Yapı Kredi 9M09 Earnings Presentation

BRSA Consolidated

İstanbul, 11 November 2009

AGENDA

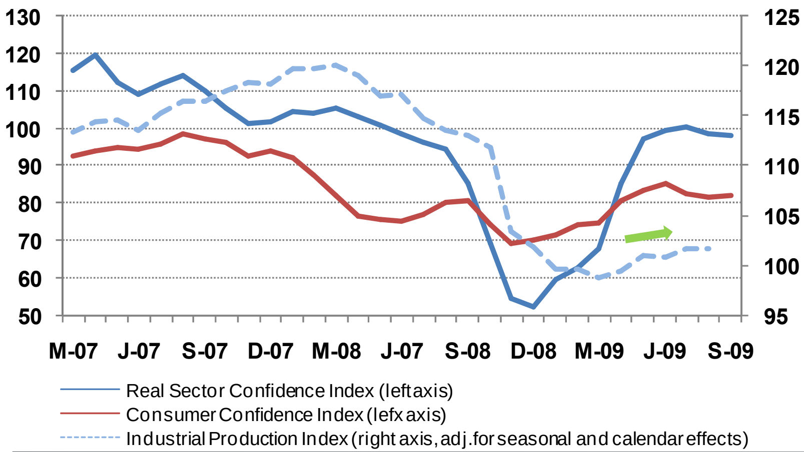
- **9M09 Operating Environment**
- 9M09 Results *(BRSA Consolidated)*
- Performance by Strategic Business Unit *(Bank-only)*
- Performance of Subsidiaries
- Outlook for 4Q09 and 2010
- Annex

Economy still contracting but at a slower pace. Recovery in consumer confidence vs the bottom registered at YE08 and prolonged easing cycle supporting positive expectations despite slower than expected recovery

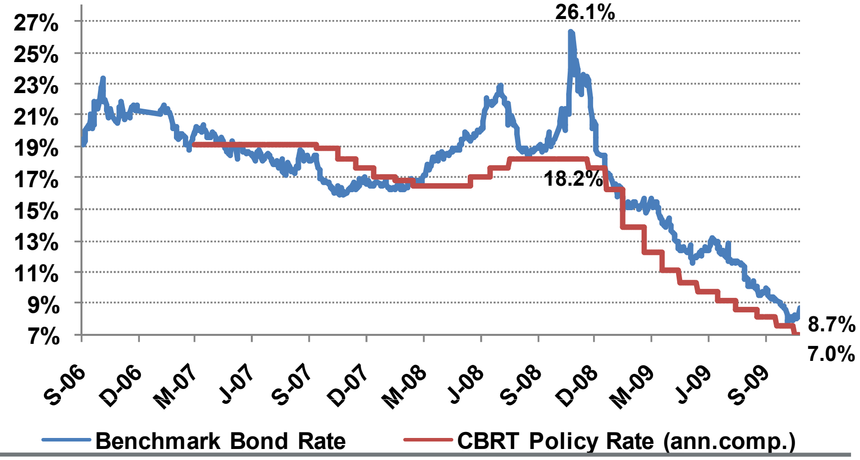
	1Q09	2Q09	3Q09
GDP Growth (y/y)	-14.3%	-7.0%	-
Industrial Production (y/y)	-21.9%	-15.2%	-7.7%*
Inflation (eop, y/y)	7.9%	5.7%	5.3%
Central Bank O/N (eop)	10.5%	8.75%	7.25%
Consumer Confidence Index	74.8	85.3	81.9
Exports (eop, y/y)	-26.1%	-34.7%	-30.3%
Imports (eop, y/y)	-41.3%	-41.0%	-34.5%
Unemployment rate (eop, y/y)	13.7	15.2	12.8%*

- **Industrial production contracting at a slower pace**
- **Ongoing downward trend in inflation**
- **Easing cycle prolonged by the CBRT's continued rate cuts** (since November 2008, 1000 bps of rate cuts to 6.75% as of October, of which 150 bps in 3Q alone)
- **Medium-term economic program announced by the government aiming at**
  - reaching potential GDP growth gradually
  - increasing employment,
  - maintaining disinflation trend, and
  - improving public balances via a "fiscal rule" to be announced later in 2010

Confidence and Industrial Production Indices



Benchmark Bond Rate and CBRT Policy Rate



*As of Aug'09

Continuation of favorable margin environment in the banking sector in 3Q; strong profitability maintained thanks to resilient margins, despite limited pick up in lending and overall economy

Sector Volume Growth & KPIs

	1Q09	2Q09	3Q09	YTD
Loan Growth	**-1%**	**1%**	**1%**	**1%**
TL Loan Growth	-2%	5%	1%	4%
FC Loan Growth ($)	-4%	0%	2%	-2%
Deposit Growth	**3%**	**1%**	**2%**	**6%**
TL Deposit Growth	1%	3%	1%	5%
FC Deposit Growth ($)	-2%	6%	6%	9%

Loans/Deposits	**79%**	**79%**	**78%**
NPL Ratio	**4.1%**	**4.6%**	**5.2%**
Cost of Risk	**2.9%**	**2.8%**	**2.7%**
Net Interest Margin (NIM)	**5.5%**	**5.8%**	**5.7%**
Return on Average Equity*	**24.4%**	**25.6%**	**24.0%**
CAR (Deposit Banks)	**17.1%**	**17.9%**	**18.7%**

Sector P&L Summary

bln TL	2009 Jan-Sep	YoY
Total Revenues	**43.8**	**31%**
Net Interest Income	30.0	36%
Non-interest Income	13.9	22%
o/w fees & comm	8.1	12%
o/w other	5.8	38%
Operating Costs	**17.2**	**6%**
HR Costs	7.3	6%
Non-HR costs	10.0	7%
Operating Income	**26.6**	**55%**
Loan Loss Provisions	7.8	101%
Pre-tax Income	**18.8**	**41%**
Tax	3.6	35%
Net Income	**15.2**	**43%**

- **Overall loan growth still low in 3Q, due to lag in expected recovery**
  - Visible pick up in mortgages from September onwards
- **Comfortable L/D ratio** (78%), indicating absence of **liquidity pressure**
- **Asset quality deterioration continuing**, driven by **credit cards, SME and consumer loans**
- **Strong profitability maintained** thanks to **resilient NIM** supported by continued rate cuts by the CBRT

Note: Banking sector data based on BRSA weekly data as of 2 October 2009, excluding participation banks
*Annualised ROAE calculated based on cumulative net income and the average of current period equity (excluding current period profit) and prior year equity

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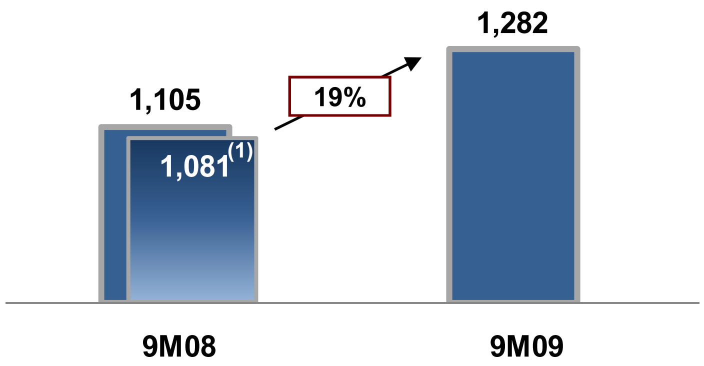
Yapı Kredi At a Glance in 9M09

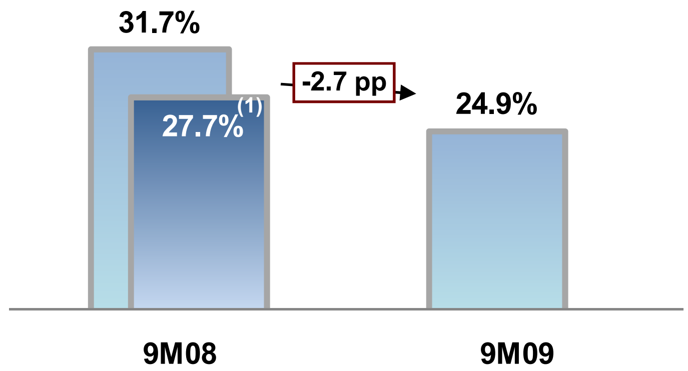
- **Solid profitability maintained** driven by **strong revenue performance** and **tight cost control**
  - **Core revenue sources continue to deliver strong results** (NII +38% y/y, F&C +10% y/y)
  - **3Q negatively impacted by trading results**
- **Strong NIM (5.8%) maintained** driven by **continued decline in cost of funding** during the easing cycle, offsetting downward pressure of asset repricing
- **No major change in volume evolution due to still low economic activity; visible growth in selected focus areas** (mortgages +12% ytd) with **disciplined pricing approach**
- **Asset quality deterioration still continuing, but at a slower pace** due to **stabilisation in new NPL inflows** (except credit cards) and **strong collections performance** driven by **proactive credit risk management**
  - Specific provisioning coverage increasing to 71% (+2 pps vs 2Q, +12 pps vs 1Q)
- **Cost / Income ratio** down at **39.1% (-11 pps y/y),** thanks to robust revenues accompanied by tight cost and headcount management
- **Capital, liquidity and funding positions remain strong**
  - L/D ratio down at 88%, consolidated CAR at 16.4%
  - ~USD 985 mln 1-year syndicated loan facility secured in Sept 09 (all-in cost Libor+2.25%)
- **Branch expansion plan resuming in 4Q with ~10 new branch openings to be followed by ~60 openings in 2010** (Total number of branches at 836 at end of 3Q)

Key performance indicators

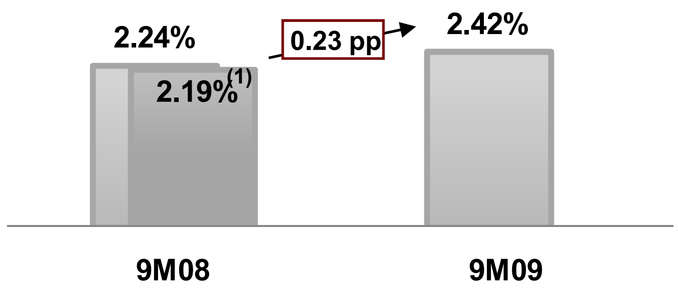
Net Income
(mln TL)



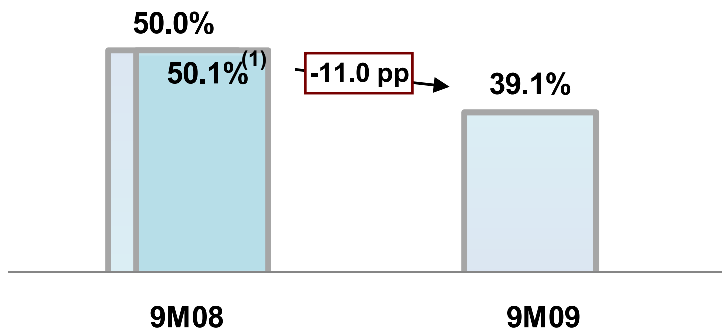
Return on Average Equity (ROAE)(*)



Return on Assets (ROA)(**)



Cost / Income



(*) Calculations based on the average of current period equity (excluding current period profit) and prior year equity. Annualised

(**) Calculations based on net income/end of period total assets. Annualised

(1) Normalised to exclude the one-off effects of pension fund provisions on costs, general provision release on revenues and tax settlement expense on tax provisions in 1Q08. In the case of 2008 ROAE, to ensure comparability with 2009, the effect of capital increase (registered in 4Q08) has been reflected on net income and equity

Net income up 19% y/y[1], driven by strong revenue performance and tight cost control

9M09 Results (BRSA Consolidated)

Income Statement, mln TL	9M08	9M09	YoY	YoYN[1]
Total Revenues	**3,639**	**4,634**	**27%**	**34%**
Net Interest Income	2,106	2,907	38%	38%
Non-Interest Income	1,533	1,727	13%	27%
o/w Fees & Comms.	1,020	1,126	10%	10%
Operating Costs	**1,821**	**1,814**	**0%**	**4%**
HR	751	756	1%	1%
Non-HR*	816	898	10%	10%
Other**	254	160	-37%	-7%
Operating Income	**1,818**	**2,820**	**55%**	**63%**
Provisions	414	1,185	186%	210%
o/w Loan Loss Provisions	316	1,093	248%	231%
Pre-tax income	**1,404**	**1,635**	**16%**	**21%**
Tax	299	353	18%	33%
Net Income	**1,105**	**1,282**	**16%**	**19%**

- **Revenues up** 27% y/y**, 34% if normalised**[1]
- **Revenue growth** driven by **38% y/y growth in net interest income** due to favorable interest rate environment and **10% y/y growth in fees and commissions**
- **Operating costs** flat y/y, **+4% y/y if normalised**[1] thanks to **tight cost and headcount management** limiting cost impact of the branches opened in 2008. **HR costs up 1% y/y** and **non-HR costs up 10% y/y**
- **Operating income up** 55% y/y**, 63% if normalised**[1]
- **Provisions up 210% y/y**[1] as a function of **asset quality deterioration** and **specific coverage increase**
- **Net income up** 16% y/y, **19% if 2008 normalised**[1]

(1) Normalisations refer to 2008 only. 1Q08 normalised to exclude the one-off effects of pension fund provisions on costs, general provision release on revenues and tax settlement expense on tax provisions

(*) Non-HR costs include HR related non-HR costs, advertising, rent, SDIF, taxes and depreciation

(**) Other includes pension fund provisions and loyalty points on World card

No major change in balance sheet evolution due to continuation of sluggish economic environment and focus on profitability. Comfortable CAR and liquidity position

Balance Sheet, bln TL	3Q08	2008	3Q09	%YoY	%YTD
Total Assets	**65.9**	**70.9**	**70.5**	**7%**	**0%**
Loans	**36.5**	**38.9**	**37.8**	**4%**	**-3%**
TL	24.7	24.8	23.9	-3%	-4%
FC (in $)	9.9	9.6	9.6	-2%	0%
Securities	**13.2**	**15.4**	**15.4**	**17%**	**0%**
Deposits	**40.3**	**44.0**	**43.2**	**7%**	**-2%**
TL	22.8	24.8	22.3	-2%	-10%
FC (in $)	14.6	13.1	14.5	-1%	11%
Shareholders' Equity	**5.7**	**6.9**	**8.2**	**43%**	**20%**
AUM	**6.6**	**6.2**	**7.9**	**19%**	**27%**

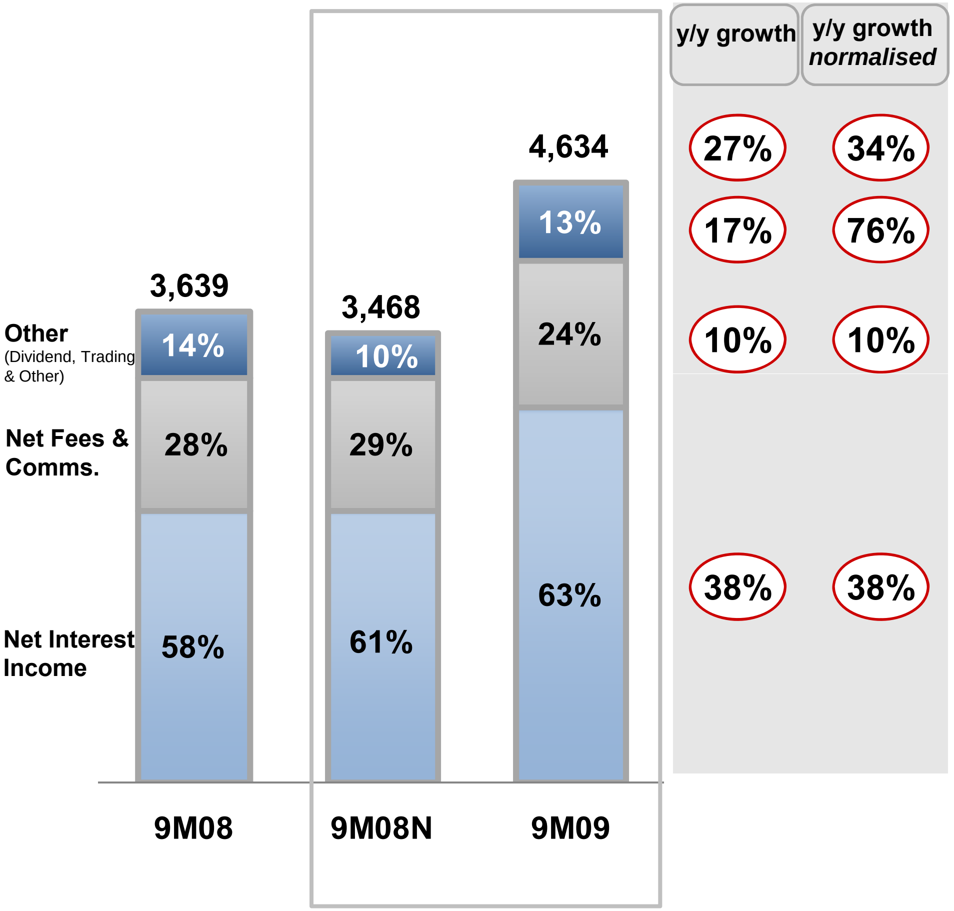
Ratios	3Q08	2008	3Q09	∆ YoY *(pp)*	∆ YTD *(pp)*
Loans/Assets	55.4%	54.9%	53.6%	-1.8	-1.3
Securities /Assets	20.0%	21.7%	21.8%	1.8	0.1
Loans/Deposits	90.5%	88.4%	87.6%	-2.9	-0.8
Borrowings/Liabilities	16.7%	14.8%	12.6%	-4.1	-2.2
Consolidated CAR*	13.7%	14.2%	16.4%	2.7	2.2
Bank-only CAR*	15.4%	15.7%	17.7%	2.3	2.0

- **Loans down 3% ytd** mainly driven by **subdued demand and continued focus on maintaining profitability**
  - **TL loans up 1% q/q** mainly driven by **mortgages**
- **Deposits down 2% ytd driven by lower liquidity pressure, release of costly TL deposits and conversion to AUM**
  - **Deposits up 3% q/q** driven by **FC deposits** (+12% q/q in USD terms)
  - **Securities portfolio stable ytd**
  - **AUM up 27% ytd**; +8% q/q
- **Loans/deposits ratio comfortable at 88%** (-0.8 pp vs YE08)
- **Asset mix maintained** vs YE08 with loans/assets at 54% and securities/assets at 22%
- **Improvement in CAR** to **16.4%** at Group level and **17.7%** at Bank level

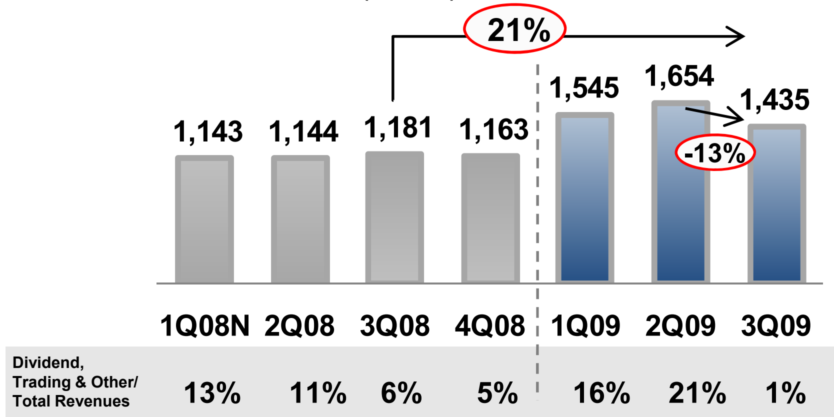
(*) 2008 CAR includes full impact of TL 920 mln cash capital increase
Note: Loan figures indicate performing loans

Robust revenue growth due to positive NIM evolution and solid fee growth

Total Revenues
(mln TL)



Quarterly Revenues
(mln TL)



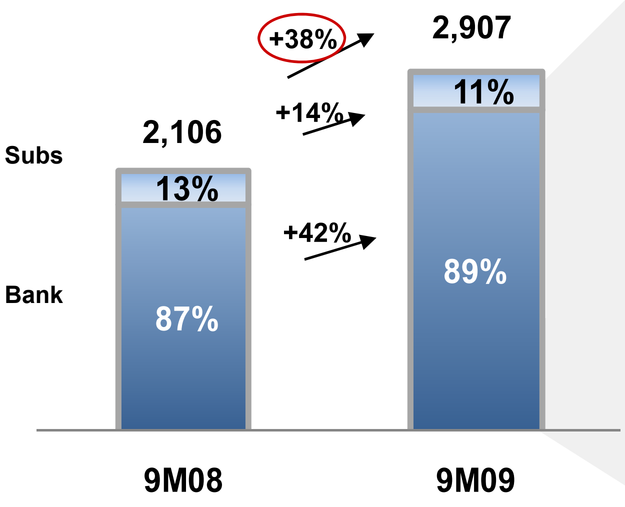
- **Total revenues up 27% y/y, 34% if normalised[(1)], driven by favorable interest rate environment and disciplined pricing efforts**
  - In 3Q, core revenues (NII and fees) up 8% q/q. 3Q revenues declined 13% vs 2Q due to net trading losses
  - 3Q revenues up 21% y/y
- **Share of net interest income in total revenues up to 63%** (vs 61% in 9M08N)
- **10% y/y growth in fees and commissions,** driven by upward repricing since 2Q08, despite subdued lending

N= Normalised to exclude the one-off effects on revenues of general provision release in 1Q08

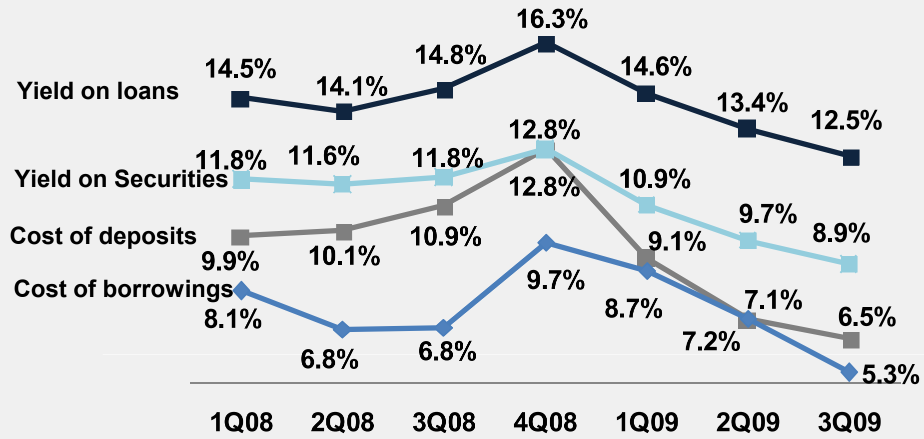
Despite downward pressure of asset repricing, NIM resilient in 3Q due to continued decline in cost of funding and continuation of proactive efforts to preserve lending margins

Net Interest Income

(mln TL)

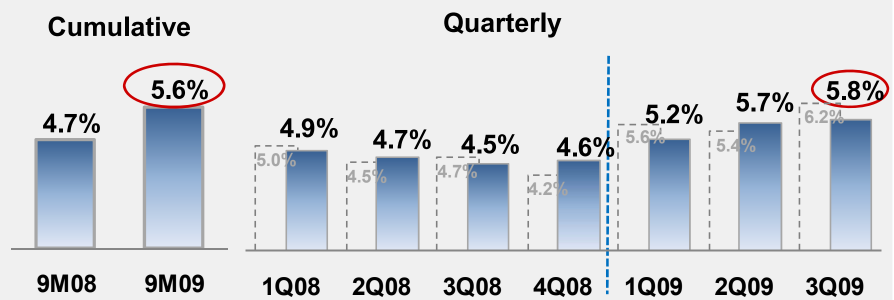


BANK: Spread Analysis(1)



BANK: NIM(1)

(Net interest income / Avg. IEAs)



	9M08	9M09	1Q08	2Q08	3Q08	4Q08	1Q09	2Q09	3Q09
Benchmark Bond Rate (avg)	18.9%	12.6%	17.0%	19.9%	19.7%	21.0%	15.1%	12.5%	10.3%

- **Net interest income** up by **38% y/y** at Group level, driven by **42% y/y growth at Bank level** and **14% y/y growth at Subs**
- **Bank cumulative NIM up to 5.6%** (+93 bps y/y)
- **Bank quarterly NIM at 5.8%** (+8bps vs 2Q09), thanks to **continued decline in cost of funding and profitability focus** despite downward repricing of both loans and securities

(1) All calculations based on average volumes

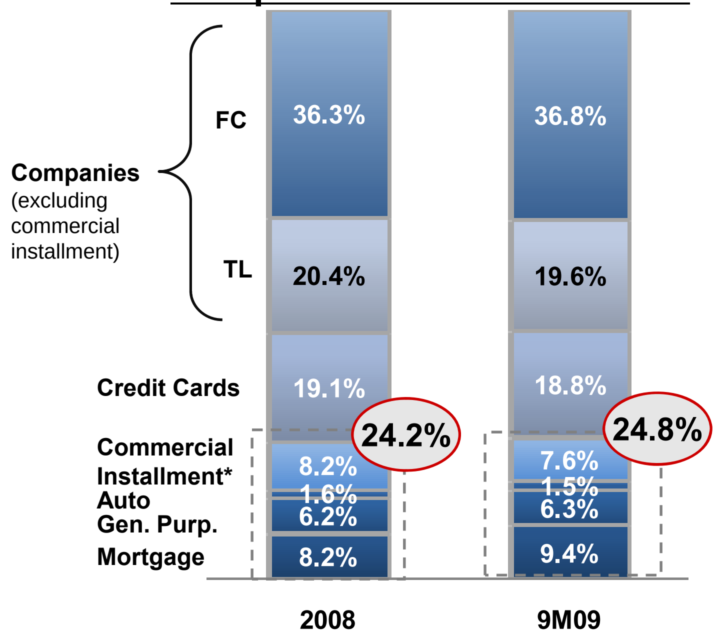
Note: NIM and yield on securities adjusted to exclude the effect of reclassification as per BRSA between interest income and other provisions related to impairment of held to maturity securities. Blue columns refer to adjusted NIM figures while dotted columns refer to reported NIM figures

Loan volumes impacted by low demand/business activity as well as profitability focus driving disciplined pricing approach. Some volume growth only on retail mortgages (market share at 9% vs 8.5% at YE08)

9M09 Loan Growth vs Sector

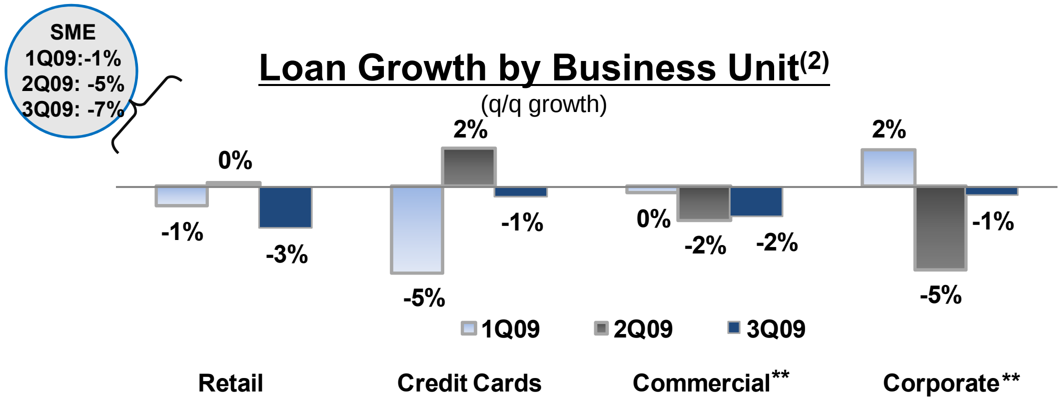
	YTD		3Q09 vs 2Q09	
	YKB	Sector[3]	YKB	Sector[3]
Total Loans	-3%	1%	-1%	1%
TL Loans	-4%	4%	1%	1%
FC Loans ($)	0%	-3%	-1%	3%
Consumer Loans	5%	5%	1%	3%
Mortgages	12%	6%	2%	3%
Auto Loans	-7%	-18%	-2%	-6%
General Purpose	-1%	8%	0%	3%
Credit Cards	-5%	5%	-1%	4%
Companies	-4%	-1%	-2%	0%
Comm. Installment*	-10%	-7%	-7%	-2%

Composition of Total Loans[1]



Loan Growth by Business Unit[2]

(q/q growth)



- **Share of consumer loans in total loans at 25%** due mainly **to increased share of mortgages in total loans** (9.4% vs 8.2% at YE08)
  - **Mortgage growth double sector growth** ytd (12% vs 6% sector)

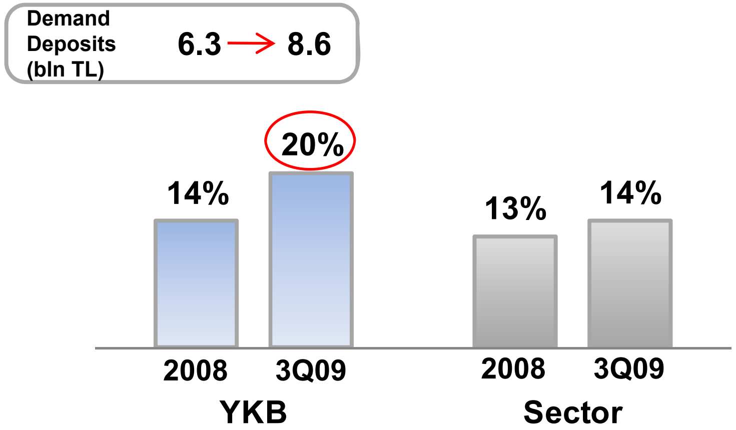
(1) Total performing loans as per BRSA consolidated figures
(2) Loan growth as per MIS data based on monthly averages. Please refer to Annex for definitions of Strategic Business Units
(3) Sector data based on weekly BRSA unconsolidated figures
(*) Proxy for SME loans as per BRSA reporting
(**) Excluding exchange rate impact

Continuation of focus on reducing cost of funding on the back of low liquidity pressure and even at the expense of release in TL deposits.Significant growth in AUM in falling interest rate environment

9M09 Deposit & AUM Growth vs Sector

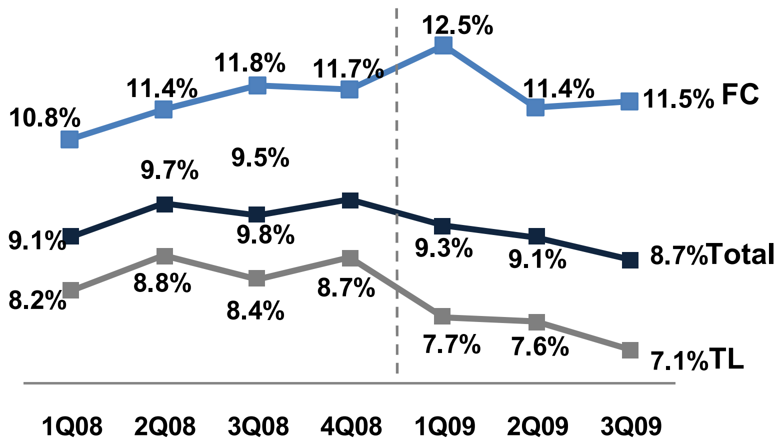
	YTD		3Q09 vs 2Q09	
	YKB	Sector	YKB	Sector
Total Deposits	-2%	6%(1)	3%	2%(1)
TL Deposits	-10%	5%	-1%	1%
FC Deposits ($)	11%	9%	12%	6%
AUM	27%	26%	8%	5%
Demand Deposits	36%	21%	24%	6%

Demand Deposits/Total Deposits



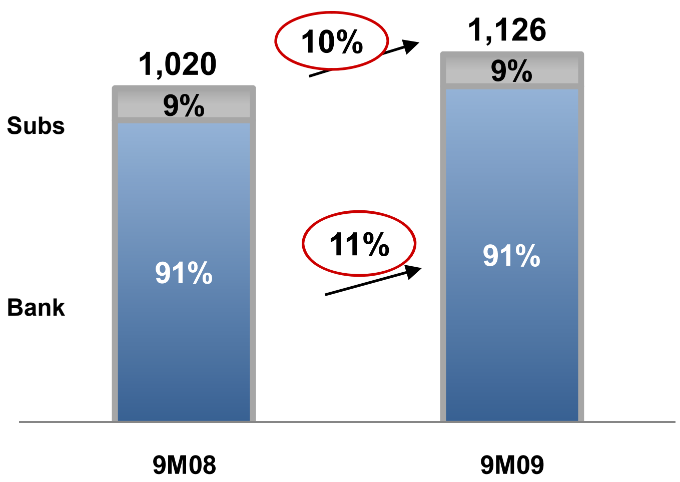
- **Funding strategy** driven by **efforts to further decrease cost of TL funding in the absence of loan demand**
- **Deposits up 3% q/q** driven by **FC deposits** (+12% q/q in USD terms)
- **Demand deposits up 24% q/q** to 8.6 bln TL
  - **Weight of demand deposits over total at 20%** (+6 pps vs YE08, vs 14% sector)
- **Strong pick-up in AUM volumes** (8% q/q) due to falling interest rate environment

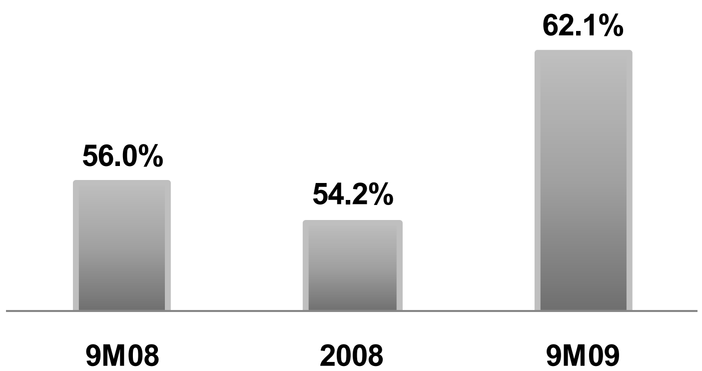
BANK: Deposit Market Shares



(1) Sector data based on weekly BRSA unconsolidated figures

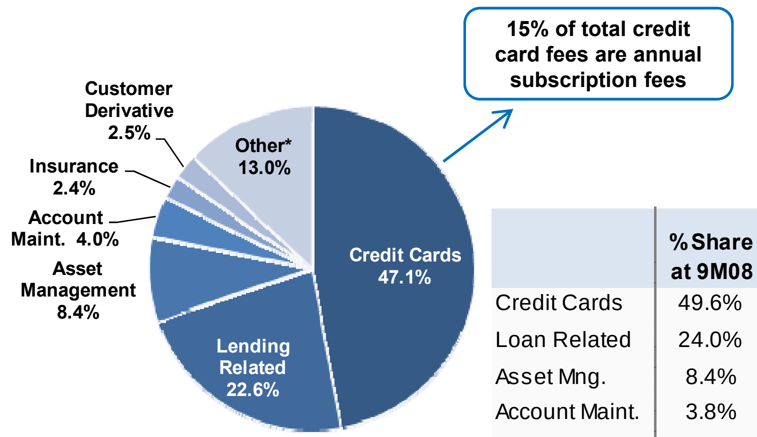
Despite subdued lending activity, overall positive performance in fees and commissions mainly driven by credit cards, mutual funds and insurance





- **Fees up 10% y/y at Group level**
- **Fees up at 11% y/y** at **Bank level,** driven by **upward repricing since 2Q08 especially in retail lending** despite sluggish volumes
- **Continuing improvement in coverage of total costs by net fees and commissions** (+7.9 pps vs 2008) driven by both **fee growth** and **cost control**

BANK: Composition of Fees & Commission Received* (9M09)



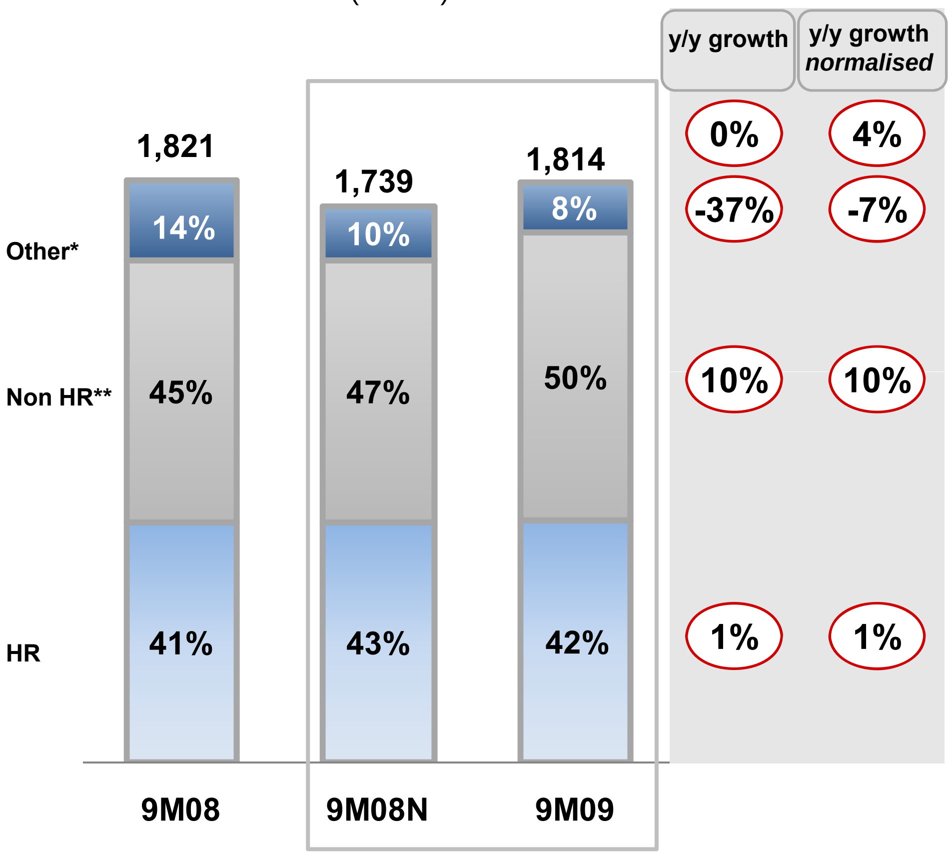
	% Share at 9M08	9M08-9M09 Growth
Credit Cards	49.6%	2.5%
Loan Related	24.0%	1.7%
Asset Mng.	8.4%	7.6%
Account Maint.	3.8%	13.9%
Insurance	1.6%	64.2%
Cust. Derivat.	3.3%	-17.8%
Other**	9.3%	50.6%

* Total Bank fees received as of 9M09 is 1.2 mln TL (vs 1.1 mln TL in 9M08)
Total Bank fees paid as of 9M09 is 201 mln TL (vs 216 mln TL in 9M08)
** Other includes money transfers, equity trading, campaign fees etc.

Ongoing tight cost and headcount management resulting in cost growth below inflation despite impact of branches opened in 2008

Composition of Costs

(mln TL)



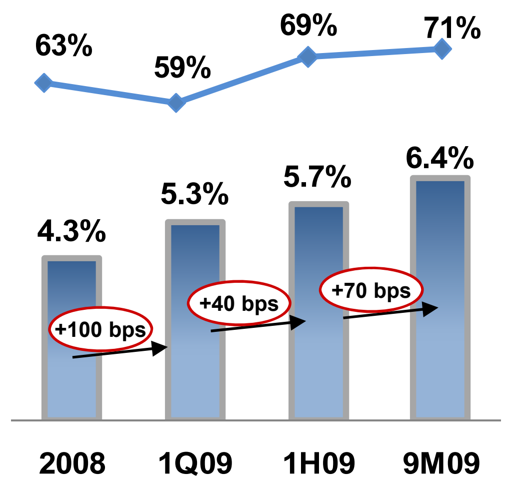
- **Total costs flat y/y** due to **limited growth in core cost basis** and **one-off effect of pension fund provision** in 1Q08
- **Total costs +4% y/y** if **normalised**(1) thanks to **tight cost management measures limiting cost impact of branches opened in 2008**
- **Cost growth** driven by **10% y/y increase in non-HR costs** and **limited by 1% y/y increase in HR costs** as a result of **turnover management** on the back of ongoing hiring freeze (YK Group headcount at 16,936; -449 vs YE08)
- **Other costs down 37% y/y**, -7% if normalised(1), driven by **tight management of World loyalty point expenses** and lower **pension fund provision**
- **Optimisation of existing branch network** leading to **some decline in branch number** (836 in 9M09 vs 861 at YE08); **~10 new branch openings planned for 4Q09**

(*) Includes pension fund provision expense and loyalty points on Wold card
(**) Non-HR costs include HR related non-HR costs, advertising, rent, SDIF, taxes and depreciation
(1) Normalised to exclude the one-off effects of pension fund provision in 1Q08

Asset quality deterioration still continuing but at a slower pace due to stabilisation in new NPL inflows and strong collections performance driven by proactive credit risk management

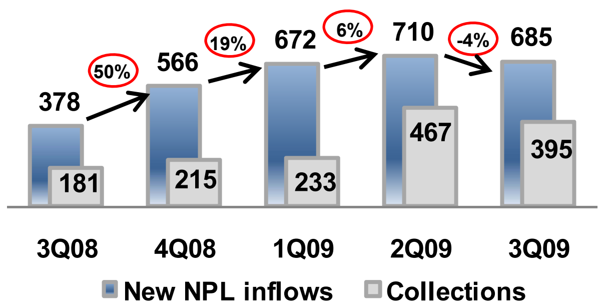
9M09 Results (BRSA Consolidated)

NPL Ratio and Specific Coverage



NPL Inflows and Collections

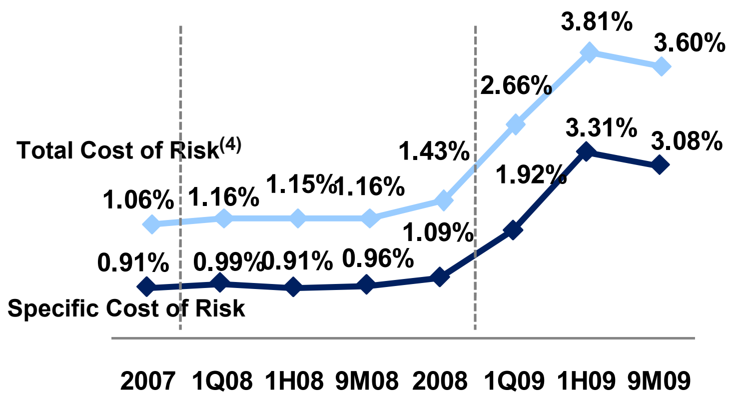
(mln TL)



NPL ratio by Segment

	2008	1H09	9M09
Consumer loans[1]	4.3%	7.2%	7.9%
Credit Cards	6.3%	9.7%	11.2%
SME[2]	6.8%	9.8%	11.8%
Corp & Commercial	2.5%	2.8%	2.9%

Cost of Risk[3]



- **NPL ratio at 6.4%** (vs 5.7% in 2Q09) impacted by **new NPL flows** (mainly in SMEs, credit cards and consumer loans) and **loan volume contraction,** partially offset by **credit restructuring/collections**. **Corporate & Commercial still resilient**
- **Successful implementation of restructuring/collections** for selected **SME, credit cards** and **commercial loans** (launched in Mar/Apr-09)
  - Total restructured amount **~925 mln TL** as of end of September
- **Credit quality positively affected by stabilisation in new NPL inflows vs 2Q and strong collections**. Collections accounting for more than half of NPL inflows in 9M09
- **Specific coverage up to 71%** (+2pp vs 2Q09, +8pp vs YE08)
- **Generic coverage at 1.8%** (7.9% watch loan coverage, 1.5% standard loan coverage) **vs ~0.8% at sector level**
- **Total cost of risk at 3.6%** (-0.2 pp vs 2Q09)**; specific cost of risk at 3.1%** (-0.2 pp vs 2Q09)

(1) Including cross default. If excluding, 9M09: 4.7%
(2) As per YKB's internal segment definitions, SMEs are companies with turnover less than 5 mln USD
(3) Cost of risk = total loan loss provisions / total gross loans
(4) In 2008, adjusted to exclude the one-off effect of general provision release in 1Q

Positive performance of newly opened branches with significant upside potential still to be realised

Plan Details

- **Branch expansion plan** launched in **July 2007. So far YKB opened 248 branches***(73 in big cities, in 175 small cities)
- **New branches represent 28% of total network**
- **Due to economic crisis from end of 2008 onwards, branch expansion plan put on hold**
- **Branch openings planned to be resumed in 4Q09** (~10 openings), to be followed by **~60 openings in 2010**

Performance Assessment

- **Branch opening performance is in line/better than the plan**
  - Branch opening in line with original plan in terms of revenues
  - Good approach towards format and flexible cost basis evidenced by positive cost and net profit evolution despite higher CoR driven by macro slowdown
  - L/D of new branches at 123%, with an effort to bring it less than 100% by mid 2010
- **Light but scalable retail branch expansion model aimed at ensuring faster break even**
  - 59 branches reached cumulative break-even in terms of gross operating profit
  - Cumulative break-even realised in 13-14 months vs target of 18

New Branches	% Contribution to Retail Segment	9M09 Generation *(TL)*
Revenues	**15%** (10% at 9M08)	**140 mln**
Loans	**15%** (10% at 9M08)	**1.4 bln** (+250 mln vs YE08)
Deposits	**7%** (4% at 9M08)	**1.2 bln** (+350 mln vs YE08)

Potential incremental revenue contribution of new branches when they mature estimated to be ~250 mln TL from 2012 onwards

(*) Gross number of branch openings including 6 commercial branches. (excluding closures and transfers to existing network)

AGENDA

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Strong focus on profitability by all business units resulting in successful revenue performance y/y. Favorable interest rate environment particularly benefitting Corporate/Commercial & Credit Cards

Performance by SBU

Weight in Bank: Revenues	Weight in Bank: Customer Business**		Revenues (mln TL)	YoY (9M09 – 9M08)	vs. Budget	Drivers of revenue growth
28%	36%	Retail	1,097	17%	=/-	■ **Revenues up 17% y/y,** almost in line with budget due to **disciplined pricing approach** ■ **SME revenues aligned with expectations (+27% y/y), with overall constant / slightly growing market share**
22%	8%	Credit Cards*	855	34%	+	■ **34% y/y growth of credit card revenues due to cost containment initiatives, profitability focus** and **significant decrease in cost of funding** ■ **Strong focus on restructuring / managing asset quality**
3%	15%	Private	116	26%	-	■ **26% y/y revenue growth** ■ **Significant increase in AUM volumes (38% y/y)** driven by **continuous reduction of interest rates**
5%	18%	Corporate	197	32%	+	■ **32% y/y revenue growth** driven by **disciplined pricing approach** and **selective volume growth**
16%	20%	Commercial	627	31%	+	■ **Focus on revenue oriented initiatives** to maintain **adequate risk/return profile** resulting in **31% y/y revenue growth** ■ **Profitability focus maintained** on the back of **declining lending volumes** ■ **Strong focus to reverse negative market share trend**

(*) Net of loyalty point expenses on World cards
(**) Customer business = Loans + Deposits + AUM
Note: all figures based on MIS data

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Outstanding ROE performance by subsidiaries especially factoring, brokerage and asset management. Adverse market conditions impacting performance of leasing and insurance. Increased focus on better integration of subsidiaries with the Bank

		Revenues (mln TL)	Revenue (y/y growth)	ROE	Key Highlights
Core Product Factories	YK Leasing	134	-1%	14%	▪ **Revenues almost stable y/y** affected by **significant contraction of turnover at sector level** ▪ **#1 in the sector with 18.8% market share in total leasing receivables**
	YK Factoring	42	66%	47%	▪ **Successful performance by both domestic** and **international business** supported by **customer acquisition, favorable interest rate environment** ▪ **#2 in the sector with 22.7% market share**
	YK Yatırım	92[1]	18%	51%	▪ **Strong performance in equity trading** and **structured products** leading to **increased profitability** and **market shares** ▪ **#2 in the sector** in terms of **total equity transaction volume**
	YK Portföy	60	10%	173%	▪ **Sustained profitability supported by increase in AUM volumes** impacting **revenue growth** ▪ **# 2 in the sector in mutual funds with 18.4% market share**
Insurance Subs	YK Sigorta	59[2]	-50%	2%	▪ **Significant shrinkage in sector premiums impacting both health and non-health branches** ▪ **Selective approach maintained to protect profitability** ▪ **#2 in the health insurance market with 17.1% market share**
	YK Emeklilik	69	8%	21%	▪ **Continuous** and **strong growth in life and pension** ▪ **#5 in the life insurance sector with 5.1% market share** ▪ **#3 in the sector** with **private pension market share of 15.0%**
International Subs	YK Azerbaijan	16	53%	15%	▪ **Strong revenue performance** on the back of **organic growth efforts** to leverage on **faster growing emerging economy**
	YK Moscow	24	20%	17%	▪ **Performance** mainly contributed by **business generated through Turkish Yapı Kredi customers**
	YK NV	46	29%	10%	

Ongoing initiatives at all subsidiaries to increase cooperation with YKB branch network in order to generate revenue opportunities and cost synergies as well as enhance cross-sell to YKB customers

1 Including dividend income from YK Portföy
2 Including dividend income from YK Emeklilik
Note: YKB bank-format financials have been used for publicly traded subsidiaries instead of their announced financials for consistency purposes
Following the launch of the new organisational structure in February 2009, management changes took place in the following subsidiaries: YK Leasing, YK Factoring, YK Portföy, YK Sigorta, YK Emeklilik

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Outlook for 4Q09 and 2010

Macro

- **Revival in economic activity coming with delay vs. expectations**. **Positive quarterly GDP growth expected in 4Q09** (+2.5%) **following contraction in 3Q** (-2.2%) (2009 GDP estimate: -5.2%). **Macroeconomic recovery in 2010 expected to be gradual** (2010 GDP estimate: +3.2%), with a weak 1Q
- **Possible further rate cuts in 4Q09** to be driven by **continued downward trend in inflation, sluggish macro environment and low recovery. CBRT rates expected to come down to 6.25% / 6.00% at year-end 2009**, and **remain unchanged until the last quarter of 2010**

Banking Sector

- **Sector volume growth expected to pick-up towards the end of 2009-begining of 2010.** Loan and Deposit growth to be 12% and 9% in 2010, respectively driven mainly by retail activity
- **NIM expected to be under pressure** due to **asset repricing with no further decrease in cost of funding** and **increased competitive pressure**
- **Asset quality deterioration expected to continue in 4Q09** but to **improve starting from 1Q10** driven by **macroeconomic recovery** and **restructuring efforts. Cost of risk expected to improve by 30-40 bps in 2010 vs 2009**
- **Revival of branch expansion efforts at sector level**

Yapı Kredi in 4Q and 2010

	4Q09	2010
Revenues	▪ **Subdued volumes continuing with only** some pick-up in mortgages and possibly cards and individuals towards year end ▪ **NIM pressure ongoing** but **overall less than expected**, also partially supported by **good fee income expected at year-end**	▪ **Above sector volume growth** to be driven by TL retail and commercial lending on the back of **stregthened credit infrastructure** ▪ **Strong focus on fee income** to compensate NIM compression
Costs	▪ **Seasonality driving slight increase in costs** ▪ **4Q cost trend not expected to jeopardise continuous cost management efforts**; below inflation cost growth targeted for YE09	▪ **Tight cost control and headcount management** to continue to support **growth investments including ~60 new branch openings**
Provisions	▪ **Consecutive provisioning and classification approach** to be maintained until year-end **driving cost of risk**	▪ **Mild improvement in asset quality to lead to decline in provisioning vs 2009**

2010: Back to growth, the year of productivity

Investments in key focus areas will continue/accelerate in 2010

Yapı Kredi aims to grow above the sector with a sound and flexible approach and strong focus on customer satisfaction

Strategic Priorities

Growth	▪ **Relaunch of branch expansion plan with ~60 new branches** ▪ **Focus on key products / segments** (SME, mortgages, commercial lending, project finance)
Commercial Productivity	▪ **Focus on cross-sell, product bundling, customer activation and penetration also leveraging on enhanced CRM and MIS systems** ▪ **Further integration of subsidiaries with Bank**
Efficiency Improvements	▪ **Continued focus on alternative distribution channels** (e-migration) ▪ **Cost base optimisation through back-office centralisation, HQ rationalisation and teller/seller pooling** (target of 400 HC saving)
Asset Quality	▪ **Additional investments in credit process** (cards underwriting, SME and individuals monitoring) ▪ **Maintain strong focus on collection** ▪ **Focus on decreasing NPL inflows via more active monitoring**

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  - **Detailed Performance by Strategic Business Unit**
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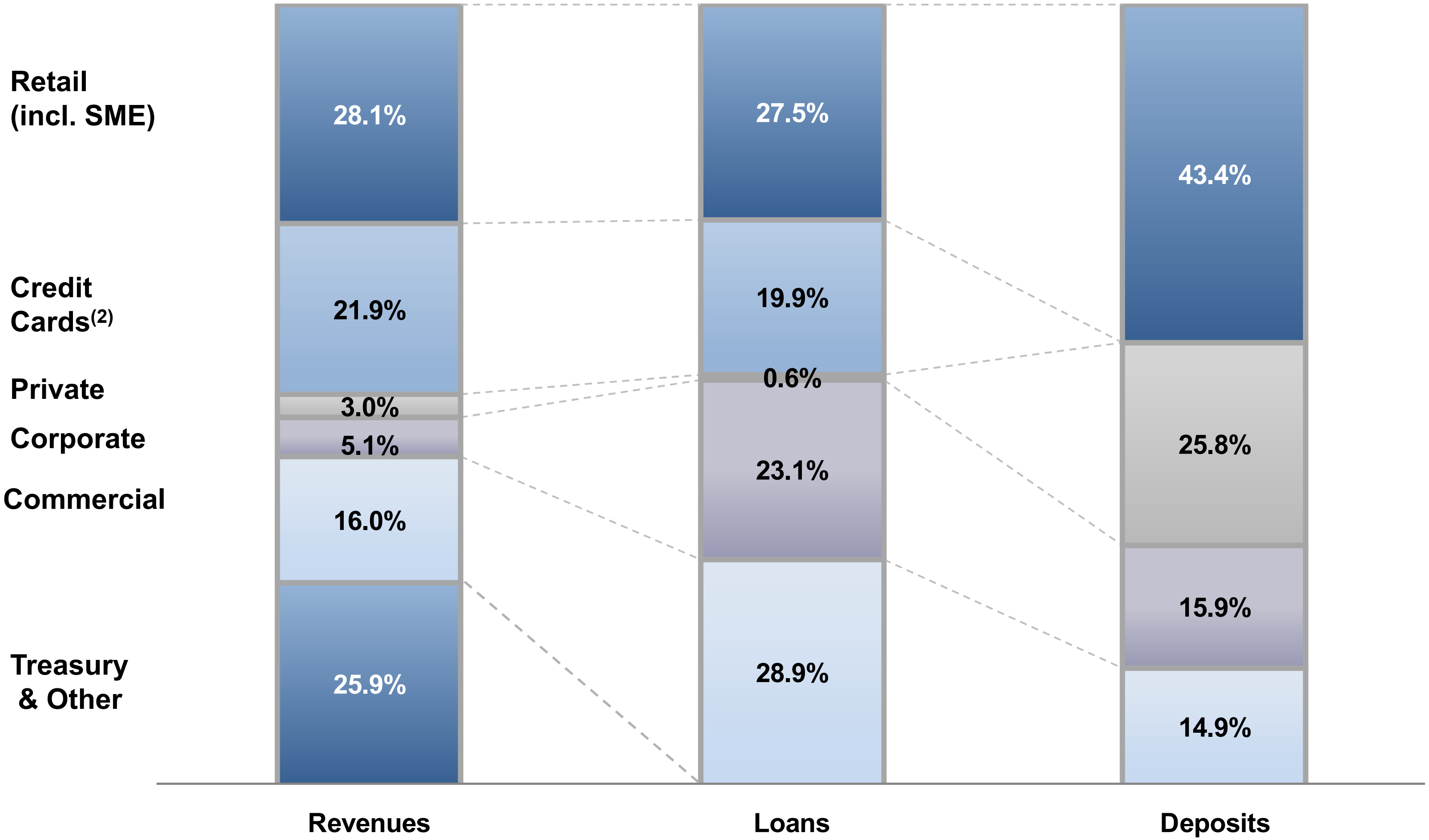
Definitions of Strategic Business Units

- **Retail:**
  - **SME**: Companies with turnover less than 5 mln USD
  - **Affluent**: Individuals with assets less than 250K TL
  - **Mass**: Individuals with assets less than 50K TL
- **Commercial:** Companies with annual turnover between 5-100 mln USD
- **Corporate:** Companies with annual turnover above 100 mln USD
- **Private:** Individuals with assets above 250K TL

Revision to segmentation criteria on 1 Jan 2009 in the context of service model fine-tuning resulted in changes in the definitions of business Units

Diversified revenue mix with retail focused loan and deposit portfolio

Revenues & Volumes by Business Unit[1] 9M09 (Bank-only)



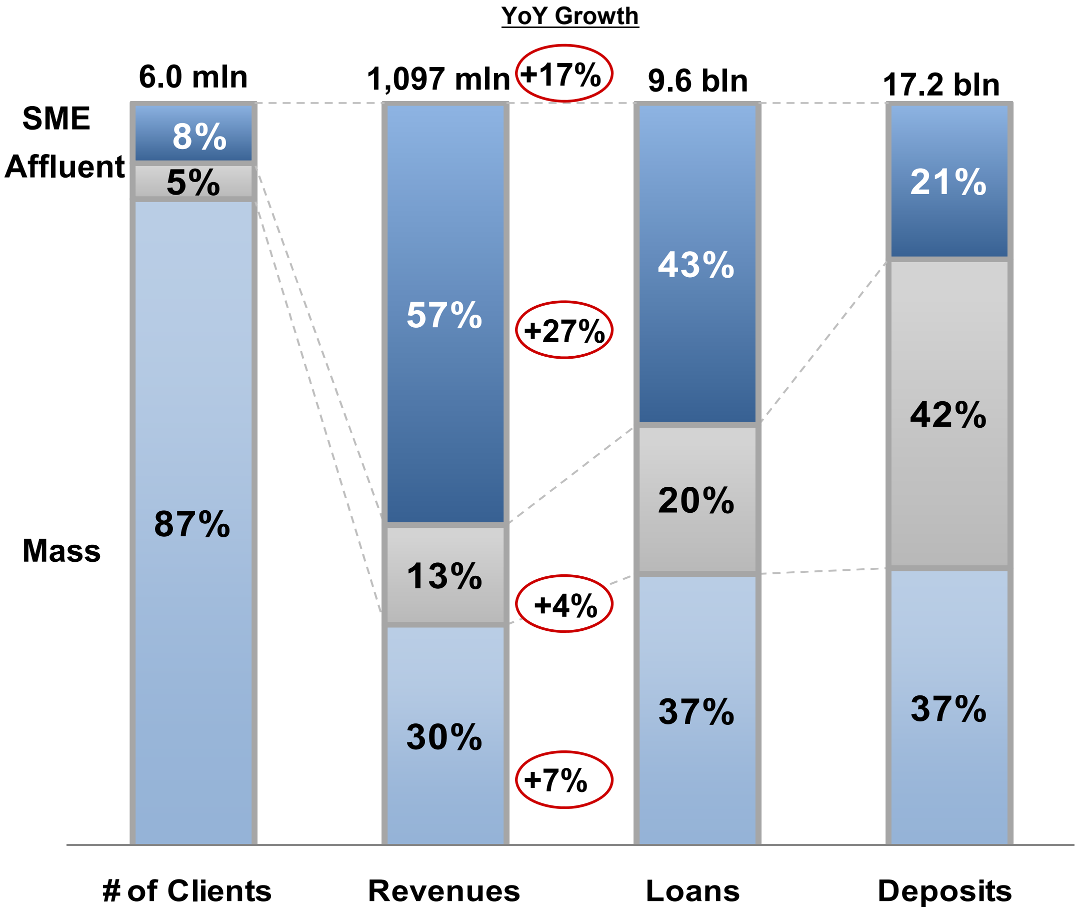
(1) Please refer to Annex for definitions of Business Units
(2) Net of loyalty point expenses on World card

Note: Loan and deposit allocations based on monthly averages (source: MIS data)

57% of retail banking revenues generated by SME business, constituting 8% of total retail clients

Retail Banking[1] - Composition of Active Clients & Total Revenues

(TL, 9M09)



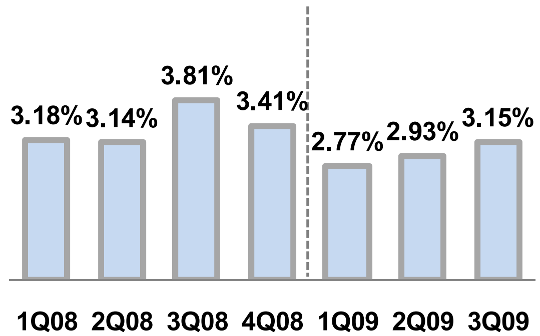
- **~485K active SME clients** generating **57% of total Retail revenues**
- **8% of total retail clients are SMEs generating 43% of loans and 21% of deposits**
- **Highest rate of revenue growth** on an annual basis driven **by SME segment (+27% y/y)**
- **Mass sub-segment** generating 30% **of total Retail revenues with ~5.1 mln clients**
- **Mass sub-segment revenues growing** at 7% **y/y**
- **Affluent sub-segment** generates **13% of total Retail revenues**

(1) Please refer to Annex for definitions of Business Units

Retail (mass & affluent) banking revenues up 6% y/y impacted by sluggish demand on consumer lending

Mln TL	9M09	YoY	YTD
Revenues	474	6%	-
Loans	5,458	9%	6%
Deposits	13,599	18%	4%
AUM	2,639	9%	12%
% of Demand in Retail Deposits	14.3%	-0.3 pp	1.2 pp
TL % in Retail Deposits	71.7%	0.6 pp	-1.7 pp
% of TL in Retail Loans	100.0%	0.0 pp	0.0 pp

Revenues/ (Customer Business[1])



- **Retail (mass & affluent) banking revenues increasing by 6% y/y** due to **subdued consumer lending** not compensated by lower cost of funding
- **Despite sluggish business environment, some quarterly pick up in consumer lending in 3Q09 mainly** driven by **mortgages**
- **Continued focus on customer satisfaction** in order to deepen relationships
- **Consumer loan NPL ratio at 7.9%[2]. Strong emphasis on asset quality** and **credit risk management in view of continuing deterioration. New restructuring programme in consumer loans recently launched**, positive results of which expected in the upcoming quarters
- **Strong focus on collaboration among network** and **product factories** in order to **increase cross sell**
- **Better integration between retail and card business** to **develop existing customer base** and **increase cross-sell**

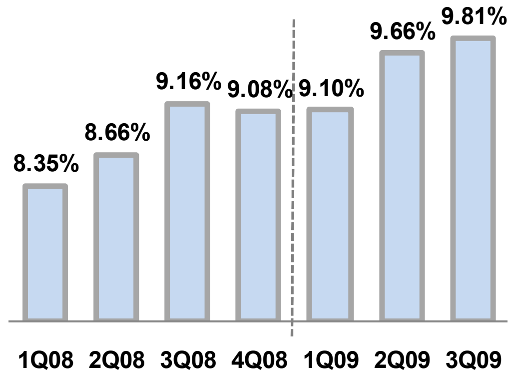
Note: Volumes (loans, deposits and AUM) based on monthly averages except for revenues/loans ratio which is based on 3-month average. MIS data
(1) Customer business: Loans + Deposits + AUM
(2) Including cross default. If excluding, 9M09: 4.7%

SME banking generating higher revenue growth (27% y/y); more selective lending policy and strong emphasis on credit risk management so as to control asset quality deterioration

Retail (SME)

Mln TL	9M09	YoY	YTD
Revenues	623	27%	-
Loans	4,157	-10%	-13%
Deposits	3,611	22%	-1%
AUM	584	-4%	13%
% of Demand in SME Deposits	36.0%	-2.6 pp	6.5 pp
TL % in SME Deposits	68.5%	1.8 pp	-5.0 pp
% of TL in SME Loans	97.0%	-1.1 pp	-0.7 pp

Revenues/ (Customer Business[1])



- **SME revenues increasing 27% y/y** driven by **disciplined pricing approach** despite **lending contraction**
- **Contraction in SME lending (-13%ytd)** driven by **more selective approach** and **sluggish business activity**
- **Increase in AUM** (13% ytd) supporting also **revenue growth**
- **SME NPL ratio at 11.8%. Increased focus on asset quality** and **improvement of credit risk infrastructure** so as to **identify riskier clients** :
  - **Launch of restructuring / crash programs** delivering positive results (415 mln TL restructured so far)
  - **Limitations on branch manager authority since 1Q08**
  - **reinforcement** of **monitoring**, **work-out** and **collections** activities
  - **SME scorecard project launched in all branches as of June'09**

Note: Volumes (loans, deposits and AUM) based on monthly averages except for revenues/loans ratio which is based on 3-month average. MIS data
(1) Customer business: Loans + Deposits + AUM

Credit card revenues up by 34% y/y due to significant decrease in cost of funding despite continued cap rate reductions

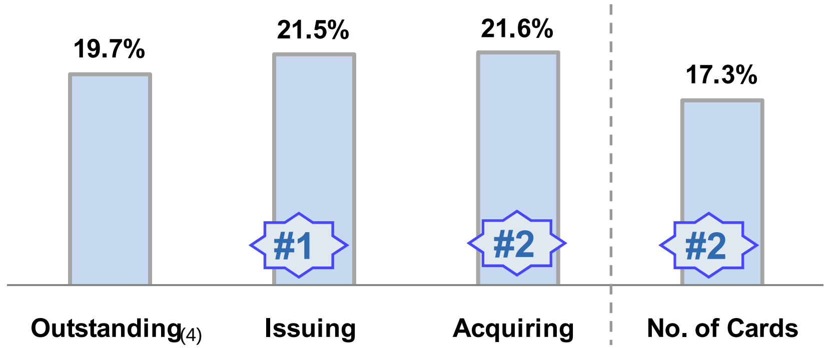
Mln TL	9M08	9M09	YoY	YTD
Revenues	736	940	28%	-
Net Revenues[1] (mln TL)	637	855	34%	-
# of Credit Cards[2] (mln)	7.7	7.6	-1%	-2%
# of merchants (ths)	254	282	11%	9%
# of POS (ths)	307	343	12%	10%
Activation	85.8%	84.0%	-180 bps	50 bps

Credit Card Volumes & Market Shares[3]

Volumes (bln TL):

6.9 | 32.2 | 32.7

Market Shares:



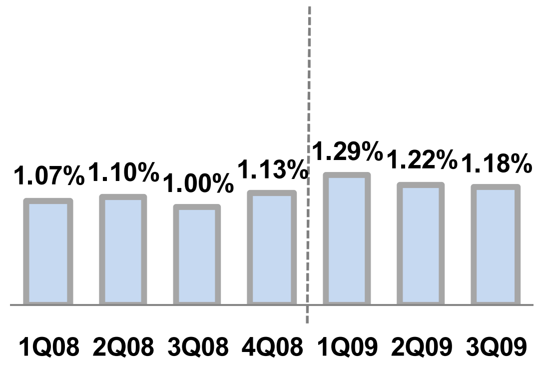
- **~206 ths new World cards** issued in 3Q09
- **Credit card net revenues[1] up 34% y/y** due to **significant decrease in cost of funding, higher revolving ratio** and **cost containment initiatives** despite continued **cap rate reductions by CBRT**
- Increased focus on cross-sell via **transfering credit card customers into bank customers** to **fully exploit YKB franchise/customer base**
- **Tight cost containment measures** through **review of installments, loyalty points expenses** and **cutting costs through merhants**
- Credit Card NPL ratio at **11.2%** due to **continued macroeconomic deterioration** accompanied by **negative impact of credit card restructuring law**
- Received **"Best of the Best in Europe in 2009"** award **by Visa Europe**
- **Sixth largest credit card platform in Europe in 2009** according to latest Nilson report

(1) Net of loyalty point expenses on World card
(2) Including virtual cards (9M09 :1.5 mln, 9M08: 1.5 mln)
(3) Market shares and volumes based on bank-only 9-month cumulative figures
(4) Based on personal credit card outstanding volume. Total credit card outstanding volume (also including corporate cards): 19.7%

Private banking revenues up 26% y/y, mainly contributed by significant increase in AUM volumes due to continuation of falling interest rate environment

Mln TL	9M09	YoY	YTD
Revenues	116	26%	-
Loans	212	0%	-10%
Deposits	10,245	0%	-10%
AUM	2,221	38%	38%
% of Demand in Priv. Deps.	6.5%	2.8 pp	3.2 pp
TL % in Private Deposits	50.4%	-6.5 pp	-8.9 pp
% of TL in Private Loans	100.0%	0.0 pp	0.2 pp

Revenues/ (Customer Business[1])



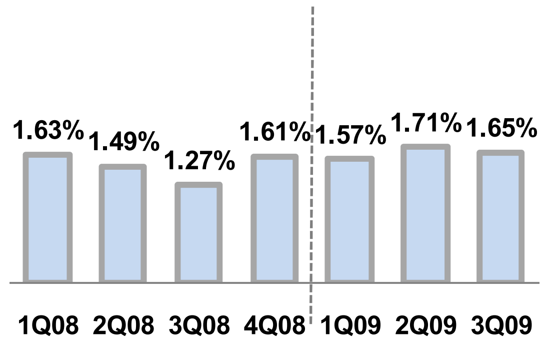
- **Private banking revenues up 26% y/y** thanks to **rising AUM volumes** (+38% ytd) driven by **continuation of falling interest rate environment**
- **10% ytd decline in private banking deposits** driven by **lower interest rate environment** and **customers' shift towards AUM**
- Continued focus on **leveraging on product factories** in **distribution of asset management** and **brokerage products**

Note: Volumes (loans, deposits and AUM) based on monthly averages except for revenues/loans ratio which is based on 3-month average. MIS data
(1) Customer business: Loans + Deposits + AUM

Corporate banking revenues up 32% y/y driven by selective lending policy and focus on return on capital

Mln TL	9M09	YoY	YTD
Revenues	197	32%	-
Loans	8,065	8%	-8%
Deposits	6,308	-21%	-29%
AUM	123	15%	16%
% of Demand in C. Deposits	16.6%	8.1 pp	10.5 pp
TL % in Corp. Deposits	24.2%	-19.8 pp	-14.3 pp
% of TL in Corp Loans	18.3%	-2.4 pp	-0.2 pp

Revenues/ (Loans + Deposits)



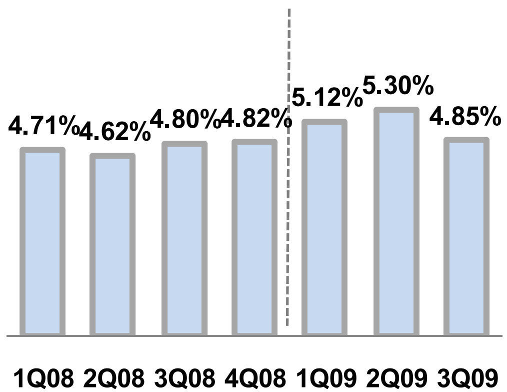
- **Corporate banking revenues up 32% y/y** driven by **selective volume growth** and **profitability focus**
- **Loans down by 8% ytd** driven by **continuation of sluggish business activity;** however some recovery signs starting to become visible through project financing loans
- **Disciplined pricing approach yielding positive results in terms of improvement in risk adjusted return on capital**
- **AUM up by 16% ytd** driven by **continuation of lower interest rate environment**
- **Relatively sound asset quality** (Corporate/Commercial NPL ratio at 2.9%) with focus on **reviewing portfolios to manage exposures at risk** through **strenghtened collateral**

Note: Volumes (loans, deposits and AUM) based on monthly averages except for revenues/loans ratio which is based on 3-month average. MIS data

Commercial banking revenues up 31% y/y driven by profitability focus on the back of declining volumes

Mln TL	9M09	YoY	YTD
Revenues	627	31%	-
Loans	10,092	6%	-8%
Deposits	5,901	26%	-4%
AUM	386	64%	73%
% of Demand in Com. Deposits	28.6%	-2.4 pp	2.2 pp
TL % in Comm. Deposits	40.2%	-4.4 pp	-7.0 pp
% of TL in Com. Loans	43.0%	-7.7 pp	-3.5 pp

Revenues/ (Loans + Deposits)



- **Commercial banking revenues up 31% y/y,** partially impacted by margin decline but **driven by focus on return on capital on the back of declining lending volumes**
- **Continued increase** in **AUM** (64% y/y and 73% ytd) due to **lower interest rate environment**
- **Focus on revenue oriented initiatives** via **increasing cross-sell so as** to **improve profitability / return on capital**
- **Strong emphasis** on **supporting existing core clients** and **client activation** while **selective acquisition of new clients** in **underpenetrated areas** with **sound risk approach**
- **Asset quality almost stable** (Corporate/Commercial NPL ratio at 2.9%) due to focus on **reviewing portfolios to manage exposures at risk through strenghtened collateral or restructuring** (95 mln TL restructured so far)

Note: Volumes (loans, deposits and AUM) based on monthly averages except for revenues/loans ratio which is based on 3-month average. MIS data

YapıKredi

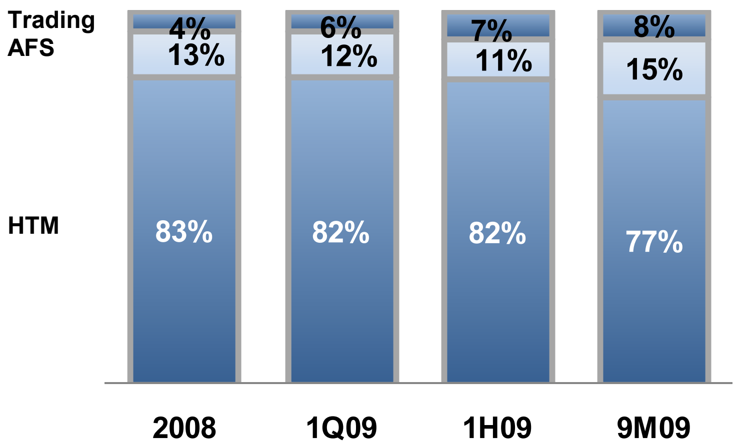
AGENDA

- **Annex**
  - Detailed Performance by Strategic Business Unit
  - **Other**

KOÇ UniCredit Group

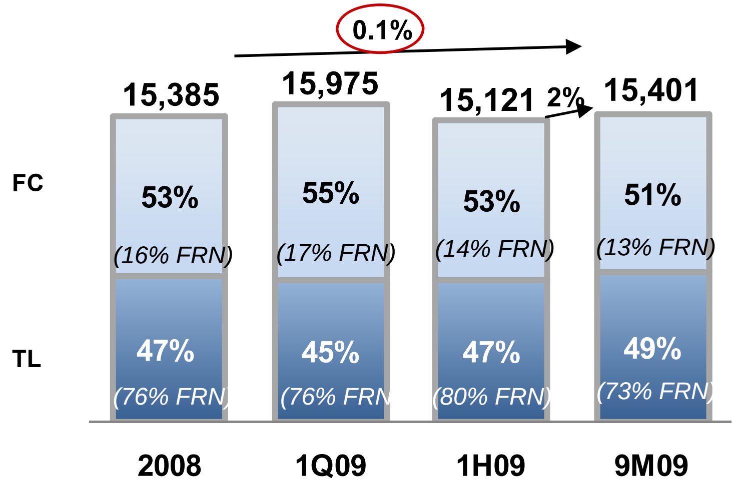
77% of securities portfolio invested in HTM; share of securities in total assets stable at 22%

Securities Composition by Type



Securities Composition by Currency

(mln TL)



- **Share of HTM decreasing to 77%** (vs. 82% in 1H09), while **share of AFS increasing to 15%** (vs. 11% in 1H09) due to **favorable interest rate environment**
- **Held to maturity (HTM) mix in total securities higher at bank level at 80%**
- **FX open position is kept minimal**, restricted with VaR and position limits; **monitored on a daily basis**

FRN: Floating Rate Notes

International Borrowings

Syndications

1.4 bln USD outstanding

- Apr 10: ~USD 410 mln, Libor +2.5% bps all-in cost, 1 year
- Sept 10: ~USD 985 mln, Libor + 2.25% bps all-in cost, 1 year

Securitisations

1.2 bln USD outstanding resulting from market transactions concluded in Dec 06 and Mar 07

- 7-8 year, 6 wrapped tranches, Libor+18 bps-35 bps + insurance premiums
- No principal repayment in '09

Subloans

€1,050 mln outstanding

- €500 mln - YKB Mar 06 (10NC5, Libor+2.00% p.a.)
- €350 mln - Koçbank Apr 06 (10NC5, Libor+2.25% p.a.)
- €200 mln - YKB Jun 07(10NC5, Libor+1.85% p.a.)

Other

- **Sace Loan:** €100 mln in Jan 07 to support Italian trade finance transactions (5 years, all-in Euribor+1.20% p.a.)
- **EIB Loan:** €100 mln in July 08 and €200 mln in Oct 09 to support SMEs in Turkey (10-12 years)
- **IBRD (World Bank) Loan:** $25 mln 6 year loan signed in Nov 08 to be disbursed on a project basis (Libor+1,50% p.a.). No principal repayment in '09