

**DenizBank announces 2011 year-end financial figures:**

## **DenizBank Financial Services Group CEO Mr. Hakan Ateş:**

**“ DenizBank has become a champion in profit increase growing its net profit by 72% reaching TL 1 billion 61 million whereas the sector shrank by 10% in 2011”**

**DenizBank** Financial Services Group CEO Mr. **Hakan Ateş** stated “We have opened **88 new branches to become the highest networking bank among all** and became the private bank to **create the highest employment with 1.199 new bank staff** in 2011. We have reached **600** branches and **10.826** staff in 80 cities of Turkey along with those abroad. We continue to offer contribution to the economy with the workforce we create and the financing we provide while we grow. This success achieved with the collective wisdom of DenizBank management is a note to be put in banking history”.

On a year-on-year and consolidated basis, Ateş said that the Group;

- Grew its assets by 32% to reach TL 44 billion 756 million,
- Grew its equity by 27% outperforming the sector more than twice to reach TL 4 billion 641 million,
- Grew its deposits by 34% outperforming the sector approximately thrice to reach TL 26 billion 499 million,
- Grew its cash loans by 30% to reach TL 30 billion 947 million and its non-cash loans to reach TL 10 billion 111 million,
- and grew its net profit by 72% to reach TL 1 billion 61 million and came first among all banks with a 26% return on equity.

**Ateş: “By focusing on real banking activities, we created customized solutions for our customers’ needs and continued to transfer our resources to real sector in order to support the development of our country’s economy”**

Stating that as DenizBank they are aware of the significance of investment in Turkey and that they created new resources for this purpose Ateş said, “In 2011, as a result of our correspondent relations and our credibility in international markets; by renewing our syndicated loan which reached maturity with 100% ratio and without changing the cost, we secured 650 Million USD for the foreign trade financing of the real sector. With the securitization transaction that is the largest financing of the year and which we were nominated for the award “The Securitization Issuance of the Year”, we secured 300 Million Euro funding for the financing of Agriculture and SME credits to prioritize renewable energy loans and we also created a long term funding of TL 2.5 Billion from International Investment and Development Banks for our customers in Agriculture, SME and public sector, that is for the development of the Turkish economy” and stressed that DenizBank **realized 21% of the funding** secured in this field by the banking sector **on its own**.

Speaking about the bank bill and bond issuance they realized besides funding secured from international institutions with the purpose of supporting DenizBank’s priority sectors Ateş said, “We completed the first of our bank bill and bond issuance for which we obtained a permit of up to 2 Billion TL as TL 500 Million in May 2011 and the second one as TL 300 million in November 2011. With the high rate subscriptions, we reinforced the trust placed in our Bank once again”.

Hakan Ateş continued his speech stating: “We managed to increase our customer deposit which is our main source of funding, with a performance far above the sector average, owing to our customer-oriented approach and to the customer base that we expanded with our growing branch network. As a result of the efficient transfer to economy, of fund raised with our wide range of products, we increased our credits in all segments, commercial, SME and retail banking taking the lead”.

Ateş also stated that, DenizBank, by adding new ones to the innovative products it had brought into the sector in 2011 with collaborations it established by paying attention to customers’ demands, opened the first bank branch of Facebook, by realizing the integration of PTT closed system with the banking system, it undersigned one of the biggest business

partnerships of the Turkish finance sector and within the framework of this cooperation, increased the number of ATMs to 2.370, number of debit cards to 4,2 million and thus increased its market share to 7,1% and reached the highest growth rate of the sector in this field.

**“We maintained our leadership in commercial cards market”**

Ateş said “We maintained our leadership in commercial cards market through ‘SME Card’ dedicated to SMEs, ‘Producer Card’ and ‘Farmer Card’ dedicated to agricultural producers, ‘Smart Card’ dedicated to artisans and craftsmen, ‘Cash Card’ dedicated to companies in corporate and commercial segments and other products of ours, all of which we produced with our service understanding specific to the sector in commercial cards and our approach aiming at creative solutions. Furthermore, we remained our leadership among private banks in the field of agricultural loans thanks to our investments in agriculture sector, which we consider as part of our corporate social responsibility and the facilities we provided to our producers.”

As an important supporter of culture and arts, DenizBank continued during 2011 to sponsor İstanbul State Symphonic Orchestra, TORC (Turkish Off-Shore Racing Club) and 2<sup>nd</sup> International Opera Festival of Istanbul. Besides its support for agriculture, DenizBank continues to contribute to development of the society from a social and cultural perspective with its book projects and photography contests.