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Proposal/Awaiting Approval

PROPOSAL/AWAITING APPROVALS

Proposals

Previous Proposals

RAROC APPROVALS

Company 1

Proposal ID - 287328738273

DETAILS

FTP RM

%20,25

FTP System

%24,50

Client

Group

	Loan RAROC	Loan RAROC w/ Add. Commit.	Before Loan	After Loan	Before Loan	After Loan
RAROC (%)	%20,25	%24,50	%19,75	%21,50	%18,50	%18,75

Company 1

Proposal ID - 287328738273

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FTP RM

%20,25

FTP System

%24,50



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CLIENTS > GROUP NAME > COMPANY 1 > CLIENT EVALUATION / PERFORMANCE INDICATOR

CLIENT EVALUATION / PERFORMANCE INDICATOR



Within our bank's loan policies, do NOT work with the following:

- Companies having relations with Israel,
- Companies operating in the Defense Industry,
- Companies managed by a Politically Exposed Person (PEP).



The indicators here are distinctive for the loan allocation; they do not represent the final decision.

FINANCIAL INDICATORS

	2022	2021
Turnover Increase	● %110,92	● %132,92
Leverage	● 1.70	● 2.50
Number of Days Sales in Receivables	● 22	● 46
Cash Conversion Period	● 200	● 86
Short-Term Bank Loans/Turnover	● %6,92	● %12,92
Total Financial Debt/Turnover	● %6,92	● %44,92



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CLIENTS > GROUP NAME > PRODUCT BASED VOLUME/INCOME

YTD

2022

2021

LOAN (TRY)

	Balance	YTD Average	Interest Income
Short Term TRY Loan	4.214.966,84	4.214.966,84	4.214.966,84
Short Term FX Loan	4.214.966,84	4.214.966,84	4.214.966,84
Long Term TRY Loan	4.214.966,84	4.214.966,84	4.214.966,84
Long Term FX Loan	4.214.966,84	4.214.966,84	4.214.966,84
Total Cash Loan	16.859.864,84	16.859.864,84	16.859.864,84

DEPOSIT (TRY)

	YTD Average	Interest Income
TRY Demand Deposit	4.214.966,84	4.214.966,84
FX Demand Deposit	4.214.966,84	4.214.966,84

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CLIENTS > GROUP NAME > COMPANY 1

CLIENT QUESTIONNAIRE



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Group Information

Company 1

Company 2

Company 3

Company 4

Company 1

PERFORMANCE INDICATORS

DETAILS

	2022	2021		2022	2021		2022	2021
Financial Indicators	●	●	Loan Positioning	●	●	Qualitative Analysis	●	●

GENERAL INFORMATION

Customer ID
#2872382

Years as a Client
2

Portfolio Type
BAU

Status
Active

of Personnel
1000

of Active Products
3

Cross-Sell Ratio
2,1

ROWRA (YTD)
%20

RAROC
%28

SME Status Due Date
23/12/2021

SME According to KOSGEB
Yes

SEE ALL INFORMATION



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CLIENTS > ERDEMOGLU GROUP > MERINOS > CLIENT EVALUATION / PERFORMANCE INDICATOR

CLIENT EVALUATION / PERFORMANCE INDICATOR



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Cash Conversion Period	● 200	● 86
Short-Term Bank Loans/Turnover	● %6,92	● %12,92
Total Financial Debt/Turnover	● %6,92	● %44,92



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PERFORMANCE

CURRENT REALIZATIONS (T-1)

	Actual MTD	Actual YTD	Budget YTD	A vs B (%) %, YTD
Total Income	262.929.000	262.929.000	262.929.000	%80,92
Total Non-Interest Income	262.929.000	262.929.000	262.929.000	%80,92
Treasury Income	262.929.000	262.929.000	262.929.000	%80,92
	Actual Balance	Actual YTD Average	Budget YTD Average	A vs B (%) %, YTD
Total Demand Deposit (TRY)	262.929.000	262.929.000	262.929.000	%80,92
Total AUM (Deposit+Funds) (TRY)	262.929.000	262.929.000	262.929.000	%80,92
Total Cash & Non-Cash Loan (TRY)	262.929.000	262.929.000	262.929.000	%80,92

CLIENT & PRODUCTS

December '22

October '23

November '23

Budget

Budget
Realization

Year-End
Budget

Year-End Budget
Realization



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SCORECARD

As of May/2023

Product Name	Weight	Budget 80	Budget	Budget 120	Actual	A vs B	Weighted Score	Max. Score
Total Income (Excluding AMP Loan Interest Income)	%20	25.038	25.038	25.038	20.000	%80	24.000.000	24.000.000
Total Non-Interest Income (Excluding Treasury income)	%20	6.473	6.473	6.473	3.000	%80	24.000.000	24.000.000
Treasury Income	%20	262	262	262	150	%80	24.000.000	24.000.000
Average Total Demand Deposit Volume	%20	2.272	2.272	2.272	50.000	%80	24.000.000	24.000.000
Average Total AUM (Deposit+funds+bonds)	%20	373.662	373.662	373.662	350.000	%80	24.000.000	24.000.000
Average Total Cash & Non-Cash Volume	%20	2.034.518	2.034.518	2.034.518	2.000.000	%80	24.000.000	24.000.000
# of Active Clients	%20	5.833.135	5.833.135	5.833.135	300.000	%80	24.000.000	24.000.000



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Hello Can,

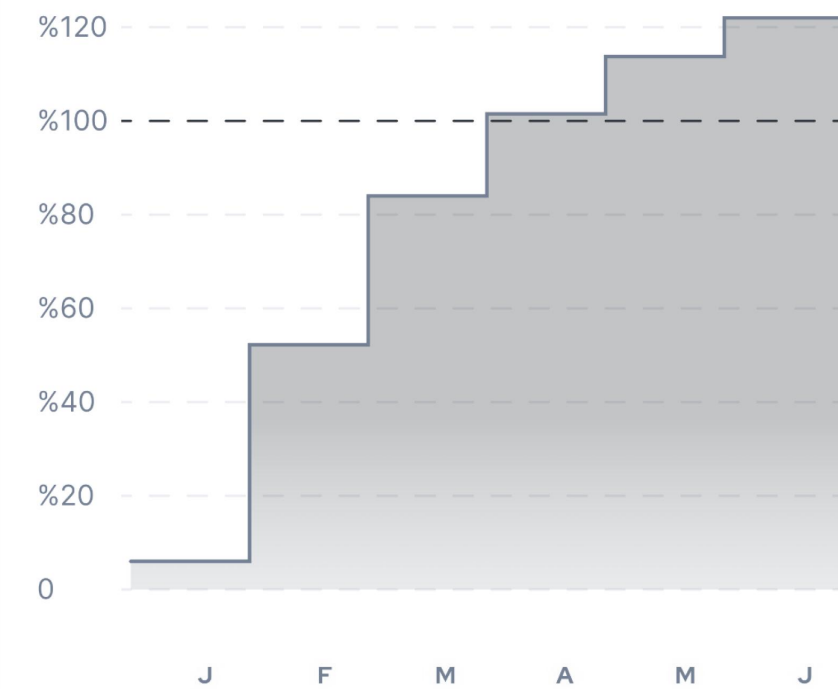
PERFORMANCE SUMMARY

CURRENT REALIZATIONS (T-1) (AMP EXCLUDED)

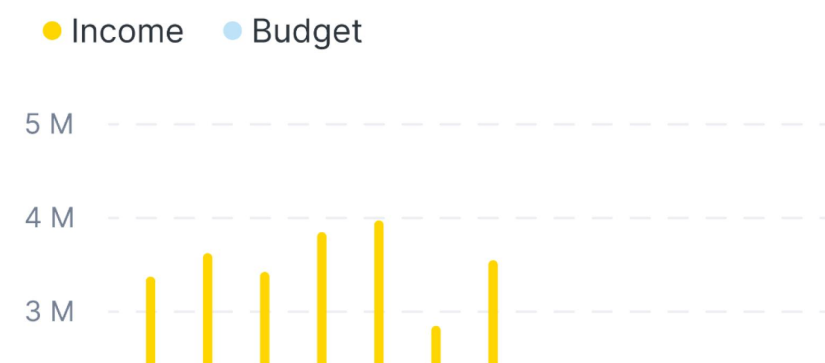
SEIZE OPPORTUNITIES

	Actual MTD	Actual YTD	Budget YTD	A vs B (%) %, YTD
Total Income	58.840.274	273.582.591	373.582.582	%73,15
Total Non-Interest Income	29.577.325	90.472.572	103.454.355	%87,83
Treasury Income	2.845.482	12.492.372	44.283.384	%26,23
	Actual Balance	Actual YTD Average	Budget YTD Average	A vs B (%) %, YTD
Total Demand Deposit (TRY)	4.443.040.243	3.849.492.625	5.283.582.582	%66,73
Total AUM (Deposit+Funds) (TRY)	19.482.382.382	18.582.349.293	20.482.484.273	%90,21
Total Cash & Non-Cash Loan (TRY)	45.283.483.966	44.582.991.571	60.283.582.139	%73,45

ANNUAL TOTAL INCOME REALIZATION (T-1)



MONTHLY INCOME REALIZATION VS BUDGET (T-1)



PERFORMANCE KPI'S (T-1)