New Business and Product Committee

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Purpose of the Committee

Receiving requests from Garanti Fleet's business lines and third parties regarding new business, products and services. Evaluating these requests in line with Garanti Filo's strategies; Evaluating its relevant practices and risks, its capabilities in management and its control, the work flow processes and reviewing all of these within the new business, product and services.

Powers and Responsibilities of the Committee

* Evaluating the compliance of all new business, product and service requests with Garanti Fleet's strategy,
* Evaluating technological developments and innovative applications and new business, product and service proposals, taking into account customer expectations and industry trends,
* Reviewing the feasibility of changes in all aspects to be carried out on a new product or an existing product, enabling the product to be brought to life by maturing,
* When necessary, submitting the requests to the approval of the business partners (Gar Garanti Bankası,Garanti Teknoloji), their committees and the Board of Directors,
* Evaluating the business, products and services put into practice are implemented correctly within the scope of procedures and instructions, also the results of monitoring activities during the 12 months after implementation of the product,
* Ensuring the responsible managers of the relevant business line are informed about the negotiations and decisions taken, as appropriate,
* Making suggestions in line with the annual plans and capacity constraints of the relevant business lines in the evaluation of new business, products and services.

 Functioning of the Committee

* The committee is run in the form of a workshop.
* For new business, products or services to be evaluated in the committee, before the committee; the business case is prepared by the relevant person/s together with the pre-feasibility studies and the results of the interviews made with the third parties.
* Business case document consists of the description of the job, the reason for the requirement, the scope summary, the anticipated added value and the analysis made about the market situation, the risks and assumptions. Support can be obtained from the Business Development Unit for the document of business case.
* In the Committee, action is taken on the business plan created as a result of new business, product or service evaluations.
* The decisions taken in the Committee are shared with the participants as meeting notes.
* All kinds of resources and support required while the Committee is performing its duty are provided by the General Manager.
* Determining the committee meeting agenda, making meeting calls, providing communication with committee members, keeping the meeting notes and other secretarial works of the committee are carried out by the Business Development unit.

Committee Calendar

The committee meets once in every quarter during the year.

The committee can convene upon the suggestions of the participants when needed.

Committee Participants

* General Manager
* All Deputy General Managers
* Sales Director
* Information Technologies and Business Development Manager
* Operations Manager
* Marketing Manager
* Financial Affairs Manager
* Internal Audit Manager
* Internal Control & Compliance Officer
* Lawyer
* Operations Manager Fikret Gezer
* Business Development Officer İbrahim Eroğlu (secretariat)

When necessary, relevant persons can be invited to the committee.