



pension funds to be founded by Doğan Emeklilik (Doğan Pension Fund) subsequent to full implementation of the social security reform in Turkey. Additionally Dış Portföy Yönetimi provides professional services to high networth investors.

In the secondary public offering (SPO) of Petrol Ofisi (POAŞ), the experience of the corporate finance team gained in the POAŞ IPO, coupled with Dışbank's dynamic sales force and the motivation of Dış Yatırım to be within the first five investment banks in Turkey in the near future brought success. Dış Yatırım moved from 15th place with 1% of POAŞ IPO sales in 2000, to 2nd in the SPO in 2002 with 10% of total sales achieved.

Dış Yatırım's brokerage fee and commission income reached US\$ 5.5 million in 2002 and had a net profit of US\$ 2.6 million. Total assets amounted to US\$ 14.0 million, while shareholders' equity increased by 24% and reached US\$ 13.2 million.

With its experienced, well-trained staff, Dış Yatırım will continue to offer a variety of high quality capital market products and services, namely; equity brokerage, fixed income securities, trading on and for international capital

markets, equity research, asset management and corporate finance while always adhering to the highest ethical and professional standards.

Dış Factoring

Dış Factoring provides factoring services that supplement the short-term commercial lending and trade finance activities of its parent's branch network located in all major regions of the country. Since 1997, Dış Factoring has been a full member of FCI (Factors Chain International).

The total factoring turnover in Turkey was approximately US\$ 5 billion at the end of 2002. The composition of the overall business volume favors domestic factoring with a 73% share while export factoring draws a 27% share.

At the end of 2002, Dış Factoring's total turnover reached US\$ 143 million with export factoring amounting to US\$ 21.4 million of this total. The Company had a market share of approximately 3.6% in domestic factoring and 2.2% in export factoring conducted in Turkey.

With these results, Dış Factoring ranked 10th among the members of the local Factoring Association in terms of total turnover.

Major factoring clients are primarily involved in food processing, textiles, chemicals, paper and paper products and automotive parts manufacturing industries.

According to IAS-based financial results, total factoring receivables were TL 34.8 trillion at the end of 2002 and income from factoring operations reached TL 11.7 trillion. The Company had a profitable year in 2002, posting a net income of TL 3.1 trillion. Total assets stood at TL 36.8 trillion and shareholders' equity at TL 5.9 trillion.

Dış Leasing

Dış Leasing serves its clients throughout Turkey, providing them with alternative solutions to their medium and long-term financing needs. Supported by the branches of Dışbank, which holds a 99% stake in the Company, Dış Leasing takes maximum advantage of the synergies arising from its association with Dışbank and the Doğan Group.

In Turkey, total leasing transaction volume increased 81% to US\$ 1.3 billion in 2002. Fifteen leasing companies executed 90% of total business volume. Dış Leasing is the 6th largest leasing company in terms of business volume and market share, which reached 5.6%. The Company financed fixed asset investments amounting to US\$ 75 million during 2002 and realized 50% of its business