

## **DenizBank aims to penetrate the agricultural products market subject to licensed warehousing, in collaboration with TÜRİB**

**Leading among private banks in agriculture with 47% market share, DenizBank has entered into a collaboration with the Turkish Mercantile Exchange (TÜRİB), to strengthen its efforts to provide exclusive offers to farmers in licensed warehouse use. Aiming to enhance the use of Electronic Warehouse Receipts (EWR) and licensed warehousing, the Bank will accept as collateral the bills issued to keep products in licensed warehouses and provide financing to farmers at 100% favourable rates.**

Having offered the largest resource to the agricultural sector after acquiring Tarıřbank in 2003, DenizBank has initiated the practice ensuring that farmers keep their products safely at licensed warehouses at harvest time and benefit from EWR loans at favourable terms.

With this initiative that carried the collaboration between the two institutions even further, the electronic warehouse receipts that farmers receive in return for the products they hand in licensed warehouses can be considered as collateral in the loans they request for their urgent needs, and financing is offered at 100% favourable rates. While the sales can be carried out at TÜRİB instantly through bills, it is another option to have financing by providing them as collateral for loans. Use of such bills as collateral allows penetration to the market as individual investors join licensed warehousing service.

The Bank's collaboration with TÜRİB encompasses sharing knowledge, promotions, providing information and training activities to enhance financing of agricultural sector, widen the use of electronic warehouse receipts and support licensed warehousing system.

### **"We are working to render production sustainable"**

Stating that they have carried their services across Turkey as an institution that assumed a national mission in agriculture, **DenizBank Agricultural Banking Group Executive Vice President Burak Koçak** said, "Serving agriculture is a national matter to us. Since day one, we have been working very hard to boost the income that farmers earn from agricultural activities and to render production sustainable. Keeping products in licensed warehouses and increase their value with Electronic Warehouse Receipts and strengthen producers is something we consider very valuable. With our collaboration with TÜRİB, we are planning to intermediate individual investors to consider agricultural sector as an investment area and ensure that the market becomes deeper. On the other hand, with the technology collaboration within our new fintech subsidiary NEOHUB, which will support the entrepreneurial ecosystem in our country, we are planning to assist TÜRİB on improving the system infrastructure. We have always aimed to be there for producers and tried to be their solution partner, beyond

providing them financing. We will continue to stand by the side of producers and work for agriculture.”

### **“We are supporting activities to extend licensed warehousing for the development of mercantile exchanges”**

**TÜRİB CEO Ali Kırallı** commented on this significant collaboration as follows: “TÜRİB actualised a system in 2019 that takes cash and Electronic Warehouse Receipt clearance under guarantee in the EWR market. Thanks to its secure and transparent market structure, number of its investors exceeded 97.000, transaction volume passed 24 billion TL and transaction amount surpassed 14 billion tons. Licensed warehouses, where products represented by EWR are kept, are one of the main pillars of mercantile exchanges. Currently 148 licensed warehouses serve in 40 provinces, 120 districts and 214 locations, with a storage capacity nearing 8 million tons. We started to publish Agricultural Product Indices this year in July, as the pulse of agriculture and compass for farmers and investors. We support all projects and stakeholders that contribute to agriculture ecosystem. We offer our information and data resources for projects that will provide contribution to financialization of agriculture and access of producers to funding. We care about our collaboration with DenizBank within the framework of extending licensed warehousing and EWR to more people and broadening areas of use and we hope this will bring the best of luck to our sector.”

Farmers and individual investors wishing to invest in agriculture can enjoy the advantages offered throughout the year and get more information from DenizBank branches, [www.denizbank.com](http://www.denizbank.com) and by calling 0850 222 0 800.

#### **About DenizBank**

*DenizBank started its journey when it was acquired by Zorlu Holding in 1997 in the form of banking license from the Privatization Administration. The Bank was acquired by Dexia, one of the leading finance groups of Europe, in October 2006; and then its shares were sold to Russia’s largest bank SberBank on September 28, 2012. As of July 31, 2019, the Bank was transferred to ENBD, again one of the largest institutions in its region.*

*Aiming to create a “financial supermarket” gathering various financial services under one roof, DenizBank Financial Services Group has 717 branches in total including the branches of subsidiaries and over 14 thousand employees operating in 81 provinces of Turkey; six domestic and three international financial subsidiaries, six domestic non-financial subsidiaries and a branch in Bahrain. DenizYatırım, Deniz GYO, DenizPortföy Yönetimi, DenizLeasing, DenizFaktoring, Hızlı Öde, Intertech, NEOHUB, DenizKültür, Ekspres Bilgi İşlem ve Ticaret, Açık Deniz Radyo-TV and Bantaş are the domestic subsidiaries of the Group, and Eurodeniz, DenizBank AG and DenizBank Moscow are the international subsidiaries.*

#### **About TÜRİB (Turkish Mercantile Exchange)**

*Founded in June 2018, TÜRİB operates in stockbroking activities to conduct trading of electronic warehouse receipts issued by licensed warehouse operators and forward transaction agreements based on electronic warehouse receipts.*

*TÜRİB collaborates with the Union of Chambers and Commodity Exchanges of Turkey (TOBB), Ministry of Trade of the Republic of Turkey, Ministry of Agriculture and Forestry of the Republic of Turkey, Ministry of Treasury and Finance of the Republic of Turkey and other stakeholders in areas such as*

*digitisation of food supply chain from field to fork, extending electronic warehouse receipts to more people, developing contracted agriculture and licensed warehousing.*

*PRODUCTS GET CULTIVATED IN THE FIELD, CAPITALIZED ON AT THE EXCHANGE.*