Consolidated Financial Statements As at and for the Year Ended 31 December 2013 With Independent Auditors' Report



## TABLE OF CONTENTS

|  | Page |
|--|------|
| Independent Auditors' Report                   |      |
| Consolidated Statement of Financial Position   | 1    |
| Consolidated Income Statement                  | 2    |
| Consolidated Statement of Comprehensive Income | 3    |
| Consolidated Statement of Changes in Equity    | 4    |
| Consolidated Statement of Cash Flows           | 5    |
| Notes to the Consolidated Financial Statements | 6-63 |



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#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors of Tekstil Bankası Anonim Şirketi:

#### Report on the consolidated financial statements

We have audited the accompanying consolidated financial statements of Tekstil Bankası Anonim Sirketi ("the Bank") and its subsidiary (together referred as "the Group"), which comprise the consolidated statement of financial position as at 31 December 2013, the consolidated income statement, consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### Management's responsibility for the consolidated financial statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards and for such internal control as management determines is necessary to enable preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditors' responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the consolidated financial statements give a true and fair view of the consolidated financial position of the Group as at 31 December 2013, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards.

#### Other matter

The financial statements of the Bank and its subsidiary included in the scope of consolidation prepared as of 31 December 2012 in accordance with International Financial Reporting Standards were audited according to auditing principles and rules by another audit firm. In its independent auditor's report dated March 1, 2013, the mentioned audit firm expressed an unqualified opinion on the financial statements of the Bank and its subsidiary included in the scope of consolidation prepared as of December 31, 2012, expressing that the consolidated financial statements give a true and fair view of the consolidated financial position of the Group as at 31 December 2013, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards.

Güney Bağımsız Denetim ve Serbest Muhasebeci Mali Müşavirlik Anonim Şirketi A member firm of Ernst& Young Global Limited

Fatma Ebru Yücel, SMMM Partner

27 February 2014 Istanbul, Turkey

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION At 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

|  | Notes | 2013      | 2012      |
|--|-------|-----------|-----------|
| ASSETS   |       |           |           |
| Cash and balances with the Central Bank              | 6     | 450,273   | 362,834   |
| Deposits with other banks and financial institutions | 6     | 76,403    | 117,536   |
| Money market receivables                             | 6     | -         | 3,000     |
| Trading securities                                   | 7     | 1,481     | 2,045     |
| Derivative financial instruments                     | 18    | 14,518    | 3,775     |
| Loans and advances to customers                      | 9     | 2,801,740 | 2,647,376 |
| Investment securities - available-for-sale           | 8     | 388,948   | 329,402   |
| Property and equipment                               | 10    | 16,445    | 94,216    |
| Intangible assets                                    | 11    | 1,902     | 1,625     |
| Deferred tax assets                                  | 16    | 8,327     | 6,217     |
| Other assets   | 12    | 69,425    | 99,029    |
| Total assets   |       | 3,829,462 | 3,667,055 |
| LIABILITIES  |       |           |           |
| Deposits from banks                                  | 13    | 19        | 53,569    |
| Deposits from customers                              | 13    | 2,521,794 | 2,656,509 |
| Other money market deposits                          | 13    | 258,597   | 11,156    |
| Derivative financial instruments                     | 15    | 6,192     | 2,489     |
| Funds borrowed                                       | 14    | 341,000   | 249,101   |
| Income tax payable                                   | 16    | 109       | 3,319     |
| Provisions   | 10    | 21,832    | 15,441    |
| Other liabilities                                    | 15    | 74,403    | 93,374    |
| Total liabilities                                    |       | 3,223,946 | 3,084,958 |
| EQUITY   |       |           |           |
|  |       |           |           |
| Equity attributable to equity holders of the parent  | 10    | 120.000   | 100 000   |
| Share capital issued                                 | 18    | 420,000   | 420,000   |
| Adjustment to share capital                          |       | 4,108     | 4,108     |
| Share capital premium                                |       | 184       | 184       |
| Fair value reserves                                  |       | 191       | 17,057    |
| Revaluation surplus on buildings                     |       | 4,876     | 33,416    |
| Legal reserves and retained earnings                 | 19    | 176,157   | 107,332   |
| Fotal equity   |       | 605,516   | 582,097   |
| Fotal liabilities and equity                         |       | 3,829,462 | 3,667,055 |

## CONSOLIDATED INCOME STATEMENT For the year ended 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

|   | Notes | 2013                           | 2012                                  |
|---|-------|--------------------------------|---------------------------------------|
| Interest income   |       |                                |                                       |
| Interest on loans and advances  |       | 260,840                        | 301,801                               |
| Interest on securities  |       | 32,442                         | 36,836                                |
| Interest on deposits with other banks and financial institutions                                      |       | 1,591                          | 1,294                                 |
| Interest on other money market placements   |       | 25                             | 255                                   |
| Other interest income   |       | 696                            | 589                                   |
| ould interest income  |       | 0)0                            | 507                                   |
| Total interest income   |       | 295,594                        | 340,775                               |
| Interest expense  |       |                                |                                       |
| Interest on deposits  |       | (130,065)                      | (168,096)                             |
| Interest on funds borrowed  |       | (10,422)                       | (9,588)                               |
| Interest on other money market deposits   |       | (9,799)                        | (10,459)                              |
| Other interest expense  |       | (15,134)                       | (14,775)                              |
| Total interest expense  |       | (165,420)                      | (202,918)                             |
|   |       | 120.174                        | 127.057                               |
| Net interest income   |       | 130,174                        | 137,857                               |
| Net impairment of loans and advances and credit related   |       |                                |                                       |
| commitments   | 9     | (52,370)                       | (30,624)                              |
| Net interest income after provision for impairment of loans   |       |                                |                                       |
| and advances  |       | 77,804                         | 107,233                               |
| Foreign exchange gain/(loss), net   |       | (2,281)                        | (421)                                 |
| Net interest income after foreign exchange gain and provision   |       |                                |                                       |
| for impairment of loans and advances  |       | 75,523                         | 106,812                               |
| Other operating income  |       |                                |                                       |
| Fee and commission income   | 23    | 10,646                         | 11,027                                |
| Income from banking services  | 23    | 17,255                         | 13,509                                |
| Net trading income  | 8,25  | 9,870                          | 16,348                                |
| Other income  | 26    | 55,294                         | 5,780                                 |
| Other income  | 20    | 55,294                         | 5,780                                 |
|   |       | 93,065                         | 46,664                                |
| Other energing expenses   |       |                                |                                       |
| Other operating expenses  | 22    | $(1 \ 274)$                    | (1 2 9 7)                             |
| Fee and commission expense  | 23    | (4,274)                        | (4,387)                               |
| Salaries and employee benefits  | 27    | (73,378)                       | (72,189)                              |
| Depreciation and amortization   | 10,11 | (1,989)                        | (3,482)                               |
| Taxes other than on income  | 20    | (8,187)                        | (4,996)                               |
| Concerned and a descinization and a second second   | 28    | (27,855)<br>(11,086)           | (26,916)                              |
|   |       | (11.086)                       | (5,254)                               |
|   | 29    | (11,000)                       | (0,201)                               |
|   | 29    | (126,769)                      | (117,224)                             |
| Other expenses  | 29    |                                |                                       |
| General and administrative expenses Other expenses Profit from operating activities before income tax |       | (126,769)<br>41,819            | (117,224)<br><b>36,252</b>            |
| Other expenses Profit from operating activities before income tax Income tax – current                | 16    | (126,769)<br>41,819<br>(4,643) | (117,224)<br><b>36,252</b><br>(5,094) |
| Other expenses Profit from operating activities before income tax                                     |       | (126,769)<br>41,819            | (117,224)<br><b>36,252</b>            |

### CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME For the year ended 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

|  | Notes | 2013     | 2012    |
|--|-------|----------|---------|
| Attributable to:   |       |          |         |
| Equity holders of the Bank                                 |       | 39,328   | 29,216  |
| Non-controlling interest                                   |       | -        | -       |
| Profit for the year  |       | 39,328   | 29,216  |
| Earnings per share (Kurus)                                 | 21    | 0.94     | 0.70    |
| Other comprehensive income, net of income tax              |       |          |         |
| Fair value reserves (available-for-sale financial assets)  |       |          |         |
| Change in fair value                                       |       | (20,103) | 20,730  |
| Amount transferred to profit or loss                       |       | (978)    | (141)   |
| Tax related to gain/loss recognized under equity           |       | 4,215    | (4,113) |
| Net change in fair value reserves                          |       | (16,866) | 16,476  |
| Revaluation surplus on buildings                           |       | 1,007    | 15,344  |
| Tax related to gain/loss recognized under equity           |       | (50)     | (767)   |
| Net change in revaluation on buildings                     |       | 957      | 14,577  |
| Other comprehensive income for the year, net of income tax |       | (15,909) | 31,053  |
| Total comprehensive income for the year                    |       | 23,419   | 60,269  |
| Attributable to:<br>Equity holders of the Bank             |       | 23,419   | 60,269  |
| Non-controlling interest                                   |       |          |         |

#### CONSOLIDATED STATEMENT OF CHANGES IN EQUITY For the year ended 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

|   |       | Attributable to equity holders of the parent |                                   |                             |                        |  |                                      |                  | Non-controlling<br>Interest | Total<br>Equity  |
|---|-------|--|-----------------------------------|-----------------------------|------------------------|--|--------------------------------------|------------------|-----------------------------|------------------|
|   | Notes | Share capital                                | Adjustment<br>to share<br>capital | Share<br>capital<br>premium | Fair value<br>Reserves | Revaluation<br>surplus on<br>buildings | Legal reserves and retained earnings | Total            |                             |                  |
| At 1 January 2012   |       | 420,000                                      | 4,108                             | 184                         | 581                    | 18,839                                 | 78,116                               | 521,828          | -                           | 521,828          |
| <b>Comprehensive income for the year</b><br>Profit for the year   |       | -  | -                                 | -                           | -                      | -                                      | 29,216                               | 29,216           | -                           | 29,216           |
| <b>Other comprehensive income</b><br>Net change in available-for-sale investments<br>Revaluation surplus on buildings | 10    | -  | -                                 | -                           | 16,476                 | -<br>14,577                            | -                                    | 16,476<br>14,577 | -<br>-                      | 16,476<br>14,577 |
| Total comprehensive income for the year   |       | -  | -                                 | -                           | 16,476                 | 14,577                                 | 29,216                               | 60,269           | -                           | 60,269           |
| At 31 December 2012 / 1 January 2013  |       | 420,000                                      | 4,108                             | 184                         | 17,057                 | 33,416                                 | 107,332                              | 582,097          |                             | 582,097          |
| <b>Comprehensive income for the year</b><br>Profit for the year   |       | -  | -                                 | -                           | -                      | -                                      | 39,328                               | 39,328           | -                           | 39,328           |
| Other comprehensive income<br>Net change in available-for-sale investments<br>Revaluation surplus on buildings        | 10,19 | -  | -                                 | -                           | (16,866)               | (28,540)                               | -<br>29,497                          | (16,866<br>957   | ) -                         | (16,866)<br>957  |
| Total comprehensive income for the year   |       | -  | -                                 |                             | (16,866)               | (28,540)                               | 68,825                               | 23,419           | -                           | 23,419           |
| At 31 December 2013   |       | 420,000                                      | 4,108                             | 184                         | 191                    | 4,876                                  | 176,157                              | 605,516          | _                           | 605,516          |

### CONSOLIDATED STATEMENT OF CASH FLOWS For the year ended 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

|  | Notes | 2013      | 2012      |
|--|-------|-----------|-----------|
| Cash flows from operating activities                               |       |           |           |
| Interest received  |       | 286,443   | 329,872   |
| Interest paid  |       | (165,950) | (211,427) |
| Fees and commissions received                                      |       | 10,621    | 11,136    |
| Income from banking services                                       |       | 16,194    | 15,668    |
| Trading income   |       | 10,371    | 15,929    |
| Fees and commissions paid  |       | (4,274)   | (4,387)   |
| Cash payments related to employee benefits and similar items       |       | (72,802)  | (69,743)  |
| Net cash paid for other operating activities                       |       | (67,672)  | (36,876)  |
| Income taxes paid  |       | (6,780)   | (10,396)  |
| Cash flows from operating activities before changes in operating   |       |           |           |
| assets and liabilities   |       | 6,151     | 39,776    |
| Changes in operating assets and liabilities                        |       |           |           |
| Trading securities   |       | 363       | (307)     |
| Reserve deposits at Central Bank                                   |       | (58,430)  | 8,804     |
| Loans and advances   |       | (211,592) | (187,283) |
| Other assets   |       | 27,897    | 18,348    |
| Deposits from banks  |       | (53,498)  | 53,345    |
| Deposits from customers  |       | (134,481) | 207,390   |
| Other money market deposits  |       | 247,363   | (115,017) |
| Other liabilities  |       | (17,985)  | (6,751)   |
| Net cash (used in) by operating activities                         |       | (200,363) | (21,471)  |
| Cash flows from investing activities                               |       |           |           |
| Purchases of available for sale securities                         |       | (140,714) | (210,875) |
| Proceeds from sale and redemption of available for sale securities |       | 73,899    | 260,026   |
| Proceeds from sale of assets to be disposed of                     |       | 11,187    | 7,216     |
| Purchases of property and equipment                                | 10    | (769)     | (2,543)   |
| Proceeds from the sale of property and equipment                   | 10    | 125,302   | (2,343)   |
| Purchase of intangible assets                                      | 11    | (750)     | (360)     |
| i dichase of intangible assets                                     | 11    | (750)     | (300)     |
| Net cash provided by / (used in) investing activities              |       | 68,155    | 54,620    |
| Cash flows from financing activities                               |       |           |           |
| Proceeds from funds borrowed                                       |       | 711,743   | 448,609   |
| Repayments of funds borrowed                                       |       | (619,522) | (440,011) |
| Net cash provided by financing activities                          |       | 92,221    | 8,598     |
| Effect of exchange rates on cash and cash equivalents              |       | 18,713    | (623)     |
| Net increase in cash and cash equivalents                          |       | (15,123)  | 80,900    |
| Cash and cash equivalents at the beginning of year                 |       | 393,703   | 312,803   |
| Cash and cash equivalents at the end of year                       | 6     | 378,580   | 393,703   |

#### Index for notes to the consolidated financial statements

|     |                                       | Page |
|-----|---------------------------------------|------|
|     |                                       |      |
| 1.  | Corporate information                 | 7    |
| 2.  | Significant accounting policies       | 7    |
| 3.  | Segment information                   | 25   |
| 4.  | Financial risk management             | 26   |
| 5.  | Fair value of financial instruments   | 41   |
| 6.  | Cash and balances with Central Bank   | 43   |
| 7.  | Trading securities                    | 45   |
| 8.  | Investment securities                 | 45   |
| 9.  | Loans and advances                    | 46   |
| 10. | Property and equipment                | 48   |
| 11. | Intangible assets                     | 49   |
| 12. | Other assets                          | 50   |
| 13. | Deposits                              | 50   |
| 14. | Funds borrowed                        | 51   |
| 15. | Other liabilities and provisions      | 52   |
| 16. | Income taxes                          | 54   |
| 17. | Derivatives                           | 56   |
| 18. | Share capital                         | 58   |
| 19. | Legal reserves and retained earnings  | 58   |
| 20. | Dividends paid and proposed           | 59   |
| 21. | Earnings per share                    | 59   |
| 22. | Related party disclosures             | 59   |
| 23. | Fee and commission income and expense | 60   |
| 24. | Income from banking services          | 60   |
| 25. | Net trading income                    | 61   |
| 26. | Other income                          | 61   |
| 27. | Salaries and employee benefits        | 61   |
| 28. | General and administrative expenses   | 61   |
| 29. | Other expenses                        | 62   |
| 30. | Commitments and contingencies         | 62   |
| 31. | Events after the reporting period     | 63   |

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 1. CORPORATE INFORMATION

#### General

Tekstil Bankası Anonim Şirketi (a Turkish joint stock company – "Tekstilbank" or "the Bank") was incorporated on 29 April 1986 under the Turkish Banking and Commercial Codes and registered in Istanbul. Certain ordinary shares of the Bank, representing 24.50% of the total, are listed on the Borsa Istanbul (formerly known as Istanbul Stock Exchange) since May 1990.

The registered office address of the Bank is located at Maslak Mahallesi Büyükdere Caddesi, No. 247, Şişli 34398 Istanbul/Turkey.

The parent and the ultimate parent of the Bank is GSD Holding A.Ş.

#### Nature of Activities of the Bank / Group

For the purposes of the consolidated financial statements, the Bank and its subsidiary are together referred to as "the Group".

The operations of the Group consist of corporate, commercial and retail banking services, international transactions and securities trading in capital markets, which are conducted mainly with local customers.

The information related to the subsidiary included in consolidation and effective shareholding percentages of the Group at 31 December 2013 is as follows:

|  | Place of<br>Incorporation | Principal<br>Activities | r i i i i i i i i i i i i i i i i i i i |       |
|--|---------------------------|-------------------------|---|-------|
| Tekstil Yatırım Menkul Değerler A.Ş. ("Tekstil Yatırım") | Istanbul/Turkey           | Brokerage               | 99.92                                   | 99.92 |

As at 31 December 2013, the Bank has 44 branches located close to industrial zones of Turkey (2012 – 44 branches).

As at 31 December 2013 and 2012, the number of employees is:

|            | 2013 | 2012 |
|------------|------|------|
| The Bank   | 853  | 841  |
| Subsidiary | 51   | 49   |
| Total      | 904  | 890  |

## 2. SIGNIFICANT ACCOUNTING POLICIES

#### 2.1 Basis of Presentation of these financial statements

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS"). They have been prepared from statutory financial statements of the Bank and its subsidiary in Turkish Lira ("TL") with adjustments and certain reclassifications for the purpose of fair presentation in accordance with IFRS.

The consolidated financial statements have been prepared under the historical cost convention except for the following material items in the statement of financial position which are measured at fair value:

- derivative financial instruments
- financial instruments at fair value through profit or loss
- available-for-sale financial instruments
- buildings recorded under property and equipment

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.1 Basis of Presentation of These Financial Statements (continued)

The Bank maintains its books of accounts and prepares its statutory financial statements in accordance with the Banking Law and the "Regulation on the Procedures and Principles for Accounting Practices and Retention of Documents by Banks" published in the Official Gazette No. 26333 dated 1 November 2006, which refers to Turkish Accounting Standards and Turkish Financial Reporting Standards issued by the Public Oversight Accounting and Auditing Standards Authority, formerly known as Turkish Accounting Standards Board. Additional explanations and notes related to them and other decrees, notes and explanations related to accounting and financial reporting principles published by the Banking Regulation and Supervision Agency ("BRSA") and other relevant rules promulgated by the Turkish Commercial Code, Capital Markets Board and Tax Regulations. The subsidiary maintain its books of accounts based on statutory rules and in accordance with Turkish Commercial Code, Capital Markets Board and Tax Regulations.

### Functional and Presentation Currency of the Bank and Its Subsidiary:

The Bank's and Tekstil Yatırım's functional and presentation currency is TL and consolidated financial statements including comparative figures for the prior periods are presented in thousands of TL. Turkish Kurus (Kr), which is used in presentation of earnings per share, equals 0.01 Turkish Lira.

## 2.2 Significant Accounting Judgments, Estimates and Assumptions

The preparation of the consolidated financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. Estimates and judgments are periodically evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

#### Judgments

In the process of applying the Group's accounting policies, management has made the following judgments, apart from those involving estimations, which have the most significant effect on the amounts recognized in the financial statements:

### (a) Impairment of available-for-sale equity instruments:

The Group determines that available-for-sale equity investments are impaired when there has been a significant or prolonged decline in the fair value below its cost. This determination of what is significant or prolonged requires judgment. In addition, impairment may be appropriate when there is evidence of deterioration in the financial health of the investee, industry performance, changes in technology and operational and financing cash flows.

### (b) Impairment on property and equipment:

After recognition, the Group assesses the recoverable amount of its property and equipment. At each reporting date, the Group evaluates whether there is any impairment indication on the asset. When an indication of impairment exists, the Group estimates the recoverable values of such assets. Impairment exists if the carrying value of an asset or a cash generating unit is greater than its recoverable amount which is the higher of value in use or fair value less costs to sell. Value in use is the present value of the future cash flows expected to be derived from an asset or cash-generating unit. The Group provides appraisal reports of property from third party appraisers commissioned by BRSA and Capital Markets Board for determination of fair values of property at the period ends.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

## Estimates

The key assumptions concerning the future and other key sources of estimation uncertainty at the date of financial position, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities are discussed below:

## (a) Impairment Losses on Loans and Advances:

The Group reviews its loan portfolio to assess impairment at least on a quarterly basis. In determining whether an impairment loss should be recorded in the consolidated income statement, the Group makes judgments as to whether there is any observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of loans and individual loans. All loans with principal and/or interest overdue for more than 90 days are considered as impaired and individually assessed. Other evidence for impairment may include observable data indicating that there has been an adverse change in the payment status of borrowers in a group, or national or local economic conditions that correlate with defaults on assets in the group. Impairment and uncollectability are measured and recognized individually for loans and receivables that are individually significant, and on a portfolio basis for a group of similar loans and receivables that are not individually identified as impaired.

In assessing collective impairment the Group uses statistical modelling of historical trends of the probability of default, the timing of recoveries and the amount of loss incurred, adjusted for management's judgment as to whether current economic and credit conditions are such that the actual losses are likely to be greater or less than suggested by historical trends. Default rates, loss rates and the expected timing of future recoveries are regularly benchmarked against actual outcomes to ensure that they remain appropriate.

## (b) Fair Values of Derivatives and Other Financial Instruments:

The fair values of financial instruments that are not quoted in active markets are determined by using valuation techniques. If there is a valuation technique commonly used by market participants to price the instrument and that technique has been demonstrated to provide reliable estimates of prices obtained in actual market transactions, the Group uses that technique. To the extent practical, models use only observable data; however, areas such as credit risk, volatilities and correlations require management to make estimates. Changes in assumptions about these factors could affect reported fair value of financial instruments. The fair values of financial instruments are disclosed in Note 5.

(c) Income Taxes:

The Bank and its subsidiary Tekstil Yatırım are subject to income taxes in Turkey. Significant estimates are required in determining the provision for income taxes. Where there are matters the final tax outcome of which is different from the amounts initially recorded, such differences will impact the income tax provisions and deferred tax in the period in which such determination is made.

Management records deferred tax assets to the extent that it is probable that sufficient taxable profits will be available to allow all or part of the deferred tax assets to be utilized. The recoverability of the deferred tax assets is reviewed regularly.

## (d) Employee Termination Benefits:

In accordance with existing social legislation, the Group is required to make lump-sum payments to employees upon termination of their employment based on certain conditions. In calculating the related liability to be recorded in the financial statements for these benefits, the Group makes assumptions and estimations relating to the discount rate to be used, turnover of employees, future change in salaries/limits, etc.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.3 Changes in Accounting Policy and Disclosures

The accounting policies adopted in preparation of the financial statements as at December 31, 2013 are consistent with those of the previous financial year, except for the adoption of new and amended IFRS and IFRIC interpretations effective as of January 1, 2013.

# The new standards, amendments and interpretations which are effective as at 1 January 2013 are as follows:

#### IFRS 7 Financial Instruments: Disclosures - Transfers of Financial Assets (Amended)

The amendment requires the disclosure of the rights of the entity relating to the offsetting of the financial instruments and some information about the related regulations (eg. collateral agreements). New disclosures would provide users of financial statements with information that is useful in;

i) evaluating the effect or potential effect of netting arrangements on an entity's financial position and,

ii) analyzing and comparing financial statements prepared in accordance with IFRSs and other generally accepted accounting standards.

New disclosures have to be provided for all the financial instruments in the balance sheet that have been offset according to IAS 32. Such disclosures are applicable to financial instruments in the balance sheet that have not been offset according to IAS 32 but are available for offsetting according to main applicable offsetting regulations or other financial instruments that are subject to a similar agreement. The amendment affects disclosures only and did not have any impact on the consolidated financial statements of the Group.

# IAS 1 Presentation of Financial Statements (Amended) – Presentation of Items of Other Comprehensive Income

The amendments to IAS 1 change only the grouping of items presented in other comprehensive income. Items that could be reclassified (or 'recycled') to profit or loss at a future point in time would be presented separately from items which will never be reclassified. The amendments are applied retrospectively. The amendment affects presentation only and did not have an impact on the financial position or performance of the Group.

#### IAS 19 Employee Benefits (Amended)

Numerous changes or clarifications are made under the amended standard. Among these numerous amendments, the most important changes are removing the corridor mechanism, for determined benefit plans recognizing actuarial gain/(loss) under other comprehensive income and making the distinction between short-term and other long-term employee benefits based on expected timing of settlement rather than employee entitlement. The impact was not material, therefore the Group did not recognize the actuarial gain and loss in other comprehensive income.

#### IAS 27 Separate Financial Statements (Amended)

As a consequential amendment to IFRS 10 and IFRS 12, the IASB also amended IAS 27, which is now limited to accounting for subsidiaries, jointly controlled entities, and associates in separate financial statements. This amendment did not have an impact on the financial position or performance of the Group.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

### 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

#### IAS 28 Investments in Associates and Joint Ventures (Amended)

As a consequential amendment to IFRS 11 and IFRS 12, the IASB also amended IAS 28, which has been renamed IAS 28 Investments in Associates and Joint Ventures, to describe the application of the equity method to investments in joint ventures in addition to associates. Transitional requirement of this amendment is similar to IFRS 11. This amendment did not have an impact on the financial position or performance of the Group.

### IFRS 10 Consolidated Financial Statements

IFRS10, IAS 27 Consolidated and Separate Financial Statements that addresses the accounting for consolidated financial statements. A new definition of control is introduced, which is used to determine which entities are consolidated. This is a principle based standard and require preparers of financial statements to exercise significant judgment. This amendment did not have an impact on the financial position or performance of the Group.

### IFRS 11 Joint Arrangements

The standard describes the accounting for joint ventures and joint operations with joint control. Among other changes introduced, under the new standard, proportionate consolidation is not permitted for joint ventures. This standard did not have an impact on the financial position or performance of the Group.

## IFRS 12 Disclosure of Interests in Other Entities

IFRS 12 includes all of the requirements that are related to disclosures of an entity's interests in subsidiaries, joint arrangements, associates and structured entities. The standard affects presentation only and did not have a material impact on the disclosures given by the Group.

#### IFRS 13 Fair Value Measurement

The new Standard provides guidance on how to measure fair value under IFRS but does not change when an entity is required to use fair value. It is a single source of guidance under IFRS for all fair value measurements. The new standard also brings new disclosure requirements for fair value measurements. The new disclosures are only required for periods beginning after IFRS 13 is adopted. The Group has presented these disclosures in related notes.

#### IFRIC 20 Stripping Costs in the Production Phase of a Surface Mine

Entities are required to apply its requirements for production phase stripping costs incurred from the start of the earliest comparative period presented. The Interpretation clarifies when production stripping should lead to the recognition of an asset and how that asset should be measured, both initially and in subsequent periods. The interpretation is not applicable for the Group and did not have any impact on the financial position or performance of the Group.

## Transition Guidance (Amendments to IFRS 10, IFRS 11 and IFRS 12)

The amendments change the transition guidance to provide further relief from full retrospective application. The date of initial application is defined as 'the beginning of the annual reporting period in which IFRS 10 is applied for the first time'. The assessment of whether control exists is made at 'the date of initial application' rather than at the beginning of the comparative period. If the control assessment is different between IFRS 10 and IAS 27/SIC-12, retrospective adjustments should be determined. However, if the control assessment is the same, no retrospective application is required. If more than one comparative period is presented, additional relief is given to require only one period to be restated. For the same reasons IFRS 11 and IFRS 12 has also been amended to provide transition relief. These amendments did not have an impact on the consolidated financial statements of the Group.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **Improvements to IFRSs**

Annual Improvements to IFRSs -2009 - 2011 Cycle, which contains amendments to its standards, is effective for annual periods beginning on or after 1 January 2013. This project did not have an impact on the financial position or performance of the Group.

#### IAS 1 Financial Statement Presentation:

Clarifies the difference between voluntary additional comparative information and the minimum required comparative information.

## IAS 16 Property, Plant and Equipment:

Clarifies that major spare parts and servicing equipment that meet the definition of property, plant and equipment are not inventory

### IAS 32 Financial Instruments: Presentation:

Clarifies that income taxes arising from distributions to equity holders are accounted for in accordance with IAS 12 Income Taxes. The amendment removes existing income tax requirements from IAS 32 and requires entities to apply the requirements in IAS 12 to any income tax arising from distributions to equity holders.

### IAS 34 Financial Reporting:

Clarifies the requirements in IAS 34 relating to segment information for total assets and liabilities for each reportable segment. Total assets and liabilities for a particular reportable segment need to be disclosed only when the amounts are regularly provided to the chief operating decision maker and there has been a material change in the total amount disclosed in the entity's previous annual financial statements for that reportable segment.

#### Standards issued but not yet effective and not early adopted

Standards, interpretations and amendments to existing standards that are issued but not yet effective up to the date of issuance of the financial statements are as follows. The Group will make the necessary changes if not indicated otherwise, which will be affecting the financial statements and disclosures, after the new standards and interpretations become in effect.

# IAS 32 Financial Instruments: Presentation - Offsetting Financial Assets and Financial liabilities (Amended)

The amendments clarify the meaning of "currently has a legally enforceable right to set-off" and also clarify the application of the IAS 32 offsetting criteria to settlement systems (such as central clearing house systems) which apply gross settlement mechanisms that are not simultaneous. These amendments are to be retrospectively applied for annual periods beginning on or after 1 January 2014. The Group is in the process of assessing the impact of the standard on financial position or performance of the Group.

## IFRS 9 Financial Instruments – Classification and Measurement

As amended in December 2011, the new standard is effective for annual periods beginning on or after 1 January 2015. Phase 1 of this new IFRS introduces new requirements for classifying and measuring financial instruments. The amendments made to IFRS 9 will mainly affect the classification and measurement of financial assets and measurement of fair value option (FVO) liabilities and requires that the change in fair value of a FVO financial liability attributable to credit risk is presented under other comprehensive income. Early adoption is permitted. The Group is in the process of assessing the impact of the standard on financial position or performance of the Group.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.3 Changes in Accounting Policy and Disclosures (continued)

#### **IFRIC Interpretation 21 Levies**

The interpretation clarifies that an entity recognizes a liability for a levy when the activity that triggers payment, as identified by the relevant legislation, occurs. It also clarifies that a levy liability is accrued progressively only if the activity that triggers payment occurs over a period of time, in accordance with the relevant legislation. For a levy that is triggered upon reaching a minimum threshold, the interpretation clarifies that no liability should be recognized before the specified minimum threshold is reached. The interpretation is effective for annual periods beginning on or after 1 January 2014, with early application permitted. Retrospective application of this interpretation is required. The Group does not expect that this amendment will have any impact on the financial position or performance of the Group.

### IFRS 10 Consolidated Financial Statements (Amendment)

IFRS 10 is amended to provide an exception to the consolidation requirement for entities that meet the definition of an investment entity. The exception to consolidation requires investment entities to account for subsidiaries at fair value through profit or loss in accordance with IFRS. This amendment will not have any impact on the financial position or performance of the Group.

### Amendments to IAS 36 - (Recoverable Amount Disclosures for Non-Financial assets)

The IASB, as a consequential amendment to IFRS 13 Fair Value Measurement, modified some of the disclosure requirements in IAS 36 Impairment of Assets regarding measurement of the recoverable amount of impaired assets. The amendments required additional disclosures about the measurement of impaired assets (or a group of assets) with a recoverable amount based on fair value less costs of disposal. The amendments are to be applied retrospectively for annual periods beginning on or after 1 January 2014. Earlier application is permitted for periods when the entity has already applied IFRS 13. This amendment is related with disclosure presentation; accordingly it will not have an effect on the financial position or the performance of the Group.

#### Amendments to IAS 39 - Novation of Derivatives and Continuation of Hedge Accounting

In June 2013, the IASB issued amendments to IAS 39 Financial Instruments: Recognition and Measurement that provides a narrow exception to the requirement for the discontinuation of hedge accounting in circumstances when a hedging instrument is required to be novated to a central counterparty as a result of laws or regulations. The amendments are to be applied retrospectively for annual periods beginning on or after 1 January 2014. The Group does not expect that this amendment will have any impact on the financial position or performance of the Group.

# IFRS 9 Financial Instruments – Hedge Accounting and amendments to IFRS 9, IFRS 7 and IAS 39 - IFRS 9 (2013)

In November 2013, the IASB issued a new version of IFRS 9, which includes the new hedge accounting requirements and some related amendments to IAS 39 and IFRS 7. Entities may make an accounting policy choice to continue to apply the hedge accounting requirements of IAS 39 for all of their hedging relationships. The standard does not have a mandatory effective date, but it is available for application now; a new mandatory effective date will be set when the IASB completes the impairment phase of its project on the accounting for financial instruments. The Group does not expect that this amendment will have any impact on the financial position or performance of the Group.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

### 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **Improvements to IFRSs**

In December 2013, the IASB issued two cycles of Annual Improvements to IFRSs - 2010–2012 Cycle and IFRSs - 2011–2013 Cycle. Other than the amendments that only affect the standards' Basis for Conclusions, the changes are effective 1 July 2014. Earlier application is permitted.

### Annual Improvements to IFRSs – 2010–2012 Cycle

IFRS 2 Share-based Payment: Definitions relating to vesting conditions have changed and performance condition and service condition are defined in order to clarify various issues. The amendment is effective prospectively.

IFRS 3 Business Combinations: Contingent consideration in a business acquisition that is not classified as equity is subsequently measured at fair value through profit or loss whether or not it falls within the scope of IFRS 9 Financial Instruments. The amendment is effective for business combinations prospectively.

IFRS 8 Operating Segments: The changes are as follows: i) Operating segments may be combined/aggregated if they are consistent with the core principle of the standard. ii) The reconciliation of segment assets to total assets is only required to be disclosed if the reconciliation is reported to the chief operating decision maker. The amendments are effective retrospectively.

IFRS 13 Fair Value Measurement: As clarified in the Basis for Conclusions short-term receivables and payables with no stated interest rates can be held at invoice amounts when the effect of discounting is immaterial. The amendment is effective immediately.

IAS 16 Property, Plant and Equipment and IAS 38 Intangible Assets :The amendment to IAS 16.35(a) and IAS 38.80(a) clarifies that revaluation can be performed, as follows:

i) Adjust the gross carrying amount of the asset to market value or ii) determine the market value of the carrying amount and adjust the gross carrying amount proportionately so that the resulting carrying amount equals the market value. The amendment is effective retrospectively.

IAS 24 Related Party Disclosures: The amendment clarifies that a management entity – an entity that provides key management personnel services – is a related party subject to the related party disclosures. The amendment is effective retrospectively.

## Annual Improvements to IFRSs – 2011–2013 Cycle

IFRS 3 Business Combinations: The amendment clarifies that: i) Joint arrangements are outside the scope of IFRS 3, not just joint ventures ii) The scope exception applies only to the accounting in the financial statements of the joint arrangement itself. The amendment is effective prospectively.

IFRS 13 Fair Value Measurement: The portfolio exception in IFRS 13 can be applied to financial assets, financial liabilities and other contracts. The amendment is effective prospectively.

IAS 40 Investment Property: The amendment clarifies the interrelationship of IFRS 3 and IAS 40 when classifying property as investment property or owner-occupied property. The amendment is effective prospectively.

These amendments will not have an impact on the financial position or performance of the Group.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

### 2.4 Basis of Consolidation

The consolidated financial statements comprise the financial statements of the Bank and its subsidiary, as at 31 December 2013 and 2012.

Subsidiary is the entity controlled directly or indirectly by the Bank. Control is defined as the power over the investee, exposure or rights to variable returns from its involvement with the investee and the ability to use its power over the investee to affect the amount of the Bank's returns.

Financial statements of related subsidiary is consolidated from the date when the control is transferred to the Bank.

In the full consolidation method, 100% of subsidiary' assets, liabilities, income, expense and offbalance sheet items are combined with the Bank's assets, liabilities, income, expense and off-balance sheet items. The carrying amount of the Group's investment in the subsidiary and the Group's portion of the cost value of the capital of the subsidiary are eliminated. Intragroup balances and intragroup transactions and resulting unrealized profits and losses are eliminated. Non-controlling interests in the net income of consolidated subsidiary shall be identified and adjusted against the income of the Group in order to arrive at the net income attributable to the shareholders of the parent of the Group and presented separately in the Group's income statement. The Group has non-controlling interests due its subsidiary Tekstil Yatırım's minor shareholders (0.08% share) whose interests are immaterial to be presented in the consolidated financial statements.

Accounting policies of subsidiary has been changed where necessary to ensure consistency with the policies adopted by the Group.

## 2.5 Foreign Currency Translation

Transactions in foreign currencies are initially recorded in the functional currency rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the functional currency rate of exchange ruling at the date of financial position. All differences are taken to the profit or loss.

Foreign currency translation rates for major currencies used by the Group as at respective year-ends are as follows:

|                  | Euro / TL (full) | US Dollar / TL (full) |
|------------------|------------------|-----------------------|
| 31 December 2011 | 2,4592           | 1.9065                |
| 31 December 2012 | 2.3517           | 1.7826                |
| 31 December 2013 | 2.9365           | 2.1343                |

#### 2.6 **Property and Equipment**

#### **Owned** Assets

The cost of the property and equipment purchased before 31 December 2005 are restated for the effects of inflation in TL units current at 31 December 2005 pursuant to International Accounting Standards ("IAS") 29. The property and equipment purchased after this date are recorded at their historical costs. Accordingly, property and equipment are carried at cost, less accumulated depreciation and impairment losses except for buildings. Buildings are recorded at the fair value and the amounts over carrying value of the buildings are recorded as revaluation surplus under the shareholders' equity. The fair values of property are determined by third party appraisers commissioned by BRSA and Capital Markets Board at the period ends.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Leased Assets

Leases in terms of which the Group assumes substantially all the risks and rewards of ownership are classified as financial leases. Property and equipment acquired by way of financial lease are stated at amounts equal to the lower of their fair values and the present value of the minimum lease payments at inception of the lease, less accumulated depreciation and impairment losses. Lease liabilities are reduced through repayments of principal, while the finance charge component of the lease payment is charged directly to the consolidated income statement.

### Subsequent Expenditures

Expenditures incurred to replace a component of a property and equipment that is accounted for separately, and major inspection and overhaul costs, are capitalized. Other subsequent expenditures are capitalized only when it increases the future economic benefits embodied in the item of property and equipment. All other expenditures are reflected as expense in the consolidated income statement as incurred.

### Depreciation

Property and equipment are depreciated over their estimated useful lives on a straight-line basis from the date of their acquisition.

The estimated useful lives are as follows:

| Buildings                                | 50 years     |
|--|--------------|
| Machinery and equipment                  | 4-10 years   |
| Office equipment, furniture and fixtures | 3-50 years   |
| Motor vehicles                           | 4-5 years    |
| Leasehold improvements                   | Lease period |

Expenditures for major renewals and improvement of property and equipment are capitalized and depreciated over the remaining useful lives of the related assets.

#### 2.7 Intangible Assets

Intangible assets acquired separately from a business are capitalized at the restated cost until 31 December 2005. Following initial recognition, intangible assets are carried at cost less any accumulated amortization and any accumulated impairment losses. Intangible assets, excluding development costs, created within the business are not capitalized and expenditure is charged against profits in the year in which it is incurred. The useful lives of intangible assets are assessed to be either finite or indefinite.

Intangible assets with finite lives are amortized on a straight-line basis over the best estimate of their useful lives and assessed for impairment whenever there is an indication that the intangible asset may be impaired. The amortization period and the amortization method for an intangible asset with a finite useful life are reviewed at least at each financial year-end. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset is accounted for by changing the amortization period or method, as appropriate, and treated as changes in accounting estimates.

The Group amortizes intangible assets with a finite life on a straight-line basis over the estimated useful life of 3 - 15 years. There are no intangible assets with indefinite useful lives.

Gains or losses arising from derecognition of an intangible asset are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognized in the consolidated income statement when the asset is derecognized.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.8 Investments and Other Financial Assets

The Group classifies its financial assets in the following categories: financial assets at fair value through profit or loss, loans and receivables, available-for-sale financial assets and held to maturity financial assets. A financial asset or financial liability is measured initially at fair value plus, for an item not at fair value through profit or loss, transaction costs that are directly attributable to its acquisition or issue. The Group determines the classification of its financial assets at initial recognition.

All regular way purchases and sales of financial assets are recognized on the settlement date, i.e. the date that the asset is delivered to or by the Group. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the time frame generally established by regulation or convention in the market place.

#### Financial Assets at Fair Value through Profit or Loss

Financial assets classified as held for trading are included in this category. Trading securities are securities, which were either acquired for generating a profit from short term fluctuations in price or dealer's margin, or are securities included in a portfolio in which a pattern of short term profit taking exist. Derivatives are also classified as held for trading unless they are designated and effective hedging instruments. Gains or losses on investments held for trading are recognized in the consolidated statement of comprehensive income.

#### Loans and Receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They arise when the Group provides money or services directly to a debtor with no intention of trading the receivable. Such assets are carried at amortized cost using the effective interest method less any impairment in value. Gains and losses are recognized in the consolidated income statement when the loans and receivables are derecognized or impaired, as well as through the amortization process. Interest earned on such loans and receivables is reported as interest income.

#### Available-for-Sale Financial Assets

Available-for-sale financial assets are those non-derivative financial assets that are designated as available-for-sale or are not classified in any of the other categories. After initial recognition, available for sale financial assets are measured at fair value. Gains or losses on remeasurement to fair value are recognized as a separate component of equity until the investment is derecognized, or until the investment is determined to be impaired, at which time the cumulative gain or loss previously reported in equity is included in the consolidated income statement. However, interest calculated on available for sale financial assets using effective interest method is reported as interest income, and dividends are included in dividend income when the entity's right to receive payment is established.

For investments that are traded in an active market, fair value is determined by reference to stock exchange or current market bid prices, at the close of business on the date of the statement of financial position. For investments where there is no market price or market price is not indicative of the fair value of the instrument, fair value is determined by reference to the current market value of another instrument which is substantially the same, recent arm's length transactions, discounted cash flow analysis, option pricing models and other valuation techniques commonly used. The Group has also available-for-sale securities recorded at amortized cost since no method is applicable to assess a reliable fair value.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

### Held to Maturity Financial Assets

The Group has no financial assets classified as held to maturity as at 31 December 2013 and 2012.

### 2.9 Repurchase and Resale Transactions

The Group enters into sales of securities under agreements to repurchase such securities. Such securities, which have been sold subject to a repurchase agreement ('repos'), continue to be recognized in the consolidated statement of financial position and are measured in accordance with the accounting policy of the security portfolio which they are part of. Securities sold subject to repurchase agreements ('repos') are classified in the consolidated financial statements within the security portfolio they belong to. The counterparty liability for amounts received under these agreements is included in other money market deposits. The difference between sale and repurchase price is treated as interest expense and accrued over the life of the repurchase agreements using effective interest method.

Securities purchased with a corresponding commitment to resell at a specified future date ('reverse repos') are not recognized in the consolidated statement of financial position, as the Group does not obtain control over the assets. Amounts paid under these agreements are included in other money market placements. The difference between purchase and resale price is treated as interest income and accrued over the life of the reverse repurchase agreement using effective interest method.

## 2.10 Offsetting Financial Instruments

Financial assets and liabilities are offset and the net amount reported in the consolidated statement of financial position only when there is a legally enforceable right to offset the recognized amounts and there is an intention to settle on a net basis, or realize the asset and settle the liability simultaneously.

## 2.11 Recognition and Derecognition of Financial Instruments

The Group recognizes a financial asset or financial liability in its consolidated statement of financial position when and only when it becomes a party to the contractual provisions of the instrument.

The Group derecognizes a financial asset (or, where applicable a part of a financial asset or part of a group of similar financial assets) when:

- the rights to receive cash flows from the asset have expired;
- the Group retains the right to receive cash flows from the asset, but has assumed an obligation to pay them in full without material delay to a third party under a 'pass-through' arrangement; or
- the Group has transferred its rights to receive cash flows from the asset and either (a) has transferred substantially all the risks and rewards of the asset, or (b) has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

The Group does not have any assets where the Group has transferred its rights to receive cash flows from an asset and has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, that are recognized to the extent of the Group's continuing involvement in the asset.

The Group derecognizes a financial liability when the obligation under the liability is discharged or cancelled or expires. When an existing liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognized in the consolidated statement of comprehensive income.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

## 2.12 Cash and Cash Equivalents

For the purposes of the consolidated statement of cash flows, cash and cash equivalents comprise cash and balances with central banks (excluding obligatory reserve deposits), deposits with banks and other financial institutions and other money market placements with original maturities of three months or less.

## 2.13 Impairment of Financial Assets

## Assets Carried at Amortized Cost

The Group assesses at each date of statement of financial position whether there is objective evidence that a financial asset or group of financial assets is impaired. Objective evidence that a financial asset or group of assets is impaired includes observable data coming to the attention of the Group about the following loss events:

- (a) significant financial difficulty of the issuer or obligor;
- (b) a breach of contract, such as a default or delinquency in interest or principal payments by more than 90 days;
- (c) the Group granting to the borrower, for economic or legal reasons relating to the borrower's financial difficulty, a concession that the lender would not otherwise consider;
- (d) it becoming probable that the borrower will enter bankruptcy or other financial reorganization;
- (e) the disappearance of an active market for that financial asset because of financial difficulties; or
- (f) observable data indicating that there is a measurable decrease in the estimated future cash flows from a group of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the group, including:
  - (i) adverse changes in the payment status of borrowers; or
  - (ii) national or local economic conditions that correlate with defaults on the assets in the group

If there is objective evidence that an impairment loss on loans and receivables carried at amortized cost has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced through use of an allowance account. The amount of the loss is recognized in the consolidated income statement. If a loan has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract. The estimated recoverable amount of a collateralized financial asset is measured also taking into account the collateral amount that is expected to be realized from the foreclosure less costs for obtaining and selling the collateral, whether or not the foreclosure is probable.

The Group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant. If it is determined that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, the asset is included in a group of financial assets with similar credit risk characteristics and that group of financial assets is collectively assessed for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognized are not included in a collective assessment of impairment.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

In assessing collective impairment the Group uses statistical modelling of historical trends of the probability of default, the timing of recoveries and the amount of loss incurred, adjusted for management's judgement as to whether current economic and credit conditions are such that the actual losses are likely to be greater or less than suggested by historical trends. Default rates, loss rates and the expected timing of future recoveries are regularly benchmarked against actual outcomes to ensure that they remain appropriate.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized (such as an improvement in the debtor's credit rating), the previously recognized impairment loss is reversed by adjusting the allowance account. Any subsequent reversal of impairment loss is recognized in the consolidated income statement, to the extent that the carrying value of the asset does not exceed its amortized cost at the reversal date.

A write off is made when all or part of a loan is deemed uncollectible or in the case of debt forgiveness. Such loans are written off after all the necessary procedures have been completed and the amount of the loss has been determined. Write offs are charged against previously established allowances and reduce the principal amount of a loan. Subsequent recoveries of amounts written off are included in the consolidated income statement.

### Assets Carried at Cost

If there is objective evidence that an impairment loss on an unquoted equity instrument that is not carried at fair value because its fair value cannot be reliably measured, or on a derivative asset that is linked to and must be settled by delivery of such an unquoted equity instrument has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of the estimated future cash flows discounted at the current market rate of return for a similar financial asset.

## Available for Sale Financial Assets

If an available for sale asset is impaired, an amount comprising the difference between its cost (net of any principal payment and amortization) and its current fair value, less any impairment loss previously recognized in the consolidated income statement, is transferred from equity to the consolidated income statement. Reversals in respect of equity instruments classified as available-for-sale are not recognized in the consolidated statement of comprehensive income. Reversals of impairment losses on debt instruments are reversed through profit or loss, if the increase in fair value of the instrument can be objectively related to an event occurring after the impairment loss was recognized in consolidated income statement.

## 2.14 Interest Bearing Deposits and Borrowings

All deposits and borrowings are initially recognized at the fair value of consideration received less directly attributable transaction costs. After initial recognition interest-bearing deposits and borrowings are subsequently measured at amortized cost using the effective interest method. Gains or losses are recognized in the consolidated income statement when the liabilities are derecognized as well as through the amortization process.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.15 Employee Benefits

#### (a) Reserve for employee termination benefits

In accordance with existing social legislation in Turkey, the Group is required to make lump-sum termination indemnities to each employee who has completed over one year of service with the Group and whose employment is terminated due to retirement or for reasons other than resignation or misconduct. Such payments are calculated on the basis of an agreed formula, are subject to certain upper limits and are recognised in the accompanying consolidated financial statements as accrued. The reserve has been calculated by estimating the present value of the future obligation of the Group that may arise from the retirement of the employees.

In addition, in accordance with existing social legislation in Turkey, the Group pays contributions to publicly administered Social Security Funds on a mandatory basis. The Group has no further payment obligations once the contributions have been paid. The contributions are recognized as employee benefit expense when they are due.

#### *(b) Short term benefits*

Short-term employee benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided.

A provision is recognised for the amount expected to be paid under short-term cash bonus if the Group has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

Short term employee benefits include vacation pay liability. In Turkey, according to the legislation, the employer has to make payments for unused vacation days when the personnel leave the company. Vacation pay liability is the undiscounted amount calculated over the unused vacation days of the employee.

#### (c) Defined contribution plans

The Group has to pay contributions to the Social Security Institution on a mandatory basis. The Group has no further payment obligations once the contributions have been paid. These contributions are recognised as an employee benefit expense when they are accrued.

## 2.16 Provisions

Provisions are recognized when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Where the Group expects some or all of a provision to be reimbursed, for example under an insurance contract, the reimbursement is recognized as a separate asset but only when the reimbursement is virtually certain. The expense relating to any provision is presented in the income statement net of any reimbursement. If the effect of the time value of money is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability. Where discounting is used, the increase in the provision due to the passage of time is recognized as an interest expense.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.17 Leases

#### The Group as Lessee

#### Finance Leases

Finance leases, which transfer to the Group substantially all the risks and benefits incidental to ownership of the leased item, are capitalized at the inception of the lease at the fair value of the leased property or, if lower, at the present value of the minimum lease payments. Lease payments are apportioned between the finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are charged directly against income.

Capitalized leased assets are depreciated over the estimated useful lives of the assets.

### 2.17 Leases (continued)

### **Operating Leases**

Leases where the lessor retains substantially all the risks and benefits of ownership of the assets are classified as operating leases. Operating lease payments are recognized as an expense in the consolidated income statement on a straight-line basis over the lease term.

When an operating lease is terminated before the lease period has expired, any payment required to be made to the lessor by way of penalty is recognized as an expense in the period in which termination takes place.

## 2.18 Income and Expense Recognition

Interest income and expense are recognized in the consolidated income statement for all interest bearing instruments on an accrual basis using the effective interest method. The effective interest method is a method of calculating the amortized cost of a financial asset or a financial liability (or group of financial assets or financial liabilities) and of allocating the interest income or interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or, when appropriate, a shorter period to the net carrying amount of the financial asset or financial liability. When calculating the effective interest rate, the Group estimates cash flows considering all contractual terms of the financial instrument (for example, prepayment, call and similar options) but does not consider future credit losses. The calculation includes all fees and points paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs, and all other premiums or discounts.

Fees and commissions are recognized on an accrual basis when the service has been provided. Loan commitment fees for loans that are likely to be drawn down are deferred (together with related direct costs) and recognized as an adjustment to the effective interest rate of the loan. Commission and fees arising from negotiating or participating in the negotiation of a transaction for a third party are recognized on completion of the underlying transaction.

Fee for bank transfers and other banking transaction services are recorded as income when collected.

Net trading income comprises gains less losses related to trading assets and liabilities, and includes all realised and unrealised fair value changes and dividends.

Dividends are recognized when the shareholders' right to receive the payments is established.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.19 Income Tax

Tax expense (income) is the aggregate amount included in the determination of net profit or loss for the period in respect of current and deferred taxes.

## Current Tax

Current tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted at the date of financial position.

## **Deferred** Tax

Deferred tax is recognized in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes.

Deferred tax is measured at the tax rates that are expected to be applied to the temporary differences when they reverse, based on the laws that have been enacted or substantively enacted by the reporting date.

Deferred tax assets and liabilities are offset if there is a legally enforceable right to offset current tax liabilities against current tax assets, and they relate to taxes levied by the same tax authority on the same taxable entity, or on different tax entities, but they intend to settle current tax liabilities and assets on a net basis or their tax assets and liabilities will be realized simultaneously.

A deferred tax asset is recognized for unused tax losses, tax credits and deductible temporary differences to the extent that it is probable that future taxable profits will be available against which they can be utilized. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

Income tax relating to items recognized directly in equity is recognized in equity.

## 2.20 Derivative Financial Instruments

The Group enters into derivative instrument transactions including forwards, swaps and options in the foreign exchange and capital markets. Most of these derivative transactions are considered as effective economic hedges under the Group's risk management policies; however since they do not qualify for hedge accounting under the specific provisions of IAS 39, they are treated as derivatives held for trading. Derivative financial instruments are initially recognized at fair value on the date which a derivative contract is entered into and subsequently remeasured at fair value. Any gains or losses arising from changes in fair value on derivatives that do not qualify for hedge accounting are recognized in the consolidated income statement.

Fair values are obtained from quoted market prices in active markets, including recent market transactions, to the extent publicly available, and valuation techniques, including discounted cash flow models and options pricing models as appropriate. All derivatives are carried as assets when fair value is positive and as liabilities when fair value is negative.

#### 2.21 Fiduciary Assets

Assets held by the Group in a fiduciary, agency or custodian capacity for its customers are not included in the consolidated statement of financial position, since such items are not treated as assets of the Group.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

## 2.22 Segment Reporting

An operating segment is a component of the Group that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Group's other components, whose operating results are reviewed regularly by the management to make decisions about resources allocated to each segment and assess its performance, and for which discrete financial information is available.

### 2.23 Comparatives

Where necessary, comparative figures have been reclassified to conform to changes in presentation in the current year. In order to be consistent with the presentation of financial statements dated 31 December 2013, there are certain reclassifications made on statement of financial position, income statement and cash flow statements as of 31 December 2012. On the statement of financial position, assets to be disposed of amounting to TL 12,156 as at 31 December 2012, which was previously presented as "assets held for sale" on the asset side, is reclassified under "other assets" line. On the income statement certain classifications are performed including reclassification of TL 14,722 from "foreign exchange gain/loss" account to "other interest expense", TL 4,365 from "foreign exchange gain/loss" account to "net trading income" resulting representation of "foreign exchange gain/loss" account for the year 2012 as TL (421) in the current year, which was presented as TL (10,778) in the previous year.

### 2.24 Earnings per share

The Group presents basic and diluted earnings per share (EPS) data for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Bank by the weighted average number of ordinary shares outstanding during the period. Diluted EPS is determined by adjusting the profit or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding during the period. Diluted EPS is determined by adjusting the profit or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding for the effects of all dilutive potential ordinary shares, which comprise share options granted to employees.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

#### 3. SEGMENT INFORMATION

#### **Operating Segments**

The Group has three reportable segments, as described below, which are the Group's strategic business units. The strategic business units offer different products and services, and are managed separately based on the Group's management and internal reporting structure. The following summary describes the operations in each of the Group's reportable segments:

- *Retail Banking* Includes loans, deposits and other transactions and balances with retail customers.
- *Corporate & SME Banking* Includes loans, deposits and other transactions and balances with corporate and SME customers.
- *Other Operations* Includes funds management and treasury activities.

Segment information at 31 December 2013 is as follows:

Year ended 31 December 2013

|  | Retail<br>Banking | Corporate,<br>Commercial &<br>SME Banking | Trasury and<br>other<br>Operations | Total     |
|--|-------------------|---|------------------------------------|-----------|
|  | Daliking          | SWIE Danking                              | Operations                         | Totai     |
| Operating income                           | 16,954            | 39,855                                    | 111,779                            | 168,588   |
| Operating expenses                         | (24,033)          | (67,644)                                  | (35,092)                           | (126,769) |
| Income/loss from operations                | (7,079)           | (27,789)                                  | 76,687                             | 41,819    |
| Taxation charge                            | -                 | -   | (2,491)                            | (2,491)   |
| Net income for the period                  | (7,079)           | (27,789)                                  | 74,196                             | 39,328    |
| Assets and Liabilities<br>Segment assets   | 393,410           | 2,432,118                                 | 1,003,934                          | 3,829,462 |
| Total assets                               | 393,410           | 2,432,118                                 | 1,003,934                          | 3,829,462 |
| Segment liabilities                        | 1,482,589         | 1,117,878                                 | 623,479                            | 3,223,946 |
| Shareholders' equity                       | -                 | -   | 605,516                            | 605,516   |
| Total liabilities and shareholders' equity | 1,482,589         | 1,117,878                                 | 1,228,995                          | 3,829,462 |

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 4. FINANCIAL RISK MANAGEMENT

#### General

A dedicated member of the Board of Directors is assigned as Risk Supervisor who heads the Risk Management Group. The Risk Management Group reports to the Board of Directors and establishes the policies, procedures, parameters and rules for risk management of the Bank and develops risk management strategies. The Risk Management Group also sets critical risk limits and parameters for liquidity risk, credit risk, foreign exchange risk and interest rate risk and; through close monitoring of the markets and overall economy, such limits are changed as necessary. These limits and implementation policies are distributed to various levels of authorities in order to enhance control effectiveness. The Bank's risk positions are reported to the Board of Directors on a daily and weekly basis. Additionally, the Risk Management Group reviews the latest figures and projections for the Bank's profit and loss accounts and statement of financial position, liquidity position, interest and foreign exchange exposures, as well as yield analysis and macroeconomic environment.

The Asset and Liability Management Committee ("ALCO") sets the strategies concerning interest rate risk, foreign exchange risk and liquidity. ALCO meets weekly to review the latest figures on liquidity position, interest rate risk exposures, foreign exchange risk exposure, capital adequacy and the macroeconomic environment.

The objective of the Bank's Asset and Liability Management and use of financial instruments are to limit the Bank's exposure to liquidity risk, interest rate risk and foreign exchange risk, while ensuring that the Bank has sufficient capital adequacy and is using its capital to maximize net interest income.

#### Audit Committee

The Audit Committee consists of two members of the Board of Directors. The Audit Committee, established to assist the Board of Directors in its auditing and supervising activities, is responsible for:

- the supervision of the efficiency and effectiveness of the internal control, risk management and internal audit systems of the Bank, functioning of these systems as well as accounting and reporting systems within the framework of related procedures, and the integrity of information generated;
- the preliminary assessment on the selection process of independent audit firms and the systematic monitoring of the activities of these companies;
- the maintenance and coordination of the internal audit functions of corporations subject to consolidated internal audits.

## **Credit Risk**

Financial instruments contain an element of risk that the counterparties may be unable to meet the terms of the agreements. The Bank's exposure to credit risk is concentrated in Turkey, where the majority of the activities are carried out. This risk is monitored by strictly adhering to credit risk ratings and managed by limiting the aggregate risk to any individual counterparty, group of companies and industry. The Bank has in place effective credit evaluation, disbursement and monitoring procedures, and senior management supports these control procedures. The credit risk is well diversified in general and does not concentrate in any one industry/sector nor does it single out companies of one specific size.

Exposure to credit risk is managed through regular analysis of the ability of immediate and potential borrowers to meet principal and interest repayment obligations and by changing these lending limits where appropriate. Exposure to credit risk is also managed in part by obtaining collateral as well as corporate and personal guarantees.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 4. FINANCIAL RISK MANAGEMENT (continued)

The credibility of the debtors of the Bank is assessed periodically concerning several criteria such as financial power of customers, business capacity, industry, geographical segment and equity structure and with taking notice of the financial statements of the debtors obtained thoroughly to be audited in accordance with the relevant legislation.

The risks and limits derived from treasury and client based commercial transactions are followed up daily. Additionally, the control of the limits of the correspondent banks is determined by their ratings and the control of the accepted risk level in relation to the Bank's equity is performed daily. The risk concentration of the off-balance sheet transactions is followed up using the Information Technology System.

The Board of Directors determines transaction limits for the forward and other similar agreement positions held by the Bank and transactions are handled within these limits.

Exposure to credit risk:

| c Assets amortised at cost Individually impaired Loans and receivables with limited collectibility Loans and receivables with doubtful collectibility Uncollectible loans and receivables Gross Amount Allowance for individual impairment Carrying amount Loans with renegotiated terms Carrying amount Past due but not impaired                             | 4,915<br>38,547<br>136,338<br>179,800<br>(133,617)<br>46,183 | Balances<br>with<br>Central<br>Bank | Due<br>from<br>banks | Investment<br>securities | Loans to customers | Balances<br>with<br>Central<br>Bank | Due<br>from<br>banks | Investment<br>securities |
|--|--|-------------------------------------|----------------------|--------------------------|--------------------|-------------------------------------|----------------------|--------------------------|
| Assets amortised at cost<br>Individually impaired<br>Loans and receivables with limited collectibility<br>Loans and receivables with doubtful collectibility<br>Uncollectible loans and receivables<br>Gross Amount<br>Allowance for individual impairment<br>Carrying amount<br>Loans with renegotiated terms<br>Carrying amount<br>Past due but not impaired | 4,915<br>38,547<br>136,338<br>179,800<br>(133,617)           | <u>Bank</u><br>-<br>-<br>-          | banks<br>-           | securities               |                    | Bank                                | banks                | securities               |
| Individually impaired<br>Loans and receivables with limited collectibility<br>Loans and receivables with doubtful collectibility<br>Uncollectible loans and receivables<br>Gross Amount<br>Allowance for individual impairment<br><b>Carrying amount</b><br>Loans with renegotiated terms<br><b>Carrying amount</b><br>Past due but not impaired               | 38,547<br>136,338<br>179,800<br>(133,617)                    | -<br>-<br>-                         | -                    | _                        | 0.75.4             |                                     |                      |                          |
| Individually impaired<br>Loans and receivables with limited collectibility<br>Loans and receivables with doubtful collectibility<br>Uncollectible loans and receivables<br>Gross Amount<br>Allowance for individual impairment<br><b>Carrying amount</b><br>Loans with renegotiated terms<br><b>Carrying amount</b><br>Past due but not impaired               | 38,547<br>136,338<br>179,800<br>(133,617)                    | -                                   | -                    | -                        | 0.75.1             |                                     |                      |                          |
| Loans and receivables with doubtful collectibility<br>Uncollectible loans and receivables<br>Gross Amount<br>Allowance for individual impairment<br><b>Carrying amount</b><br>Loans with renegotiated terms<br><b>Carrying amount</b><br>Past due but not impaired   | 38,547<br>136,338<br>179,800<br>(133,617)                    | -<br>-                              | -                    | -                        | 0.771              |                                     |                      |                          |
| Loans and receivables with doubtful collectibility<br>Uncollectible loans and receivables<br>Gross Amount<br>Allowance for individual impairment<br><b>Carrying amount</b><br>Loans with renegotiated terms<br><b>Carrying amount</b><br>Past due but not impaired   | 38,547<br>136,338<br>179,800<br>(133,617)                    | -                                   | -                    |                          | 9,774              | -                                   | -                    | -                        |
| Gross Amount Allowance for individual impairment Carrying amount Loans with renegotiated terms Carrying amount Past due but not impaired   | 136,338<br>179,800<br>(133,617)                              | -                                   |                      | -                        | 30,238             | -                                   | -                    | -                        |
| Gross Amount Allowance for individual impairment Carrying amount Loans with renegotiated terms Carrying amount Past due but not impaired   | 179,800<br>(133,617)   |                                     | -                    | -                        | 95,161             | -                                   | -                    | -                        |
| Carrying amount Loans with renegotiated terms Carrying amount Past due but not impaired  | (133,617)  |                                     | -                    | -                        | 135,173            | -                                   | -                    | -                        |
| Carrying amount Loans with renegotiated terms Carrying amount Past due but not impaired  | \  | -                                   | -                    | -                        | (92,969)           | -                                   | -                    | -                        |
| Carrying amount Past due but not impaired  | то,105   | -                                   | -                    | -                        | 42,204             | -                                   | -                    | -                        |
| Carrying amount Past due but not impaired  | 21,354   | -                                   | _                    | _                        | 1,205              | -                                   | -                    | -                        |
|  | 21,354   | -                                   | -                    | -                        | 1,205              | -                                   | -                    | -                        |
|  |  |                                     |                      |                          |                    |                                     |                      |                          |
|  |  |                                     |                      |                          |                    |                                     |                      |                          |
| Low fair risk  | 17,007   | -                                   | -                    | -                        | 38,910             | -                                   | -                    | -                        |
| Closely monitored  | 25,329   | -                                   | -                    | -                        | 37,161             | -                                   | -                    | -                        |
| Carrying amount  | 42,336   | -                                   | -                    | -                        | 76,071             | -                                   | -                    | -                        |
| Neither past due nor impaired  | -  | -                                   | -                    |                          | -                  | -                                   | -                    | -                        |
| Low fair risk  | 2,689,906  | 401,082                             | 76,403               | -                        | 2,498,069          | 332,366                             | 117,536              | -                        |
| Closely monitored  | 32,385   | -                                   | -                    | -                        | 51,569             | -                                   | -                    | -                        |
| Carrying amount  | 2,722,291  | 401,082                             | 76,403               | -                        | 2,549,638          | 332,366                             | 117,536              | -                        |
| Collective allowance for impairment  | (30,424)   | -                                   | -                    | -                        | (21,742)           | -                                   | -                    | -                        |
| Carrying amount  | (30,424)   | -                                   | -                    | -                        | (21,742)           | -                                   | -                    | -                        |
| Available for sale assets  |  |                                     |                      |                          |                    |                                     |                      |                          |
| Individually impaired  |  |                                     |                      |                          |                    |                                     |                      |                          |
| Allowance for impairment   | -  | -                                   | -                    | -                        | -                  | -                                   | -                    | -                        |
| Neither past due nor impaired (*)  | -  | -                                   | -                    | 388,788                  | -                  | -                                   | -                    | 329,402                  |
| Carrying amount  | -  | -                                   | -                    | 388,788                  | -                  | -                                   | -                    | 329,402                  |
| Total carrying amount  | 2,801,740  | 401,082                             | 76,403               | 388,788                  | 2,647,376          | 332,366                             | 117,536              | 329,402                  |

(\*) Excluding equity securities.

The above table represents the credit risk exposure of the Group at 31 December 2013 and 2012, without taking account of any collateral held or other credit enhancements attached. For on-balance-sheet assets, the exposures set out above are based on net carrying amounts as reported in the statement of financial position.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 4. FINANCIAL RISK MANAGEMENT (continued)

#### Impaired loans and receivables

Impaired loans and receivables are loans and receivables for which the Group determines that it is probable that it will be unable to collect all principal and interest due according to the contractual terms of the loan agreements.

### Loans with renegotiated terms

Loans with renegotiated terms are loans that have been restructured due to temporary deterioration in the borrower's financial position and where the Group has made concessions that it would not otherwise consider. Once the loan is restructured it remains in this category independent of satisfactory performance after restructuring.

### Past due but not impaired loans

Loans and receivables where contractual interest or principal payments are past due but the Group believes that impairment is not appropriate on the basis of the level of security / collateral available and / or the stage of collection of amounts owed to the Group.

#### Allowances for impairment

The Group establishes an allowance for impairment losses that represents its estimate of incurred losses in its loan portfolio.

### Write-off policy

A write off is made when all or part of a loan is deemed uncollectible or in the case of debt forgiveness. Such loans are written off with the approval of the Board of Directors after all the necessary procedures have been completed and the amount of the loss has been determined.

Set out below is an analysis of the gross and net (of allowances for impairment) amounts of individually impaired assets by risk extent.

|  | Loans and advances to customer |        |  |  |
|--|--------------------------------|--------|--|--|
| December 2012 December 2012 Deans and Receivables with Limited Collectibility Deans and Receivables with Doubtful Collectibility necollectible Loans and Receivables | Gross                          | Net    |  |  |
| Loans and Receivables with Limited Collectability  | 4,915                          | 3,029  |  |  |
|  | 38,547                         | 7,029  |  |  |
| Uncollectible Loans and Receivables  | 136,338                        | 36,125 |  |  |
| Total  | 179,800                        | 46,183 |  |  |
|  |                                |        |  |  |
| 31 December 2012   | Gross                          | Net    |  |  |
| Loans and Receivables with Limited Collectibility  | 9,774                          | 7,699  |  |  |
| Loans and Receivables with Doubtful Collectibility   | 30,238                         | 9,449  |  |  |
| Uncollectible Loans and Receivables  | 95,161                         | 25,056 |  |  |
| Total  | 135,173                        | 42,204 |  |  |

As at 31 December 2013 and 2012, the Group has no allowance for other assets such as loans and advances to banks and marketable securities. The Group has provided impairment for assets to be disposed of recorded under other assets amounting to TL 116 (2012 - TL 838) as at 31 December 2013.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

### 4. FINANCIAL RISK MANAGEMENT (continued)

#### **Credit Risk (continued)**

#### *Collateral policy*

The Group holds collateral against loans and advances to customers in the form of mortgage interests over property, other registered securities over assets and guarantees. Estimates of fair value are based on the value of collateral assessed at the time of borrowing, and generally are not updated except when a loan is individually assessed as impaired. Collateral generally is not held over loans and advances to banks, except when securities are held as part of reverse repurchase and securities borrowing activity.

The breakdown of cash and non-cash loans and advances to customers by type of collateral is as follows:

| Cash Loans  | 2013      | 2012      |
|---|-----------|-----------|
| Secured loans:  | 2,407,891 | 2,480,276 |
| Secured by mortgages  | 632,064   | 799,903   |
| Secured by cash collateral  | 36,709    | 102,229   |
| Secured by other collateral (pledge on assets, corporate and personal |           |           |
| guarantees, promissory notes)   | 1,739,118 | 1,578,144 |
| Unsecured loans   | 378,090   | 146,638   |
| Impaired loans, net   | 15,759    | 20,462    |
| Total   | 2,801,740 | 2,647,376 |
|   |           |           |
| Non-cash Loans  | 2013      | 2012      |
| Secured loans:  | 970,731   | 1,032,962 |
| Secured by mortgages  | 147,515   | 141,232   |
| Secured by cash collateral  | 30,168    | 19,795    |
| Secured by other collateral (pledge on assets, corporate and personal | <i>.</i>  | *         |
| guarantees, promissory notes)   | 793,048   | 871,935   |
| Unsecured loans   | 240,229   | 215,149   |
| Total   | 1,210,960 | 1,248,111 |

The breakdown of non-performing loans and receivables based on the types of colletarals held against them is as follows:

|   | 2013    | 2012    |  |
|---|---------|---------|--|
| Secured by mortgages                    | 54,118  | 39,219  |  |
| Pledge on vehicles and other collateral | 3,804   | 3,330   |  |
| Unsecured                               | 121,878 | 92,624  |  |
| Total                                   | 179,800 | 135,173 |  |

The collateral amounts on the table above represent the minimum of the fair value of the collateral or the amount of non-performing loan against which the collateral acquired.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 4. FINANCIAL RISK MANAGEMENT (continued)

#### **Credit Risk (continued)**

The Group monitors concentrations of credit risk by sector and by geographic location. Industry exposure information for cash loans and non-cash loans is as follows:

|   | 201       | 3         | 2012      |           |
|---|-----------|-----------|-----------|-----------|
|   | Cash      | Non-cash  | Cash      | Non-cash  |
| Construction                            | 412,880   | 473,413   | 423,724   | 474,605   |
| Finance                                 | 225,328   | 84,596    | 86,230    | 96,018    |
| Service                                 | 199.026   | 56,371    | 223,408   | 59,648    |
| Textile, Fabrics and Yarn Industry      | 153,667   | 51,352    | 165,592   | 55,267    |
| Food and Beverages and Tobacco          | 161,591   | 42,490    | 162,126   | 31,140    |
| Energy and non-metal mining             | 133,154   | 65,176    | 134,573   | 60,940    |
| Iron and Steel                          | 103,529   | 87,156    | 126,410   | 57,323    |
| Automotive                              | 160,701   | 24,680    | 130,459   | 25,817    |
| Chemistry and Plastics                  | 88,580    | 95,051    | 99,123    | 66,266    |
| Manufacturing                           | 82,152    | 41,448    | 76,664    | 79,020    |
| Tourism                                 | 112,903   | 5,570     | 178,005   | 12,284    |
| Agriculture and Stockbreeding           | 46,377    | 53,840    | 79,088    | 66,745    |
| Main Metal Product, Processed Materials | 44,466    | 9,774     | 39,405    | 13,147    |
| Foreign Trade                           | 42,277    | 8,287     | 23,010    | 8,505     |
| Optics and Electrical Equipments        | 24,875    | 9,672     | 25,367    | 16,439    |
| Paper Production and Publishing         | 19,052    | 421       | 20,842    | 888       |
| Others                                  | 350,221   | 101,663   | 215,002   | 124,059   |
| Corporate loans                         | 2,360,779 | 1,210,960 | 2,209,028 | 1,248,111 |
| Consumer loans and credit cards         | 371,761   | -         | 359,417   | -         |
| Specialized loans                       | 22,905    | -         | 24,853    | -         |
| Investment loans                        | 30,536    | -         | 33,616    | -         |
| Loans in arrears                        | 179,800   | -         | 135,173   | -         |
| Provision for possible loan losses      | (164,041) | -         | (114,711) | -         |
| Total                                   | 2,801,740 | 1,210,960 | 2,647,376 | 1,248,111 |

Breakdown of non-performing loans is shown below:

|                            | 2013    | 2012    |
|----------------------------|---------|---------|
| Corporate loans            | 146,899 | 109,292 |
| Consumer loans             | 18,386  | 13,589  |
| Credit cards               | 12,958  | 10,939  |
| Specialized loans          | 325     | -       |
| Investment loans           | 1,232   | 1,353   |
| Total non-performing loans | 179,800 | 135,173 |

The Group's activities are mainly concentrated in Turkey. As at 31 December 2013 and 2012, cash loan portfolio including non-performing loans are granted fully in Turkey.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 4. FINANCIAL RISK MANAGEMENT (continued)

#### Credit Risk (continued)

As at 31 December 2013, the share of the Group's receivables from its top 100 cash credit customers in its total cash loan portfolio is 48% (2012 - 46%).

As at 31 December 2013, the share of the Group's receivables from its top 100 non-cash customers in its total non-cash loan portfolio is 76% (2012 - 72%).

### Liquidity Risk

Liquidity risk occurs when there is an insufficient amount of cash or cash inflows to fulfill the cash outflows in full and on time, resulting from the unstable cash inflows.

Liquidity risk may occur when there is an inadequate market penetration and the open positions cannot be closed on a timely basis with an appropriate price and sufficient amount due to barriers and break-ups at the markets.

A main objective of the Bank's asset and liability management is to ensure that sufficient liquidity is available to meet the Bank's commitments to customers and counterparties. The Bank achieves this through the maintenance of a stock of high quality liquid assets.

Net outflows are monitored on a daily basis and the required minimum liquidity stock can be increased if these outflows exceed the predetermined target levels. The available free lines in the BIST (Borsa Istanbul) Settlement and Custody Bank's Stock Exchange Money Market, Interbank and secondary market are monitored frequently. Regarding maturity mismatch risk in the statement of financial position, the maximum limits have been set by the Board of Directors.

The Parent Bank diversifies its funding with steady deposit base and medium/long-term funds borrowed from international institutions which are mainly placed in interest earning assets. Deposits are obtained from individuals and corporate/commercial entities. The portion of saving deposits over total deposits is 59% as at 31 December 2013 (2012 - 58%). The Parent Bank performs customer concentration analysis on a branch basis and takes short and long term actions to disseminate customers in the branches with concentration risk. Funds borrowed consists of funds with different characteristics and maturity-interest structures like export financing, money market, post-finance funding and are provided from different reputable institutions.

Residual contractual maturities of financial liabilities (excluding derivatives):

| 31 December 2013            | Carrying<br>amount | Gross<br>nominal<br>outflow | Demand  | Less than<br>one<br>month | 1-3<br>months | 3 months<br>to 1 year | 1-5<br>years | More<br>than 5<br>years |
|-----------------------------|--------------------|-----------------------------|---------|---------------------------|---------------|-----------------------|--------------|-------------------------|
| Deposits from banks         | 19                 | 19                          | 19      | -                         | -             | -                     | -            | -                       |
| Deposits from customers     | 2,521,794          | 2,529,937                   | 180,665 | 1,807,564                 | 516,493       | 25,195                | 20           | -                       |
| Other money market deposits | 258,597            | 258,654                     | -       | 258,654                   | -             | - ,                   | -            | -                       |
| Funds borrowed              | 341,000            | 345,366                     | -       | 31,950                    | 88,941        | 220,569               | 3,906        | -                       |
| Total                       | 3,121,410          | 3,133,976                   | 180,684 | 2,098,168                 | 605,434       | 245,764               | 3,926        | -                       |
| Non-cash loans (*)          | 1,210,960          | 1,210,960                   | 495,765 | 127,305                   | 148,441       | 339,624               | 98,515       | 1,310                   |

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 4. FINANCIAL RISK MANAGEMENT (continued)

| 31 December 2012            | Carrying<br>amount | Gross<br>nominal<br>outflow | Demand  | Less than<br>one<br>month | 1-3<br>months | 3 months<br>to 1 year | 1-5<br>years | More<br>than 5<br>years |
|-----------------------------|--------------------|-----------------------------|---------|---------------------------|---------------|-----------------------|--------------|-------------------------|
| Deposits from banks         | 53,569             | 53,624                      | 39      | 53,585                    | -             | -                     | -            | -                       |
| Deposits from customers     | 2,656,509          | 2,668,472                   | 252,147 | 1,733,721                 | 551,444       | 131,079               | 81           | -                       |
| Other money market deposits | 11,156             | 11,156                      | -       | 11,156                    | -             | -                     | -            | -                       |
| Funds borrowed              | 249,101            | 252,660                     | -       | 42,788                    | 27,540        | 179,292               | 3,040        | -                       |
| Total                       | 2,970,335          | 2,985,912                   | 252,186 | 1,841,250                 | 578,984       | 310,371               | 3,121        | _                       |
| Non-cash loans (*)          | 1,248,111          | 1,248,111                   | 546,663 | 194,179                   | 135,439       | 305,519               | 65,672       | 639                     |

(\*) The letter of guarantees without a defined maturity date due to their business nature are presented at demand column.

The table below analyses assets and liabilities of the Group into relevant maturity groupings based on the remaining period at date of financial position to contractual maturity date.

|                                     | On      | Up to 1     | 1 to 3    | 3 to 6  | 6 to 12 | Over 1    |             |           |
|-------------------------------------|---------|-------------|-----------|---------|---------|-----------|-------------|-----------|
|                                     | Demand  | month       | months    | Months  | Months  | Year      | Unallocated | Total     |
| As at 31 December 2013              |         |             |           |         |         |           |             |           |
| Assets                              |         |             |           |         |         |           |             |           |
| Cash and balances with Central Bank | 450,273 | -           | -         | -       | -       | -         | -           | 450,273   |
| Deposits with other banks and       |         |             |           |         |         |           |             |           |
| financial institutions              | 11,854  | 64,549      | -         | -       | -       | -         | -           | 76,403    |
| Money market receivables            | -       | -           | -         | -       | -       | -         | -           |           |
| Trading securities                  | 1,088   | -           | 9         | -       | -       | 384       | -           | 1,48      |
| Derivative financial instruments    | -       | 10,316      | 3,899     | 266     | 37      | -         | -           | 14,518    |
| Loans and advances                  | -       | 523,957     | 340,521   | 407,422 | 584,510 | 929,571   | 15,759      | 2,801,740 |
| Investment securities               | 160     | 8,111       | 32,840    | 21,811  | 83,346  | 242,680   | -           | 388,948   |
| Property and equipment              | -       | -           | -         | -       | -       | -         | 16,445      | 16,445    |
| Intangible assets                   | -       | -           | -         | -       | -       | -         | 1,902       | 1,902     |
| Deferred tax assets                 | -       | -           | -         | -       | -       | 8,327     | -           | 8,32      |
| Other assets                        | -       | 53,185      | 3,134     | 5,474   | -       | -         | 7,632       | 69,42     |
| Total assets                        | 463,375 | 660,118     | 380,403   | 434,973 | 667,893 | 1,180,962 | 41,738      | 3,829,46  |
|                                     | ,       | ,           | ,         | ,       | ,       |           | <i>,</i>    |           |
| Liabilities                         |         |             |           |         |         |           |             |           |
| Deposits from banks                 | 19      | -           | -         | -       | -       | -         | -           | 19        |
| Deposits from customers             | 180,665 | 1,802,914   | 514,000   | 13,788  | 10,411  | 16        | -           | 2,521,794 |
| Other money market deposits         | -       | 258,597     | -         | -       | -       | -         | -           | 258,59    |
| Derivative financial instruments    | -       | 2,667       | 2,895     | 630     | -       | -         | -           | 6,192     |
| Funds borrowed                      | -       | 31,934      | 88,638    | 96,890  | 119,798 | 3,740     | -           | 341,00    |
| Other liabilities                   | 13,068  | 56,786      | 1,506     | 2,974   | -       | 178       | -           | 74,51     |
| Provisions                          | -       | -           | -         | -       | -       | -         | 21,832      | 21,832    |
| Total liabilities                   | 193,752 | 2,152,898   | 607,039   | 114,282 | 130,209 | 3,934     | 21,832      | 3,223,94  |
| Net liquidity gap                   | 269,623 | (1,492,780) | (226,636) | 320,691 | 537,684 | 1,177,028 | 19,906      | 605,51    |
|                                     |         |             |           |         |         |           |             |           |
| As at 31 December 2012              |         |             |           |         |         |           |             |           |
| Total assets                        | 379,135 | 798,414     | 326,246   | 514,610 | 460,279 | 1,059,585 | 128,786     | 3,667,05  |
| Total liabilities                   | 327,388 | 1,850,135   | 579,863   | 155,886 | 153,119 | 11,744    | 6,823       | 3,084,95  |
| Net liquidity gap                   | 51,747  | (1,051,721) | (253,617) | 358,724 | 307,160 | 1,047,841 | 121,963     | 582,09    |

The liquidity analysis of the derivative transactions are presented in "Note 17. Derivatives" section.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 4. FINANCIAL RISK MANAGEMENT (continued)

As per the Banking Regulation and Supervision Agency's (BRSA) Communiqué published on the Official Gazette no.26333 dated 1 November 2006 and became effective starting from 1 January 2007, "Measurement and Assessment of the Adequacy of Banks' Liquidity", the weekly and monthly liquidity ratios on a bank-only basis for foreign currency assets/liabilities and total assets/liabilities should be minimum 80% and 100%, respectively. The Parent Bank's liquidity ratios for 2013 and 2012 are as follows:

|                  | First Matur                    | rity Bracket                      | Second Maturity Bracket        |                                   |  |
|------------------|--------------------------------|-----------------------------------|--------------------------------|-----------------------------------|--|
| Liquidity Ratios | FC Liquidity<br>Adequacy Ratio | Total Liquidity<br>Adequacy Ratio | FC Liquidity<br>Adequacy Ratio | Total Liquidity<br>Adequacy Ratio |  |
| 31 December 2013 | 238.4                          | 196.6                             | 150.8                          | 129.1                             |  |
| Average (%)      | 259.3                          | 212.8                             | 142.0                          | 127.7                             |  |
| Max. (%)         | 441.7                          | 287.4                             | 169.2                          | 141.7                             |  |
| Min. (%)         | 113.3                          | 171.1                             | 115.0                          | 117.7                             |  |

|                  | First Matur                    | rity Bracket                      | Second Maturity Bracket        |                                   |  |
|------------------|--------------------------------|-----------------------------------|--------------------------------|-----------------------------------|--|
| Liquidity Ratios | FC Liquidity<br>Adequacy Ratio | Total Liquidity<br>Adequacy Ratio | FC Liquidity<br>Adequacy Ratio | Total Liquidity<br>Adequacy Ratio |  |
| 31 December 2012 | 229.2                          | 268.1                             | 127.4                          | 129.4                             |  |
| Average (%)      | 231.1                          | 238.7                             | 114.4                          | 123.7                             |  |
| Max. (%)         | 337.3                          | 353.1                             | 154.3                          | 144.2                             |  |
| Min. (%)         | 140.4                          | 180.8                             | 87.7                           | 111.9                             |  |

#### Market Risk

The Group has established market risk management operations and has taken the necessary precautions in order to hedge market risk within its financial risk management purposes, in accordance with the Communiqué on "Internal Control and Risk Management Systems of Banks" announced in the Official Gazette dated 1 November 2006.

"General market risk" is the risk of loss composed of "interest rate risk", "position risk of equity securities" and "foreign exchange risk", regarding the assets and liabilities of the Group's on-off balance sheet, arising from changes in value of positions in the trading book due to changes in equity prices, interest rates and foreign currency exchange rates. The market risk is measured by employing the Value at Risk method. Value at Risk (VaR) is the amount, estimated by using various statistical methods that expresses the maximum loss for a given confidence interval and holding period which a bank may be exposed to as a result of changes in the value of its portfolio or its assets due to fluctuations in interest rates, foreign exchange rates and equity prices.

"Value at Risk" is calculated on a daily basis by employing Standard Method, and internal models (Parametric, Historical Simulation and Monte Carlo methods). In calculating VaR a one-tailed 99% confidence level is used regarding one-day holding period. The results are reported to the Senior Level Risk Committee and ALCO in regular periods. By regarding the VaR results, the risk of maturity mismatch is examined in the ALCO and the necessary measures are taken by the ALCO.

# 4. FINANCIAL RISK MANAGEMENT (continued)

Standard method defined in the "Regulation on Measurement and Assessment of Capital Adequacy Ratios of Banks" published in Official Gazette no. 28337 dated 28 June 2012 is used in calculating the market risk. The criteria for the standard method have been set by the BRSA via section 2 of "Calculation of Market Risk" and "Regulation on Capital Requirement Calculation for Market Risk of Options". Consolidated market risk is reported to BRSA on a quarterly basis, whereas bank only market risk is reported on a monthly basis. The consolidated value at market risks calculated as per the statutory consolidated financial statements prepared for BRSA reporting purposes are as follows:

|                               |               | 2013    |         |        |  |  |  |
|-------------------------------|---------------|---------|---------|--------|--|--|--|
|                               | As at 31      |         |         |        |  |  |  |
|                               | December 2013 | Average | Highest | Lowest |  |  |  |
| Interest rate risk            | 462           | 848     | 1,449   | 462    |  |  |  |
| Equity securities risk (*)    | 342           | 375     | 468     | 324    |  |  |  |
| Currency risk                 | 699           | 719     | 1,161   | 264    |  |  |  |
| Commodity risk                | -             | -       | -       | -      |  |  |  |
| Option risk                   | 307           | 425     | 541     | 307    |  |  |  |
| Counterparty credit risk (**) | 774           | 753     | 1,106   | 320    |  |  |  |
| Total value at risk (***)     | 32,300        | 38,991  | 57,763  | 26,563 |  |  |  |

|                               |                           | 2012    |         |        |  |  |  |  |
|-------------------------------|---------------------------|---------|---------|--------|--|--|--|--|
|                               | As at 31<br>December 2012 | Average | Highest | Lowest |  |  |  |  |
| Interest rate risk            | 79                        | 70      | 79      | 60     |  |  |  |  |
| Equity securities risk (*)    | 412                       | 274     | 462     | 85     |  |  |  |  |
| Currency risk                 | 131                       | 278     | 425     | 131    |  |  |  |  |
| Commodity risk                | -                         | -       | -       | -      |  |  |  |  |
| Option risk                   | -                         | 1,057   | 2,114   | -      |  |  |  |  |
| Counterparty credit risk (**) | 267                       | 188     | 267     | 109    |  |  |  |  |
| Total value at risk (***)     | 11,113                    | 23,681  | 35,538  | 11,113 |  |  |  |  |

(\*) VaR for mutual funds in trading securities are included here.

(\*\*) Represents counterparty credit risk for only trading accounts.

(\*\*\*) The minimum and maximum values of Total VaR represent the minimum and maximum values of quarterend calculated total VaRs, and are not related to the aggregate of the components of them stated in the table.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 4. FINANCIAL RISK MANAGEMENT (continued)

#### **Currency Risk**

Foreign currency risk indicates the possibilities of the potential losses that banks are subject to due to adverse movements between currencies. The Treasury manages the Bank's structural foreign exchange risk arising from net position in foreign currencies, mostly in US Dollar and Euro.

The Group's foreign currency position risk is measured by "Standard Method" and Internal Models.

The concentrations of assets, liabilities and off balance sheet items are as follows:

|  | Turkish Lira | US Dollars | Euro      | Others   | Total     |
|--|--------------|------------|-----------|----------|-----------|
| As at 31 December 2013                               |              |            |           |          |           |
| Assets   |              |            |           |          |           |
| Cash and balances with Central Bank (**)             | 82,638       | 313,184    | 11,096    | 43,355   | 450,273   |
| Deposits with other banks and financial institutions | 43,317       | 25,383     | 6,860     | 843      | 76,403    |
| Money market receivables                             |              | -          | -         | -        | -         |
| Trading securities                                   | 1,088        | 329        | 64        | -        | 1,481     |
| Loans and advances                                   | 1,972,765    | 559,580    | 264,415   | 4,980    | 2,801,740 |
| Investment securities                                | 382,267      | 6,650      | 31        | -        | 388,948   |
| Property and equipment                               | 16,445       | -          | -         | -        | 16,445    |
| Intangible assets                                    | 1,902        | -          | -         | -        | 1,902     |
| Deferred tax assets                                  | 8,327        | -          | -         | -        | 8,327     |
| Other assets   | 52,012       | 17,214     | 188       | 11       | 69,425    |
| Total assets (*)                                     | 2,560,761    | 922,340    | 282,654   | 49,189   | 3,814,944 |
|  |              |            |           |          |           |
| Liabilities  |              |            |           |          |           |
| Deposits from banks                                  | 8            | 11         | -         | -        | 19        |
| Deposits from customers                              | 1,249,915    | 909,863    | 353,741   | 8,275    | 2,521,794 |
| Other money market deposits                          | 258,597      | -          | -         | -        | 258,597   |
| Funds borrowed                                       | 39,731       | 195,364    | 105,023   | 882      | 341,000   |
| Other liabilities                                    | 65,577       | 5,658      | 2,966     | 311      | 74,512    |
| Provisions   | 21,832       | -          | -         | -        | 21,832    |
| Total liabilities (*)                                | 1,635,660    | 1,110,896  | 461,730   | 9,468    | 3,217,754 |
| Net on-balance sheet position                        | 925,101      | (188,556)  | (179,076) | 39,721   | 597,190   |
| Off-balance sheet position                           |              | ()         | (         |          |           |
| Net notional amount of derivatives (***)             | (311,830)    | 188,138    | 171,608   | (38,815) | 9,101     |
| Net Position   | 613,271      | (418)      | (7,468)   | 906      | 606,291   |
| As at 31 December 2012                               |              |            |           |          |           |
| Total assets (*)                                     | 2,465,769    | 883,506    | 250,752   | 63,253   | 3,663,280 |
| Total liabilities (*)                                | 1,651,910    | 908,143    | 513,648   | 8,768    | 3,082,469 |
| Net on-balance sheet position                        | 813,859      | (24,637)   | (262,896) | 54,485   | 580,811   |
| Off-balance sheet position                           | (232,261)    | 24,967     | 262,688   | (54,165) | 1,229     |
| Net Position   | 581,598      | 330        | (208)     | 320      | 582,040   |
|  | 501,590      | 550        | (200)     | 520      | 304,040   |

(\*) The amounts recorded as derivative financial instruments on asset and liability sides are not included above.

(\*\*) As at 31 December 2013, precious metal amounting to TL 41,143 standing in Central Bank of Turkey accounts is consolidated in Others column above (2012 – TL 32,048).

(\*\*\*) As at 31 December 2013, precious metal swap purchase transactions amounting to 20,571 and sales transactions amounting to TL 61,714 is consolidated in Others column above (2012 – TL 32,047 sales transactions).

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 4. FINANCIAL RISK MANAGEMENT (continued)

#### Exposure to currency risk

A 10 percent devaluation of the TL against the following currencies as at 31 December 2013 and 2012 would have decreased equity and profit or loss (without tax effects) by the amounts shown below. This analysis assumes that all other variables, in particular interest rates, remain constant.

|                  | 31 Decembe     | 31 December 2013 |                | er 2012    |
|------------------|----------------|------------------|----------------|------------|
|                  | Profit or loss | Equity (*)       | Profit or loss | Equity (*) |
| US Dollar        | (42)           | (42)             | 33             | 33         |
| Euro             | (747)          | (747)            | (21)           | (21)       |
| Other currencies | 91             | 91               | 32             | 32         |
| Total, net       | (698)          | (698)            | 44             | 44         |

(\*) Equity effect also includes profit or loss effect of 10% devaluation of TL against related currencies.

## **Cash Flow and Fair Value Interest Rate Risk**

"Interest rate risk" is the probability of loss due to changes in interest rates depending on the Group's position regarding the interest bearing financial instruments. Interest rate risk arises as a result of timing differences on the re-pricing of assets and liabilities, changes in correlation of interest rates between different financial instruments and, unexpected changes in the shape and slope of yield curves. Exposure to interest rate movements arises when there is a mismatch between interest rate sensitive assets and liabilities. In Turkey, the interest rates are highly volatile. Therefore, interest rate risk is the key component of the Bank's asset and liability management. Interest risk is managed on a portfolio basis by using natural hedges that arise from offsetting interest rate sensitive assets and liabilities. Duration, gap and sensitivity analysis are the main methods used to manage the risks. The Bank closely monitors interest rate movements, the interest rate and, re-pricing maturity structure of its interest bearing assets and liabilities and the level of non-interest bearing assets and liabilities.

# 4. FINANCIAL RISK MANAGEMENT (continued)

The table below summarizes the Group's exposure to interest rate risk on the basis of the remaining period at the date of statement of financial position to the re-pricing date:

|                                     | Up to<br>1 month | 1 to 3<br>months | 3 to<br>6 months | 6 to 12<br>months | 1 to 5<br>years | Over 5<br>years | Non interest bearing | Total     |
|-------------------------------------|------------------|------------------|------------------|-------------------|-----------------|-----------------|----------------------|-----------|
| As at 31 December 2013              |                  |                  |                  |                   |                 |                 |                      |           |
| Assets                              |                  |                  |                  |                   |                 |                 |                      |           |
| Cash and balances with Central Bank | -                | -                | -                | -                 | -               | -               | 450,273              | 450,273   |
| Deposits with other banks and       | 64,549           | _                | _                | _                 | _               | _               | 11,854               | 76,403    |
| financial institutions              | 04,549           | _                | -                | -                 | -               | -               | 11,004               | 70,405    |
| Money market receivables            | -                | -                | -                | -                 | -               | -               | -                    | -         |
| Trading securities                  | -                | 9                | -                | -                 | 193             | 191             | 1,088                | 1,481     |
| Derivative financial instruments    | 10,316           | 3,899            | 266              | 37                | -               | -               | -                    | 14,518    |
| Loans and advances                  | 1,131,882        | 215,117          | 190,284          | 350,543           | 747,669         | 150,486         | 15,759               | 2,801,740 |
| Investment securities               | 95,320           | 114,547          | 155,870          | 2,126             | 17,904          | 3,021           | 160                  | 388,948   |
| Property and equipment              | -                | -                | -                | -                 | -               | -               | 16,445               | 16,445    |
| Intangible assets                   | -                | -                | -                | -                 | -               | -               | 1,902                | 1,902     |
| Deferred tax assets                 | -                | -                | -                | -                 | -               | -               | 8,327                | 8,327     |
| Other assets                        | -                | -                | -                | -                 | -               | -               | 69,425               | 69,425    |
| Total assets                        | 1,302,067        | 333,572          | 346,420          | 352,706           | 765,766         | 153,698         | 575,233              | 3,829,462 |
| Liabilities                         |                  |                  |                  |                   |                 |                 |                      |           |
| Deposits from banks                 | -                | -                | -                | -                 | -               | -               | 19                   | 19        |
| Deposits from customers             | 1,802,914        | 514,011          | 13,787           | 10,417            | -               | -               | 180,665              | 2,521,794 |
| Other money market deposits         | 258,597          |                  |                  |                   | -               | -               |                      | 258,597   |
| Derivative financial instruments    | 2,667            | 2,895            | 630              | -                 | -               | -               | -                    | 6,192     |
| Funds borrowed                      | 31,934           | 88,638           | 96,890           | 119,798           | 3,740           | -               | -                    | 341,000   |
| Other liabilities                   | -                | -                | -                | -                 | 5,710           | _               | 74,512               | 74,512    |
| Provisions                          | -                | -                | -                | -                 | -               | -               | 21,832               | 21,832    |
| Total liabilities                   | 2,096,112        | 605,544          | 111,307          | 130,215           | 3,740           | -               | 277,028              | 3,223,946 |
| Interest sensitivity gap            | (794,045)        | (271,972)        | 235,113          | 222,491           | 762,026         | 153,698         | 298,205              | 605,516   |
| Interest sensitivity gap            | (794,045)        | (2/1,9/2)        | 235,115          | 222,491           | /02,020         | 155,098         | 298,205              | 005,510   |
| As at 31 December 2012              |                  |                  |                  |                   |                 |                 |                      |           |
| Total assets                        | 1,527,091        | 282,874          | 270,617          | 268,732           | 568,084         | 148,973         | 600,684              | 3,667,055 |
| Total liabilities                   | 1,838,470        | 575,181          | 150,964          | 153,132           | 2,891           | -               | 364,320              | 3,084,958 |
| Interest sensitivity gap            | (311,379)        | (292,307)        | 119,653          | 115,600           | 565,193         | 148,973         | 236,364              | 582,097   |

The following table indicates the effective interest rates by major currencies for the major components of the statement of financial position as at 31 December 2013 and 2012:

| 31 December 2013                        | Euro<br>% | US Dollar<br>% | TL<br>% |
|---|-----------|----------------|---------|
| Cash and balances with Central Bank     | -         | -              | -       |
| Deposits with other banks               | -         | 0.67           | 9.03    |
| Loans and advances to customers         | 5.68      | 6.24           | 11.23   |
| Investment securities                   | 4.77      | 6.00           | 4.90    |
| Deposits from banks                     | -         | -              | -       |
| Deposits from customers                 | 3.15      | 3.26           | 9.35    |
| Obligations under repurchase agreements | -         | -              | 7.26    |
| Funds borrowed                          | 2.45      | 2.02           | 5.88    |

# 4. FINANCIAL RISK MANAGEMENT (continued)

| 31 December 2012                        | Euro<br>% | US Dollar<br>% | TL<br>% |
|---|-----------|----------------|---------|
| Cash and balances with Central Bank     | -         | _              | -       |
| Deposits with other banks               | 0.78      | 0.48           | 7.25    |
| Loans and advances to customers         | 6.88      | 7.39           | 13.02   |
| Investment securities                   | 4.76      | 6.33           | 5.24    |
| Deposits from banks                     | -         | 2.38           | -       |
| Deposits from customers                 | 3.65      | 3.63           | 8.80    |
| Obligations under repurchase agreements | -         | -              | 5.13    |
| Funds borrowed                          | 3.20      | 3.00           | 8.01    |

In accordance with the BRSA's "Regulation on Measurement and Assessment of Standard Shock Method on the Interest Rate Risk Arising from Banking Accounts", published in the Official Gazette numbered 28034 and dated 23 August 2011, the interest rate risk of the banking book items (items other than trading accounts) is measured and reported monthly to BRSA. The interest rate risks of financial instruments on trading portfolio are considered within the scope of the market risk.

In accordance with the communiqué on "Standard Shock Measurement and Evaluation Method of the Interest Rate Risk in Banking Accounts", for unconsolidated statutory accounts of the Bank, economic valuation differences arising from fluctuations in interest rates, in different currencies are presented in the table below (excluding tax effect) as of 31 December 2013 and 2012.

| 31 December 2013           | Shocks Applied (+/- basis points) | Gains/(Losses) | Gains/Equity-<br>(Losses/Equity) |
|----------------------------|-----------------------------------|----------------|----------------------------------|
| TL                         | 100                               | (10,231)       | %(1.7)                           |
|                            | (100)                             | 10,545         | %1.8                             |
| Euro                       | 100                               | (852)          | %(0.1)                           |
|                            | (100)                             | 848            | %0.1                             |
| US Dollar                  | 100                               | (6,422)        | %(1.1)                           |
|                            | (100)                             | 6,183          | %1.0                             |
| Total (of negative shocks) |                                   | 17,576         | %2.9                             |
| Total (of positive shocks) |                                   | (17,505)       | %(2.9)                           |

| 31 December 2012           | Shocks Applied (+/- basis points) | Gains/(Losses) | Gains/Equity-<br>(Losses/Equity) |
|----------------------------|-----------------------------------|----------------|----------------------------------|
| TL                         | 100                               | (9,559)        | %(1.7)                           |
|                            | (100)                             | 9,874          | %1.8                             |
| Euro                       | 100                               | 605            | %0.1                             |
|                            | (100)                             | 73             | %0.0                             |
| US Dollar                  | 100                               | (5,413)        | %(1.0)                           |
|                            | (100)                             | 4,368          | %0.8                             |
| Total (of negative shocks) |                                   | 14,315         | %2.6                             |
| Total (of positive shocks) |                                   | (14,367)       | %(2.6)                           |

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

# 4. FINANCIAL RISK MANAGEMENT (continued)

## **Operational Risk**

Operational risk is the risk of direct or indirect loss arising from a wide variety of causes associated with the Bank's processes, personnel, technology and infrastructure, and from external factors other than credit, market and liquidity risks such as those arising from legal and regulatory requirements and generally accepted standards of corporate behaviour. Operational risks arise from all of the Bank's operations and are faced by all business entities.

The operational risk items in the Bank are determined in accordance with the definition of operational risk by considering the whole processes, products and departments. The control areas are set for operational risks within the Bank and all operational risks are followed by assigning the risks to these control areas. In this context, appropriate monitoring methodology is developed for each control area that covers all operational risks and control frequencies are determined.

The data of operational losses exposed to during the Bank's activities is collected and analyzed regularly by Risk Management Department and reported to Board of Directors, Audit Committee and senior management.

The Group calculated the value at operational risk in accordance with the "Computation of Value of Operational Risk" of the circular, "Regulation on Measurement and Assessment of Capital Adequacy Ratios of Banks" published in the Official Gazette dated 28 June 2012, using gross profit of the last three years 2010, 2011 and 2012 by using "Basic Indicator Approach" method. Value at operational risk, used in calculation of capital adequacy ratio, is amounting to TL 279,541. The 8% of VaR; TL 22,363 as at 31 December 2013 represents the operational risk that the Bank may be exposed to and the amount of minimum capital requirement to eliminate this risk.

# **Capital Adequacy**

BRSA sets and monitors capital requirements for the Bank both on unconsolidated and consolidated basis. Additionally, the consolidated subsidiary; Tekstil Yatırım is supervised by Turkish Capital Market Board regarding capital adequacy ratios and related calculations.

Capital adequacy ratio is calculated within the scope of the "Regulation on Measurement and Evaluation of Capital Adequacy of Banks", "Regulation on Credit Risk Mitigation Techniques" and "Regulation on Capital Market Requirement Calculation for Market Risk of Options" published in the Official Gazette numbered 28337 dated 28 June 2012 and the "Regulation on Equities of Banks" published in the Official Gazette numbered 26333 dated 1 November 2006.

In the calculation of consolidated capital adequacy standard ratio, the accounts and transactions are evaluated by taking into account the relevant legislation. Accounts and transactions are classified in two separate portfolio as "trading accounts" and "banking accounts" and are used in the calculation of market and credit risks. Trading accounts and items deducted from the capital are not considered in the calculation of credit risks. In the calculation of risk weighted assets, amortized and impaired assets are accounted by net amounts after deducting the related amortization and provision amounts.

In the calculation of the amount subject to credit risk, the Group assesses its loans and receivables by taking the risk classes, rating notes and risk mitigation into consideration. "Simple financial collateral method" is used for banking accounts while "comprehensive financial collateral method" is used for trading accounts for taking risk mitigation elements into consideration.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

# 4. FINANCIAL RISK MANAGEMENT (continued)

Counterparty Credit Risk is calculated for derivative transactions, repo transactions, security-stock lending transactions, overdraft security transactions and long term trade transactions.

In implementing current capital requirements, BRSA requires the banks to maintain a prescribed ratio of minimum 8% of total capital to total risk-weighted assets. The Bank and its subsidiaries' consolidated regulatory capital is analyzed into two tiers:

- Tier 1 capital, which includes paid-in capital, share premium, legal reserves, retained earnings, translation reserve and minority interest after deductions for goodwill and certain cost items.
- Tier 2 capital, which includes qualifying subordinated liabilities, general loan loss provision calculated and recorded in accordance with BRSA standards and the element of the fair value reserve relating to unrealized gains on securities classified as available-for-sale.

The Bank's policy is to maintain a strong capital base so as to maintain investor, creditor and market confidence and to sustain future development of the business. The impact of the level of capital on shareholders' return is also recognized and the Bank recognizes the need to maintain a balance between the higher returns that might be possible with greater gearing and the advantages and security afforded by a sound capital position. There have been no material changes in the Bank's management of capital during the period.

The Bank and its individually regulated operations have complied with externally imposed capital requirements throughout the period.

The regulatory capital and the capital adequacy ratio declared by the Bank as at 31 December 2013 are as follows:

| 31 December 2013  | Consolidated | Bank Only |
|---|--------------|-----------|
| Amount subject to credit risk (I)   | 3,249,323    | 3,247,770 |
| Amount subject to market risk (II)  | 32,300       | 28,438    |
| Amount subject to operational risk (III)                                  | 279,541      | 261,445   |
| Total Risk-weighted assets and value at market risk and operational risk  | I.           |           |
| (I+II+III)=(IV)   | 3,561,164    | 3,537,653 |
| Tier 1 Capital  | 596,892      | 593,090   |
| Tier 2 Capital  | 26,016       | 26,017    |
| Deductions from Capital   | (4,358)      | (4,358)   |
| Total Regulatory Capital  | 618,550      | 614,749   |
| Total regulatory capital expressed as a percentage of total risk-weighted | l            |           |
| assets and value at risks   | 17.37%       | 17.38%    |

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

# 5. FAIR VALUE OF FINANCIAL INSTRUMENTS

#### **Fair Values**

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date (ie an exit price). The estimated fair values of financial instruments have been determined by the Group using available market information and appropriate valuation methodologies. However, judgment is necessarily required to interpret market data to develop the estimated fair value. Accordingly, the estimates presented herein are not necessarily indicative of the amounts the Group could realize in a current market exchange.

Set out below is a comparison by category of carrying amounts and fair values of the Group's financial instruments that are carried in the financial statements at other than fair values.

|  | Carrying amount |           | Fair      | value     |
|--|-----------------|-----------|-----------|-----------|
|  | 2013            | 2012      | 2013      | 2012      |
| Financial assets                                     |                 |           |           |           |
| Deposits with other banks and financial institutions | 76,403          | 117,536   | 76,403    | 117,536   |
| Loans and advances                                   | 2,801,740       | 2,647,376 | 2,798,693 | 2,643,124 |
|  | 2,878,143       | 2,764,912 | 2,875,096 | 2,760,660 |
| Financial liabilities                                |                 |           |           |           |
| Deposits from other banks                            | 19              | 53,569    | 19        | 53,569    |
| Deposits from customers                              | 2,521,794       | 2,656,509 | 2,523,427 | 2,659,333 |
| Funds borrowed                                       | 341,000         | 249,101   | 342,042   | 250,253   |
|  | 2,862,813       | 2,959,179 | 2,865,488 | 2,963,155 |

The following methods and assumptions were used to estimate the fair value of the Group's financial instruments that are carried at amortized cost:

## Deposits with other banks and financial institutions

Fair values of deposits with other banks and financial institutions are considered to approximate their respective carrying values due to their short-term nature.

## Loans and Advances

Loans and advances are net of provisions for impairment. The estimated fair value of loans and advances represents the discounted amount of estimated future cash flows expected to be received. Expected cash flows are discounted at current market rates to determine fair value.

## Deposits and Funds Borrowed

The estimated fair values of deposits from other banks and customer with no stated maturity, which includes non-interest bearing deposits, are the amount repayable on demand.

The estimated fair value of fixed interest bearing deposits and funds borrowed without quoted market price is based on discounted cash flows using interest rates for new deposits and debts with similar remaining maturity.

Fair values of remaining financial assets and liabilities carried at amortized cost, including balances with Central Bank, other money market placements, reserve deposits and other money market deposits are considered to approximate their respective carrying values due to their short-term nature.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 5. FAIR VALUE OF FINANCIAL INSTRUMENTS (continued)

#### **Fair Value Hierarchy**

IFRS 7 specifies a hierarchy of valuation techniques based on whether the inputs to those valuation techniques are observable or unobservable. Observable inputs reflect market data obtained from independent sources; unobservable inputs reflect the Group's market assumptions. These two types of inputs have created the following fair value hierarchy:

Level 1 - Quoted prices (unadjusted) in active markets for identical assets or liabilities. This level includes listed debt instruments.

Level 2 - Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices). This level includes the OTC derivative contracts. The sources of input parameters like LIBOR yield curve or counterparty credit risk are Bloomberg and Reuters.

Level 3 - inputs for the asset or liability that are not based on observable market data (unobservable inputs). This level includes equity investments and debt instruments with significant unobservable components.

Fair value hierarchy of the financial assets and liabilities of the Bank carried at fair value according to the foregoing principles as at 31 December 2013 and 2012, is given in the tables below:

|  |         | 31 Dece | mber 2013 |         |
|--|---------|---------|-----------|---------|
|  | Level 1 | Level 2 | Level 3   | Total   |
| Trading securities                         |         |         |           |         |
| Eurobonds issued by the Turkish government | 393     | -       | -         | 393     |
| Equity securities                          | 37      | -       | -         | 37      |
| Other securities                           | -       | 1,051   | -         | 1,051   |
| Investment securities - available for sale |         |         |           |         |
| Equity securities                          | -       | -       | 160       | 160     |
| Turkish government bonds                   | 381,358 | -       | -         | 381,358 |
| Eurobonds issued by the Turkish government | 56      | -       | -         | 56      |
| Other debt securities                      | 749     | -       | 6,625     | 7,374   |
| Derivative financial instruments           | -       | 14,518  | -         | 14,518  |
| Total assets carried at fair value         | 382,593 | 15,569  | 6,785     | 404,947 |
| Derivative financial instruments           | -       | 6,192   | -         | 6,192   |
| Total liabilities carried at fair value    | -       | 6,192   | -         | 6,192   |

|  | 31 December 2012 |         |         |         |  |  |
|--|------------------|---------|---------|---------|--|--|
|  | Level 1          | Level 2 | Level 3 | Total   |  |  |
| Trading securities                         |                  |         |         |         |  |  |
| Eurobonds issued by the Turkish government | 367              | -       | -       | 367     |  |  |
| Equity securities                          | 428              | -       | -       | 428     |  |  |
| Other securities                           | -                | 1,250   | -       | 1,250   |  |  |
| Investment securities - available for sale |                  |         |         |         |  |  |
| Turkish government bonds                   | 321,000          | -       | -       | 321,000 |  |  |
| Eurobonds issued by the Turkish government | 54               | -       | -       | 54      |  |  |
| Other debt securities                      | 968              | -       | 7,380   | 8,348   |  |  |
| Derivative financial instruments           | -                | 3,775   | -       | 3,775   |  |  |
| Total assets carried at fair value         | 322,817          | 5,025   | 7,380   | 335,222 |  |  |
| Derivative financial instruments           | -                | 2,489   | -       | 2,489   |  |  |
| Total liabilities carried at fair value    | -                | 2,489   | -       | 2,489   |  |  |

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

# 5. FAIR VALUE OF FINANCIAL INSTRUMENTS (continued)

The following table shows a reconciliation of the fair value measurements in Level 3 of the fair value hierarchy for the years 2013 and 2012:

| Available-for-sale securities | 2013    | 2012    |
|-------------------------------|---------|---------|
| Balance at 1 January          | 7,380   | 16,926  |
| Additions                     | 160     | -       |
| Disposals                     | (1,924) | (8,916) |
| Foreign exchange differences  | 1,169   | (630)   |
| Balance at 31 December        | 6,785   | 7,380   |

There are no transfers between the first and the second levels in the current year.

## 6. CASH AND BALANCES WITH CENTRAL BANK

|  | 2013      | 2012     |
|--|-----------|----------|
| Cash on hand   | 49,191    | 30,468   |
| Balances with Central Bank                                       | 401,082   | 332,366  |
| Cash and balances with central banks                             | 450,273   | 362,834  |
| Deposits with other banks and financial institutions             | 76,403    | 117,536  |
| Money market receivables   | -         | 3,000    |
| Cash and cash equivalents in the statement of financial position | 526,676   | 483,370  |
| Less: Income accrual   | (13)      | (14)     |
| Less: Reserve deposits at Central Bank                           | (148,083) | (89,653) |
| Cash and cash equivalents in the statement of cash flows         | 378,580   | 393,703  |

As at 31 December 2013 and 2012, deposits and placements due from are as follows:

|   | 2013                                  |                     |                 |                     |                 | 20                  | )12                  |                     |
|---|---------------------------------------|---------------------|-----------------|---------------------|-----------------|---------------------|----------------------|---------------------|
|   | Amount Effective interest<br>rate (%) |                     |                 | An                  | nount           |                     | interest rate<br>(%) |                     |
|   | Turkish<br>Lira                       | Foreign<br>Currency | Turkish<br>Lira | Foreign<br>Currency | Turkish<br>Lira | Foreign<br>Currency | Turkish<br>Lira      | Foreign<br>Currency |
| Balances with Central Bank<br>Deposits with other banks and | 67,314                                | 333,768             | -               | -                   | 79,616          | 252,750             | -                    | -                   |
| financial institutions                                      | 43,317                                | 33,086              | 7.8 - 9.8       | 0.5 - 1.4           | 7,507           | 110,029             | -                    | 0.4 - 0.5           |
| Money market receivables                                    | -                                     | -                   | -               | -                   | 3,000           | -                   | 5.7                  | -                   |
| Total   | 110,631                               | 366,854             |                 |                     | 90,123          | 362,779             |                      |                     |

## 6. CASH AND BALANCES WITH CENTRAL BANK (continued)

Balances with Central Bank include:

|                                 | 2013            |                     | 201             | 2                   |
|---------------------------------|-----------------|---------------------|-----------------|---------------------|
|                                 | Turkish<br>Lira | Foreign<br>Currency | Turkish<br>Lira | Foreign<br>Currency |
| Unrestricted demand deposits    | 67,314          | 185,685             | 79,616          | 163,097             |
| Restricted reserve requirements | -               | 148,083             | -               | 89,653              |
| Total                           | 67,314          | 333,768             | 79,616          | 252,750             |

According to the regulations of the Central Bank of Turkish Republic ("the Central Bank"), banks are obliged to reserve a portion of certain liability accounts as specified in the related decree. Such mandatory reserves are not available for use in the Group's day-to-day operations.

As at 31 December 2013, reserve deposit rates applicable for Turkish Lira liabilities are as follows:

| TL Liabilities   | Required Reserve<br>Ratio (%)      |
|--|------------------------------------|
| Demand deposits, notice deposits, private current accounts   | 11.5                               |
| Deposits/participation accounts up to 1 month maturity   | 11.5                               |
| Deposits/participation accounts up to 3 months maturity  | 11.5                               |
| Deposits/participation accounts up to 6 months maturity  | 8.5                                |
| Deposits/participation accounts up to 1 year maturity  | 6.5                                |
| Deposits/participation accounts with 1 year and longer maturity and cumulative deposits/participation accounts | 5.0                                |
| Special funds  | Ratios corresponding to maturities |
| TL other liabilities accounts up to 1 year maturity (including 1 year)   | 11.5                               |
| TL other liabilities accounts up to 3 years maturity (including 3 years)                                       | 8.0                                |
| TL other liabilities longer than 3 years maturity  | 5.0                                |
|  |                                    |

Turkish Lira balances are included in "Balances with Central Bank".

As at 31 December 2013, reserve deposit rates applicable for foreign currency liabilities are as follows:

| Foreign Currency Liabilities   | Required Reserve<br>Ratio (%) |
|--|-------------------------------|
| FC demand deposits, notice deposits, foreign currency private current accounts | 13.0                          |
| FC Deposits/participation accounts up to 1 month maturity                      | 13.0                          |
| FC Deposits/participation accounts up to 3 month maturity                      | 13.0                          |
| FC Deposits/participation accounts up to 6 month maturity                      | 13.0                          |
| FC Deposits/participation accounts up to 1 year maturity                       | 13.0                          |
| FC deposits/participation accounts with 1 year and longer maturity and         |                               |
| cumulative deposits/participation accounts                                     | 9.0                           |
| Special funds  | Ratios corresponding          |
| Special funds  | to maturities                 |
| Other foreign currency accounts up to 1 year maturity (including 1 year)       | 13.0                          |
| Other foreign currency accounts up to 3 years maturity (including 3 years)     | 11.0                          |
| Other foreign currency accounts longer than 3 years maturity                   | 6.0                           |

As at 31 December 2013 and 2012, no interest is applied for reserve deposit balances by the Central Bank.

# 7. TRADING SECURITIES

|  | 2013   |                    |        | 2012               |
|--|--------|--------------------|--------|--------------------|
|  |        | Effective Interest |        | Effective Interest |
|  | Amount | Rate (%)           | Amount | Rate (%)           |
| Debt instruments                           |        |                    |        |                    |
| Eurobonds issued by the Turkish government | 393    | 1.9-7.1            | 367    | 1.4-4.5            |
| Other instruments                          |        |                    |        |                    |
| Equity securities                          | 37     | -                  | 428    | -                  |
| Mutual funds                               | 1,051  | -                  | 1,250  | -                  |
| Total trading securities                   | 1,481  |                    | 2,045  |                    |

Trading debt securities have fixed rates.

As at 31 December 2013 and 2012, none of the trading securities are kept as collateral or guarantee.

# 8. INVESTMENT SECURITIES

#### Available for Sale Securities

|   | 2013    |                   |         | 2012               |  |
|---|---------|-------------------|---------|--------------------|--|
|   | -       | Effective Interes | st      | Effective Interest |  |
|   | Amount  | Rate (%)          | Amount  | Rate (%)           |  |
| Equity instruments                                |         |                   |         |                    |  |
| Equity securities                                 | 160     | -                 | -       | -                  |  |
| Debt instruments                                  |         |                   |         |                    |  |
| Turkish government bonds                          | 381,358 | 2.7 - 10.1        | 321,000 | 2.7 - 11.4         |  |
| Eurobonds issued by Turkish government            | 56      | 4.3 - 6.3         | 54      | 4.3 - 6.3          |  |
| Other debt securities                             | 7,374   | 6.0 - 13.5        | 8,348   | 6.3 – 9.9          |  |
| Total available for sale securities at fair value | 388,948 |                   | 329,402 |                    |  |

As at 31 December 2013, TL 329,123 (2012 – TL 288,943) of available for sale securities has floating interest rates and the remaining portion has fixed rates.

The movement in available for sale securities is summarized as follows:

| Available for Sale Securities                              | 2013     | 2012      |
|--|----------|-----------|
| At 1 January   | 329,402  | 350,218   |
| Foreign exchange differences                               | 1,212    | (1,362)   |
| Purchases  | 140,841  | 242,956   |
| Disposals and revaluation differences (sale or redemption) | (82,507) | (262,410) |
| At 31 December   | 388,948  | 329,402   |

As at 31 December 2013, TL 17,054 (2012 – TL 9,256) of available-for-sale securities is kept as a guarantee for stock exchange and other money market operations.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

# 8. INVESTMENT SECURITIES (continued)

#### **Available for Sale Securities (continued)**

As at 31 December 2013 and 2012, certain portion of available for sale securities is pledged under repurchase agreements. Carrying value of securities pledged under repurchase agreements and carrying value of liabilities that are related to such securities are as follows:

|  | 2013    | 2012   |
|--|---------|--------|
| Carrying value of securities pledged under repurchase agreements | 270,193 | 11,462 |
| Carrying value of liabilities of such securities                 | 258,597 | 11,156 |

Repurchase agreements mature within one month.

Gains and losses from investment securities comprise of TL 1,132 for derecognition of available for sale securities for the year ended 31 December 2013 (2012 – TL 4,359).

#### Held to Maturity Securities

As at 31 December 2013 and 2012, there are no securities classified under held to maturity portfolio.

# 9. LOANS AND ADVANCES

|   |                 |                     |                                | 2013      |                             |                     |                                |
|---|-----------------|---------------------|--------------------------------|-----------|-----------------------------|---------------------|--------------------------------|
|   |                 | Amount              |                                |           | Effective interest rate (%) |                     |                                |
|   | Turkish<br>Lira | Foreign<br>Currency | Foreign<br>Currency<br>Indexed | Total     | Turkish<br>Lira             | Foreign<br>Currency | Foreign<br>Currency<br>Indexed |
| Corporate loans                                     | 1,545,984       | 585,433             | 229,362                        | 2,360,779 | 5.5-33.3                    | 2.4-9.5             | 3.6-10.4                       |
| Consumer loans                                      | 322,814         | 8,958               | 4,841                          | 336,613   | 6.6-25.2                    | 7.4                 | 5.3-8.7                        |
| Credit cards  | 34,767          | 381                 | -                              | 35,148    | 15.0-34.0                   | -                   | -                              |
| Specialized loans                                   | 22,905          | -                   | -                              | 22,905    | 11.2-16.6                   | -                   | -                              |
| Investment loans                                    | 30,536          | -                   | -                              | 30,536    | 12.0-57.4                   | -                   | -                              |
| Total loans   | 1,957,006       | 594,772             | 234,203                        | 2,785,981 |                             |                     |                                |
| Loans under follow-up                               | 179,800         | -                   | -                              | 179,800   |                             |                     |                                |
| Less: Allowance for losses<br>on loans and advances | (164,041)       | -                   | -                              | (164,041) |                             |                     |                                |

Total 1,972,765 594,772 234,203 2,801,740

|   |                 |                     |                                | 2012      |                             |                     |                                |  |
|---|-----------------|---------------------|--------------------------------|-----------|-----------------------------|---------------------|--------------------------------|--|
|   |                 | Amount              |                                |           | Effective interest rate (%) |                     |                                |  |
|   | Turkish<br>Lira | Foreign<br>Currency | Foreign<br>Currency<br>Indexed | Total     | Turkish<br>Lira             | Foreign<br>Currency | Foreign<br>Currency<br>Indexed |  |
| Corporate loans                                     | 1,419,655       | 581,179             | 208,194                        | 2,209,028 | 8.0-33.9                    | 2.8-15.5            | 4.8-13.0                       |  |
| Consumer loans                                      | 305,813         | 10,439              | 7,593                          | 323,845   | 4.4-25.5                    | 7.4                 | 4.9-9.8                        |  |
| Credit cards  | 35,098          | 474                 | -                              | 35,572    | 15.0-34.0                   | -                   | -                              |  |
| Specialized loans                                   | 24,853          | -                   | -                              | 24,853    | 11.2-16.6                   | -                   | -                              |  |
| Investment loans                                    | 33,616          | -                   | -                              | 33,616    | 12.0-57.4                   |                     |                                |  |
| Total loans   | 1,819,035       | 592,092             | 215,787                        | 2,626,914 |                             |                     |                                |  |
| Loans under follow-up                               | 135,173         | -                   | -                              | 135,173   |                             |                     |                                |  |
| Less: Allowance for losses<br>on loans and advances | (114,711)       | -                   | -                              | (114,711) |                             |                     |                                |  |
| Total   | 1,839,497       | 592,092             | 215,787                        | 2,647,376 |                             |                     |                                |  |

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

# 9. LOANS AND ADVANCES (continued)

The portfolio reserve amounting to TL 30,424 (2012 - TL 21,742) for impairment is provided based on past experience, management's assessments of the current economic conditions and the quality and inherent risk in the credit portfolio of the Group. It is included in the total allowance presented in table above.

| Movements in the allowance for impairment                                  | 2013    | 2012    |
|--|---------|---------|
| Specific allowance for impairment  |         |         |
| Allowance at beginning of year   | 92,969  | 64,838  |
| Charge for the year  | 47,200  | 32,255  |
| Recoveries   | (6,349) | (4,037) |
| Provision net of recoveries  | 40,851  | 28,218  |
| Loans written off during the year  | (203)   | (87)    |
| Balance at 31 December   | 133,617 | 92,969  |
| Collective allowances for impairment                                       |         |         |
| Allowance at beginning of year   | 21,742  | 20,191  |
| Charge for the year  | 8,682   | 1,551   |
| Balance at 31 December   | 30,424  | 21,742  |
| Total allowances for impairment  | 164,041 | 114,711 |
| Reconciliation of provision for impairment of loans and advances           | 2013    | 2012    |
| Impairment loss for specific allowances                                    | 40,851  | 28,218  |
| Impairment loss for collective allowances                                  | 8,682   | 1,551   |
| Total provision net of recoveries – for cash loans                         | 49,533  | 29,769  |
| Provision net of recoveries – for non-cash loans and commitments (Note 15) | 2,837   | 855     |
| Total provision for impairment of loans and advances                       | 52,370  | 30,624  |

As at 31 December 2013, the amount of loans and advances, on which interest is not being accrued or where interest is suspended, is TL 179,800 (2012 – TL 135,173).

As at 31 December 2013, TL 793,003 (2012 – TL 1,014,554) of loans and advances have floating interest rates and the remaining portion has fixed rates.

## 10. PROPERTY AND EQUIPMENT

|  | Buildings | Furniture and<br>Office Equipment | Leased<br>Assets | Motor<br>Vehicles | Total    |
|--|-----------|-----------------------------------|------------------|-------------------|----------|
| At 1 January 2013                              |           |                                   |                  |                   |          |
| Net of accumulated depreciation and impairment | 88,920    | 5,235                             | 34               | 27                | 94,216   |
| Additions                                      | -         | 769                               | -                | -                 | 769      |
| Disposals, net (**)                            | (78,000)  | (31)                              | -                | -                 | (78,031) |
| Revaluation and impairment, net                | 1,007     | -                                 | -                | -                 | 1,007    |
| Depreciation charge for the year               | (197)     | (1,297)                           | (13)             | (9)               | (1,516)  |
| At 31 December 2013, net of accumulated        |           |                                   |                  |                   |          |
| depreciation and impairment                    | 11,730    | 4,676                             | 21               | 18                | 16,445   |
| At 1 January 2013                              |           |                                   |                  |                   |          |
| Cost   | 74,472    | 29,293                            | 6,499            | 479               | 110,743  |
| Revaluation and impairment, net (*)            | 35,175    | -                                 | -                | -                 | 35,175   |
| Accumulated depreciation                       | (20,727)  | (24,058)                          | (6,465)          | (452)             | (51,702) |
| Net carrying amount                            | 88,920    | 5,235                             | 34               | 27                | 94,216   |
| At 31 December 2013                            |           |                                   |                  |                   |          |
| Cost   | 9,879     | 27,334                            | 6,427            | 117               | 43,757   |
| Revaluation and impairment, net (*)            | 5,132     | -                                 | -                | -                 | 5,132    |
| Accumulated depreciation                       | (3,281)   | (22,658)                          | (6,406)          | (99)              | (32,444) |
| Net carrying amount                            | 11,730    | 4,676                             | 21               | 18                | 16,445   |

(\*) As at 31 December 2013, there is TL 5,132 revaluation surplus on buildings (2012 – TL 35,175). At the current period, TL 31,050 revaluation surplus has been reversed due to sales of headquarters building and TL 1,007 revaluation surplus has been added due to revaluation of existing buildings at the 2013 year end. Such revaluation surplus is identified as the difference between the net book value and the fair value of property at the reporting date; the date of revaluation. Fair values are determined by a third party appraiser commissioned by BRSA and Capital Markets Board.

(\*\*) The cost and accumulated depreciation of disposed assets as at 31 December 2013 are as follows:

| At 31 December 2013                     | Buildings | Furniture and<br>Office Equipment | Leased<br>Assets | Motor<br>Vehicles | Total    |
|---|-----------|-----------------------------------|------------------|-------------------|----------|
| Cost                                    | 64,593    | 2,728                             | 72               | 362               | 67,755   |
| Revaluation surplus                     | 31,050    | -                                 | -                | -                 | 31,050   |
| Accumulated depreciation and impairment | (17,643)  | (2,697)                           | (72)             | (362)             | (20,774) |
| Net disposal amount                     | 78,000    | 31                                | -                | -                 | 78,031   |

# 10. PROPERTY AND EQUIPMENT (continued)

|  | Buildings | Furniture and<br>Office Equipment | Leased<br>Assets | Motor<br>Vehicles | Total    |
|--|-----------|-----------------------------------|------------------|-------------------|----------|
| At 1 January 2012                              |           |                                   |                  |                   |          |
| Net of accumulated depreciation and impairment | 75,430    | 4,428                             | 119              | 36                | 80,013   |
| Additions                                      | -         | 2,543                             | -                | -                 | 2,543    |
| Disposals, net (**)                            | (390)     | (79)                              | -                | -                 | (469)    |
| Revaluation and impairment, net                | 15,344    | -                                 | -                | -                 | 15,344   |
| Depreciation charge for the year               | (1,464)   | (1,657)                           | (85)             | (9)               | (3,215)  |
| At 31 December 2012, net of accumulated        |           |                                   |                  |                   |          |
| depreciation and impairment                    | 88,920    | 5,235                             | 34               | 27                | 94,216   |
| At 1 January 2012                              |           |                                   |                  |                   |          |
| Cost   | 76,002    | 28,044                            | 6,755            | 705               | 111,506  |
| Revaluation and impairment, net (*)            | 19,132    | -                                 | -                | -                 | 19,132   |
| Accumulated depreciation                       | (19,704)  | (23,616)                          | (6,636)          | (669)             | (50,625) |
| Net carrying amount                            | 75,430    | 4,428                             | 119              | 36                | 80,013   |
| At 31 December 2012                            |           |                                   |                  |                   |          |
| Cost   | 74,472    | 29,293                            | 6,499            | 479               | 110,743  |
| Revaluation and impairment, net (*)            | 35,175    | -                                 | -                | -                 | 35,175   |
| Accumulated depreciation                       | (20,727)  | (24,058)                          | (6,465)          | (452)             | (51,702) |
| Net carrying amount                            | 88,920    | 5,235                             | 34               | 27                | 94,216   |

(\*) The cost and accumulated depreciation of disposed assets as at 31 December 2012 are as follows:

| At 31 December 2012                     | Buildings | Furniture and<br>Office Equipment | Leased<br>Assets | Motor<br>Vehicles | Total   |
|---|-----------|-----------------------------------|------------------|-------------------|---------|
| Cost                                    | 1,530     | 1,294                             | 256              | 226               | 3,306   |
| Impairment                              | (699)     | -                                 | -                | -                 | (699)   |
| Accumulated depreciation and impairment | (441)     | (1,215)                           | (256)            | (226)             | (2,138) |
| Net disposal amount                     | 390       | 79                                | -                | -                 | 469     |

There is no capitalized borrowing costs related to the acquisition of the property and equipment during the year (2012: None).

## 11. INTANGIBLE ASSETS

| Software Licenses and Other                             | 2013     | 2012     |
|---|----------|----------|
| Beginning of the year, net of accumulated amortization  | 1,625    | 1,532    |
| Additions   | 750      | 360      |
| Disposals, net  | -        | -        |
| Amortization charge for the year                        | (473)    | (267)    |
| At the end of the year, net of accumulated amortization | 1,902    | 1,625    |
| At beginning of the year                                |          |          |
| Cost  | 18,318   | 17,958   |
| Accumulated amortization                                | (16,693) | (16,426) |
| Net carrying amount                                     | 1,625    | 1,532    |
| At end of the year                                      |          |          |
| Cost  | 18,965   | 18,318   |
| Accumulated amortization                                | (17,063) | (16,693) |
| Net carrying amount                                     | 1,902    | 1,625    |

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

# 12. OTHER ASSETS

|   | 2013   | 2012   |
|---|--------|--------|
| Transitory receivables (*)                    | 31,818 | 70,245 |
| Collaterals given                             | 14,849 | 9,164  |
| Assets to be disposed of (**)                 | 7,316  | 12,156 |
| Prepaid income taxes                          | 3,134  | -      |
| Prepaid expenses                              | 1,205  | 1,119  |
| Receivables from credit cards and debit cards | 423    | 363    |
| Office supply inventory                       | 316    | 327    |
| Payments for mutual funds                     | 2      | 694    |
| Others  | 10,362 | 4,961  |
|   | 69,425 | 99,029 |

(\*) Transitory receivables mainly include receivables from clearing house of cheques.

(\*\*) Assets to be disposed of account comprise mainly property, acquired from defaulted loan customers and will be mainly realized through sale. The movement of assets to be disposed of is as follows:

|   | 2013    | 2012    |
|---|---------|---------|
| Opening balance at 1 January                        | 12,156  | 13,811  |
| Additions   | 3,233   | 3,555   |
| Disposals, net                                      | (7,742) | (4,895) |
| Net (charge) / reversal of provision for impairment | (331)   | (315)   |
| Closing balance at 31 December                      | 7,316   | 12,156  |

As at 31 December 2013, the impairment on assets to be disposed of account, which is based on independent appraisal reports, is amounted to TL 1,638 (2012 - TL 2,136). The amount of reversal of impairment for the items disposed is TL 829 (2012 - TL 380).

# 13. **DEPOSITS**

## **Deposits from Banks**

|                |                 | 20                  | 013                            |                     |                 | 20                  | 12                          |                     |
|----------------|-----------------|---------------------|--------------------------------|---------------------|-----------------|---------------------|-----------------------------|---------------------|
|                | Amount          |                     | Effective interest rate<br>(%) |                     | Amount          |                     | Effective interest rate (%) |                     |
|                | Turkish<br>Lira | Foreign<br>currency | Turkish<br>Lira                | Foreign<br>currency | Turkish<br>Lira | Foreign<br>currency | Turkish<br>Lira             | Foreign<br>currency |
| Demand<br>Time | 8               | 11                  | -                              | -                   | 7               | 32<br>53,530        | -                           | -<br>2.4            |
| Total          | 8               | 11                  |                                |                     | 7               | 53,562              |                             |                     |

## 13. **DEPOSITS** (continued)

## **Deposits from Customers**

|                      |                 | 20                  | 13                             |                     |                 | 20                  | )12             |                     |
|----------------------|-----------------|---------------------|--------------------------------|---------------------|-----------------|---------------------|-----------------|---------------------|
|                      | Amount          |                     | Effective interest rate<br>(%) |                     | Amo             | Amount              |                 | terest rate         |
|                      | Turkish<br>Lira | Foreign<br>currency | Turkish<br>Lira                | Foreign<br>currency | Turkish<br>Lira | Foreign<br>currency | Turkish<br>Lira | Foreign<br>currency |
| Saving               |                 |                     |                                |                     |                 |                     |                 |                     |
| Demand               | 13,481          | 13,769              | -                              | -                   | 12,444          | 16,405              | -               | -                   |
| Time                 | 840,179         | 616,771             | 2.0 - 9.9                      | 0.3 - 3.6           | 959,115         | 548,793             | 1.0 - 10.8      | 0.3 - 4.5           |
|                      | 853,660         | 630,540             |                                |                     | 971,559         | 565,198             |                 |                     |
| Commercial and other |                 |                     |                                |                     |                 |                     |                 |                     |
| Demand               | 97,345          | 56,070              | -                              | -                   | 84,503          | 138,795             | -               | -                   |
| Time                 | 298,910         | 585,269             | 2.0 - 9.9                      | 0.3 - 3.6           | 448,253         | 448,201             | 1.0 - 10.8      | 0.3 - 4.0           |
|                      | 396,255         | 641,339             |                                |                     | 532,756         | 586,996             |                 |                     |
| Total                | 1,249,915       | 1,271,879           |                                |                     | 1,504,315       | 1,152,194           |                 |                     |

#### **Other Money Market Deposits**

|                                    |                 | 20                  | 13                          |                     |                 | 20                  | 12                          |                     |
|------------------------------------|-----------------|---------------------|-----------------------------|---------------------|-----------------|---------------------|-----------------------------|---------------------|
|                                    | Amo             | ount                | Effective interest rate (%) |                     | Amount          |                     | Effective interest rate (%) |                     |
|                                    | Turkish<br>Lira | Foreign<br>currency | Turkish<br>Lira             | Foreign<br>currency | Turkish<br>Lira | Foreign<br>currency | Turkish<br>Lira             | Foreign<br>currency |
| <b>Obligations under repurchas</b> | se agreement    | s:                  |                             |                     |                 |                     |                             |                     |
| Due to customers                   | 474             | -                   | 3.5                         | -                   | 628             | -                   | 5.0                         | -                   |
| Due to banks & mutual funds        | 258,123         | -                   | 4.5 - 7.8                   | -                   | 10,528          | -                   | 4.9 - 5.3                   | -                   |
| Total                              | 258,597         | -                   |                             |                     | 11,156          | -                   |                             |                     |

#### 14. FUNDS BORROWED

|                        | 2013    |          |         |                         | 2       | 012      |         |                         |  |
|------------------------|---------|----------|---------|-------------------------|---------|----------|---------|-------------------------|--|
|                        | Amo     | Amount   |         | Effective interest rate |         | Amount   |         | Effective interest rate |  |
|                        |         |          | (%      | (%)                     |         |          | (%)     |                         |  |
|                        | Turkish | Foreign  | Turkish | Foreign                 | Turkish | Foreign  | Turkish | Foreign                 |  |
|                        | Lira    | Currency | Lira    | Currency                | Lira    | Currency | Lira    | Currency                |  |
| Short term (*)         |         |          |         |                         |         |          |         |                         |  |
| Fixed interest         | 23,831  | 296,238  | 4.8-7.3 | 1.8-3.7                 | 28,642  | 188,450  | 5.5-8.8 | 1.6-4.2                 |  |
| Floating interest (**) | -       | -        | -       | -                       | -       | 18,811   | -       | 1.9-3.1                 |  |
| Medium/long term (*)   |         |          |         |                         |         | ,        |         |                         |  |
| Fixed interest         | 15,900  | 5,031    | 5.3-7.8 | 1.5-4.5                 | 5,301   | 4,063    | 7.8-9.3 | 2.7-4.3                 |  |
| Floating interest (**) | -       | -        | -       | -                       | -       | 3,834    | -       | 1.0-4.2                 |  |
| Total                  | 39,731  | 301,269  |         |                         | 33,943  | 215,158  |         |                         |  |

(\*) The short term and medium/long term allocation of funds borrowed are based on the contractual payment period.

(\*\*) Floating rate borrowings bear interest at rates fixed in advance for period of mostly 6 months.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

# 14. FUNDS BORROWED (continued)

Repayments of medium/long term borrowing are as follows:

|                      | 2013     | 2012            |  |
|----------------------|----------|-----------------|--|
| 2013                 | <u>-</u> | 10,340          |  |
| 2014                 | 17,191   | 10,340<br>2,858 |  |
| 2013<br>2014<br>2015 | 3,740    | -               |  |
| Total                | 20,931   | 13,198          |  |

The Group did not have any defaults of principal, interest or redemption amounts or other breaches of loan covenants during 2013 (2012 – none).

## **Finance Leases:**

As at 31 December 2013 and 2012, the Group has no finance lease obligations.

As at 31 December 2013 and 2012, the Group does not have any obligations from operational lease agreements.

# **15. OTHER LIABILITIES AND PROVISIONS**

|   | 2013   | 2012    |
|---|--------|---------|
| Other liabilities                                       |        |         |
| Transfer orders   | 45,266 | 60,599  |
| Taxes and funds payable                                 | 6,836  | 7,006   |
| Payables for credit card settlements                    | 5,910  | 6,411   |
| Transitory payables                                     | 5,571  | 6,182   |
| Blocked checks and other blockage items                 | 2,623  | 1,550   |
| Advances taken  | 217    | 179     |
| Others  | 7,980  | 11,447  |
|   | 74,403 | 93,374  |
| Provisions  |        |         |
| Employee termination benefits                           | 5,515  | 5,260   |
| Employee vacation pay liability                         | 3,679  | 3,358   |
| Provision for non-cash loans not indemnified (*)        | 7,256  | 4,419   |
| Provisions against lawsuits and credit receivables (**) | 5,382  | 2,404   |
|   | 21,832 | 15,441  |
| Total   | 96,235 | 108,815 |

(\*) As at 31 December 2013, the Group has provided TL 7,256 provision due to non-cash loans and irrevocable commitments that are not indemnified yet, however whose cash loan balances are impaired (2012 – TL 4,419).

(\*\*) As at 31 December 2013, the Group has provided TL 5,382 provision due to certain lawsuits filed against the Group.

## 15. OTHER LIABILITIES AND PROVISIONS (continued)

#### **Employee Termination Benefits**

The movement in provision for employee termination benefits is as follows:

|  | 2013  | 2012    |
|--|-------|---------|
| At 1 January                               | 5,260 | 3,283   |
| Interest cost                              | 330   | 228     |
| Effects of change in actuarial assumptions | (314) | 2,560   |
| Paid during the year                       | (744) | (1,400) |
| Current service cost                       | 983   | 589     |
| At 31 December                             | 5,515 | 5,260   |

In accordance with existing social legislation, the Bank and its subsidiary incorporated in Turkey are required to make lump-sum payments to employees whose employment is terminated due to retirement or for reasons other than resignation or misconduct. In Turkey, such payments are calculated on the basis of 30 days' pay (limited to a maximum of TL 3.25 and TL 3.03 at 31 December 2013 and 2012, respectively) per year of employment at the rate of pay applicable at the date of retirement or termination. In the consolidated financial statements as at 31 December 2013 and 2012, the Group reflected a liability based upon factors derived using their experience of personnel terminating their services and being eligible to receive retirement pay and discounted by using the current market yield on government bonds at the date of financial position.

The principal actuarial assumptions used at the dates of financial position are as follows:

|  | 2013  | 2012 |
|--|-------|------|
| Discount rate                            | 10.77 | 7.00 |
| Expected rates of salary/limit increases | 6.00  | 5.00 |

Actuarial gains / losses arising from changes in discount rates and expected rates of salary / limit increases and other demographic assumptions are recognized in the consolidated income statement in the period they occur.

The movement in provision for employee vacation liability is as follows:

|                      | 2013  | 2012  |
|----------------------|-------|-------|
| At 1 January         | 3,358 | 2,889 |
| Paid during the year | (207) | (404) |
| Current service cost | 528   | 873   |
| At 31 December       | 3,679 | 3,358 |

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

#### **16. INCOME TAXES**

#### **General Information**

The Group is subject to taxation in accordance with the tax procedures and the legislation effective in Turkey.

In Turkey, corporate tax rate is 20%. Corporate tax returns are required to be filed by the twenty-fifth day of the fourth month following the year-end date of financial position and taxes must be paid in one installment by the end of the fourth month. The tax legislation provides for a temporary tax of 20% to be calculated and paid based on earnings generated for each quarter. The amounts thus calculated and paid are offset against the final corporate tax liability for the year.

Corporate tax losses can be carried forward for a maximum period of five years following the year in which the losses were incurred. The tax authorities can inspect tax returns and the related accounting records for a retrospective maximum period of five years.

The Bank and its subsidiary, Tekstil Yatırım, are subject to taxation in accordance with the tax procedures and the legislation effective in Turkey.

Major components of income tax expense for the years ended 31 December 2013 and 2012 are:

|  | 2013    | 2012  |
|--|---------|-------|
| Consolidated income statement                                    |         |       |
| Current income tax expense                                       | 4,643   | 5,094 |
| Deferred income tax expense / (income)                           |         |       |
| Relating to origination and reversal of temporary differences    |         |       |
| and tax loss   | (2,152) | 1,942 |
|  |         |       |
| Income tax expense reported in the consolidated income statement | 2,491   | 7,036 |

The reconciliation between tax expense and the product of accounting profit multiplied by the statutory income tax rate of the Bank for the years ended 31 December 2013 and 2012 is as follows:

|   | 2013    | 2012   |
|---|---------|--------|
| Profit before Income Tax                    | 41,819  | 36,252 |
| At Turkish statutory income tax rate of 20% | 8,364   | 7,251  |
| Tax exempt income                           | (6,214) | (161)  |
| Non-deductible expenses                     | 934     | 238    |
| Others, net                                 | (593)   | (292)  |
| Income tax expense                          | 2,491   | 7,036  |

## 16. INCOME TAXES (continued)

#### **Deferred Income Tax**

Deferred income tax at 31 December relates to the following:

|  | Consolidated<br>Statement of Financial<br>Position |       | Recognized under<br>Statement of Comp<br>Income & Equity |         |
|--|--|-------|--|---------|
|  | 2013   | 2012  | 2013   | 2012    |
| Deferred income tax liabilities                    |  |       |  |         |
| Valuation and depreciation differences of property |  |       |  |         |
| and equipment                                      | 230  | 1,647 | 1,417  | (800)   |
| Valuation differences of securities                | 2  | 11    | 9  | 169     |
| Valuation differences of derivatives               | 1,510  | 154   | (1,356)  | (154)   |
| Others   | 280  | -     | (280)  | -       |
| Gross deferred income tax liabilities              | 2,022  | 1,812 | (210)  | (785)   |
| Deferred income tax assets                         |  |       |  |         |
| Liability for employee termination benefits and    |  |       |  |         |
| unused vacation pay liability                      | 1,838  | 1,723 | 115  | 488     |
| Reserve for loan losses                            | 5,632  | 4,348 | 1,284  | 279     |
| Valuation differences of securities                | 43   | 23    | 20   | (55)    |
| Valuation differences of derivatives               | -  | -     | -  | (3,192) |
| Others   | 2,836  | 1,935 | 901  | 726     |
| Gross deferred income tax assets                   | 10,349   | 8,029 | 2,320  | (1,754) |
| Deferred income taxes, net                         | 8,327  | 6,217 | 2,110  | (2,539) |

Movement of net deferred tax liability/asset can be presented as follows:

|   | 2013  | 2012    |
|---|-------|---------|
| Deferred tax asset, net at 1 January                          | 6,217 | 8,756   |
| Deferred income tax recognized under profit or loss           | 2,152 | (1,942) |
| Deferred income tax recognized under shareholders' equity (*) | (42)  | (597)   |
| Deferred tax asset, net at 31 December                        | 8,327 | 6,217   |

(\*) The change in deferred tax liability of TL 42, recognized under shareholders' equity, consists of TL 50 resulting from the revaluation surplus on buildings and TL (8) resulting from valuation differences of securities. Additionally, TL 4,207 income tax expense, resulting from gain on securities, is recognized under shareholders' equity.

## **Current Income Tax Payable**

Income tax payable at 31 December 2013 and 2012 is as follows:

|  | 20          | 2013         |                  | 12           |
|--|-------------|--------------|------------------|--------------|
|  | Parent Bank | Subsidiary   | Parent Bank      | Subsidiary   |
| Current income tax charge<br>Prepaid income taxes                                  | (3,134)     | 436<br>(327) | 8,932<br>(5,708) | 447<br>(352) |
| Income tax payable, net at 31 December<br>Prepaid income taxes, net at 31 December | - (3,134)   | 109          | 3,224            | 95           |

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## **17. DERIVATIVES**

In the ordinary course of business, the Group enters into various types of transactions that involve derivative financial instruments. A derivative financial instrument is a financial contract between two parties where payments are dependent upon movements in price in one or more underlying financial instruments, reference rates or indices. Derivative financial instruments include forwards, swaps, futures and options.

The table below shows the favorable (assets) and unfavorable (liabilities) fair values of derivative financial instruments. The notional amount is the amount of a derivative's underlying asset, reference rate or index and is the basis upon which changes in the value of derivatives are measured. The notional amounts indicate the volume of transactions outstanding at year-end and are neither indicative of the market risk nor credit risk.

|                                       | 2013                     |                           | 2012                 |                           |
|---------------------------------------|--------------------------|---------------------------|----------------------|---------------------------|
|                                       | Fair value<br>assets (*) | Fair value<br>liabilities | Fair value<br>assets | Fair value<br>liabilities |
| Derivatives held for trading          |                          |                           |                      |                           |
| Forward currency purchases and sales  | 1,351                    | 1,721                     | 407                  | 316                       |
| Currency swap purchases and sales (*) | 10,563                   | 1,100                     | 2,827                | 1,626                     |
| Options purchases and sales           | 2,604                    | 3,371                     | 541                  | 547                       |
| Total                                 | 14,518                   | 6,192                     | 3,775                | 2,489                     |

(\*) Includes TL 854 of fair value asset and TL 99 fair value liabilities resulted from precious metal swap purchase and sales transaction.

The fair values of derivative financial instruments are obtained from quoted market prices in active markets, including recent market transactions, and valuation techniques, including discounted cash flow models. All derivatives are carried as assets when the fair value is positive and as liabilities when the fair value is negative.

As at 31 December 2013 and 2012, the majority of outstanding transactions in derivative financial instruments were with the banks and financial institutions.

The table below shows the notional amounts of derivative instruments analyzed by currency:

| 31 December 2013              | Turkish Lira | <b>US Dollars</b> | Euro    | Others   | Total   |
|-------------------------------|--------------|-------------------|---------|----------|---------|
| Purchases                     |              |                   |         |          |         |
| Currency forwards             | 34,152       | 47,710            | 37,043  | 17,688   | 136,593 |
| Currency swaps                | 22,536       | 408,799           | 167,381 | 17,973   | 616,689 |
| Currency options              | 34,007       | 22,275            | 15,853  | 4,654    | 76,789  |
| Other derivative transactions | -            | -                 | -       | 20,571   | 20,571  |
| Sales                         |              |                   |         |          |         |
| Currency forwards             | 62,471       | 48,735            | 17,693  | 7,156    | 136,055 |
| Currency swaps                | 313,489      | 220,491           | 6,313   | 26,177   | 566,470 |
| Currency options              | 26,564       | 21,421            | 24,663  | 4,654    | 77,302  |
| Other derivative transactions | -            | -                 | -       | 61,714   | 61,714  |
| Total of purchases            | 90,695       | 478,784           | 220,277 | 60,886   | 850,642 |
| Total of sales                | 402,524      | 290,647           | 48,669  | 99,701   | 841,541 |
| Net notional position         | (311,829)    | 188,137           | 171,608 | (38,815) | 9,101   |

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

| 31 December 2012              | Turkish Lira | <b>US Dollars</b> | Euro    | Others   | Total   |
|-------------------------------|--------------|-------------------|---------|----------|---------|
| Purchases                     |              |                   |         |          |         |
| Currency forwards             | 7,013        | 31,918            | 23,105  | 3,941    | 65,977  |
| Currency swaps                | 9,747        | 317,388           | 253,984 | 29,784   | 610,903 |
| Currency options              | 33,605       | 26,824            | 8,531   | 962      | 69,922  |
| Sales                         |              |                   |         |          |         |
| Currency forwards             | 17,383       | 32,354            | 2,410   | 13,822   | 65,969  |
| Currency swaps                | 231,048      | 292,578           | 11,994  | 42,022   | 577,642 |
| Currency options              | 34,195       | 26,231            | 8,528   | 961      | 69,915  |
| Other derivative transactions | 358          | -                 | -       | 32,047   | 32,405  |
| Total of purchases            | 50,365       | 376,130           | 285,620 | 34,687   | 746,802 |
| Total of sales                | 282,984      | 351,163           | 22,932  | 88,852   | 745,931 |
| Net notional position         | (232,619)    | 24,967            | 262,688 | (54,165) | 871     |

# 17. DERIVATIVES (continued)

The table below shows the the notional amounts of derivative instruments analyzed by the term to maturity:

| 31 December 2013      | Up to 1<br>month | 1 to 3<br>months | 3 to 6<br>months | 6 to 12<br>months | Over 1 | Total     |
|-----------------------|------------------|------------------|------------------|-------------------|--------|-----------|
|                       | month            | montus           | montus           | montus            | year   | Total     |
| Currency forwards:    |                  |                  |                  |                   |        |           |
| Purchases             | 56,385           | 77,855           | 2,353            | -                 | -      | 136,593   |
| Sales                 | 56,177           | 77,529           | 2,349            | -                 | -      | 136,055   |
| Currency swaps:       |                  |                  |                  |                   |        |           |
| Purchases             | 504,032          | 86,229           | -                | 26,428            | -      | 616,689   |
| Sales                 | 455,698          | 84,411           | -                | 26,361            | -      | 566,470   |
| Currency options:     |                  |                  |                  |                   |        |           |
| Purchases             | 51,367           | 19,366           | 6,056            | -                 | -      | 76,789    |
| Sales                 | 51,364           | 19,595           | 6,343            | -                 | -      | 77,302    |
| Other transactions:   |                  | -                | -                |                   |        | -         |
| Purchases             | 20,571           | -                | -                | -                 | -      | 20,571    |
| Sales                 | 61,714           | -                | -                | -                 | -      | 61,714    |
| Total of purchases    | 632,355          | 183,450          | 8,409            | 26,428            | -      | 850,642   |
| Total of sales        | 624,953          | 181,535          | 8,692            | 26,361            | -      | 841,541   |
| Total of transactions | 1,257,308        | 364,985          | 17,101           | 52,789            | -      | 1,692,183 |

| 31 December 2012      | Up to 1   | 1 to 3 | 3 to 6 | 6 to 12 | Over 1 |           |
|-----------------------|-----------|--------|--------|---------|--------|-----------|
|                       | month     | months | months | months  | year   | Total     |
| Currency forwards:    |           |        |        |         |        |           |
| Purchases             | 48,351    | 11,011 | 6,615  | -       | -      | 65,977    |
| Sales                 | 48,312    | 11,039 | 6,618  | -       | -      | 65,969    |
| Currency swaps:       |           |        |        |         |        |           |
| Purchases             | 600,819   | 6,174  | 3,910  | -       | -      | 610,903   |
| Sales                 | 567,632   | 6,182  | 3,828  | -       | -      | 577,642   |
| Currency options:     |           |        |        |         |        |           |
| Purchases             | 54,324    | 12,578 | 3,020  | -       | -      | 69,922    |
| Sales                 | 54,320    | 12,578 | 3,017  | -       | -      | 69,915    |
| Other transactions:   |           |        |        |         |        |           |
| Purchases             | -         | -      | -      | -       | -      | -         |
| Sales                 | 32,047    | 358    | -      | -       | -      | 32,405    |
| Total of purchases    | 703,494   | 29,763 | 13,545 | -       | -      | 746,802   |
| Total of sales        | 702,311   | 30,157 | 13,463 | -       | -      | 745,931   |
| Total of transactions | 1,405,805 | 59,920 | 27,008 | -       | -      | 1,492,733 |

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 18. SHARE CAPITAL

|   | 2013          | 2012          |
|---|---------------|---------------|
| Number of common shares, TL 0.1 (in full TL), par value | 4,200,000,000 | 4,200,000,000 |
| (Authorized and issued)                                 | , , ,         | , , ,         |

As at 31 December 2013 and 2012, the Bank's subscribed and issued share capital in historical terms are TL 420,000.

There is no share capital increase during the years ended 31 December 2013 and 2012.

As at 31 December 2013 and 2012, the composition of shareholders and their respective percentage of ownership in historical terms can be summarized as follows:

|                   | 2013    |        | 201     | 2      |
|-------------------|---------|--------|---------|--------|
|                   | Amount  | %      | Amount  | %      |
| GSD Holding A.Ş.  | 317,101 | 75.50  | 317,101 | 75.50  |
| Publicly held (*) | 102,899 | 24.50  | 102,899 | 24.50  |
| Total             | 420,000 | 100.00 | 420,000 | 100.00 |

(\*) TL 4,356 nominal shares (1.04%) are owned by other GSD group companies.

The 70% of share capital of the Parent Bank consist of Type A shares and the remaining consist of Type B shares. Three out of five members of the Board of Directors are appointed by Type A shareholders and the remaining two are appointed by Type B shareholders. There is no other privilege appointed. 65.5% of Type A shares and all of the Type B shares belong to GSD Holding A.Ş.

## 19. LEGAL RESERVES AND RETAINED EARNINGS

Movement in legal reserves and retained earnings is as follows:

|                                       | 2013              |                           |         |                   |                      |         |
|---------------------------------------|-------------------|---------------------------|---------|-------------------|----------------------|---------|
|                                       | Legal<br>Reserves | Retained<br>Earnings (**) | Total   | Legal<br>Reserves | Retained<br>Earnings | Total   |
| At 1 January                          | 7,151             | 100,181                   | 107,332 | 5,871             | 72,245               | 78,116  |
| Net profit for the year               | -                 | 39,328                    | 39,328  | -                 | 29,216               | 29,216  |
| Transfer from retained earnings       | 1,421             | (1,421)                   | -       | 1,280             | (1,280)              | -       |
| Transfer from revaluation surplus (*) | -                 | 29,497                    | 29,497  | -                 | -                    | -       |
| At 31 December                        | 8,572             | 167,585                   | 176,157 | 7,151             | 100,181              | 107,332 |

(\*) The Parent Bank sold its heaquarters building in 2013. Regarding this building, the revaluation surplus in the "Revaluation surplus on buildings" account under equity as of December 31, 2012, amounting to TL 29,497 remaining after deducting the tax effect of TL 1,553, was transferred to "Retained earnings" under equity in the consolidated financial statements.

(\*\*) The amount of retained earnings not subject to distribution to shareholders due to current tax legislation is TL 57,780, which is mainly related to the gain resulted from the sale of headquarters building.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## **19. LEGAL RESERVES AND RETAINED EARNINGS (continued)**

## Legal Reserves

The legal reserves consist of first and second legal reserves in accordance with the Turkish Commercial Code. The first legal reserve is appropriated out of the statutory profits at the rate of 5%, until the total reserve reaches a maximum of 20% of the entity's share capital. The second legal reserve is appropriated at the rate of 10% of all distributions in excess of 5% of the entity's share capital. The first and second legal reserves are not available for distribution unless they exceed 50% of the share capital, but may be used to absorb losses in the event that the general reserve is exhausted.

## 20. DIVIDENDS PAID AND PROPOSED

As at 31 December 2013 and 2012, the Group did not distribute any dividends to shareholders in respect of 2012 and 2011 profits.

# 21. EARNINGS PER SHARE

Basic earnings per share (EPS) amounts are calculated by dividing the net profit for the year attributable to ordinary equity holders of the parent by the weighted average number of ordinary shares outstanding during the year.

In Turkey, companies can increase their share capital by making a pro rata distribution of shares ("Bonus Shares") to existing shareholders without consideration for amounts resolved to be transferred to share capital from retained earnings and revaluation surplus. For the purpose of the EPS calculation, such Bonus Share issues are regarded as stock dividends. Dividend payments, which are immediately reinvested in the shares of the Bank are regarded similarly. Accordingly, the weighted average number of shares used in EPS calculation is derived by giving retroactive effect to the issue of such shares without consideration through 31 December 2013.

There is no dilution of the shares as at 31 December 2013 and 2012.

The following reflects the income (in Kurus) and share data used in the basic earnings per share computations:

|  | 2013          | 2012          |
|--|---------------|---------------|
|  |               |               |
| Net profit attributable to ordinary equity holders of the parents for basic earnings per share | 0.94          | 0.70          |
| Weighted average number of ordinary shares for basic earnings per share                        | 4,200,000,000 | 4,200,000,000 |

# 22. RELATED PARTY DISCLOSURES

Parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making the financial and operating decisions. The Group is controlled by GSD Holding A.Ş. which owns 75.50% (2012 - 75.50%) of ordinary shares. For the purpose of these consolidated financial statements, shareholders, and GSD Group companies are referred to as related parties. Related parties also include individuals that are principal owners, management and members of the Group's Board of Directors and their families.

In the course of conducting its banking business, the Group conducted various business transactions with related parties on commercial terms and at rates which approximate market rates.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

# 22. RELATED PARTY DISCLOSURES (continued)

The summary of related party balances and results of transactions are presented below:

| Related Party        |      | Cash Loans<br>& Due From<br>Banks | Non-cash<br>Loans | Deposits<br>Taken | Notional<br>Amount<br>of Derivative<br>Transactions | Interest<br>Income | Interest<br>Expense | Other<br>Operating<br>Income | Other<br>Operating<br>Expense |
|----------------------|------|-----------------------------------|-------------------|-------------------|---|--------------------|---------------------|------------------------------|-------------------------------|
| Shareholders (*)     | 2013 | 33                                | -                 | 681               | -   | -                  | 137                 | 3                            | 38                            |
|                      | 2012 | 31                                | -                 | 336               | -   | -                  | 79                  | 1                            | 39                            |
| Others (**)          | 2013 | 48,853                            | 364               | 43,922            | -   | 1,187              | 1,305               | 99                           | 1,159                         |
|                      | 2012 | 15,534                            | 698               | 43,321            | -   | 3,931              | 3,201               | 134                          | 1,506                         |
| Directors' interests | 2013 | 164                               | -                 | 13,485            | 8,409   | -                  | 653                 | -                            | 5,634                         |
|                      | 2012 | 156                               | -                 | 12,615            | 7,195   | -                  | 782                 | -                            | 5,717                         |

(\*) Shareholders represent only GSD Holding A.Ş.

(\*\*) Others represent the shareholders and group companies of GSD Holding A.Ş. As at 31 December 2013, cash loans mainly include TL 15,590 (2012 – none) loans granted to GSD Dış Ticaret A.Ş., TL 28,470 (2012 – TL 15,139) due from bank balances from GSD Yatırım Bankası A.Ş. As at 31 December 2013, deposits taken mainly include TL 30,620 (2012 – TL 12,775) due to individual shareholders of GSD Holding A.Ş. and TL 1,655 (2012 – TL 9,675) due to GSD Dış Ticaret A.Ş.

In addition to the balances represented above, the Parent Bank has TL 1,510 irrevocable commitment to related parties as at 31 December 2013 (2012 – TL 1,287).

## **Compensation of Key Management Personnel of the Group**

For the year ended 31 December 2013, the executive and non-executive members of the Board of Directors and management received remuneration and fees totaling approximately TL 5,634 (2012 - TL 5,051) comprising salaries and other short-term benefits.

## 23. FEE AND COMMISSION INCOME AND EXPENSE

|  | 2013           | 2012           |
|--|----------------|----------------|
| Fee and commission income  |                |                |
| Letters of guarantee   | 9,761          | 9,816          |
| Letters of credit, acceptance credits and other guarantees                 | 885            | 1,211          |
| Total  | 10,646         | 11,027         |
| Fees and commission expense  |                |                |
| Corresponding bank fees and other commissions                              | 4,274          | 4,387          |
| Total  | 4,274          | 4,387          |
|  | 2013           | 2012           |
|  |                | -              |
| Income from credit cards   | 2,861<br>1,417 | 3,227<br>1,397 |
| Charges regarding account transactions<br>Charges regarding fund transfers | 864            | 972            |
| Income from insurance brokerage  | 853            | 864            |
| e  | 681            | 826            |
| Income from fee management   |                | 0 - 0          |
| Income from check transactions   | 625            | 566            |
| Others   | 9,954          |                |
|  | 5,551          | 5,657          |

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

## 25. NET TRADING INCOME

|  | 2013  | 2012   |
|--|-------|--------|
| Commissions from capital market transactions             | 6,296 | 7,342  |
| Net trading income from derivative transactions          | 2,939 | 4,365  |
| Gain from derecognition of available-for-sale securities | 1,132 | 4,359  |
| Other gain/(loss)  | (497) | 282    |
| Total  | 9,870 | 16,348 |

# 26. OTHER INCOME

|  | 2013   | 2012  |
|--|--------|-------|
| Income from sale of property, equipment and assets to be disposed of (*) | 50,783 | 3,111 |
| Collections from loans written off in prior years                        | 1,304  | 1,388 |
| Others   | 3,207  | 1,281 |
| Total  | 55,294 | 5,780 |

(\*) The Parent Bank has sold its headquarters building in 2013. TL 47,168 gain resulting from this sale is presented here.

# 27. SALARIES AND EMPLOYEE BENEFITS

|   | 2013   | 2012   |
|---|--------|--------|
| Personnel expenses  |        |        |
| Wages and salaries  | 56,963 | 53,599 |
| Other fringe benefits   | 9,175  | 9,982  |
| Employers' share of social security premiums                    | 6,664  | 6,162  |
| Provision for employee termination benefits and unused vacation | ,      | ŕ      |
| pay liability   | 576    | 2,446  |
| Total   | 73,378 | 72,189 |

## 28. GENERAL AND ADMINISTRATIVE EXPENSES

|   | 2013   | 2012   |
|---|--------|--------|
|   |        |        |
| Operating lease expenses                | 12,287 | 11,128 |
| Communication expenses                  | 3,331  | 3,597  |
| Transportation expenses                 | 2,140  | 2,064  |
| Heating and lighting expenses           | 2,042  | 1,901  |
| Cleaning and other residential expenses | 1,739  | 1,628  |
| Maintenance expense                     | 1,684  | 1,586  |
| Printing and stationary expenses        | 609    | 648    |
| Computer expenses                       | 481    | 414    |
| Advertising expenses                    | 392    | 431    |
| Hospitality and representation expenses | 260    | 361    |
| Insurance expenses                      | 167    | 424    |
| Others                                  | 2,723  | 2,734  |
| Total                                   | 27,855 | 26,916 |

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

#### **29. OTHER EXPENSES**

|  | 2013   | 2012  |
|--|--------|-------|
| Provision for litigations  | 4,830  | 525   |
| Saving deposit insurance fund premium                            | 3,071  | 2,284 |
| Consultancy expenses   | 678    | 761   |
| Provision for impairment of buildings & assets to be disposed of | 331    | 315   |
| Loss on sale of fixed assets                                     | 67     | 22    |
| Others   | 2,109  | 1,347 |
| Total  | 11,086 | 5,254 |

#### **30. COMMITMENTS AND CONTINGENCIES**

In the normal course of business activities, the Bank and its subsidiary undertake various commitments and incur certain contingent liabilities that are not presented in the financial statements including:

|                      | 2013      | 2012      |
|----------------------|-----------|-----------|
| Letters of guarantee | 933,402   | 1,001,751 |
| Letters of credit    | 228,971   | 202,019   |
| Acceptance credits   | 1,458     | 1,359     |
| Other guarantees     | 47,129    | 42,982    |
| Total non-cash loans | 1,210,960 | 1,248,111 |
| Credit card limits   | 79,889    | 200,544   |
| Other commitments    | 127,879   | 128,406   |
| Total                | 1,418,728 | 1,577,061 |

## **Operating Lease Commitments - Group as Lessee**

The Group has entered into commercial leases on branch premises. These leases have an average life of 1 to 5 years and with renewal option in the contracts. There are no restrictions placed upon the lessee by entering into these leases. There are no non-cancelable operating leases.

## Litigation

- (i) In 2001 a customer has sued the Parent Bank with the claim that his deposit money has been withdrawn from his account with forged documents. The amount is 1,229,213 Australian Dollars. The lawsuit was concluded and the Bank paid TL 3,521 to the counterparty as of 13 January 2014. Accordingly, a lawsuit provision of TL 3,521 has been reserved regarding this lawsuit in the financial statement prepared as of 31 December 2013.
- (ii) In the normal course of its operations, the Group can face with legal disputes, claims and complaints. The necessary provision for those cases is provided based on management estimates and professional advice. As at 31 December 2013, TL 1,861 provision is provided against such litigations (2012 TL 2,404).

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) 31 December 2013 (Currency – In thousands of Turkish Lira (TL))

# **30. COMMITMENTS AND CONTINGENCIES (continued)**

## **Fiduciary Activities**

The Group provides custody, investment management and advisory services to third parties. Those assets that are held in a fiduciary capacity are not included in these consolidated financial statements.

The Group also manages 5 open-ended mutual funds (2012 - 5 open-ended mutual funds), which were established under the regulations of the Turkish Capital Market Board. In accordance with the funds' charters, the Group purchases and sells securities on behalf of funds, markets their participation certificates and provides other services in return for a management fee and undertakes management responsibility for their operations. The total fund value of these funds amounts to TL 47,427 as at 31 December 2013 (2012 - TL 55,696). Management fee and commission income received from mutual funds amounted to TL 681 for the year ended 31 December 2013 (2012 - TL 826).

As at 31 December 2013, the Group has investment custody accounts amounting to TL 165,765 (2012 – TL 149,011).

## 31. EVENTS AFTER THE REPORTING PERIOD

As mentioned in "Note 30 – Commitments and contingencies" above, TL 3,521 reserved for the lawsuit filed against the Bank as at 31 December 2013 was paid to the counterparty on 13 January 2014. The Court of Appeals process of the lawsuit is still ongoing.