Q 2015

# DenizBank Financial Services Group





#### **CONTENTS**

>	TATEMENT OF RESPONSIBILITY	
	SECTION I-INTRODUCTION	4
	ABOUT DENİZBANK	4
	DENİZBANK FINANCIAL SERVICES GROUP (DFSG)	4
	DENİZBANK in BRIEF	5
	SBERBANK in BRIEF	5
	MESSAGE FROM THE CHAIRMAN	7
	MESSAGE FROM THE PRESIDENT AND CEO	8
	CHANGES IN SHAREHOLDING STRUCTURE AND PAID-IN CAPITAL	9
	SHARES HELD BY THE MANAGEMENT	10
	CHANGES IN DFSG COMPANIES	10
	AMENDMENTS TO ARTICLES OF ASSOCIATION	10
	DONATIONS	11
	TYPE AND AMOUNT OF THE ISSUED CAPITAL MARKET INSTRUMENTS	11
	AMENDMENTS TO RATING NOTES	12
	SECTION II - MANAGEMENT and CORPORATE GOVERNANCE	13
	BOARD of DIRECTORS	13
	EXECUTIVE MANAGEMENT	14
	COMMITTEES	15
	SECTION III- FINANCIAL INFORMATION	16
	SUMMARY FINANCIAL HIGHLIGHTS	16
	ASSESSMENT of FINANCIAL POSITION and RISK MANAGEMENT	18
	RISK MANAGEMENT POLICIES	19
	GENERAL OUTLOOK OF THE TURKISH ECONOMY AND THE BANKING SECTOR	21
	FURTHER INFORMATION	23

This report presents both consolidated and unconsolidated financial figures of DenizBank.

# DENİZBANK A.Ş. 2015 3<sup>rd</sup> QUARTER- INTERIM ACTIVITY REPORT STATEMENT of RESPONSIBILITY

The Interim Activity Report related to the period between 01.01.2015 and 30.09.2015 has been prepared regarding the "Regulation on the Preparation and Publication of Annual Report of Banks" of Banking Regulation and Supervision Agency, published in the Official Gazette dated 1 November 2006, Nr. 26333 and Nr. II-14.1 "Declaration on Financial Reporting at Capital Markets" of Capital Markets Board, that has been published in the Official Gazette dated 13 June 2013, Nr. 28676, and attached here-with.

Respectfully,

05 November 2015

HAKAN ELVERDİ Senior Vice President

International and Regulatory
Financial Reporting

SUAVİ DEMİRCİOĞLU Executive Vice President Financial Affairs

HAKAN ATEŞ

Member of Board of Directors

and President and Chief

Executive Officer

NİHAT SEVİNÇ

Member of Board of Directors and Audit Committee

WOUTER G.M. VAN ROSTE
Member of Board of Directors
and Audit Committee

HERMAN GREF Chairman of Board of Directors

#### **SECTION I-INTRODUCTION**

#### **ABOUT DENIZBANK**

Trade name: Denizbank A.Ş.

Date of Foundation: 25 August 1997

Headquarter: İstanbul

Paid-in Capital\*: TL 1.816.100.000 # of Domestic Branches: 714

# of Foreign Branches: 43 (including subsidiaries' branches)

# of Employees: 14.955

# of Subsidiaries, Associates and Jointly Controlled Companies: 15

Independent Audit Company: Güney Bağımsız Denetim ve Serbest Muhasebeci Mali

Müşavirlik A.Ş. (A Member Firm of ERNST & YOUNG GLOBAL LIMITED)

Tel: 0 212 348 20 00 Fax: 0 212 336 30 80

Web Site: www.denizbank.com

E-mail: investorrelations@denizbank.com

KEP (registered e-mail): denizbank.resmikurumlar@hs04.kep.tr

\*As of 14.10.2015

#### **DENİZBANK FINANCIAL SERVICES GROUP (DFSG)**

#### Subsidiaries, Associates and Jointly Controlled Companies

Title	Operations	Adress (City/Country)	DenizBank Share (%)	Other DFSG Companies Share (%)
DenizBank AG	Financial	Vienna/Austria	100	-
Eurodeniz International Banking Unit Ltd.	Financial	Nicosia /Cyprus	100	-
JSC Denizbank Moscow	Financial	Moscow / Russia	49	51
Deniz Yatırım Menkul Kıymetler A.Ş.	Financial	İstanbul / Turkey	100	-
Ekspres Menkul Değerler A.Ş.	Financial	İstanbul / Turkey	71	29
Deniz Portföy Yönetimi A.Ş.	Financial	İstanbul / Turkey	-	100
Deniz Finansal Kiralama A.Ş.	Financial	İstanbul / Turkey	49	51
Deniz Faktoring A.Ş.	Financial	İstanbul / Turkey	100	-
Deniz Gayrimenkul Yatırım Ortaklığı A.Ş.	Financial	İstanbul / Turkey	-	91
Destek Varlık Yönetim A.Ş.	Financial	İstanbul / Turkey	-	100
İntertech Bilgi İşlem ve Pazarlama Ticaret A.Ş.	Non-Financial	İstanbul / Turkey	100	-
Denizbank Kültür Sanat Yayıncılık Ticaret ve Sanayi A.Ş.	Non-Financial	İstanbul / Turkey	100	-
Açık Deniz Radyo ve Televizyon İletişim Yayıncılık Ticaret ve Sanayi A.Ş.	Non-Financial	İstanbul / Turkey	-	100
Deniz Kartlı Ödeme Sistemleri A.Ş.	Non-Financial	İstanbul / Turkey	-	100
Bantaş Nakit ve Kıymetli Mal Taşıma ve Güvenlik Hizmetleri A.Ş.*	Non-Financial	İstanbul / Turkey	33	-

<sup>\*</sup>Owned 33% by DenizBank and the rest by two other Financial Services Group in Turkey

#### **DENIZBANK in BRIEF**

DenizBank was founded in 1938 as a state-owned bank to provide funding for the developing Turkish maritime sector. Acquired by Zorlu Holding from the Privatization Administration as a banking license in early 1997, the Bank became one of the major banks in Turkey in a short period of time. In October 2006, DenizBank was acquired by Dexia, a leading financial group in Europe, and operated under their umbrella for six years. From 28 September 2012 DenizBank operates under the roof of Sberbank of Russia (Sberbank), the largest bank in Russia.

In addition to DenizBank, DenizBank Financial Services Group consists of seven domestic and three international financial subsidiaries, five domestic non-financial subsidiaries and a branch in Bahrain. DenizYatırım Securities, Ekspres Securities, Deniz Real Estate Investment Trust, DenizPortfolio Management, DenizLeasing, DenizFactoring, Destek Asset Management, Intertech, DenizKültür, Deniz Card Payment Systems, Açık Deniz Radio-TV and Bantaş are the Group's domestic companies; EuroDeniz, DenizBank AG and DenizBank Moscow are the international subsidiaries.

The primary customer segments of DenizBank Financial Services Group include retail customers, small and medium-size enterprises, exporters, public and project finance users and corporate clients. The Group has identified agriculture, energy, tourism, education, health, sports, infrastructure and maritime sectors as a priority sectors for her activities. The Group also operates in EU countries through its Vienna-based subsidiary DenizBank AG. DenizBank Moscow serves the Group's existing customers abroad that have commercial and trade ties with Russia and meets their various financial needs.

The Group possesses a service network that reaches all segments of the society throughout Turkey. In addition to the 715 domestic DenizBank branches, including one in Bahrain, DenizBank AG has 42 branches in total. In addition, thanks to its Alternative Distribution Channels, DenizBank enables both individual and corporate customers all over the world to carry out financial transactions over the internet.

#### SBERBANK in BRIEF

#### **Group Profile**

Established in 1841, Sberbank is a universal commercial bank with diversified businesses and global presence, playing a significant role in Russia's economy as the largest commercial bank in terms of assets, deposits and loans with market shares of 29%(assets), 45% (retail deposits), 38% (retail loans) and 33% (corporate loans) respectively, (according to Sberbank's calculations). More than 127 million individuals in Russia are clients of Sberbank, representing approximately 77% of the Russian population. Sberbank services over one million corporate clients out of 4,5 million businesses in the country.

Sberbank offers its services through the largest banking distribution network of Russia via 16,6 thousand branches. Sberbank promotes banking via remote channels, which include the largest ATM network of Russia of over 90 thousand self-service terminals, as well as Online and Mobile services.

In addition to traditional banking (loans, deposits, cards), Sberbank extended its product lines to provide high-end financial advisory services, a selection of Investment Banking solutions and operations on global markets via Sberbank CIB. Sberbank is actively developing insurance business and retail brokerage.

Sberbank has international operations in the CIS region in Kazakhstan, Ukraine and Belarus, eight countries in Central and Eastern Europe via Sberbank Europe AG, and Turkey via DenizBank. Sberbank has representative offices in Germany and China, a branch in India and operations in Switzerland via Sberbank (Switzerland) AG.

Sberbank's major shareholder is the Central Bank of Russia, which owns 50% of the Bank's share capital plus one voting share, while the remaining shareholder base is represented by international and domestic investors. The Bank's ordinary and preferred shares have been publicly traded in Russia since 1996; Sberbank's American Depositary Shares were listed on the London Stock Exchange, admitted to trading on the Frankfurt Stock Exchange and over the counter in the United States.

General banking license by the Bank of Russia No. 1481. Sberbank's official website is www.sberbank.ru.

#### MESSAGE FROM THE CHAIRMAN

The Turkish economy is undergoing a period in which economic activities slowed down due to deceleration in global economy and subdued demand from main trading partners. Depreciating lira and increasing inflation prevents the Central Bank from implementing more growth supportive measures.

Turkish banking sector remained balanced over the last one year, with capital adequacy at a level of 15%, loan to deposit ratio stable at 116% and relatively stable NPLs at 2.9%. DenizBank's performance is in-line with the sector, demonstrating strong results in the first nine months of 2015. DenizBank increased its loans by 21%.

DenizBank, which continues to work for adding value to the lives of the customers and being accessible to them at any time and place they might require, broke new grounds with its innovative perspective in the finance sector and realized access to Call Center via Skype. DenizBank Call Center began to provide service in Turkish, English and Russian to its customers who contact via Skype.

In scope of the memorandum of understanding under St. Petersburg International Economic Forum, signed by Sberbank via DenizBank with IGA Airports, established with the consortium of 5 of the strongest companies in Turkey, DenizBank is among the six banks providing loans for financing the first phase investments of Istanbul New Airport.

With its title "The Most Innovative Bank of the Year", claimed in 2014 and approach for listening to the needs of the young generation and developing products and services accordingly, DenizBank continued to offer easy-to-use, secure and technological services to its customers. DenizBank also received the second prize with e-government project in the "Most Disruptive Innovation" category and first prize with e-government, Kumsal, ATM Optimizer and Deniz Shell projects in the "Global Innovator" category from EFMA (European Financial Management Association), one of the most important institutions of the European Union finance and banking sector.

Reading the needs of the clients and developing its products and services along with new digital innovations, DenizBank continued to provide its customers with a comfortable banking experience through "Digital Deniz", a new generation banking platform where all digital products are offered under one application.

Following this quarter whereby it completed its third year as an important member of the Sberbank Group, DenizBank will strive to bring financial and operational success with advancing customer satisfaction as it continually improves quality of services to its clients.

HERMAN GREF CHAIRMAN

#### MESSAGE FROM THE PRESIDENT AND CEO

In the first nine months of 2015, Turkish banking sector continued its cautious growth due to the impacts of recent domestic and foreign-based developments to Turkish economy. DenizBank displayed a similar performance with the sector in asset, loan and deposit growth in the first nine months of the year.

Our consolidated and unconsolidated assets increased by 18% and 17% on a year on year basis & 17% and 15% on a year-to-date basis and reached TL 110,8 billion and TL 82,2 billion, respectively.

DenizBank's consolidated and unconsolidated customer deposits, the main source of funding, reached TL 75,6 billion and TL 47,2 billion, recording 29% and 20% yearly increases, & 22% and 14% year-to-date rise, respectively. Expanding customer base up 10% year-on-year, parallel to the branch network consisting of 766 branches in 81 provinces of Turkey together with 42 branches of its foreign subsidiaries, have been one of the most important factors in the increase of DenizBank's deposits. Beside deposits, in 2015 DenizBank issued bonds in the amount of almost TL 1,9 billion, diversifying its funding base.

In the first nine months of 2015, DenizBank continued to transfer its funds into the economy with its wide range of product portfolio, and reached its consolidated loans to TL 77,9 billion increasing by 24% y-o-y and 21% y-t-d. Unconsolidated loan volume was realized at TL 51,6 billion, growing by 22% y-o-y and 20% y-t-d.

Our consolidated and unconsolidated shareholders' equity increased by 4% compared to the end of 2014, reaching TL 7,5 billion. Besides, DenizBank increased its paid-in capital to TL 1,816 million by completing TL 1,1 billion capital increase in October.

DenizBank reported its consolidated net profit of TL 710 million in the first nine months of 2015 while recording TL 614 million unconsolidated net profit. DenizBank recorded 12,9% of consolidated ROE, higher than the sector average of around 10%.

DenizBank took part in the six banks providing EUR 4,5bn loans in total for financing the first phase investments of Istanbul New Airport which is the biggest project of Republic of Turkey and continued its support to economic development by providing EUR 500mn loan.

Differentiating itself with innovative products and applications, DenizBank signed a collaboration agreement with the Bank of China, aiming to ensure collaboration in foreign trade, mergers and acquisitions of investors, trade with local currency and provide support for large infrastructure projects.

Leading and shaping the sector with its service offerings in Pensioner Banking, DenizBank signed a protocol with Social Security Institution (SSI) for conducting the payment of the first pension salaries and bonuses payments through DenizBank and first payments realized in September.

In its 18<sup>th</sup> year, DenizBank will continue to write new success stories together with the Sberbank family, driven by dynamism of being a young bank and self-confidence of the unique success story achieved with a devoted work.

HAKAN ATEŞ THE PRESIDENT AND CEO

#### CHANGES IN SHAREHOLDING STRUCTURE AND PAID-IN CAPITAL

As of 30 September 2015, DenizBank's shareholding structure is presented in the table below. DenizBank's shareholding structure does not contain any cross-shareholdings.

Shareholders	Number of Shares	Nominal Value (TL)	% of Shares
Sberbank of Russia	715.044.303,335	715.044.303	99,85%
Other	33,981	34	0,00%
Publicly Traded	1.055.662,684	1.055.663	0,15%
Total	716.100.000,000	716.100.000	100,00%

Board of Directors of the Bank, as its meeting held on 11 February 2015, has decided:

- To increase the Bank's share capital from 716.100.000.-TL to 1.816.100.000.-TL;
- The increased amount of 1.100.000.000.-TL to be covered as follows:
  - 94.501.078,19.-TL from the Share Premiums,
  - o 3.910.025,59.-TL from the Share Premiums' Inflation Valuation Differences,
  - o 189.164.065,04.-TL from the Inflation Valuation Differences of Paid-In Capital,
  - o 262.424.831,18.-TL from the Revenues from the Sale of Shares in Subsidiaries and Participations, and of Real Estate,
  - o The remaining 550.000.000.-TL to be undertaken in cash by the shareholders and paid before the registration of the share capital increase.

In accordance with the decision of Board of Directors of the Bank regarding the capital increase of our Bank, applications have been made to Capital Markets Board and Banking Regulatory and Supervisory Agency for approval of amendment of the Article 6 "CAPITAL OF THE BANK" of the Bank's Articles of Association and capital increase on 7 April 2015. With the CMB's letter dated 13 May 2015 no 29833736-110.03.02-1136 and the BRSA's letter dated 25 May 2015 no 20008792-101.01.04[71]-E.8055, the amendment of the article was approved. Following the approvals, Ministry of Customs and Trade permitted with the letter no 67300147/431.02 to amend the article in accordance with article 333 of Turkish Commercial Code.

TL 550.000.000 in cash for the capital increase was transferred by the main shareholder Sberbank of Russia to a blocked account in our Bank. In line with the permission dated 06.05.2015 of the Banking Regulation and Supervision Agency, the amount is considered as Tier II capital until capital increase process is finalized.

In accordance with the Board of Directors' decision dated 11 June 2015; Extraordinary General Assembly of our Bank was held on 9 July 2015 regarding the capital increase and it was decided to increase our Bank's capital from TL 716.100.000 to TL 1.816.100.000 and to amend article 6 regarding "CAPITAL OF THE BANK" of the Articles of Association accordingly.

Following the decision of Extraordinary General Assembly, necessary applications were made to the CMB on 13 July 2015 regarding public offering of shares with a nominal value of TL 1.100.000.000 subject to increase and the offering circular related to the capital increase was approved by CMB on 15 September 2015. The preference right period was exercised between 21 September 2015 and 5 October 2015. The unused shares amounting to TL 15.123,301 remaining after use of preference rights was offered to the public on 8-9 October 2015 and the sale of the unused shares on ISE Primary Market was completed on 8 October 2015. With the registration of the resolution of the Extraordinary General Assembly, held on 9 July 2015, related to the decision on the amendment of Article 6

regarding "CAPITAL OF THE BANK" of the Articles of Association of the Bank on 14 October 14 2015, the capital increase was completed. The shareholding structure of the Bank after the capital increase is as follows:

Shareholders	Number of Shares	Nominal Value (TL)	% of Shares
Sberbank of Russia	1.813.422.610,039	1.813.422.610	99,85%
Other	86,175	86	0,00%
Publicly Traded	2.677.303,786	2.677.304	0,15%
Total	1.816.100.000,000	1.816.100.000	100,00%

#### SHARES HELD BY THE MANAGEMENT

DenizBank's President and CEO Hakan Ateş has 28,725 shares, corresponding to 0,000002% of the capital.

#### **CHANGES IN DFSG COMPANIES**

As a result of merger of brokerage and corporate finance services provided to local and international clients within DenizBank Financial Services Group under Deniz Yatırım Menkul Kıymetler A.Ş., a contract was signed between Ekspres Menkul Değerler A.Ş. and Net Holding A.Ş. regarding transfer of CMB-issued capital market activity licenses of our subsidiary Ekspres Menkul Değerler A.Ş., whose operations were temporarily stopped as of 31 December 2013 to a new brokerage company to be established by Net Holding A.Ş. subject to approval of the CMB.

In accordance with the Board of Directors' decision dated 30 June 2015, it was decided to open a representative office of the Bank in Dubai International Finance Center in accordance with the Banking Law numbered 5411 and other relevant regulations, and to authorize the Head Office for the follow up and finalization of all kinds of transactions to be realized with this respect. In this framework, necessary applications were made to the BRSA on 2 July 2015 and the necessary approvals regarding to opening a representative office of the Bank in Dubai were given by BRSA with its decision dated 20 August 2015 no 6419 in accordance with Article 14 of the Banking Law numbered 5411.

The paid-in capital of DenizBank AG, wholly owned subsidiary of DenizBank in Austria, was increased from EUR 159.830.455,63 to EUR 191.830.557,72. On 4 September 2015, DenizBank paid EUR 80.000.475,39 in 100% participate in the capital increase, of which EUR 32.000.102,09 which is incumbent on DenizBank from the capital increase amount be paid into the "Paid-In Capital" account of the subsidiary, and EUR 48.000.373,30 be paid into the "Reserves/Emission Premium" account.

#### AMENDMENTS TO ARTICLES OF ASSOCIATION

In the Extraordinary General Assembly of our Bank that was held on 9 July 2015, it was decided to increase our Bank's capital from TL 716.100.000 to TL 1.816.100.000 and to amend article 6 regarding "CAPITAL OF THE BANK" of the Articles of Association accordingly. Following the registration of the decisions of the related General Assembly on 14 October 2015, Article 6 regarding "CAPITAL OF THE BANK" of the Articles of Association of the Bank was amended.

#### **DONATIONS**

List of donations made by DenizBank in the first nine months of 2015 are as follows:

INSTITUTION NAME	Amount (TL)
İLBANK GENÇLİK VE SPOR KULÜBÜ DERNEĞİ	100.000
TÜRK EĞİTİM DERNEĞİ- TED	56.000
ODTÜ GELiŞTİRME VAKFI	15.000
OTHER	15.813
TOTAL	186.813

#### TYPE AND AMOUNT OF THE CAPITAL MARKET INSTRUMENTS ISSUED

List of capital market instruments issued by DenizBank in 2015 are as follows:

Funding	Amount- TL	Maturity	Issue Date	Maturity Date
Bond	55.000.000	107 days	January 7, 2015	April 24, 2015
Bond	60.000.000	177 days	January 7, 2015	July 3, 2015
Bond	100.000.000	116 days	February 16, 2015	June 12, 2015
Bond	50.000.000	90 days	March 6, 2015	June 4, 2015
Bond	56.000.000	175 days	March 6, 2015	August 28, 2015
Bond	60.000.000	84 days	March 27, 2015	June 19, 2015
Bond	140.000.000	175 days	March 27, 2015	September 18, 2015
Bond	65.000.000	105 days	April 10, 2015	July 24, 2015
Bond	57.637.900	70 days	April 24, 2015	July 3, 2015
Bond	42.362.100	175 days	April 24, 2015	October 16, 2015
Bond	40.000.000	175 days	April 24, 2015	October 16, 2015
Bond	10.000.000	65 days	May 20, 2015	July 24, 2015
Bond	54.000.000	140 days	May 20, 2015	October 7, 2015
Bond	127.485.281	91 days	May 29, 2015	August 28, 2015
Bond	20.217.725	140 days	May 29, 2015	October 16, 2015
Bond	50.000.000	125 days	June 4, 2015	October 7, 2015
Bond	80.000.000	70 days	June 12, 2015	August 21, 2015
Bond	26.000.000	84 days	June 26, 2015	September 18, 2015
Bond	85.000.000	105 days	July 3, 2015	October 16, 2015
Bond	15.000.000	147 days	July 3, 2015	November 27, 2015
Bond	5.000.000	75 days	July 24, 2015	October 7, 2015
Bond	50.000.000	84 days	August 21, 2015	November 13, 2015
Bond	150.000.000	91 days	August 28, 2015	November 27, 2015
Bond	50.000.000	154 days	August 28, 2015	January 29, 2016
Bond	175.000.000	82 days	September 18, 2015	December 09, 2015
Bond	100.000.000	100 days	October 7, 2015	January 15, 2016
Bond	133.000.000	91 days	October 16, 2015	January 15, 2016
Bond	67.000.000	175 days	October 16, 2015	November 27, 2015
TOTAL-Bills-Bonds	1.923.703.006			

#### AMENDMENTS TO RATING NOTES

The amendments to Ratings of DenizBank assigned by Fitch Ratings and Moody's in 2015 are below.

On 16 January 2015, Fitch Ratings revised DenizBanks' Short Term Ratings from 'F3' to 'B', Long Term Ratings from 'BBB-' to 'BB+' and Long Term Ratings' outlook from 'Negative' to 'Stable'. Revising Support Rating from '2' to '3' and National Rating from 'AA+(tur)' to 'AA(tur)', Fitch affirmed Viability Rating as 'bb+'.

On 26 March 2015, Fitch Ratings affirmed DenizBanks' Long Term Ratings as 'BB+' with 'Stable' outlook, National Rating as 'AA(tur)' with 'Stable' Outlook, Short Term Ratings as 'B', Viability Rating as 'bb+' and Support Rating as '3'.

On 27 February 2015, Moody's revised DenizBank's Long Term Deposit Ratings from 'Ba1' to 'Ba2' with 'Negatif' Outlook. DenizBank's Short Term Deposit Ratings-'Not-Prime', Bank Financial Strength Rating (BCA) -'D-(ba3)' were remained unchanged with 'Stable' outlook. This was an action following the lowering of Sberbank's Short and Long Term Deposit Ratings, BFSR and BCA Ratings on 24 February 2015 after Moody's downgrade action on Russia's Short and Long Term Ratings on 20 February 2015.

On 17 March 2015, within the scope of the changes on its bank rating methodology, Moody's announced that BFSR has been withdrawn and BCA will be the only indicator of issuers' standalone intrinsic strength. In this context, DenizBank's BFSR was withdrawn and BCA kept same as 'ba3' in the Credit Opinion dated 15 April 2015. Ratings are as follows:

FitchRatings

Long Term Foreign Currency Deposits	Ba2 / Negative
Short Term Foreign Currency Deposits	Not Prime
Long Term Local Currency Deposits	Ba2 / Negative
Short Term Local Currency Deposits	Not Prime
Baseline Credit Assesment (BCA)	ba3
*As of 27.02.2015	

1 Itorikatings	
Long Term Foreign Currency	BB+ / Stable
Short Term Foreign Currency	В
Long Term Local Currency	BB+ / Stable
Short Term Local Currency	В
Viability	bb+
Support	3
National	AA (tur) / Stable
**As of 26.03.2015	

\*As of 26.03.2015

## DenizBank Financial Services Group 2015 3<sup>rd</sup> Quarter Interim Activity Report

Section II - Management and Corporate Governance

#### SECTION II - MANAGEMENT and CORPORATE GOVERNANCE

#### **BOARD of DIRECTORS**

Title	Name	Position	Beginning-End Date of Tenure
Chairman of the Board of Directors:	Herman Gref	Chairman-Non-executive	Sep 2012- Dec. 2015
Board Members:	Deniz Ülke Arıboğan	Vice Chairman- Independent	Dec 2012- Dec 2015
	Hakan Ateş	Member-Executive	Jun 1997- Dec 2015
	Derya Kumru	Member-Executive	Dec 2012- Dec 2015
	Nihat Sevinç	Member-Independent	Dec 2012- Dec 2015
	Wouter G.M. Van Roste	Member-Non-Executive	Jun 2009- Dec 2015
	Vadim Kulik	Member-Non-executive	Sep 2012- Dec 2015
	Alexander Vedyakhin <sup>(1)</sup>	Member- Non-executive	Nov 2012 - Dec 2015
	Igor Kondrashov	Member-Non-executive	Dec 2012 - Dec 2015
	Artem Dovlatov	Member-Non-executive	Mar 2014 - Dec 2015
	Alexander Morozov	Member-Non-executive	Dec 2012 - Dec 2015
	Sergey Gorkov	Member-Non-executive	Sept 2012- Dec 2015
	Timur Kozintsev <sup>(1)</sup>	Member-Non-executive	July 2013- Dec 2015

Denis Bugrov resigned his duties as of 31 March 2015. No assignment yet. <sup>(1)</sup>Serving as Executive Board Member resident in Turkey, Alexander Vedyakhin will continue this mission as Non-executive Board Member because of the requirements to be located in Moscow as from 01.08.2015. In place of him, Timur Kozintsev, served as Non-executive Board Member, will serve as Executive Board Member resident in Turkey as from 01.08.2015.

#### DenizBank Financial Services Group 2015 3<sup>rd</sup> Quarter Interim Activity Report Section II - Management and Corporate Governance

#### **EXECUTIVE MANAGEMENT**

Title	Name	Position	Experience (years)
President & CEO:	Hakan Ateş	President & CEO	33
	Mehmet Aydoğdu	Corporate Banking, Commercial Banking and Public Finance-EVP	17
	Bora Böcügöz	Treasury, Financial Institutions, Private Banking-EVP	25
	Suavi Demircioğlu	Financial Affairs-EVP	24
	Dilek Duman	Information Technology and Support Operations-EVP-Chief Operations Officer	25
	Murat Çelik	Digital Generation Banking-EVP	22
	Tanju Kaya	Administrative Services-EVP	28
	Mustafa Özel	Branch and Central Operations-EVP	26
	Saruhan Özel	Economic Research, Strategy and Program Management-EVP	18
	Gökhan Sun	SME and Agricultural Banking-EVP	22
	İbrahim Şen	Credit Following and Risk Monitoring-EVP	21
	Selim Efe Teoman	Corporate and Commercial Credits - EVP	20
Executive Vice Presidents:	Ayşenur Hıçkıran	Payment Systems and Non Branch Channels-EVP	18
	Ruslan Abil	Group Reporting and Asset/Liability Management - EVP	18
	Önder Özcan	Managerial Reporting and Budget Planning - EVP	17
	Necip Yavuz Elkin	Human Resources and Deniz Academy-EVP	22
	Burak Koçak	SME Banking- EVP	19
	Oğuzhan Özark	Retail Banking Sales Management - EVP	17
	Cemil Cem Önenç	Private Banking - EVP	18
	Hakan Turan Pala	Corporate and Commercial Credits Analysis - EVP	21
	Ayperi Karahan	Retail, SME and Agricultural Banking Loan Allocation-EVP	27
	Edip Kürşad Başer	Corporate Credit Policies-EVP	25
	Ali Murat Dizdar	Chief Legal Advisor	24
Secretary General:	Kürşad Taçalan	Secretary General	22
	Ramazan Işık	Head of the Board of Internal Audit	15
Internal Systems:	Cem Demirağ	Head of Internal Control Center and Compliance	23
	Sinan Yılmaz	Head of Risk Management	17

#### DenizBank Financial Services Group

2015 3<sup>rd</sup> Quarter Interim Activity Report

Section II - Management and Corporate Governance

#### **COMMITTEES**

#### **Committees Reporting to the Board of Directors**

- Audit Committee
- Corporate Governance and Nomination Committee
- Remuneration Committee
- Credit Committee

Title	Name	Position	Experience/ years
Audit Committee:	Nihat Sevinç	Member	28
	Wouter Van Roste	Member	25
Corporate Governance and Nomination Committee:	Deniz Ülke Arıboğan	Member	28
Nonlination committee.	Timur Kozintsev	Member	15
	Tanju Kaya	Member	28
	Yeliz Koraşlı Özdemir	Member	15
Remuneration Committee:	Sergey Gorkov	Member	20
Kemuneration Committee.	Nihat Sevinç	Member	28
	Alexander Vedyakhin	Member	15
	Derya Kumru	Member	22
Credit Committee:	Hakan Ateş	Member	33
	Sergey Gorkov	Associate Member	20
	Timur Kozintsev	Associate Member	15

#### **Executive Committees**

Assets and Liabilities Com.	Disciplinary Committee	• Executive Committee
• Executive Credit Risk Com.	Purchasing Committee	Management Board
Communications Committee		

#### Within the Context of Corporate Governance;

126 Board decisions, 6 Audit Committee decisions and 8 Corporate Governance and Nomination Committee decisions were adopted between 1 January 2015 and 30 September 2015.

#### **SECTION III- FINANCIAL INFORMATION**

#### **SUMMARY FINANCIAL HIGHLIGHTS**

Summary Consolidated Financial Highlights (TL millions)				
	30.09.2015	31.12.2014	30.09.2014	31.12.2013
Securities <sup>(1)</sup>	11.434	11.664	11.048	7.601
Net Loans <sup>(2)</sup>	77.867	64.564	62.941	56.466
Banks	15.307	12.853	13.702	10.132
Total Assets	110.763	94.403	93.745	79.668
Customer Deposits <sup>(3)</sup>	75.564	61.831	58.427	49.702
Time	58.234	50.462	46.415	39.091
Demand	17.330	11.369	12.012	10.611
Borrowings <sup>(5)</sup>	7.555	7.889	10.618	10.018
Sub-ordinated Loans	5.049	3.923	3.867	2.354
Securities Issued <sup>(5)</sup>	3.183	3.393	3.458	2.587
Shareholders' Equity	7.474	7.161	6.880	6.088
Paid-in Capital	716	716	716	716
Non-cash Loans	25.772	20.452	19.428	18.416
Interest Income	6.144	7.080	5.220	5.454
Interest Expense	-3.174	-3.453	-2.581	-2.443
Net Interest Income after Provisions	1.964	2.675	1.972	1.983
Non-interest Income	1.142	1.276	1.017	1.612
Non-interest Expense	-2.185	-2.736	-1.982	-2.327
Net Income	710	939	777	1.011
	30.09.2015	31.12.2014	30.09.2014	31.12.2013
Number of Branches <sup>(4)</sup>	757	758	745	713
Number of Employees	14.955	14.979	14.829	14.413
Number of ATMs	4.247	3.989	3.868	3.749
Number of POS Terminals	197.525	191.148	197.383	185.980
Number of Credit Cards	3.250.457	3.098.579	3.071.672	2.717.839

All financial figures presented in this table are extracts from the audited consolidated financial statements prepared in accordance with accounting and valuation standards as described in the "Regulation on Principles Related to Banks' Accounting Applications and Preserving the Documents", dated 1 November 2006 which is published in the Official Gazette No.26333, Turkish Accounting Standards and Turkish Financial Reporting Standards.

<sup>(1)</sup> It is the sum of financial assets at fair value through profit or loss (excluding trading purpose derivatives), investment securities available for sale and investment securities held to maturity.

<sup>(2)</sup> Includes factoring and leasing receivables.

<sup>(3)</sup> Excludes bank deposits. (4) Includes subsidiaries' branches

<sup>(5)</sup> Securities issued by Special Purpose Entity DFS Funding Corp. are reported under Securities Issued

Summary Unconsolida	ted Financial H	lighlights (TL	millions)	
	30.09.2015	31.12.2014	30.09.2014	31.12.2013
Securities <sup>(1)</sup>	10.109	9.822	9.158	6.135
Net Loans	51.552	43.096	42.364	38.637
Banks	10.942	9.951	10.977	7.882
Total Assets	82.195	70.931	71.600	60.555
Customer Deposits <sup>(2)</sup>	47.220	41.552	39.409	34.328
Time	36.416	34.188	30.931	26.939
Demand	10.805	7.364	8.479	7.389
Borrowings	8.420	7.508	10.280	9.123
Sub-ordinated Loans	5.049	3.923	3.867	2.354
Securies Issued	1.264	1.622	1.489	1.371
Shareholders' Equity	7.450	7.139	6.853	6.043
Paid-in Capital	716	716	716	716
Non-cash Loans	25.592	20.422	19.379	18.326
Interest Income	4.977	5.744	4.243	4.515
Interest Expense	-2.691	-2.838	-2.114	-2.007
Net Interest Income after Provisions	1.351	2.019	1.504	1.540
Non-interest Income	908	1.072	803	1.092
Non-interest Expense	-1.987	-2.509	-1.819	-2.069
Profit from Investments accounted under equity method	419	603	430	353
Net Income	614	989	806	790
	30.09.2015	31.12.2014	30.09.2014	31.12.2013
Number of Branches	715	716	711	689
Number of Employees	13.102	13.187	13.084	12.822
Number of ATMs	4.247	3.989	3.868	3.749
Number of POS Terminals	197.525	191.148	197.383	185.980
Number of Credit Cards	3.250.457	3.098.579	3.071.672	2.717.839

All financial figures presented in this table are extracts from the audited unconsolidated financial statements prepared in accordance with accounting and valuation standards as described in the "Regulation on Principles Related to Banks' Accounting Applications and Preserving the Documents", dated 1 November 2006 which is published in the Official Gazette No.26333, Turkish Accounting Standards and Turkish Financial Reporting Standards.

<sup>&</sup>lt;sup>(1)</sup> It is the sum of financial assets at fair value through profit or loss (excluding trading purpose derivatives), investment securities available for sale and investment securities held to maturity.

<sup>(2)</sup> Excludes bank deposits

#### ASSESSMENT of FINANCIAL POSITION and RISK MANAGEMENT

DenizBank continues its activities profitably, without compromising asset quality and strengthens its shareholder's equity. The share of the Bank's fixed asset investments in the shareholder's equity is at low levels. DenizBank put its free capital to interest earning assets as part of its core banking activities. DenizBank has a capital adequacy ratio significantly higher than the regulatory requirements thanks to strong and effective risk management.

Shareholders' Equity and Capital Adequacy (TL millions)				
	Consolidated			
	30.09.2015	31.12.2014	30.09.2014	31.12.2013
Capital Adequacy Ratio (%)	12,62	12,87	12,74	12,13
Return on Average Equity (%)	12,9	14,2	16,0	17,2
Free Capital (1)	5.263	5.397	5.186	4.604
Free Capital Ratio (2) (%)	4,75	5,72	5,53	5,78

	Unconsolidated			
	30.09.2015	31.12.2014	30.09.2014	31.12.2013
Capital Adequacy Ratio (%)	15,63	14,09	14,31	12,83
Return on Average Equity (%)	11,2	15,0	16,7	14,3
Free Capital (1)	1.640	2.623	2.512	2.066
Free Capital Ratio <sup>(2)</sup> (%)	2,00	3,70	3,51	3,41

<sup>(1)</sup> Free Capital = Shareholders' Equity - Net Non-performing Loans - Subsidiaries - Deferred Tax Assets - Tangible and Intangible Fixed Assets - Prepaid Expenses - Fixed Assets to be disposed of

<sup>(2)</sup> Free Capital Ratio = Free Capital / Total Assets

Asset Quality				
	Consolidated			
	30.09.2015	31.12.2014	30.09.2014	31.12.2013
Non-performing Loans/Total Cash Loans Ratio (%)	3,7	3,0	3,3	2,8
Non-performing Loans Provision Ratio (%)	100,6	112,4	110,9	120,3
Loan Loss Provisions/ Total Cash Loans Ratio (%)	3,7	3,4	3,6	3,4
Cost of Risk (%)	1,3	1,1	0,9	1,5

	Unconsolidated			
	30.09.2015	31.12.2014	30.09.2014	31.12.2013
Non-performing Loans/ Total Cash Loans Ratio (%)	4,7	3,8	4,1	3,5
Non-performing Loans Provision Ratio (%)	109,2	120,0	119,2	128,0
Loan Loss Provisions/ Total Cash Loans Ratio (%)	5,1	4,6	4,9	4,5
Cost of Risk (%)	1,9	1,5	1,2	2,0

#### **RISK MANAGEMENT POLICIES**

The Risk Management Group carries out comprehensive risk management activities which play a critical role in theidentification of DenizBank's operational strategies. The Group is responsible for creating, auditing and reporting necessary policies and procedures to identify, measure, analyze and monitor risks, which are primarily real or potential risks including the risk/return ratio of cash flows. These policies and procedures follow the principles set by the Bank's executive management and Risk Management Group and approved by the Board of Directors.

Depending on the type of process involved, the Risk Management Group works in collaboration with the Audit Committee, Assets and Liabilities Committee, Credit Committee, Risk Committee, and the Internal Control and Compliance, and Internal Audit Departments as regards both policies and practices.

- >> The Group periodically reports risk analyses to the Audit Committee and Assets and Liabilities Committees so as to guide them in determining and monitoring risk limits and developing risk management strategies.
- >> Monitoring, analysis, assessment and modeling of credit risk are conducted, based on credit type, by the credit allocation departments of the related groups, namely the Credit Committee, Risk Committee and Risk Management Group. Results pertaining to credit risk are reported to the Board of Directors.
- >> While each business unit is responsible for managing its own operational risk, the Risk Management Group sets policies and monitors and reports activities in coordination with the Internal Control, Compliance, and Internal Audit Department. Assessments are performed by the Risk Committee and the Audit Committee.

Risk management policies consist of risk identification, measurement and management processes. DenizBank conducts its banking activities by strictly adhering to risk management policies that aim to analyze risks and manage them within acceptable limits. DenizBank has adopted this as an integral principle in all of its operations to develop systems that comply with Basel II, and other guiding international risk management principles.

DenizBank has formulated risk management policies with regards to Sberbank's Group approach as seen below:

#### Market Risk

The Bank conducts its activities in the money and capital markets in accordance with its risk policies and limits. DenizBank measures market risk using the internationallyaccepted Value at Risk (VaR) method, which is known for its dynamic structure that adapts easily to changing market conditions. VaR quantifies the loss of value that the portfolio of the Bank and its financial subsidiaries might suffer at a given time and confidence interval as a result of fluctuations in risk factors. VaR analyses are supported by scenario analyses and stress tests. This method allows for adaptation to changing market conditions when the risk level is determined. The reliability of the model used in calculating VaR is periodically tested through back testing. The Bank has formulated risk policies and established riskbased limits with regards to its trading activities in money and capital markets.

#### Basel II/Credit Risk

In line with BRSA's regulations on Basel II, the Risk Management Group manages the calculation of legal credit risk weighted assets in the 1.Structural Block, in coordination with the Financial Affairs Group. Within the scope of the 2.Structural Block, the Bank calculates the annual general stress test according to its plans and scenarios; whereas the Internal Capital Assessment Process Report is prepared by Bank management and other departments in coordination. In order to ensure compliance with Basel II credit risk internal assessment methods, the Group participates in the development of the necessary credit risk models and coordinates efforts to integrate these with the data infrastructure. The Group is also in charge of the quality control and reporting of the credit levels yielded by the current internal credit assessment models.

DenizBank manages credit risk under four main groups: Corporate and Commercial Credits Group, Retail, SME and Agricultural Banking Credits Allocation Group, Credit Follow Up and Risk Monitoring Group, Credit Methodologies Group. Corporate and Commercial Credits Group performs credit analysis and allocation on the client basis for wholesale banking customers. Retail, SME and Agricultural Banking Credits Allocation Group while performs credit analysis on portfolio basis for retail banking clients, allocates credits individually. Credit Follow Up and Risk Monitoring Group is responsible for ensuring healthy operation of early warning systems, collection of credits, administrative and legal follow up of the credits. Credit Methodologies Group prepares credit policy and methodology documents, participates at credit risk models development and prepares reports of credit portfolio. Risk and limit controls are being made automatically by core banking system, the internal rating is applied to all clients as a part of credit risk management. Denizbank has 13 credit region offices in order to maintain effective customer and credit risk management.

#### Liquidity Risk

Liquidity adequacy is monitored within defined limits to ensure that the Bank has sufficient liquidity and reserves under any condition. While analyzing liquidity adequacy, any negative developments that may arise as a result of a change in market conditions or customer behavior are taken into account. The adequacy of existing liquidity and reserve opportunities are tested against these worst-case scenarios.

#### Operational Risk

All events bearing operational risk for the Bank and its subsidiaries are recorded in a manner that captures the causes and impacts of events and collections. Events that are frequent or significant are discussed by Internal Control, the Internal Audit Department and the concerned department, and corrective/preventive measures are put into practice. Potential operational risk is assessed by means of Risk and Control Self-Assessment. The adequacy of risk mitigation measures are reviewed during this study and new measures are implemented whenever deemed necessary. The Risk Management Group is also in charge of the coordination of the Business Continuity Program.

#### Structural Interest Rate Risk

The structural interest rate risk exposed to due to the Bank's balance sheet structure is monitored by using advanced models, and assumed risks are controlled through defined limits. Interest sensitivity analyses are conducted to measure the impact of the Bank's maturity mismatch on net present value and income. The structural interest rate risk exposed due to the Bank's balance sheet structure is monitored by using advanced models, and assumed risks are controlled through defined limits.

#### GENERAL OUTLOOK of THE TURKISH ECONOMY and THE BANKING SECTOR

Evaluations regarding the developments in Turkish Economy and banking sector in the first nine months of 2015 have been summarized below.

The fact that Turkey's current account deficit reached 9,7% of the GDP in 2011 as a result of rapid GDP growth at the level of 9% both in 2010 and 2011 pushed authorities starting with the Central Bank of the Republic of Turkey to take some measures to slow down the economy through credit growth; consequently Turkish economy grew by 2,2% in 2012 with a performance below the average growth of the previous 10 years. With the effect of the measures taken, current account deficit decreased by 3,6 points in 2012 down to 6,1% of the GDP while the inflation decreased by 4,3 points to the level of 6,2%. In the year 2013, Turkish economy grew 4,0%, better than in 2012 driven by revival of domestic demand although this growth figure is still below Turkey's potential. Acceleration in GDP growth was accompanied by growing current account deficit, which is a structural problem of Turkey. Upon the current account deficit reaching 8,1% of the GDP in 2013, authorities took a series of measures in the beginning of 2014 such as limiting number of installments for credit card purchasing, introducing the obligation of equity contribution for some types of loans and implementing single, consolidated limit for credit cards of consumers with all issuers in order to curb the current account deficit in a structural way and to develop savings. Furthermore, increase in interest rates on a global scale and deteriorated inflationary expectations upon annual inflation rate reaching 7,4% in Turkey led the Central Bank of the Republic of Turkey to increase the policy rate to 10,0% at the beginning of 2014. As a result of growing global risk appetite and elimination of political uncertainty following elections in Turkey in 2014, policy rate went down to 8,25%. Although interest rates fell gradually to 7,50% at the beginning of 2015, the Central Bank of Turkey continued tight monetary policy due to depreciation of TL and inflation realizing above the Central Banks target of 5%. Showing a weak growth in 2015, retail loans had a growth of 8% in the first nine months of this year.

Parallel to the decrease of internal and external imbalances, rating agencies upgraded sovereign ratings. Fitch Ratings and Moody's upgraded Turkey's long term foreign currency ratings to investment grade of BBB- and Baa3, respectively. Budget discipline was also a supporting drive on rating upgrades. Thus 2014 ended same with a very low budget deficit as 1,3%. As of the first half of 2015, public debt to GDP ratio has been around 34%. Medium Term Program also indicates the fact that this budget discipline will be continued until 2017. Parallel to this view, it will be possible to decrease budget deficit to 0,4% and public debt to GDP will force to levels below 30% in 2018.

Evaluation of the banking sector according to the September 2015 data\*:

-Loan volume (excluding financial sector loans)	TL 1.456 billion
TL Loan volume (excluding financial sector loans)	TL 985 billion
FX Loan volume (excluding financial sector loans)	USD 158 billion
-Deposit Volume (excluding interbank deposits)	TL 1.259 billion
TL Deposit Volume (excluding interbank deposits)	TL 692 billion
FX Deposit Volume (excluding interbank deposits)	USD 190 billion

In the first nine months of 2015, the total loan volume of the banking sector increased by 19% compared to the end of 2014 and by 25% compared to the same period of the previous year and reached TL 1.456 billion. In the first nine months of 2015, mortgage, general purpose, commercial and corporate loans became the segments with priority impact on total loan increase. In the first months of the year, consumer loans indicated a 8% increase compared to 2014 year-end rates, while a 12% increase year-on-year basis. On the other hand, credit card loans increased by 9% in the first nine months of the year. Commercial and corporate loans including SME loans grew by 24%. While completing the year of 2014 at level of 2,88% from its highest level of 5,8% during the crisis, the total NPL ratio increased to 3,0% as at September 2015.

Total deposits reached TL 1.259 billion by increasing 22% compared to the same period of 2014 and 18% according to 2014-end. The sector's total equity rose by 13% y-o-y and 7% y-t-d in the first nine months, reaching TL 247 billion. The net profit of the banking sector in the first nine months was realized as TL 18,6 billion recording a 1% y-o-y decrease.

<sup>\*</sup> Banking sector data are extracts from the BRSA weekly bulletin including participation bank figures.

### **DenizBank Financial Services Group** 2015 3<sup>rd</sup> Quarter Interim Activity Report

#### **FURTHER INFORMATION**

- 1- To view the material disclosures made in Public Disclosure Platform, click the link below:
  - http://www.denizbank.com/en/investor-relations/announcements/default.aspx
- 2- To download DenizBank 30.09.2015 consolidated and unconsolidated financial statements and footnotes click the link below.

  <a href="http://www.denizbank.com/en/investor-relations/financial-information/financial-figures.aspx">http://www.denizbank.com/en/investor-relations/financial-information/financial-figures.aspx</a>
- 3- To download 2014 Annual Report for further information about the main activities of DenizBank click the link below:
  - http://www.denizbank.com/en/investor-relations/annual-reports/default.aspx