

PERFORMANCE & FINANCIAL RESULTS – 9M20

October 30, 2020

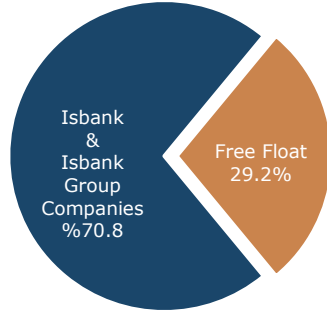
**Performance & Financial
Results – 9M20**

About Us

Operational Performance

Financial Results

Shareholder Structure



Business Lines

- **Brokerage & Trading**
- **Investment Advisory**
- **Asset Management**
- **Corporate Finance**
- **Research**

Ratings

Credit Rating (Saha Rating)

IS Investment's national long-term rating has been upgraded to AAA from AA+ with a stable outlook

Subsidiaries

IS Private Equity: (Share: 29.0%) **(Ticker: ISGSY:TI)**

One of Turkey's largest Private Equity company and listed since 2004; 26.5% IRR (Internal Rate of Return) on USD basis from its exits

IS Investment Trust (Share: 28.9%) **(Ticker: ISYAT:TI)**

Turkey's leading Investment Trust; listed since 1996, represents almost 50% of the sector with its TL 238,2 mn portfolio size

IS Asset Management: (Share: 70.0%)

Turkey's leading asset management company by its TL62,1 bn AuM

Efes NPL Asset Management: (Share: 85.1%)

Mainly aims to manage NPLs

Maxis Investments: (Share: 100.0%)

London headquartered and capital markets licensed subsidiary

Maxis Venture Capital Portfolio Management: (Share: 100.0%)

Started to invest in startups.

Performance & Financial
Results – 9M20

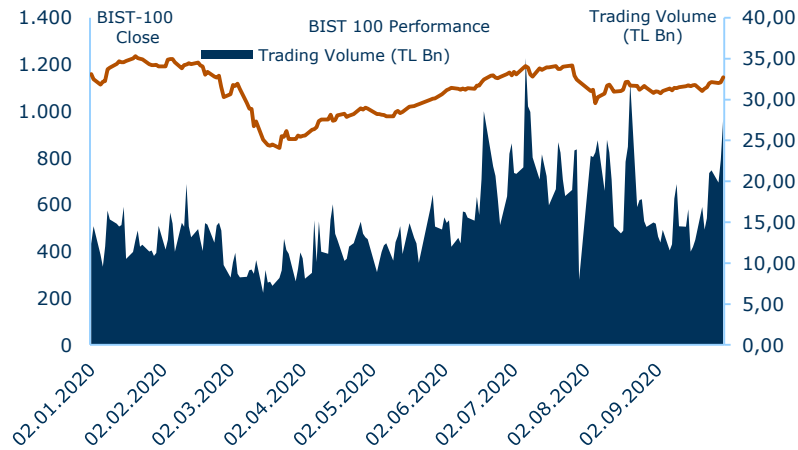
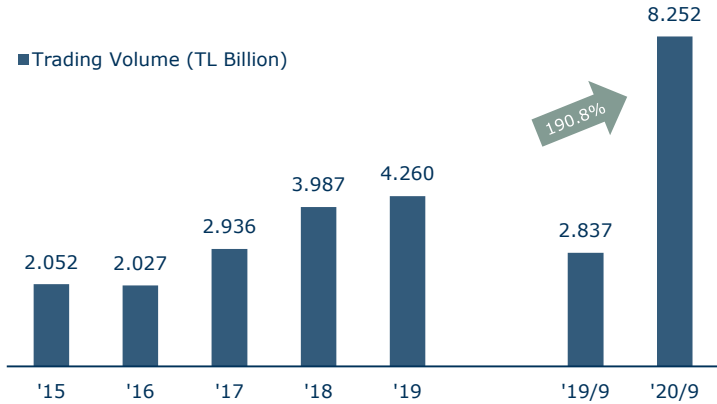
About Us

▶ **Operational Performance**

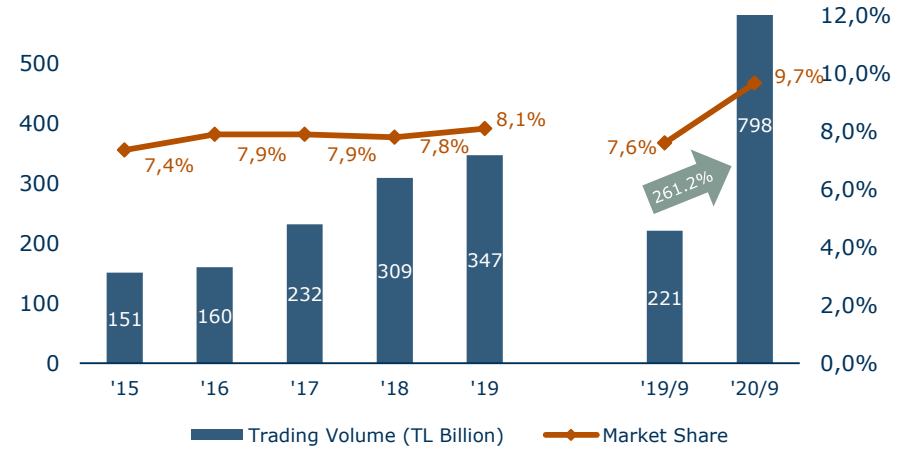
Financial Results

Operational Performance Equities

Equity Market - Borsa Istanbul



IS Investment



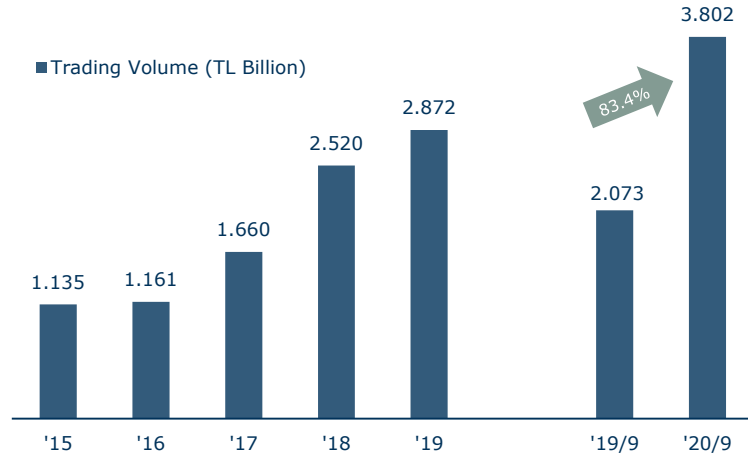
RANKINGS	INVESTMENT COMPANY	TRADING VOLUME (TL MILLION)	MARKET SHARE (%)
1	BROKER 1	1.140.413	13,82
2	IS INVESTMENT	797.955	9,67
3	BROKER 3	489.089	5,93
4	BROKER 4	487.370	5,91
5	BROKER 5	412.558	5,00
	MARKET TOTAL	8.251.768	-

Source: Borsa Istanbul, Equity Market Data
Market Transactions by Members

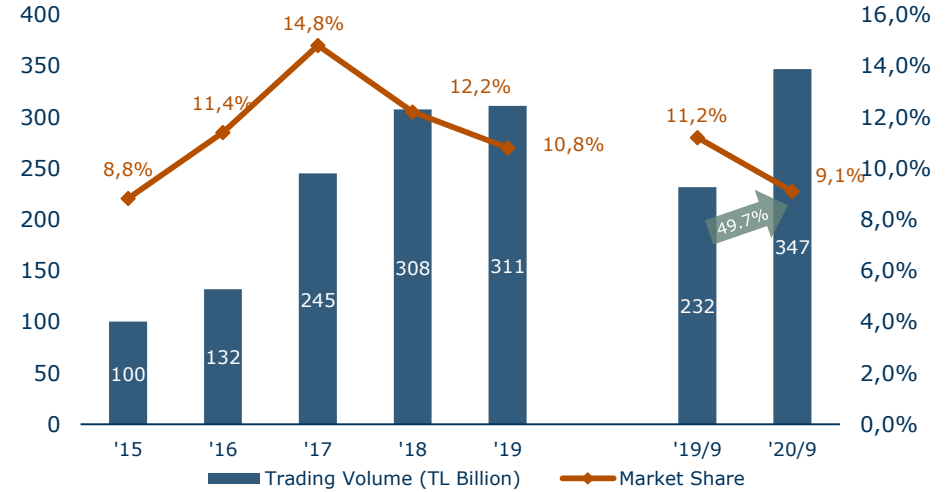
Despite the cloudy outlook we managed to increase our Equity Market trading volume by 261.2% y/y while our market share rose to 9.67% in the nine months period of the year

Operational Performance Derivatives

Turkish Derivatives Market (VIOP)



IS Investment

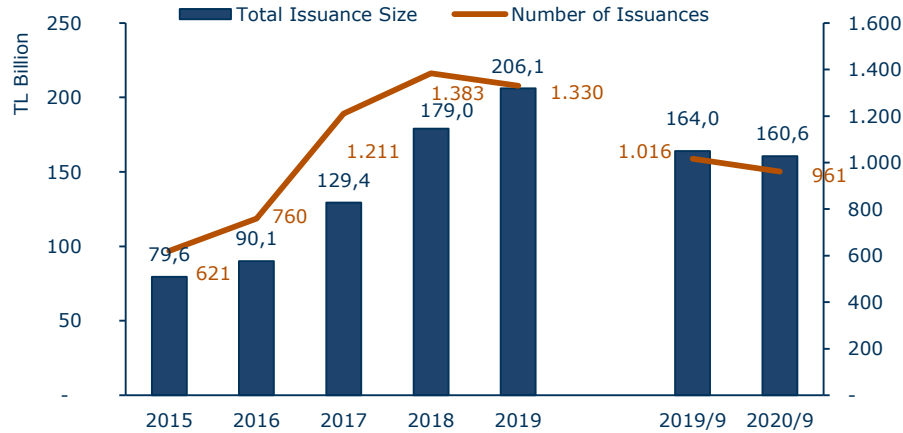


RANKINGS	INVESTMENT COMPANY	TRADING VOLUME (TL MILLION)	MARKET SHARE (%)
1	BROKER 1	624.267	16,42
2	IS INVESTMENT	346.894	9,12
3	BROKER 3	235.991	6,21
4	BROKER 4	234.677	6,17
5	BROKER 5	198.499	5,22
	MARKET TOTAL	3.801.639	-

Source: Borsa Istanbul, Derivatives Market Data, Market Transactions by Members

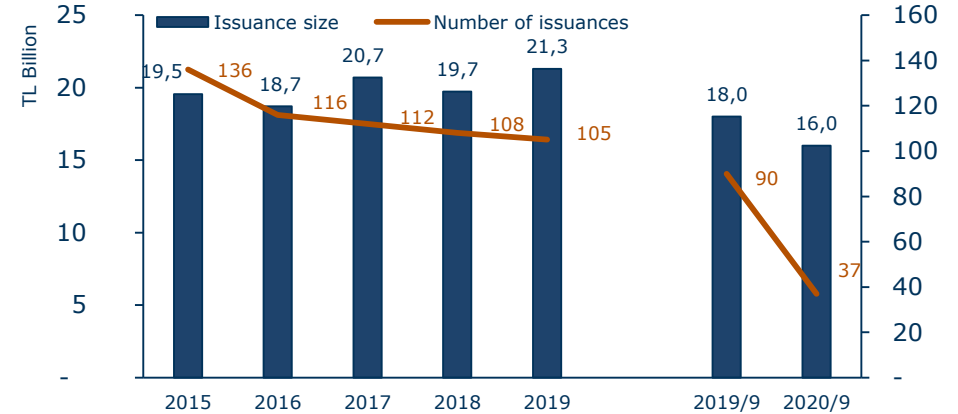
We continued to be market maker at index options and single stock futures while increasing our Derivatives Market trading volume by 49.7% with respect to the same period of 2019 with a market share of 9.12%

Debt securities issuances - Market

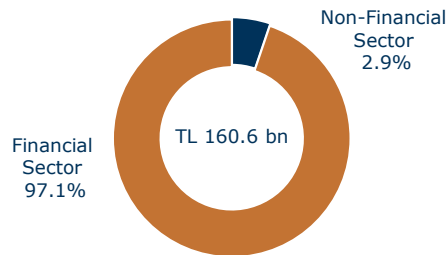


Source: Borsa Istanbul, IPO Data

IS Investment



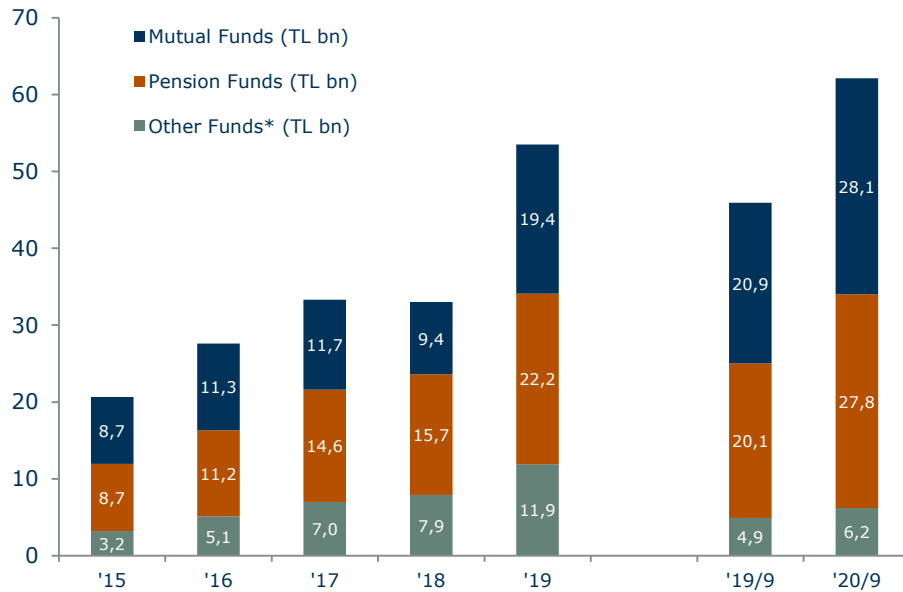
Breakdown of Debt Sec. Issuances – 2020/9



RANKINGS	INVESTMENT COMPANY	ISSUANCE SIZE (TL BILLION)	MARKET SHARE (%)
1	IS INVESTMENT	16,0	9,98
2	BROKER 2	15,7	9,76
3	BROKER 3	15,2	9,44
4	BROKER 4	13,5	8,42
5	BROKER 5	11,7	7,26
	MARKET TOTAL	160,6	-

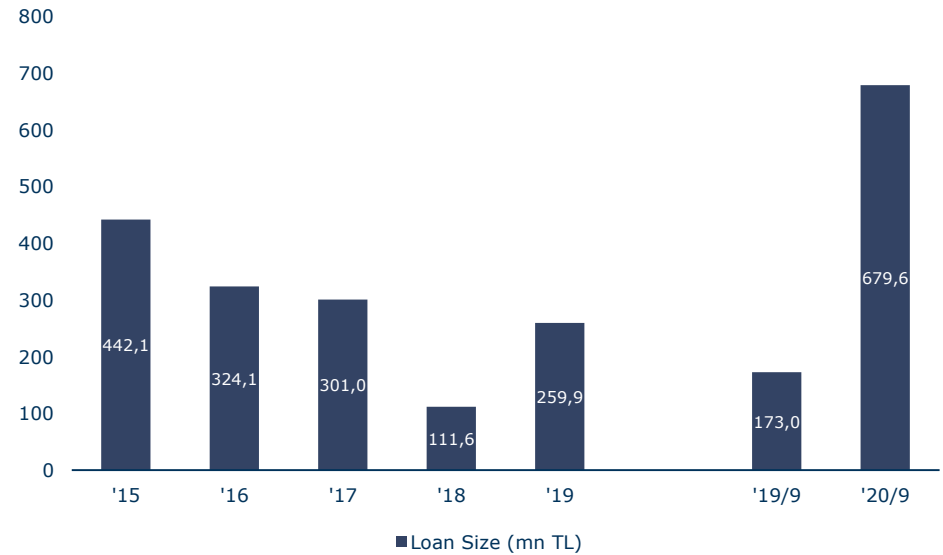
We intermediated the issuance of 37 debt securities with a total nominal size of TL 16 bn in 9M20 leading the market by 9.98% market share

AuM - IS Asset Management



Source: IS Asset Management

Equity Margin Trading - IS Investment



Source: IS Investment

Our TL 62,1 bn size of consolidated AuM soared up 35.2% when compared to 9M19 whereas pension funds and mutual funds size grew 38.7% and 34.4% respectively

We extended our equity margin trading size to TL 679.6 mn as of end of September '20 growing by 292,8% with respect to the same period of last year

**Performance & Financial
Results – 9M20**

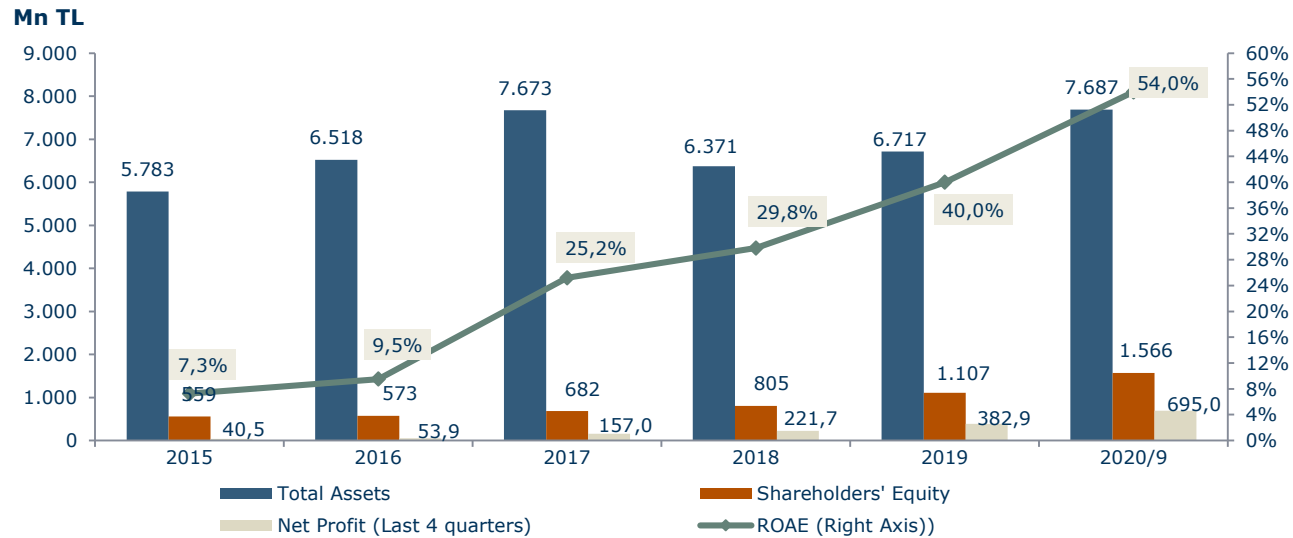
About Us

Operational Performance

▶ **Financial Results**

Financial Results Main Consolidated Financial Figures

IS Investment - Consolidated (TL000)	9M19	9M20	y/y (%)
Total Assets	7,057,876	7,686,678	8.9
Shareholders' Equity	1,006,708	1,566,429	55,5
Net Profit	290,908	603,055	107,3

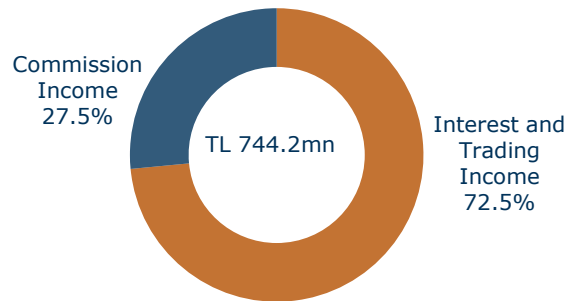


Consolidated net profit increased by 107.3% y/y and non-consolidated net profit increased by 104.3% with respect to 9M19 while ROAE rose to 54% and 56.5% respectively

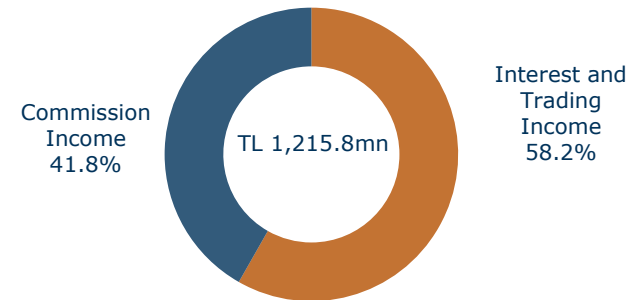
Financial Results Breakdown of Operating Revenues

Breakdown of Revenues (TL 000)	9M19	9M20	y/y (%)
Interest and Trading Income	539,656	708,035	31.2
Commission Revenues	204,589	507,846	148.2
Total Operating Revenues	744,245	1,215,881	63.3

Operating Revenues – 9M19



Operating Revenues – 9M20

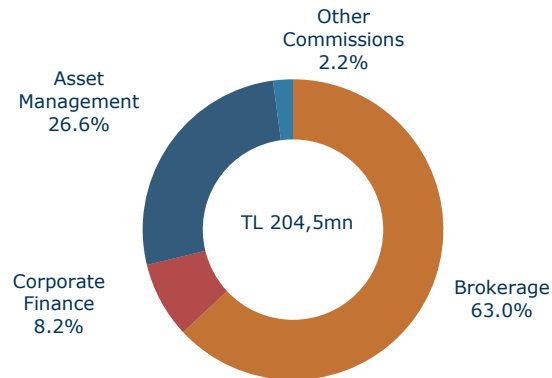


Operating revenues increased by 63.3% with respect to the same period of 2019 thanks mainly to the intensive growth in commission revenues

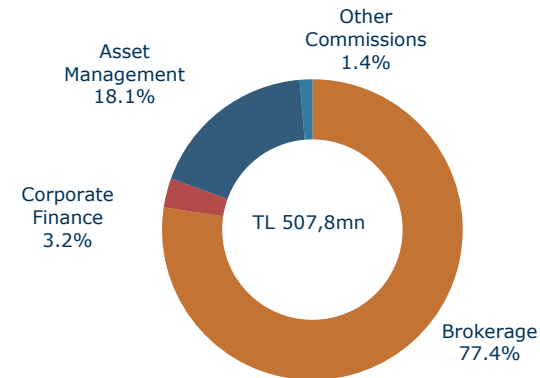
Financial Results Breakdown of Commissions

Commission Revenues (TL 000)	9M19	9M20	y/y (%)
Brokerage	128,987	392,882	204.5
Corporate Finance	16,727	16,056	(4.0)
Asset Management	54,503	92,019	68.8
Other Commissions	4,372	6,889	57.5
Total	204,589	507,846	148.2

Commission Revenues – 9M19



Commission Revenues – 9M20

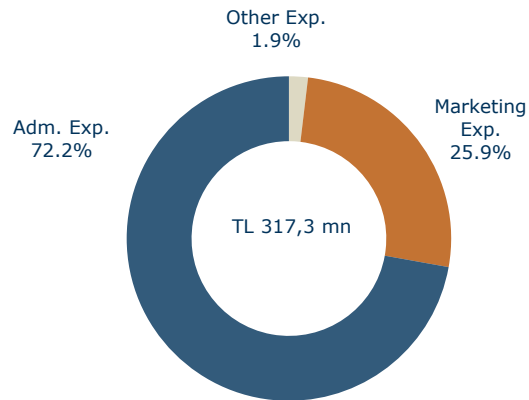


Brokerage revenues considerably increased by 204.5% y/y and continued to take the largest share in total commissions by 77.4%

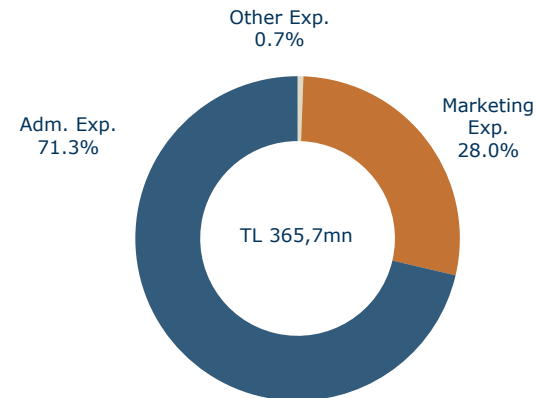
Financial Results Breakdown of Operating Expenses

Operating Expenses (TL 000)	9M19	9M20	y/y (%)
Marketing, Sales and Distribution Expenses	(82,296)	(102,683)	24.7
General Administrative Expenses	(229,065)	(260,929)	13.9
Other Operating Expenses	(5,990)	(2,101)	(64.9)
Total	(317,351)	(365,713)	15.2

Operating Expenses – 9M19



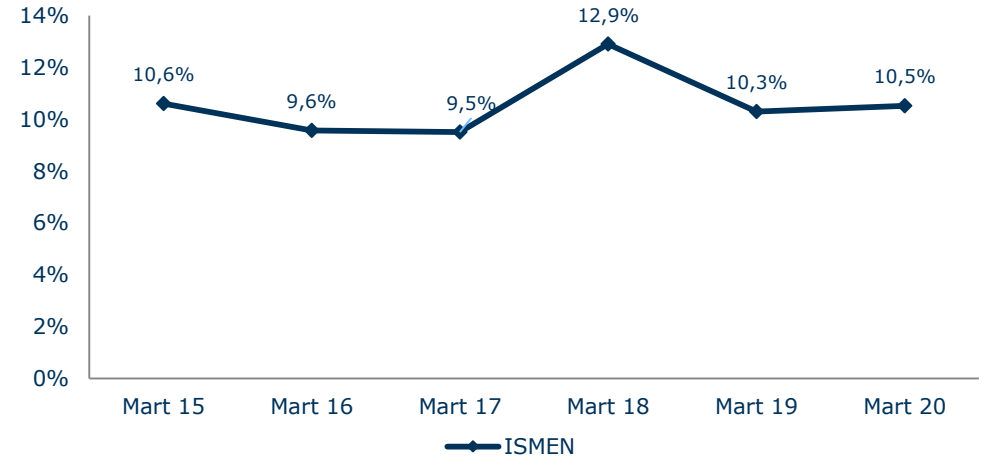
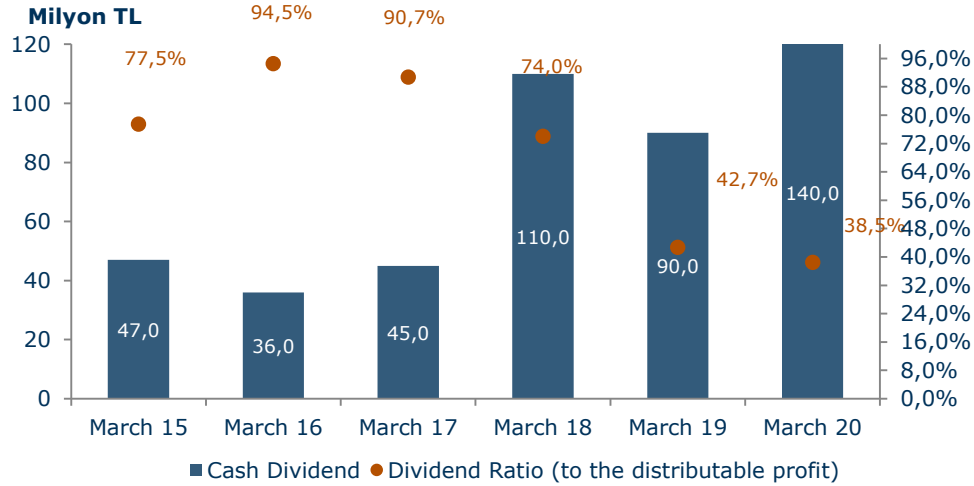
Operating Expenses – 9M20



OPEX increased by 15.2 y/y while cost/income ratio improved to 30% (9M19:42.6%)

Cash Dividend & Payout Ratio - ISMEN

Dividend Yield - ISMEN



We paid TL 140 mn cash dividend with 10.5% yield in March 2020

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