

We have come to an important milestone for our T-Gate platform that Turkish Bank Group has been working on for over two years. The report that you have in front of you is a snapshot of where our island stands with regards to technology and digital transformation. This report will also act as a roadmap for T-Gate's development on the island.

On the 120th anniversary of our founding, T-Gate is launching in the triangle of Istanbul, Nicosia and London, in the order listed. We have **received permission from KOSGEB (Republic of Turkey Small and Medium Industries Development Organization) to create and operate a TEKMER (Technology Center)**, and opening its doors at the end of this month. TEKMER's are smaller and more urban oriented version of the popular Techno parks which operate successfully across many regions of the metropolises. The focus of the first FinTech specialized TEKMER will be globalizing the successful scaleups that operate in this segment. Due to our **presence as a Group in London, the FinTech capital of the world**, firms that want to make the jump to London are already applying for spaces within T-Gate. We are also launching an Investor's Club at **our Turkish Bank headquarters in Istanbul, next to the Kanyon shopping Center**, in October which has the mission to connect investors with these budding enterprises.

We will remind that 2021 will be the year that we look back as a wonderful start towards a bright future for our Island. For the first time, we have an opportunity to circumvent the obstacles that have challenged our economy and **"to export our workforce, know-how and technology to the world"**. Our motto for T-Gate is that **"there are no barriers to trade with the internet"**. Turkey's accomplishments in the Information Technology economy are apparent. You might have come across the Financial Times article published last month that highlights the creative and technical strength of the ecosystem and its further potential. Companies such as Trendyol, Getir, Hepsiburada and Peak Games are drawing significant attention and investment as well as creating great value to our exports. Remote working has been shaking up the labor landscape and disrupting preconceived notions about the market. After years of experiencing the impact of globalization on goods, followed by services, **we are now experiencing a true "globalization of labor"**.

As you will see from the report, the population of our Island is unique, we have a large youth population that have received a high standard of education, to integrate this workforce to the global world is another important mission of T-Gate. There are truly highly developed education infrastructure and educated labor force in our island. If we do not succeed in this mission collectively, we are destined to lose these valuable youth to opportunities outside of our Island. **The new ways of remote working, brought about by the pandemic, are either a huge opportunity or threat in this regard.**

We are aware that our government is working hard to implement some of the e-government infrastructure that has been so successful in Turkey. Projects such a e-signature which have become invaluable are incredibly important for the digitalization and flourishing of the private sector. There is also a huge potential for incentive mechanisms to promote the formation of an ecosystem on the Island. Turkey, Europe and the USA (financial, visa incentives, etc.) are already reaping the gains from their investments in these areas. We must also remember another core strength of our population which is the richly multi-cultural, multi-ethnic and multi-lingual student community.



Our job as financial institutions is to support and nourish the creation of these bright nascent sectors to bloom as strongly as they can. Along with this aim, we strive to become the preeminent specialized Bank that caters to technology firms through a deep understanding of their businesses needs and the ecosystems they operate in.

Our saying is “Bank of Technology, Bank for Technology”. In line with this, this year we launched Vodafone Pay with our partner Vodafone. This is a project delivered under the pandemic conditions created to international standards and serves as an example for the many projects that are to come.

We believe our benefit and benefit of our Island is intertwined. There is a substantial amount of wealth and savings on the Island. This wealth was accumulated over the years by businessman operating successfully in more traditional industries and markets; however, in the fast-changing global environment, this is under a threat. To facilitate and guide the transition of these savings to investments into these nascent sectors is the most important support we can provide. We must also contribute to the transition of the businesses of our Island which have accumulated capital to the new second and third generation members of these businesses, and to get them to become professional investors. To this end, we are designing a very important education program with London and Istanbul. The report that you have is both a snapshot and a guide forward for us. We hope you enjoy it.

Kind Regards,

Hakan Brteene
Chair of the Board