

## **Strategic collaboration between DenizBank and Dedeman Holding**

- **Within the strategic collaboration, Dedeman Holding utilized a project finance loan of USD 175 Million. DenizBank will be the intermediary in all banking services to Dedeman Holding within the scope of the agreement.**
- **DenizBank CEO Hakan Ateş said, "The DenizBank-Dedeman relationship which has continued for a long time is now on a stronger platform with this collaboration agreement".**
- **Dedeman Holding Chairman of the Board of Directors Murat Dedeman stated, "2013 and 2014 will be the beginning of a new era whereby the Dedeman Group will open new hotels within its two brands in hotel business, Dedeman and Dedeman Park, realize new breakthroughs in mining".**

Differentiating itself with its innovative products and services, **DenizBank** went on for a strategic collaboration with **Dedeman Holding**, one of the leading corporations of Turkey. The press conference on the strategic collaboration between the two institutions was held on Tuesday January 8<sup>th</sup>, 2012 at Dedeman Istanbul. DenizBank CEO **Hakan Ateş**, Dedeman Holding Chairman of the Board of Directors **Murat Dedeman**, Dedeman Holding Deputy Chairman of the Board of Directors **Nazire Dedeman Çağatay** and DenizYatırım Executive Board Member **Cafer Bakırhan** attended the meeting. Within the scope of the collaboration between DenizBank and Dedeman Holding with an important potential in all their investments primarily mining and hotel business, agreement was reached on the project finance of a total of USD 175 Million, comprising mostly of projects and with maturity of up to 10 years. The agreement authorizes DenizYatırım for all capital market transactions of Dedeman Holding from now onwards. Within the scope of the agreement, DenizBank will be the intermediary to Dedeman Holding in all banking transactions.

### **Not only a credit agreement, but a strategic partnership**

Speaking at the press conference, DenizBank CEO Hakan Ateş stressed that the project finance they provided would ensure that new projects of Dedeman Holding flourish. Expressing that "This is not only a credit agreement, but a step for strategic partnership at the same time", Hakan Ateş drew attention to the fact that the collaboration would enhance the value Dedeman Holding adds to our country's economy. Ateş said, "The DenizBank-Dedeman relationship which has continued for a long time is now on a stronger platform with this collaboration agreement. This collaboration has a wide spectrum that includes the

financing of new investments, public offering of business lines developed under Dedeman brand and introducing with domestic and foreign strategic partners”.

Emphasizing that DenizBank’s support to mining and real estate sectors, primarily tourism will increase with each passing day, Hakan Ateş said, “Having continued its activities in tourism, mining and real estate fields since 1900s with approximately 2.600 employees, Dedeman Holding is a very important actor in all sectors it is active in, especially tourism. DenizBank takes tourism, mining and real estate as important sectors. Taking into consideration dynamics, needs and cash flow; the tourism sector is a field that requires special care and interest in banking and addresses many subsectors such as hotel accommodation, restaurant, catering. Our bank has reached some remarkable figures as a result of working with investors that support the service industry. For our country to attain its tourism targets, our bank’s resources are offered for the investors’ services in new facility investments, renovation investments, project finance, financing of working capital loan and many areas where there is credit need. We believe that our credit share in the market will increase even more with the support of DenizBank under Sberbank roof towards tourism sector.”

During his speech at the press conference, Dedeman Holding Chairman of the Board of Directors Murat Dedeman said, “As Dedeman Group with an important potential in all fields of investment, primarily mining and hotel business, we are signing a very effective agreement with DenizBank A.Ş and DenizYatırım A.Ş. Our main purpose in realizing this agreement is to ensure Dedeman Group’s important projects that will provide added value to our country are actualized. As Dedeman Group, we begin a strategic collaboration with this new agreement we realize with DenizBank. This collaboration has a wide spectrum that includes the financing of new investments, public offering of business lines developed under Dedeman brand and enhancing cooperation with domestic and foreign strategic partners. DenizBank-Dedeman relationship which has continued for long years is now on a stronger platform with this collaboration agreement and serves the strengthening of both brands”.

Informing about the new projects they will carry out in the upcoming period, Dedeman Holding Chairman of the Board of Directors Murat Dedeman said that 2013 and 2014 would be the beginning of a new era whereby the Dedeman Group will open new hotels within its two brands in hotel business, Dedeman and Dedeman Park. He stated that they would open Dedeman Arbil and Dedeman Park Gaziantep hotels in the first half of 2013; Dedeman Bostancı and Dedeman Park Bostancı, built as adjacent towers in Istanbul Bostancı, and Dedeman Oskemen in Kazakhstan in the second half of the same year. He stated that they would open Dedeman Park İzmailova in Moscow and Dedeman Park Levent which will operate in a very important location of Istanbul in 2014. He said that in 2013 and 2014, they would continue their works in mining for the actualization of the lead-zinc-silver underground mine and concentrate facility to be built in Balıkesir Balya and opencast mine and concentrate facility in the chromium facilities in Adana Aladağ.

### **About DenizBank**

*DenizBank was established in 1938 as a state economic enterprise aimed at funding of the developing Turkish maritime sector. In the early 1997, DenizBank was acquired by the Zorlu Holding in the form of banking license from the Privatization Administration and in October 2006, a leading European financial group, Dexia incorporated it to its structure. For 6 years, DenizBank operated in Dexia's main shareholding and since 28 September 2012, continues providing services under the umbrella of Russia's largest and well-rooted bank, Sberbank. DenizBank has become one of the remarkable banks of Turkey in a short period of time. DenizBank Financial Services Group was established in 2003 in order to create a "financial supermarket" accumulating various financial services under one roof. There are totally 614 branches within DenizBank Financial Services Group operating in 81 provinces of Turkey and abroad employing 11.382 people. DenizBank Financial Services Group consists of DenizBank, six domestic and three international financial subsidiaries, four domestic non-financial subsidiaries and a branch in Bahrain. Deniz Investment Securities, Express Investment Securities, DenizInvestment Trust, DenizPortfolio Management, DenizLeasing, DenizFactoring, Intertech, Deniz Kültür, Bantaş and Pupa are the group's domestic subsidiaries while Eurodeniz, DenizBank AG and DenizBank Moscow are its international subsidiaries.*

### **About Sberbank**

*Sberbank is the largest bank of Russia that holds about the third of total Russian banking assets. The Central Bank of the Russian Federation is the founder and major shareholder of Sberbank owning 50% plus one voting share. Other shares are held by more than 245,000 individuals and legal entities. The bank has the most extensive branch office network in Russia: about 19,000 branch offices and internal structural divisions. The foreign network of the Bank is comprised of subsidiaries, branch offices and representative offices in 20 countries, including CIS countries, Central and Eastern Europe, and Turkey. In September 2012, Sberbank closed the deal on acquiring DenizBank, which is ranked as the 6th among private banks in Turkey and the 9th among Turkish domestic banks by the amount of total consolidated assets. Sberbank has the General Banking License issued by the Bank of Russia – No. 1481. The bank's official website is [www.sberbank.ru](http://www.sberbank.ru)*

### **About Dedeman Holding**

*With a foundation dating back to 1900s, today constantly developing and growing within its own structure; Dedeman Group has considered Tourism, Mining and Real Estate as its primary line of business and has continued its activities with its 2.600 employees. Dedeman Holding considers its entrepreneurial and pioneering characteristics and investments to assets, human resources, management and information systems in its long-standing history as the most important resources that can shape the future of our country.*

*Founded in 1947 in Pınarbaşı/ Toruntepe, Kayseri; Dedeman Mining works constantly to shape its development in line with the needs of the sector, unearth Turkey's rich mines and ensure that they return to the economy. With the mission "to leave a "value" for tomorrow by utilizing the underground and overland treasures of Turkey" as underlined by its founder Mehmet Kemal Dedeman and with the pride of being one of the pioneering and well founded mining institutions in Turkey, it continues its activities with the philosophy of "environmentally friendly production at modern facilities".*

*Dedeman Group began its tourism activities with Dedeman Ankara opened in 1966 and continued its investments with Dedeman İstanbul, Antalya, Cappadocia, Palandöken, Rize, Park Antalya, Diyarbakır, Silk Road Tashkent, Palandöken Ski Lodge, Konya, Şanlıurfa, Gaziantep, Zonguldak and Dedeman Park Denizli Hotels. Accomplishing another breakthrough with Dedeman Park Denizli opened in April 2012, Dedeman Hotels & Resorts International has had the pride of being Turkey's first hotel chain that developed its second hotel brand. Serving with its "Traditional Dedeman Hospitality" in its 15 hotels within and outside the country, Dedeman Hotels & Resorts International is one of the hotel brands with the most long-standing history and the most widespread hotel chain of Turkey. It serves its customers with approximately 4000 rooms and over 7000 bed capacity, expert employees and great experience.*