Yapı Kredi 1Q10 Earnings Presentation

BRSA Consolidated

İstanbul, 12 May 2010

AGENDA

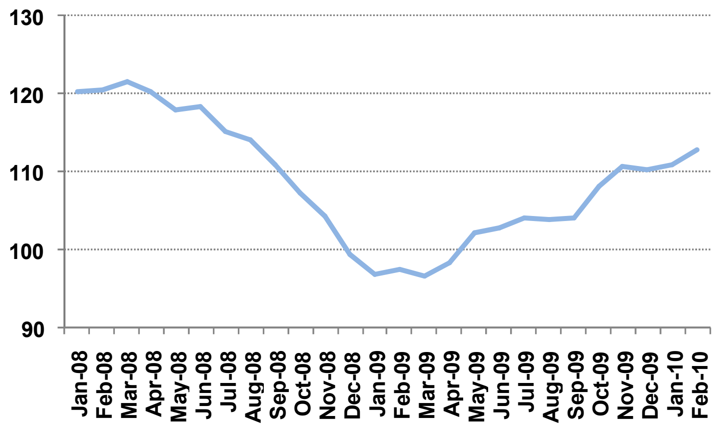
- **1Q10 Operating Environment**
- 1Q10 Results *(BRSA Consolidated)*
- Performance by Strategic Business Unit *(Bank-only)*
- Performance of Subsidiaries
- Current Trends and Expectations
- Annex

Economic recovery in line with expectations in 1Q10 as evidenced by pick up in industrial/commercial activity and improving consumer confidence

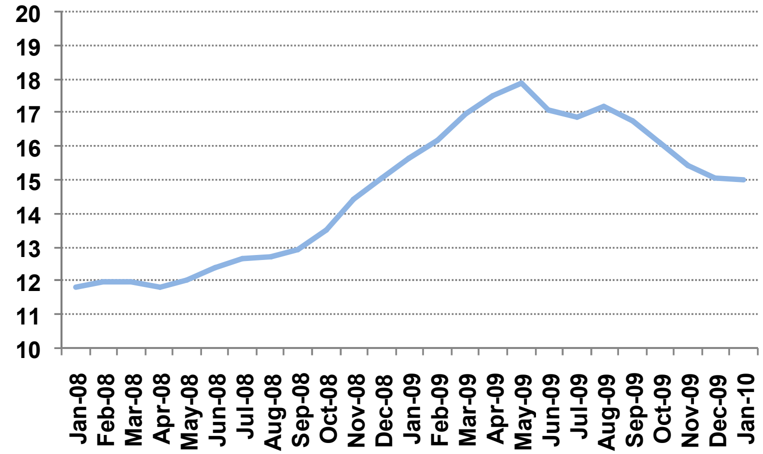
	4Q09	1Q10
GDP Growth (y/y)	6.0%	11.5%[1]
Industrial Production (y/y)	8.9%	21.1%
Inflation (eop, y/y)	6.5%	9.6%
CBRT O/N Rate (eop)	6.5%	6.5%
Consumer Confidence Index	78.8	84.7
Unemployment Rate (eop, y/y)	12.6%	12.7%[2]

- **Double digit GDP growth** (11.5%[1]) **expected in 1Q10** driven by **increased domestic demand** and **lower base effect**
- **Significant improvement in industrial production confirming economic recovery**
- **Despite pick up in headline inflation in 1Q10, core inflation still intact** as also confirmed by CPI inflation in April
- **CBRT policy rate at 6.5%, stable since Nov 09. Announcement of exit strategy** indicating **gradual liquidity withdrawal**
- **Consumer confidence index further improving,** confirming positive outlook also for the upcoming period
- **Unemployment rate still at high levels with signs of improvement**

Industrial Production Index 2005=100[3]



Non Farm Unemployment Rate (%, eop, y/y)[4]



1 Yapı Kredi Economic Research estimates
2 Seasonally adjusted, average of Dec 09, Jan 10, Feb 10
3 Seasonally and working day adjusted
4 Seasonally adjusted

Balanced loan growth in terms of currency at sector level driven by pick up in loan demand and increased lending appetite. Downward pressure on NIM due to low interest rate environment and increased competition

Sector Volume Growth & KPIs

	FY08	FY09	4Q09	1Q10
Loan Growth	**30%**	**6%**	**5%**	**6%**
TL Loan Growth	22%	9%	5%	5%
FC Loan Growth ($)	16%	0%	3%	6%
Deposit Growth	**27%**	**13%**	**7%**	**3%**
TL Deposit Growth	27%	15%	10%	5%
FC Deposit Growth ($)	-3%	11%	0%	0%
Loans/Deposits	**82%**	**77%**	**77%**	**78%**
NPL Ratio	**3.5%**	**5.2%**	**5.2%**	**4.9%**
Cost of Risk	**1.7%**	**2.6%**	**2.3%**	**1.6%**
Net Interest Margin (NIM)[1]	**4.9%**	**5.6%**	**5.5%**	**5.1%**
Return on Average Equity[2]	**17.7%**	**22.8%**	**22.8%**	**22.9%**
CAR (Deposit Banks)	**16.5%**	**19.3%**	**19.3%**	**18.6%**

Sector P&L Summary

bn TL	2009 Jan-Mar	2010 Jan-Mar	Y/Y
Total Revenues	**14.4**	**15.4**	**7%**
Net Interest Income	9.4	10.1	7%
Non-interest Income	5.0	5.4	7%
o/w fees & comm	2.6	2.8	8%
o/w other	2.4	2.6	6%
Operating Costs	**4.9**	**5.6**	**14%**
HR Costs	2.3	2.6	11%
Non-HR costs	2.5	3.0	17%
Operating Income	**9.5**	**9.9**	**4%**
Loan Loss Provisions	2.7	1.7	-37%
Pre-tax Income	**6.2**	**7.6**	**22%**
Tax	1.1	1.5	29%
Net Income	**5.1**	**6.1**	**20%**

- **Loans up 6% ytd** driven by **balanced pick up in both TL** (5% ytd) and **FC** (6% ytd) **lending**
- **NIM at 5.1%** (-40 bps vs 4Q09, -30 bps vs 1Q09) **due to catch up of asset repricing, lower interest rate environment** and **increased competition**
- **Asset quality improvement** on the back of **macroeconomic recovery** (NPL ratio -33 bps vs YE09) also leading to decline in **cost of risk** (-74 bps vs 4Q09)
- **Comfortable liquidity position maintained** with L/D < 80%
- **Strong capitalisation** with CAR at 19%

Note: Banking sector data based on BRSA weekly data excluding participation banks
1 Adjusted with securities impairment
2 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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1Q10 Performance Highlights

	Highlights	1Q10 Results
Business Volumes	▪ **Loan growth above sector** focusing on **higher yielding TL** driven primarily by **retail**, followed by mid-corporate, also on the back of **increased commercial effectiveness** ▪ **Deposit growth slightly above sector,** driven by TL in line with TL driven retail lending ▪ **AUM growth above sector**	**Loans 9% ytd (TL 11%)** **Deposits 4% ytd (TL 7%)** **AUM 5% ytd**
Operating Performance	▪ **Sound core revenue performance and asset quality improvement** leading to **robust profitability** ▪ **NIM compression** managed through **asset/currency mix and above sector volume growth**	**Net Income 20% y/y** **ROAE 27%** **NIM 5.4%**
Cost & Efficiency	▪ **Costs up 16% y/y** mainly driven by one-offs; **core cost growth below inflation** ▪ **Continuation of branch expansion plan** which was resumed in 4Q. **838 branches as of 1Q** (60 openings planned for 2010)	**Core Costs 6% y/y[1]** **Cost /Income 41%[1]** **Fees/Costs 64%[1]**
Asset Quality	▪ **Asset quality improvement accelerating** driven by **slowdown in NPL inflows, strong collections and NPL portfolio sale** ▪ **Positive impact on specific NPL coverage** and **relief on cost of risk**	**NPL ratio 4.9%[2]** **(vs 6.3% at YE09)** **Collections/NPL Inflows 85%** **Specific NPL coverage 78%**
Capital, Funding & Liquidity	▪ **Sound capital and strenghtened liquidity position** (240% rollover of 410 mln USD one-year syndication in April, all-in cost of Libor+1.5%) ▪ **TL duration gap significantly reduced** from 147 days at 1Q09 through **extending duration of TL liabilities** via **swap funding**	**1 bln USD syndication** **Bank CAR 16.9%** **Group CAR 15.7%** **TL duration gap 76 days**

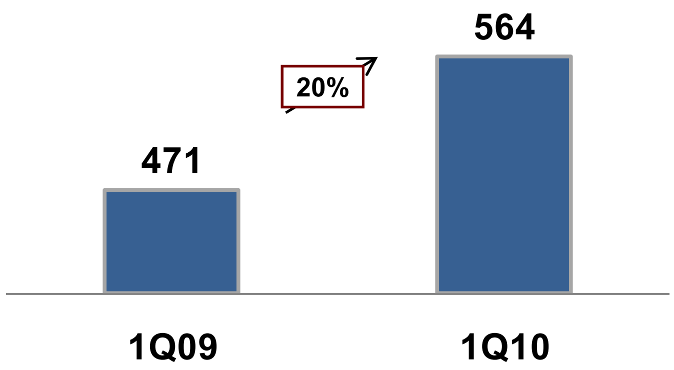
1 Excluding one-off effects of recently introduced branch tax (40 mln TL), legal fees related to NPL sale in 1Q10 (8 mln TL) and increase in non-cash loan specific provisions (13 mln TL). Cost/Income excludes one-off effects of branch tax and NPL sale only

2 Including effect of NPL sale. Excluding: 6.0%

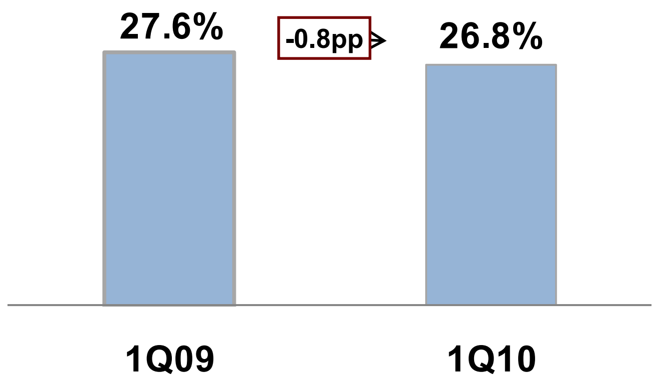
Key performance indicators

Net Income

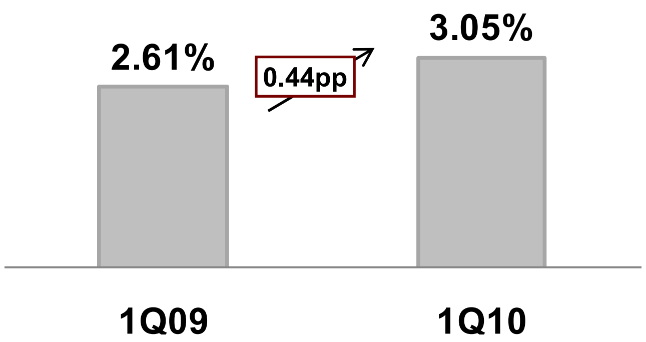
(mln TL)



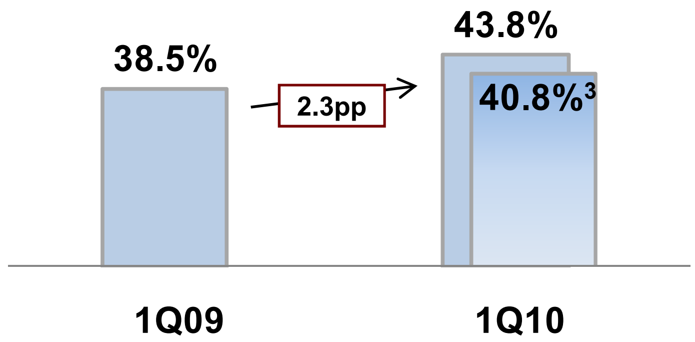
Return on Average Equity (ROAE)[1]



Return on Assets (ROA)[2]



Cost / Income



1 Calculations based on the average of current period equity (excluding current period profit) and prior year equity. Annualised
2 Calculations based on net income/end of period total assets. Annualised
3 Excluding one-off effects of recently introduced branch tax (40 mln TL) and legal fees related to NPL sale in 1Q10 (8 mln TL)

Robust profitability driven by above market loan growth, sound core revenue performance and asset quality improvement

Income Statement, mln TL	1Q09	1Q10	YoY
Total Revenues	**1,545**	**1,573**	**2%**
Net Interest Income	955	994	4%
Non-Interest Income	590	579	-2%
o/w Fees & Comms.	349	401	15%
Operating Costs	**594**	**690**	**16%**
HR	258	270	5%
Non-HR[1]	286	359	26%
Other [2]	50	61	22%
Operating Income	**951**	**883**	**-7%**
Provisions	337	167	-51%
o/w Loan Loss Provisions	275	90	-65%
Pre-tax income	**614**	**716**	**17%**
Tax	143	152	6%
Net Income	**471**	**564**	**20%**

- **Revenues up 2% y/y. Revenue growth** driven by **net interest income** (4% y/y) and **fees and commissions** (15% y/y)
- **Total costs** up 16% y/y, **core costs up 6% y/y[3]**
  - **HR costs up 5% y/y**
  - **Non-HR costs** up 26% y/y. **Core non-HR costs up 4% y/y[3]**
- **Provisions down 51% y/y** driven by continued asset quality improvement
- **Net income up 20% y/y**

1 Non-HR costs include HR related non-HR costs, advertising, rent, SDIF, taxes and depreciation

2 Other includes pension fund provisions and loyalty points on World card

3 Excluding one-off effects of recently introduced branch tax (40 mln TL), legal fees related to NPL sale in 1Q10 (8 mln TL) and increase in non-cash loan specific provisions (13 mln TL)

YapiKredi

Above sector volume growth on the back of comfortable capital and liquidity position

Balance Sheet, bln TL	1Q09	2009	1Q10	%YTD	%YoY
Total Assets	**72.1**	**71.7**	**74.0**	**3%**	**3%**
Loans	**39.2**	**38.9**	**42.5**	**9%**	**8%**
TL	23.5	24.6	27.2	11%	16%
FC (in $)	9.6	9.7	10.3	6%	8%
Securities	**16.0**	**16.3**	**16.2**	**-1%**	**1%**
Deposits	**43.9**	**43.4**	**44.9**	**4%**	**2%**
TL	22.1	23.2	24.8	7%	12%
FC (in $)	13.3	13.7	13.6	-1%	2%
Shareholders' Equity	**7.3**	**8.5**	**9.0**	**6%**	**23%**
AUM	**7.3**	**7.7**	**8.1**	**5%**	**11%**

Ratios	1Q09	2009	1Q10	∆ YTD *(pp)*	∆ YoY *(pp)*
Loans/Assets	54.4%	54.2%	57.4%	3.2	3.0
Securities /Assets	22.1%	22.8%	21.9%	-0.9	-0.3
Loans/Deposits	89.3%	89.6%	94.6%	5.0	5.4
Leverage[1]	8.8x	7.5x	7.2x	-	-
Borrowings/Liabilities	15.5%	13.8%	13.3%	-0.5	-2.2
Consolidated CAR	14.6%	16.5%	15.7%	-0.8	1.1
Bank-only CAR	16.1%	17.8%	16.9%	-0.9	0.8

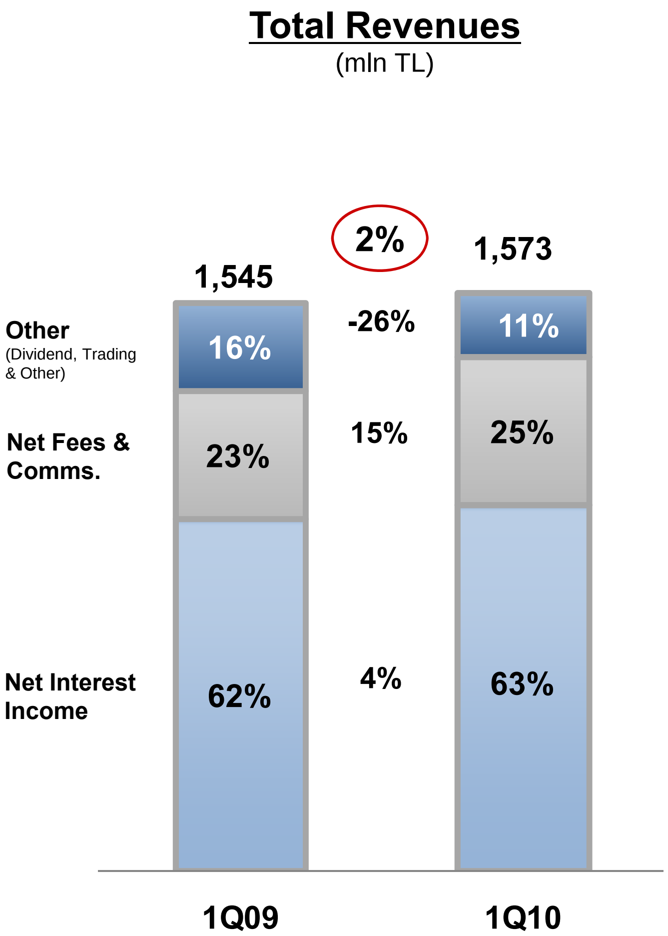
- **Customer-business focused approach** resulting in **above sector loan growth** (9% ytd), mainly driven by **TL loans** (11% ytd)
- **Above sector deposit growth** (4% ytd) **driven by TL deposits** (7% ytd)
- **AUM up 5% ytd** (vs 2% sector)
- **Loans/assets at 57.4%** (+3.2pp ytd) in line with **customer-business focused strategy** (Securities stable ytd)
- **Loan/deposit ratio at 94.6%**
- **Group CAR at 15.7%** and **Bank CAR at 16.9%**, decreasing vs YE09 driven by loan volume growth
- **Leverage down to 7.2x** from 7.5x at YE09 and 8.8x in 1Q09

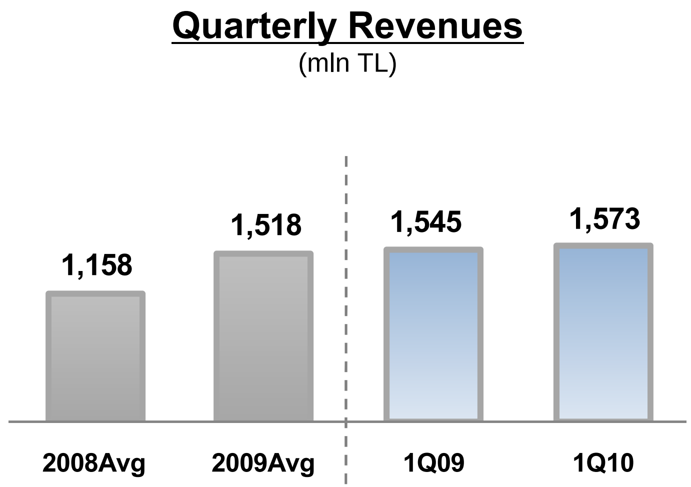
1 Leverage ratio = (Total assets – equity) /equity

Note: Loan figures indicate performing loans

KOÇ UniCredit Group

Customer-business focused approach supporting sustainable performance and strong revenue composition





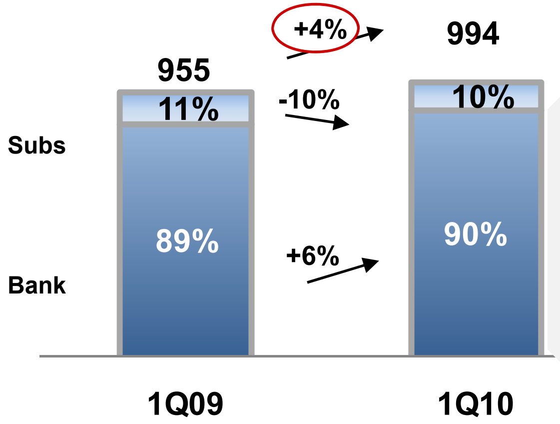
- **Total revenues up 2% y/y**, driven by sustained fee performance
- **Share of net interest income in total revenues stable at 63%** driven by **volume growth offsetting NIM compression**
- **Fees / total revenues at 25%** (vs 23% in 1Q09), highest in the sector
- **Net trading and FX contribution to revenues insignificant**, compensated by **continued strong collections** (~130 mln TL)

NIM compression driven by continuous decline in lending rates accompanied by stable deposit costs

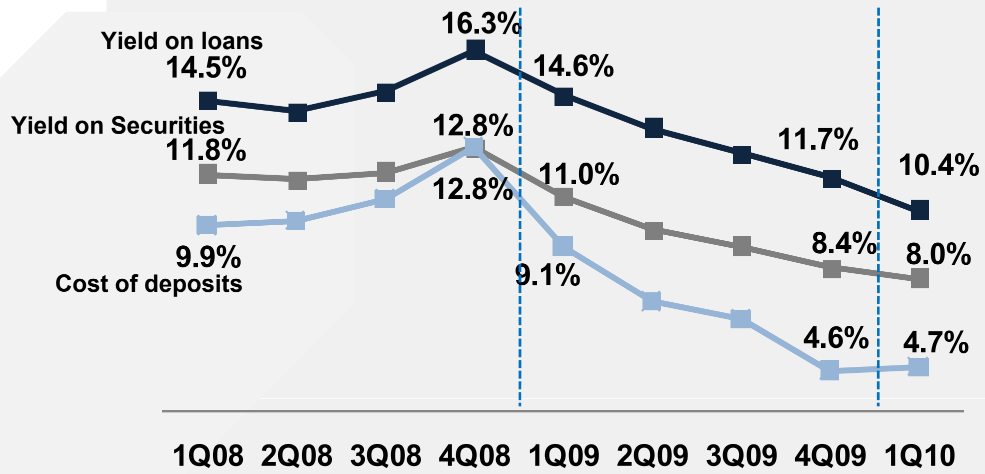
1Q10 Results (BRSA Consolidated)

Net Interest Income

(mln TL)



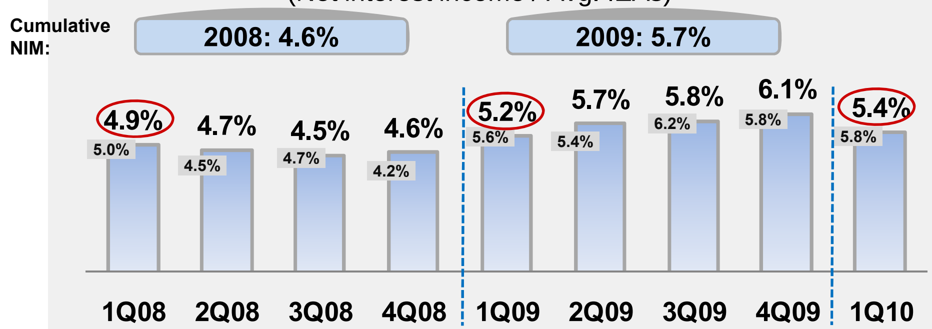
BANK: Spread Analysis[1]



- **Net interest income up by 4% y/y**, driven by 6% y/y growth at Bank level and 10% y/y decline at Subs
- **NIM at 5.4%** (+20bps vs 1Q09, -70bps vs 4Q09) driven by **increased pressure from competition** resulting in **lower yields** despite **relatively stable deposit costs**

BANK: Quarterly NIM(1)

(Net interest income / Avg. IEAs)



	1Q08	2Q08	3Q08	4Q08	1Q09	2Q09	3Q09	4Q09	1Q10
Benchmark Bond Rate (avg)	17.0%	19.9%	19.7%	21.0%	15.1%	12.5%	10.3%	8.8%	8.9%

1 All calculations based on average volumes

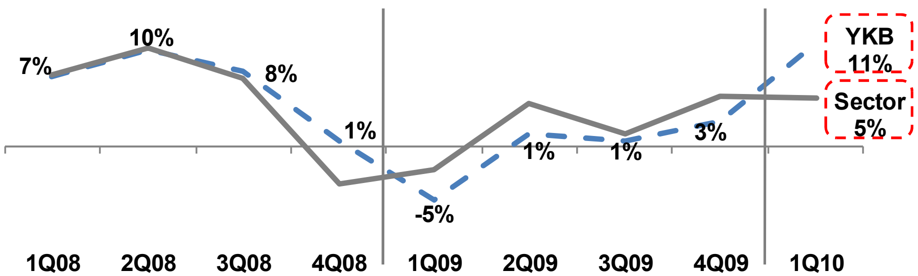
Note: NIM and yield on securities adjusted to exclude the effect of reclassification as per BRSA between interest income and other provisions related to impairment of held to maturity securities. Blue columns refer to adjusted NIM figures while figures in grey boxes refer to reported NIM

Above sector loan growth focused on higher yielding TL lending, driven primarily by retail followed by mid-corporate

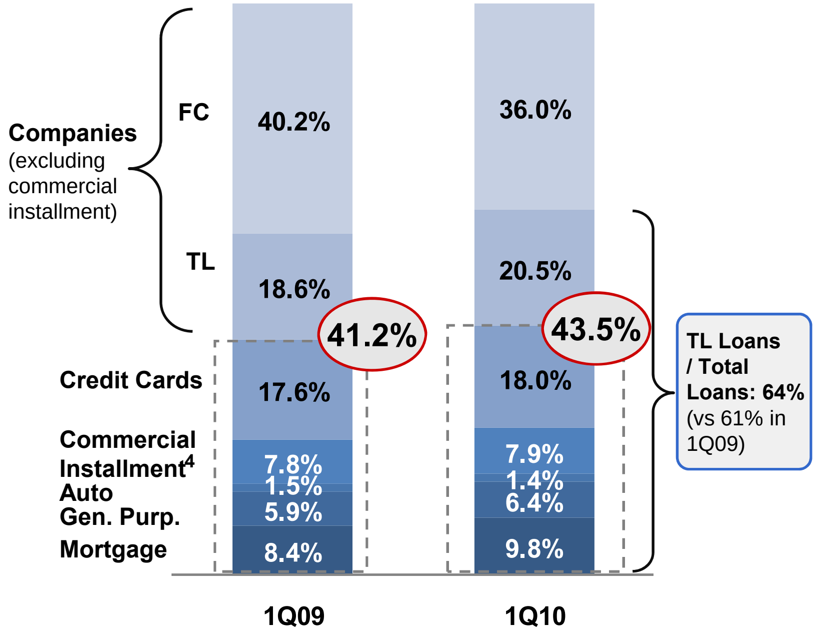
1Q10 Results (BRSA Consolidated)

	YTD (1Q10 vs YE09) Sector[2]	YKB	YKB Market Shares[3] 1Q10	Δ YTD
Total Loans	6%	9%	10.3%	+ 25 bps
TL Loans (Spreads 6.1%)	5%	11%	9.5%	+ 43 bps
FC Loans ($) (Spreads 3.2%)	6%	6%	12.3%	-9 bps
Consumer Loans	7%	8%	7.7%	+ 7 bps
Mortgages	7%	9%	9.1%	+ 17 bps
Auto Loans	-5%	-1%	14.5%	+ 54 bps
General Purpose	8%	10%	5.6%	+ 8 bps
Credit Cards	1%	2%	20.5%	+ 9 bps
Companies	6%	12%	9.6%	+ 30 bps
TL	5%	19%	7.5%	+ 80 bps
FC ($)	6%	6%	11.9%	-20 bps
Comm. Installment[4]	6%	11%	8.0%	+ 29 bps

TL Loan Growth vs Sector



Composition of Total Loans[1]



- **TL loan growth 2x sector** (11% ytd), **indicating highest quarterly increase over the last 2 years**
- **Increasing share of retail** (incl. credit cards and SME) **in total loans** (43.5% vs 41.2% in 1Q09) driven by **strong retail lending focus and innovative product bundling approach**
- **TL share in total loans at 64%** (vs 60% in 1Q09)
- **In FC lending, strong focus on higher yielding project finance** (558mln USD in 1Q10, potential project pipeline of USD 1 bln)

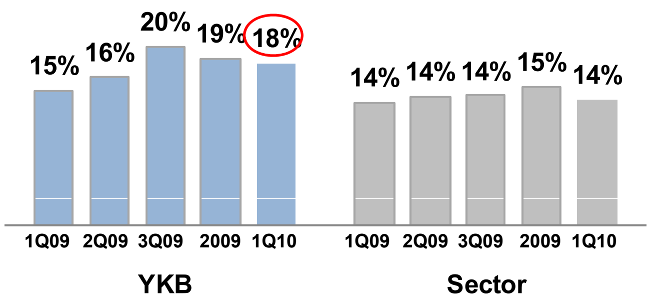
1 Total performing loans
2 Sector data based on weekly BRSA unconsolidated figures
3 Market shares based on unconsolidated figures for YKB and sector
4 Proxy for SME loans as per BRSA reporting

Deposit growth driven by TL in line with loan growth.
Demand deposit strategy continuing to yield positive results

1Q10 Deposit & AUM Growth vs Sector

	1Q10 vs 4Q09		Market Share[2]		
	Sector[1]	YKB	1Q10		Δ YTD
Total Deposits	3%	4%	8.4%	↑	+ 4 bps
TL Deposits	5%	7%	7.2%	↑	+ 13 bps
FC Deposits ($)	-2%	-1%	10.9%	↑	+ 17 bps
AUM	2%	5%	17.9%	↑	+ 40 bps
Demand Deposits	-7%	0%	11.5%	↑	+ 80 bps

Demand Deposits/Total Deposits



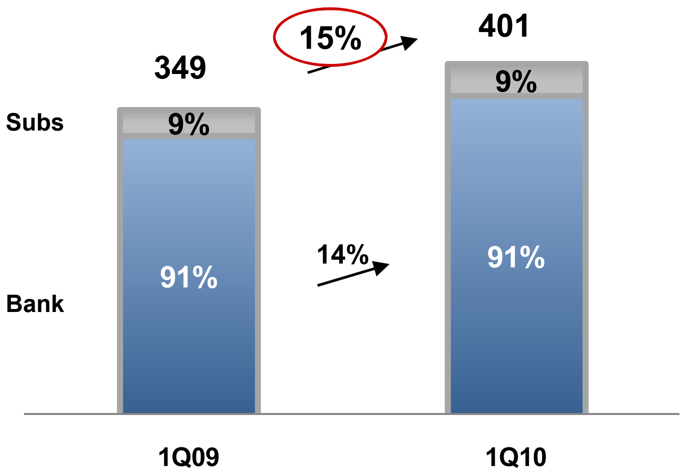
- **Total deposits up 4% ytd** on the back of **continued efforts to optimise cost of TL funding**
  - **TL deposits up 7% ytd** in line with **TL driven retail focused strategy**
- **Weight of demand deposits over total at 18%** vs 14% sector. **Demand deposits stable ytd** (vs -7% ytd sector)
- **Total AUM up 5% ytd** driven by **new product offerings** and **interest rate environment**. **#2 position maintained** with 17.9% market share

1 Sector data based on weekly BRSA unconsolidated figures
2 Market shares based on unconsolidated figures for YKB and sector

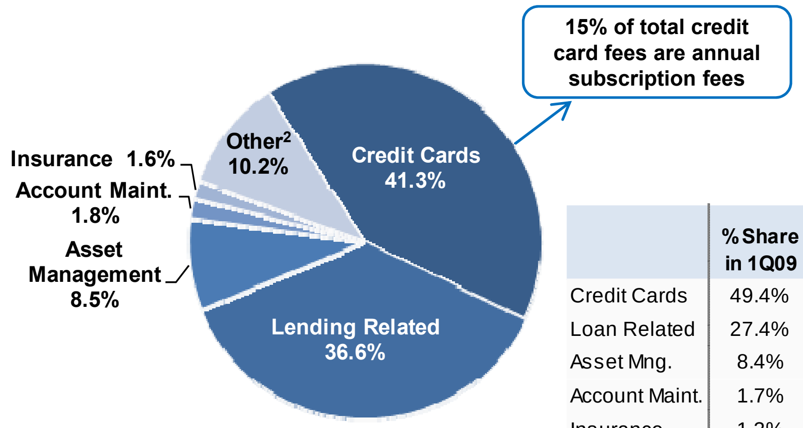
Solid fee performance driven by upward trend in lending activity and cross-selling (insurance & bundled products) to counterbalance slow 1Q in credit cards

Net Fees & Commissions

(mln TL)

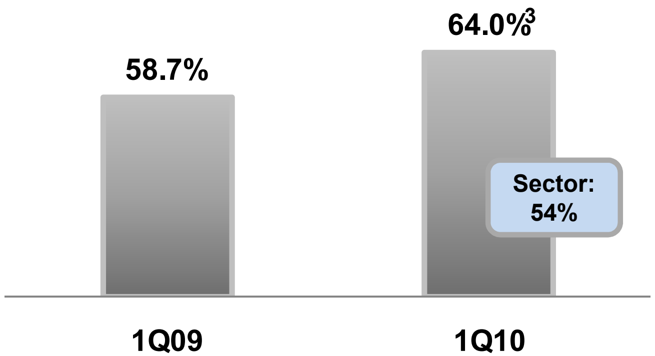


BANK: Composition of Fees & Commission Received[1] (1Q10)



	% Share in 1Q09	1Q09-1Q10 Growth
Credit Cards	49.4%	-10.8%
Loan Related	27.4%	42.6%
Asset Mng.	8.4%	8.1%
Account Maint.	1.7%	10.4%
Insurance	1.3%	31.1%
Other[2]	11.8%	-7.8%

Fees & Commissions/Total Costs



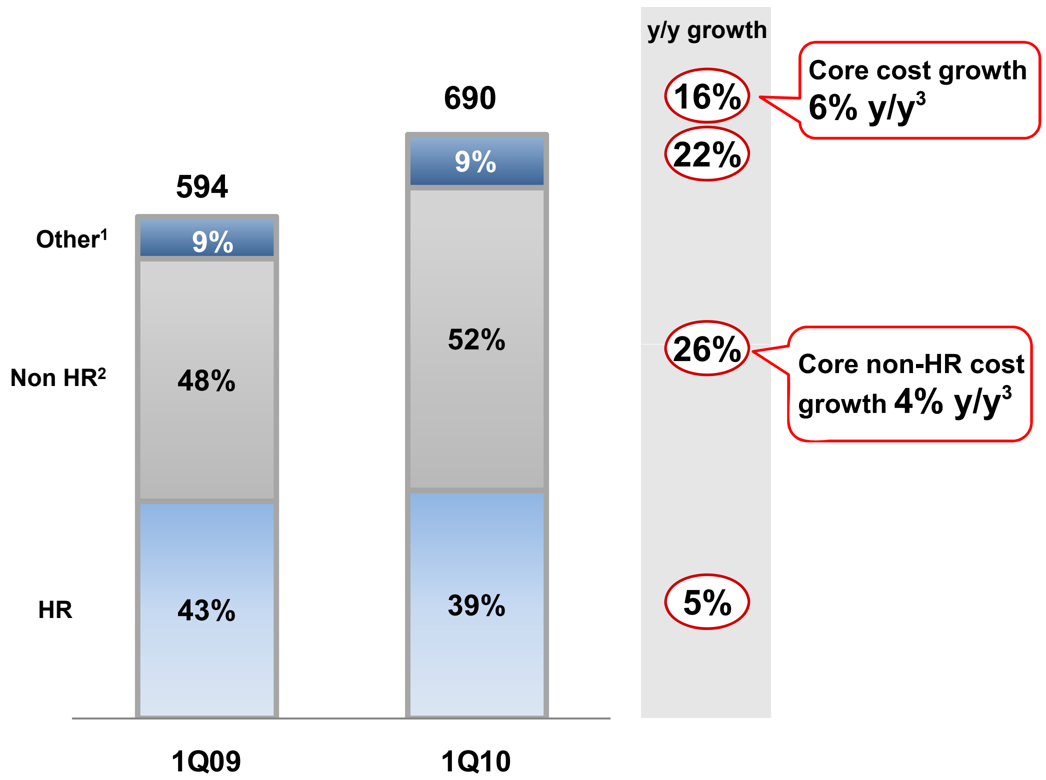
- **Fees up 15% y/y at Group level**
- **Fees up 14% y/y at Bank level** driven by **lending related, asset management and insurance fees**
  - **Fee growth** impacted by **competition** and **weak performance of credit card interchange fees** on the back of **low turnover** due to **slower than anticipated pick-up in consumption** and **low interest rate environment**
  - **Share of lending related fees in total at 36.6**% (+9.2pp vs 1Q09) mainly due to **strong lending performance in 1Q10**
- **Fees/total costs at 64%[3]** (vs 54% sector)

1 Total Bank fees received as of 1Q10: 417 mln TL (391 mln TL in 1Q09)
Total Bank fees paid as of 1Q10: 53 mln TL (72 mln TL in 1Q09)
2 Other includes money transfers, equity trading, campaign fees, product bundle fees etc.
3 Costs excluding one-off effects of recently introduced branch tax (40 mln TL), legal fees related to NPL sale in 1Q10 (8 mln TL) and increase in non-cash loan specific provisions (13 mln TL)

Core cost growth below inflation

Composition of Costs

(mln TL)

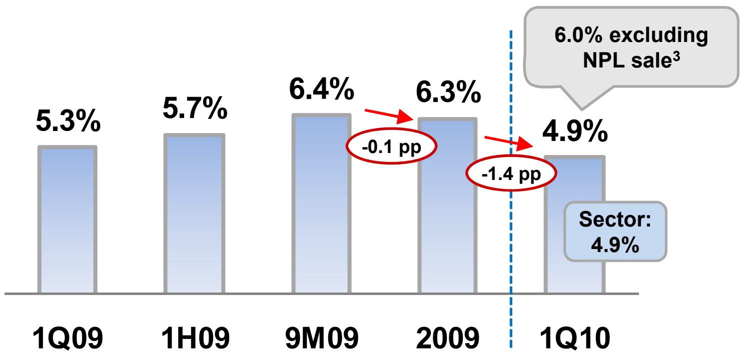


- **Total costs** up 16% y/y, **core costs up 6%**[3]
- **HR costs up 5% y/y** with 469 fewer headcount vs 1Q09 (-3% y/y)
- **Non-HR costs up 26% y/y** driven by one-off effects of branch tax, legal fees related to NPL sale and increase in non-cash loan general provisions. **Core non-HR costs up 4% y/y**[3]
- **Other costs up 22% y/y**, driven by **increase in pension fund provisioning** despite **continued tight management of World loyalty points**

1 Includes pension fund provision expense and loyalty points on Wold card
2 Non-HR costs include HR related non-HR costs, advertising, rent, SDIF, taxes and depreciation
3 Excluding one-off effects of recently introduced branch tax (40 mln TL), legal fees related to NPL sale in 1Q10 (8 mln TL) and increase in non-cash loan specific provisions (13 mln TL) classified as a cost item under BRSA accounting

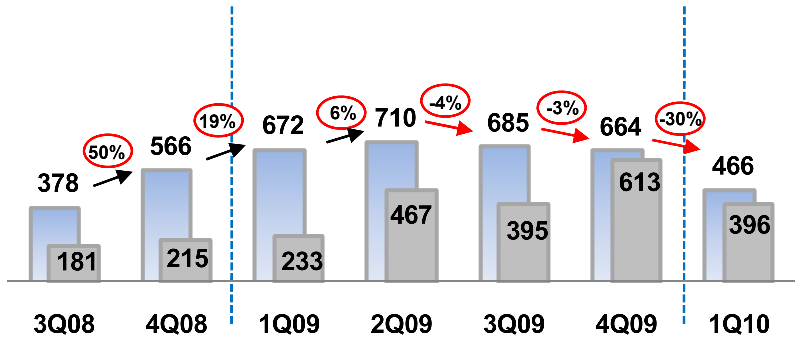
Asset quality improvement accelerating driven by slowdown in NPL inflows, strong collections and NPL portfolio sale

NPL Ratio



NPL Inflows and Collections

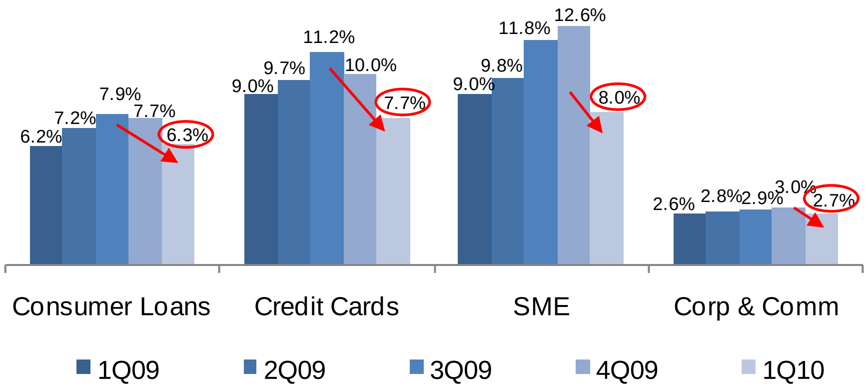
(mln TL)



	3Q08	4Q08	1Q09	2Q09	3Q09	4Q09	1Q10
Write-offs	96m TL	115m TL	-	24m TL	17m TL	26m TL	-
NPL Sales	-	-	-	77m TL	-	-	499m TL[3]

New NPL inflows   Collections

NPL Ratio by Segment[2]



- **NPL ratio down to 4.9% in 1Q** (vs 6.3% at YE09) driven by:
  - **slowdown in NPL inflows** (-30% q/q)
  - **strong collections performance** (collections /NPL inflows at 85%)
  - **sale of NPL portfolio[3]** including credit cards, SME and individual segments (gross P&L impact: 12 mln TL)
  - **successful implementation of restructuring /collections** for selected SME, credit cards and commercial loans (~1.3 bln TL as of 1Q)

1 Including cross default. If excluding, 1Q10: 4.9%

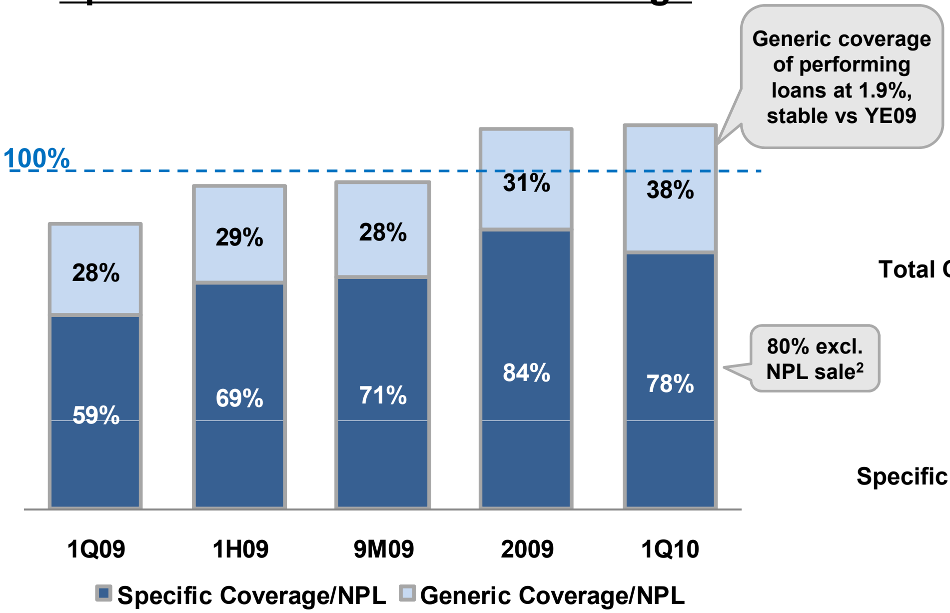
2 As per YKB's internal segment definition, SMEs are companies with annual turnover less than 5 mln USD. Corporate & Comm ercial segment includes companies with annual turnover above 5 mln USD

3 TL 681 mln NPL portfolio of credit cards, SME and individual loans was sold in return for TL 70 mln. The effect of the sale on balance sheet was 499 mln TL taking into account the interest and the already written-off portion

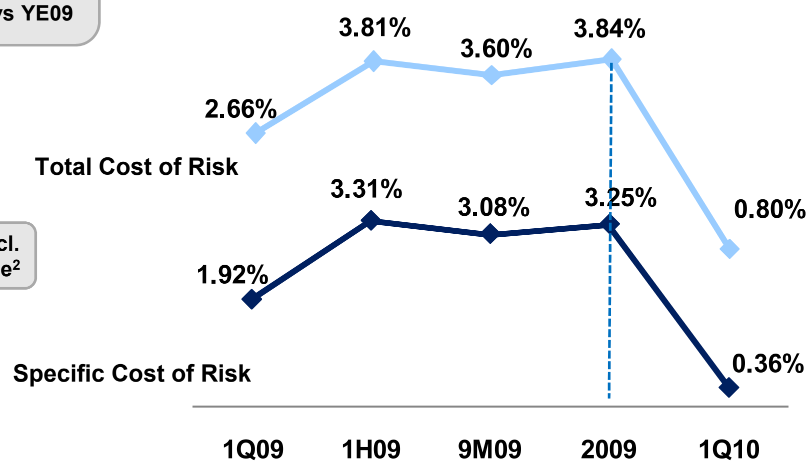
Accelerated improvement in asset quality leading to decline in specific coverage and cost of risk

1Q10 Results (BRSA Consolidated)

Specific and Generic NPL Coverage



Cost of Risk[1]



- **Total coverage of NPL volume (including generic NPL coverage) above 100%**
  - **Specific coverage at 78%** (vs 84% at YE09) due to **asset quality improvement and NPL sale**
  - **Generic coverage of performing loans at 1.9%** (1.6% standard loan coverage, 10.2% watch loan coverage) **vs ~0.8% at sector level**
- **Total cost of risk at 0.80%** (-3.04pp vs YE09)**; specific cost of risk at 0.36%**

1 Cost of risk = total loan loss provisions / total gross loans

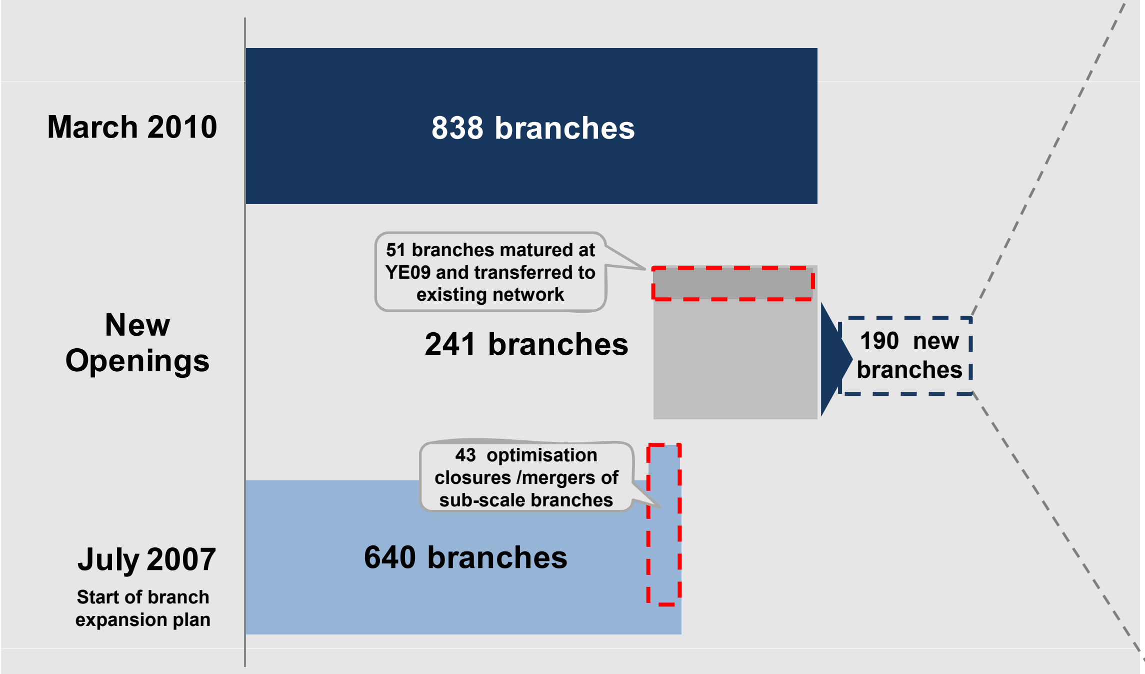
2 TL 681 mln NPL portfolio of credit cards, SME and individual loans was sold in return for TL 70 mln. The effect of the sale on balance sheet was 499 mln TL taking into account the interest and the already written-off portion

Note: Generic coverage/NPL= (standard+watch provisions)/NPL.
Generic coverage = (standard+watch provisions)/performing loans

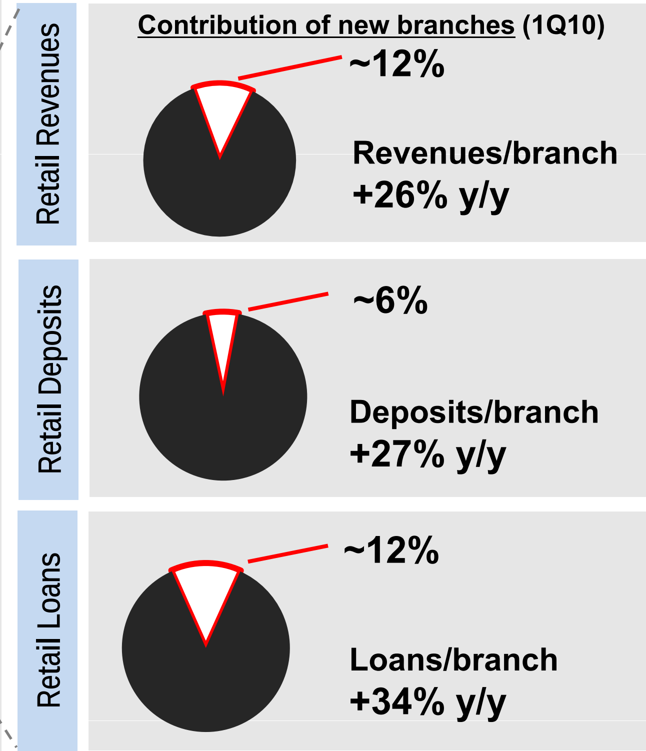
Confirmed/accelerated positive contribution of new branches opened within the framework of the branch expansion plan

- **241 branches[1] opened within the framework of the branch expansion plan** between July 2007 and December 2008 **(29% of total branch network)**
- **Following a temporary stand-by during 2009, branch expansion plan resumed in 4Q09** with **~7 retail openings**
- **4 new openings in 1Q10 with a target of ~60 branch openings in 2010**
- **Newly opened branches performing above expectations**
  - Realisation vs plan better in loans, deposits, revenues and costs
  - Cumulative break-even ~18 months

Evolution of YKB branch network



Contribution of new branches (1Q10)



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

Operating results demonstrate rapid and effective shift from "crisis" to "growth" confirming commitments in terms of growth and commercial effectiveness

Key Initiatives

Lending Activity

- **Increase in number of monthly credit proposals** (mortgages 3K, 30% ytd; SME 29K, 14% ytd) **with stable approval rates** (~45% mortgages, 82% SME)
- **Significant improvement in retail loans per RM** 3.1 mln TL (vs 2.9 mln TL at YE09)
- **Significant improvement in response time**
  - **Mortgages:** 1 day (vs 2 days at YE09)
  - **SME:** 5 days (vs 10 days at YE09)
  - **Commercial:** ~5-20 days (vs ~40 days at YE09)
- **33% increase in trade finance volume** vs 1Q09 (~USD 9.7 mln)

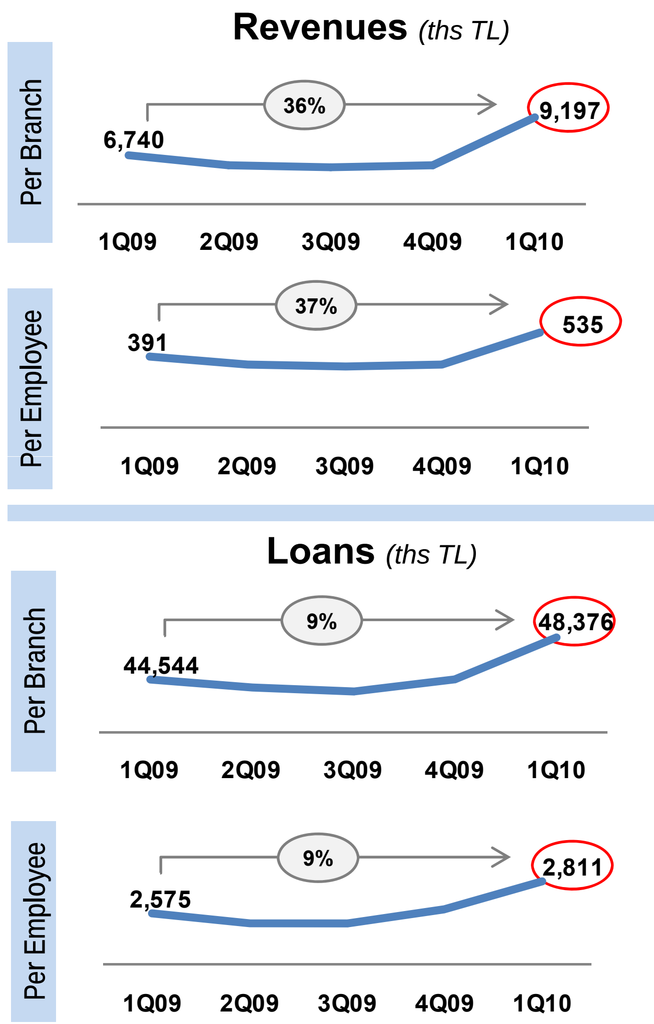
Product Innovation

- **Launch of unique bundled products for individual and SME to accelerate cross-sell.** Performance since launch in Feb 10:
  - **~ 22,000 product sales for SME**
  - **~ 77,000 product sales for individual**
- **New credit card: Adios premium**
- **New flexible overdraft account**

Client Penetration

- **Successful implementation of client activation**
  - **20% of 2010 client activation target in commercial segment achieved in 1Q10** (~700 commercial clients activated)
- **20% ytd increase in retail winning clients** (~152K) **positively contributing to existing customer penetration**

Commercial Effectiveness



Note: BRSA Bank-only figures used for commercial effectiveness indicators. Revenues excluding trading income (including derivative income)

Above market growth trend at Yapı Kredi confirmed also in April

	April 1M growth		April YTD growth	
	Yapı Kredi	Sector	Yapı Kredi	Sector
Loans	~2%	~2%	~10%	~7%
Deposits	~4%	~0%	~7%	~3%
AUM	(~2%)	(~2%)	~2%	~0%

Note: Data as of 30 April 2010. Sector volume data based on BRSA weekly data. Yapı Kredi data indicative based on weekly reporting

AGENDA

- 1Q10 Operating Environment
- 1Q10 Results *(BRSA Consolidated)*
- **Performance by Strategic Business Unit *(Bank-only)***
- Performance of Subsidiaries
- Current Trends and Expectations
- Annex

Strong performance of retail and private driven by macroeconomic recovery on the back of retail focused strategy. Cards, corporate and commercial impacted by margin compression in a stabilised interest rate environment

Weight in Bank: Revenues[1]	Weight in Bank: Customer Business[2]		Revenues (mln TL)	Y/Y (1Q09 - 1Q10)	Drivers of revenue growth
32%	36%	Retail	372	12%	■ **Revenues up 12% y/y,** driven by **lending volume growth** (21% y/y) **despite margin pressure** ■ **Mass revenues significantly increasing (+37% y/y)** on the back of **pick up in lending** volumes and **launch of bundled products**
21%	9%	Credit Cards[3]	249	-9%	■ **Revenues down 9% y/y** due to continued **decline in cap rates in a stable interest rate environment** and **weak performance in turnover/interchange fees** due to **slower than anticipated pick up in consumption**
4%	15%	Private	43	7%	■ **Revenues up 7% y/y** driven by **solid performance in equity trading** and **structured products** also supported by **increasing AUM volume** (12% y/y)
5%	15%	Corporate	57	- 3%	■ **Revenues down 3% y/y** mainly driven by **margin compression** due to **stabilised interest rate environment** accompanied by **increased competition** ■ **Increased focus on higher margin areas like project finance**
18%	23%	Commercial	209	- 4%	■ **Revenues down 4% y/y** driven by **margin pressure** due to **stabilised interest rate environment accompanied by increased competition**

1 Revenues excluding treasury and other
2 Customer business = Loans + Deposits + AUM
3 Net of loyalty point expenses on World cards
Note: all figures based on MIS data

AGENDA

- 1Q10 Operating Environment
- 1Q10 Results *(BRSA Consolidated)*
- Performance by Strategic Business Unit *(Bank-only)*
- **Performance of Subsidiaries**
- Current Trends and Expectations
- Annex

YapıKredi

Strong profitability performance by subsidiaries especially brokerage and asset management. Increased focus on further enhancing synergies between subsidiaries and the Bank

		Revenues (mln TL)	Revenue (y/y growth)	ROE	Key Highlights
Core Product Factories	YK Leasing	45	-12%	15%	▪ Revenues down 12% y/y due to significant margin compression #1 in the sector with 17.9% market share in total transaction volume
	YK Factoring	11	-27%	36%	▪ Revenues down 27% y/y on the back of lower interest rates ▪ Sustained outstanding asset quality #1 in the sector with 29.9% market share
	YK Yatırım	59[1]	13%	41%	▪ Strong performance in equity trading and structured products on the back of better integration of Yatırım with Bank distribution model #3 in the sector in terms of total equity transaction volume
	YK Portföy	20	2%	131%	▪ Sustained profitability supported by increase in AUM volumes impacting revenue growth #2 in the sector in mutual funds with 18.0% market share
Insurance Subs	YK Sigorta	53[2]	80%	16%	▪ Significant improvement in revenue performance driven by increased focus on high profitable segments and macroeconomic recovery #1 in the health insurance market with 14.6%[3] market share
	YK Emeklilik	22	-7%	19%	▪ Revenues slightly decreasing due to lower investment income ▪ #5 in the life insurance sector with 4.8%[3] market share #3 in the sector with private pension market share of 15.1%[3]
International Subs	YK Azerbaijan	7	23%	17%	▪ Strong revenue performance on the back of organic growth efforts to leverage on faster growing emerging economy
	YK Moscow	7	-13%	17%	▪ Performance mainly contributed by business generated through Turkish Yapı Kredi customers
	YK NV	20	49%	15%	

All subsidiaries integrated with YKB distribution network to maximise cross sell to YKB customers as well as to generate revenue opportunities and cost synergies

1 Including dividend income from YK Portföy
2 Including dividend income from YK Emeklilik
3 As of Feb 10

KOÇ UniCredit Group

AGENDA

- 1Q10 Operating Environment
- 1Q10 Results *(BRSA Consolidated)*
- Performance by Strategic Business Unit *(Bank-only)*
- Performance of Subsidiaries
- **Current Trends and Expectations**
- Annex

Expectations for the remainder of 2010: Macro / Banking Sector

- **Continuation of positive macroeconomic outlook throughout 2010**
  - **Solid GDP growth driven by domestic demand /private expenditures,** leading to upward revision in YKB's GDP growth forecast to 5.6% (previously: 4.5%)
  - **Sound inflation dynamics, despite some pick-up in non-core inflation** in 1Q10 (due to food prices and special consumption taxes), leading to upward revision in YKB's CPI inflation forecast to 8.3% (previously: 6.8%)
  - **Stable/low interest rates expected until 4Q. YKB expects 125 bps rate hike in CBRT in O/N rate in 4Q**
- **Continuation of positive loan/deposit growth trend in the sector**
  - **Further growth** expected in **investment loans**
  - **Ongoing growth in SME** and **consumer loans**
  - **Pick-up in credit card turnover / revolving ratio** parallel to strenghtening of the economy
- **NIM compression to slowdown in 2H10** driven by (i) consolidation of volume growth offsetting NIM pressure and (ii) progressive shift in pricing competition from loans to deposits

Expectations for the remainder of 2010: Yapı Kredi

- **Continuation of current path of above sector growth** on the back of **ongoing strong focus on commercial effectiveness**
  - 2010 loan growth ~25%
  - 2010 deposit growth ~15-20%
- **Compression of NIM expected to slowdown progressively throughout the year** driven by **consolidation of growth with pricing pressure progressively shifting from loans to deposits**
- **Revenue growth impact** by **NIM compression compensated by** (i) **faster than previously anticipated loan growth** and (ii) **acceleration of fee and commission growth** driven by **higher collections and launch of new products**
- **Core cost growth still below inflation,** despite **some increased pressure on wages**, thanks to **active and focused management of headcount and non-HR costs benefitting from ongoing cost optimisation initiatives** *(migration of cards to open system, credit process redesign, transaction migration, process reengineering, reduced telecom costs)*
- **1Q10 cost of risk (at 80 bps) possibly not sustainable,** but **positive cost of risk evolution still** expected **to continue throughout 2010** (~150-200 bps reduction vs 2009) with **still strong coverage ratio expected**

2010: Back to growth, the year of commercial effectiveness

Investments in key focus areas continuing/accelerating 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 & Commercial Effectiveness	▪ **Above sector loan and deposit growth** on the back of **increased commercial effectiveness via focus on cross-sell, product bundling, customer activation and penetration** also leveraging on enhanced CRM and MIS systems ▪ **Strong focus on SME, mortgages, project finance and TL commercial lending** ▪ **Continuation of branch expansion plan with ~60 new branches** ▪ **Further integration of subsidiaries into Bank business model**
Cost & Efficiency Improvements	▪ **Continuation of disciplined approach towards cost containment** ▪ **Efficiency improvements** through back-office centralisation, HC rationalisation and credit process review ▪ **Continuation of investments in alternative distribution channels** (migration of both transactions and sales activity to ADCs)
Asset Quality	▪ **New generation individual scoring model** to be launched in 1H10 ▪ **Dynamic and proactive NPL portfolio management** ▪ **Ongoing improvement of monitoring processes and tools** with focus on collections
Sustainability	▪ **Reinforced emphasis on customer and employee satisfaction** ▪ **Prudent loans/deposits management**, also taking advantage of **diversification of funding sources** ▪ **Continuation of medium term investments** (branch openings & systems investments)

AGENDA

- 1Q10 Operating Environment
- 1Q10 Results *(BRSA Consolidated)*
- Performance by Strategic Business Unit *(Bank-only)*
- Performance of Subsidiaries
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- **Annex**

AGENDA

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

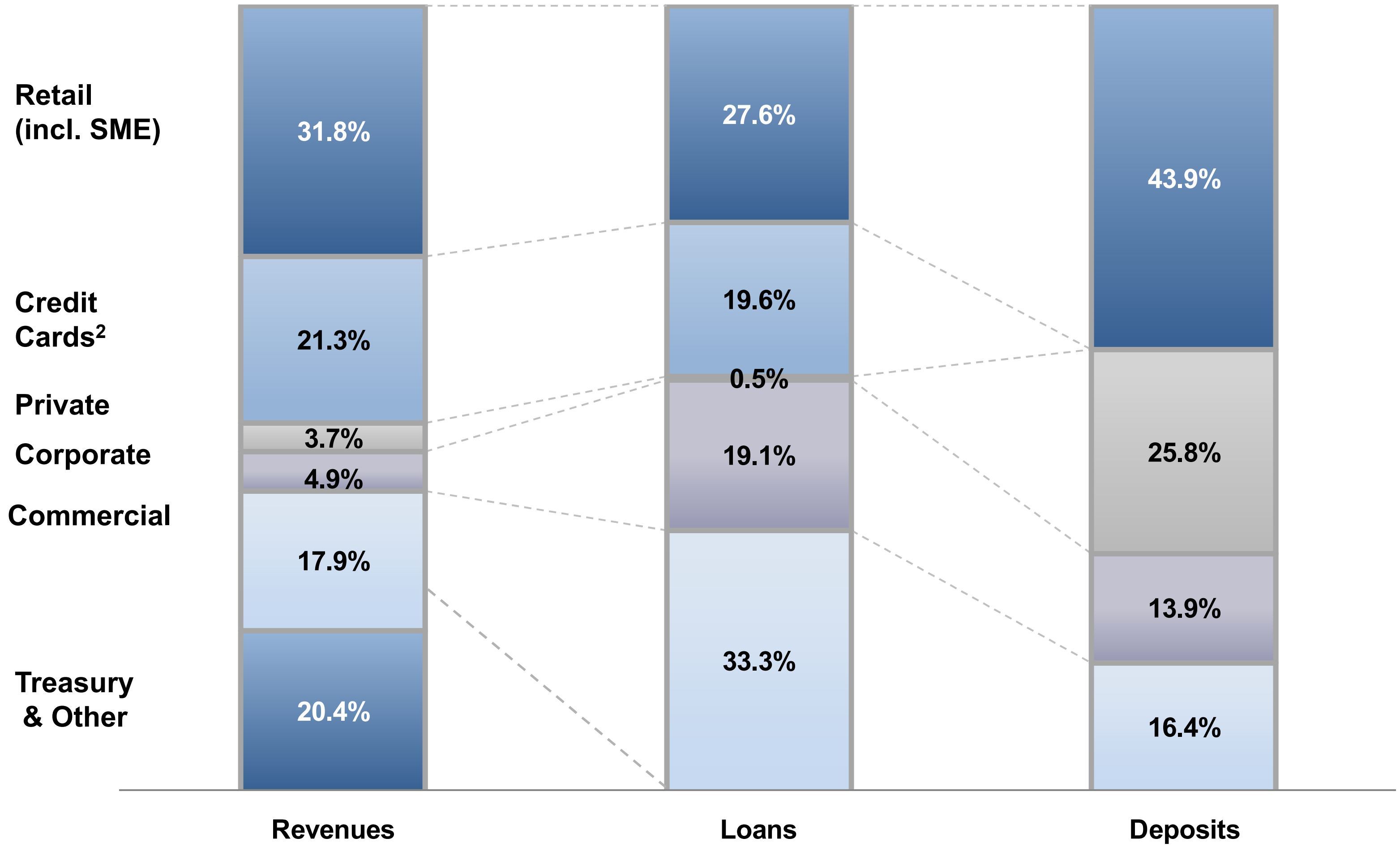
Definitions of Strategic Business Units

- **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 strategic business units

Diversified revenue mix with retail focused loan and deposit portfolio

Revenues & Volumes by Business Unit[1] 1Q10 (Bank-only)



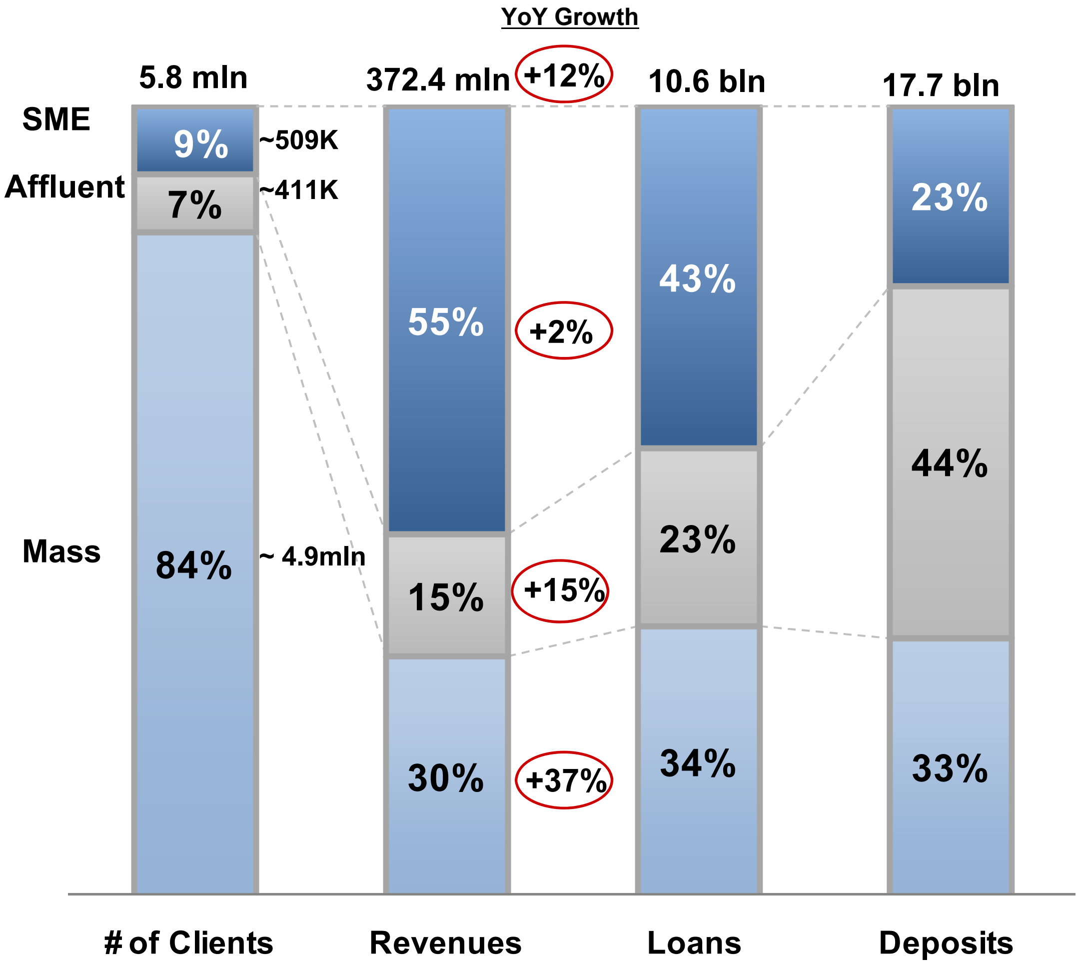
1 Please refer to definitions of Business Units
2 Net of loyalty point expenses on World card
Note: Loan and deposit allocations based on monthly averages (source: MIS data)

Retail

55% of retail banking revenues generated by SME business, constituting 9% of total retail clients

Retail Banking - Composition of Active Clients & Total Revenues

(TL, 1Q10)

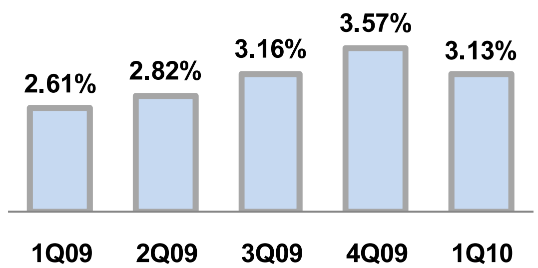


- **~509K active SME clients** generating **55% of total Retail revenues**
- **9% of total retail clients are SMEs generating 43% of loans and 23% of deposits**
- **Mass sub-segment** generating **30% of total Retail revenues with ~4.9 mln clients**
- **Mass sub-segment revenues growing** at a high **37% y/y**
- **Affluent sub-segment** generates **15% of total Retail revenues**

Retail (mass & affluent) banking revenues up 29% y/y driven by pick up in loan demand and profitability focus

Mln TL	1Q10	YoY	YTD
Revenues	171	29%	-
Loans	5,994	21%	9%
Deposits	13,676	5%	4%
AUM	2,552	-2%	-4%
% of Demand in Retail Deposits	14.2%	1.6 pp	-0.3 pp
TL % in Retail Deposits	74.0%	0.3 pp	1.9 pp
% of TL in Retail Loans	100.0%	0.0 pp	0.0 pp

Revenues/ (Customer Business[1])



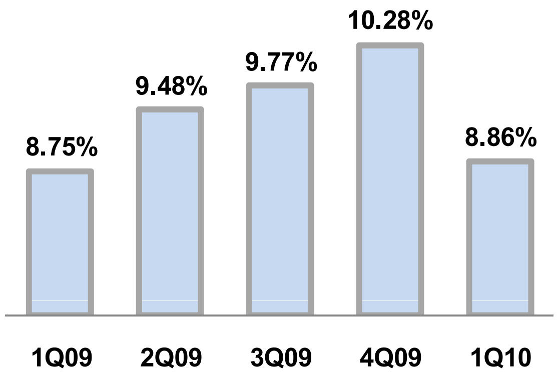
- **Retail (mass & affluent) banking revenues up 29% y/y** driven by **above sector volume growth** compensating the negative effect of margin pressure
- **Significant pick up in consumer lending in 1Q10** mainly driven by general purpose loans and mortgages
- **Improvement in consumer loan NPL ratio (declining by 1.4 pp ytd to 6.3%[2])** driven by **strong emphasis on asset quality, macroeconomic recovery** and **NPL sale** (75 mln TL). Restructuring programme in consumer loans still ongoing
- **Better integration of retail with credit 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, 1Q10: **4.9%**

SME banking revenues up 2% y/y impacted by margin pressure

Mln TL	1Q10	YoY	YTD
Revenues	202	2%	-
Loans	4,594	-7%	8%
Deposits	4,034	15%	5%
AUM	676	21%	6%
% of Demand in SME Deposits	37.4%	5.2 pp	-1.9 pp
TL % in SME Deposits	69.0%	1.4 pp	1.8 pp
% of TL in SME Loans	97.5%	0.4 pp	0.1 pp

Revenues/ (Customer Business[1])



- **SME revenues increasing 2% y/y** due to margin pressure
- **SME deposits up 15% y/y** driven by **customer base expansion** (6% ytd increase in number of SME clients)
- **SME NPL ratio at 8.0%** (vs.12.6% in Dec 09) on the back of **macroeconomic recovery, increased focus on asset quality, enhanced credit risk infrastructure** and **NPL sale** (224mln TL)
  - **Restructuring / crash programs** continuing to deliver positive results (443mln TL restructured in 2009)

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 net revenues down by 9% y/y due to continued cap rate decreases in a stable interest rate environment and decline in turnover/interchange fees

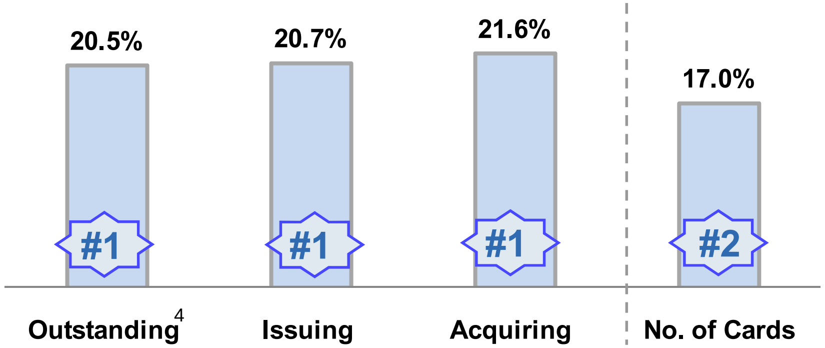
Mln TL	1Q09	1Q10	YoY	YTD
Revenues	297	277	-7%	-
Net Revenues[(1)] (mln TL)	275	249	-9%	-
# of Credit Cards[(2)] (mln)	7.7	7.6	-1%	-
# of merchants (ths)	261	295	13%	2%
# of POS (ths)	316	365	16%	2%
Activation	84.3%	84.3%	-1 bps	11 bps

Credit Card Volumes & Market Shares[3]

Volumes (bln TL):

7.4 | 10.9 | 11.3

Market Shares:



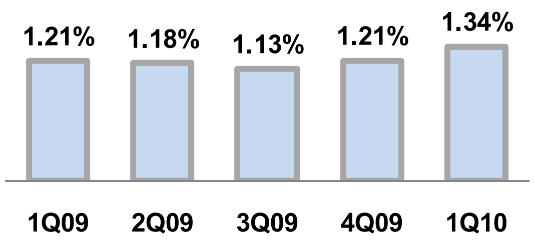
- **~213 ths new World cards** issued in 1Q10
- **Credit card net revenues[1] down 9% y/y** due to:
  - **continued decrease in cap rates** (35 bps of reduction in 1Q10)
  - **lower commission income** driven by decline in turnover/interchange fees due to slower than anticipated pick up in consumption
- **Credit Card NPL ratio** at **7.7%** (vs.10.0% in 4Q09) driven by **positive impact of restructurings, macroeconomic recovery** and **NPL sale** (382 mln TL)

1 Net of loyalty point expenses on World card
2 Including virtual cards (1Q09: 1.5 mln, 1Q10: 1.5 mln)
3 Market shares and volumes based on bank-only 12-month cumulative figures
4 Based on personal credit card outstanding volume. Total credit card outstanding volume (also including corporate cards): 20.5%

Private banking revenues up 7% y/y mainly driven by strong brokerage activity and structured products also supported by increasing AUM volumes

Mln TL	1Q10	YoY	YTD
Revenues	43	7%	-
Loans	193	-8%	-3%
Deposits	10,412	-5%	3%
AUM	2,428	12%	7%
% of Demand in Priv. Deps.	6.7%	1.7 pp	-0.5 pp
TL % in Private Deposits	54.9%	0.5 pp	5.2 pp
% of TL in Private Loans	100.0%	0.0 pp	0.0 pp

Revenues/ (Customer Business[1])



- **Private banking revenues up 7% y/y** driven by AUM volumes increasing significantly (+12% y/y) and also strong fee generation capability
- **Deposits up 3% ytd impacted by disciplined pricing approach** and **profitability focus**
- **Continued focus on leveraging on product factories** in distribution of **asset management** and **brokerage products** with further **development of existing customer base** and **customer acquisition**

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

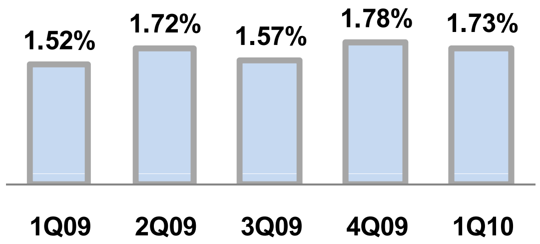
Corporate

Corporate banking revenues down 3% y/y due to significant margin pressure

Performance by SBU

Mln TL	1Q10	YoY	YTD
Revenues	57	-3%	-
Loans	7,335	-11%	2%
Deposits	5,619	-22%	6%
AUM	34	-71%	-70%
% of Demand in C. Deposits	10.5%	3.6 pp	-3.0 pp
TL % in Corp. Deposits	35.0%	7.1 pp	11.3 pp
% of TL in Corp Loans	20.1%	7.0 pp	2.8 pp

Revenues/ (Loans + Deposits)



- **Corporate banking revenues down 3% y/y** mainly due to **lower net interest income** as a result of **margin pressure** driven by **low interest rate environment** and **competition**
- **Pick up in loan volume towards the end of 1Q10** especially driven by **higher margin project finance loans**
- **Sound asset quality** (Corporate/Commercial NPL ratio at 2.7%) due to continued focus on **managing exposures at risk through increased collateralisation, collections** and **restructurings**

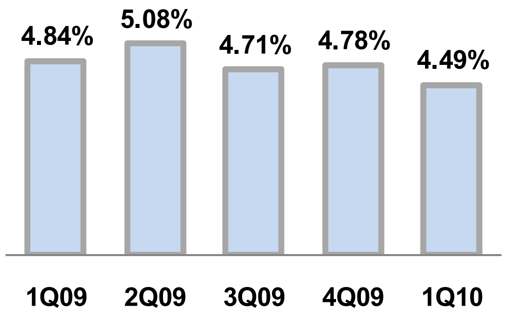
Note: Volumes (loans, deposits and AUM) based on monthly averages except for revenues/loans ratio which is based on 3-month average. MIS data

Commercial

Commercial banking revenues down 4% y/y due to margin pressure

Mln TL	1Q10	YoY	YTD
Revenues	209	-4%	-
Loans	12,774	10%	12%
Deposits	6,613	0%	6%
AUM	248	-26%	-31%
% of Demand in Com. Deposits	32.3%	7.4 pp	0.4 pp
TL % in Comm. Deposits	41.2%	0.9 pp	3.0 pp
% of TL in Com. Loans	40.8%	1.3 pp	0.6 pp

Revenues/ (Loans + Deposits)



- **Commercial banking revenues down 4% y/y** mainly due to **lower net interest income** as a result of **margin pressure** driven by **low interest rate environment** and **competition**
- **Loans up 12% ytd** driven by **macroeconomic recovery** and **continuous efforts to increase commercial effectiveness**
- **Sound asset quality** (Corporate/Commercial NPL ratio at 2.7%) due to continued focus on **managing exposures at risk through increased collateralisation, collections** and **restructurings**

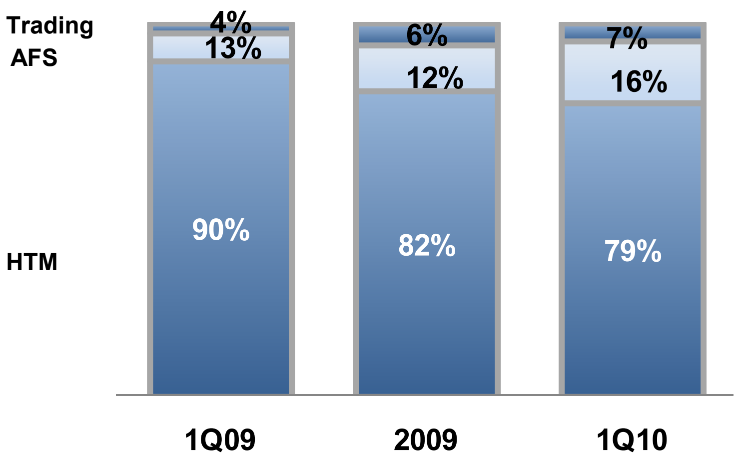
Note: Volumes (loans, deposits and AUM) based on monthly averages except for revenues/loans ratio which is based on 3-month average. MIS data

AGENDA

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

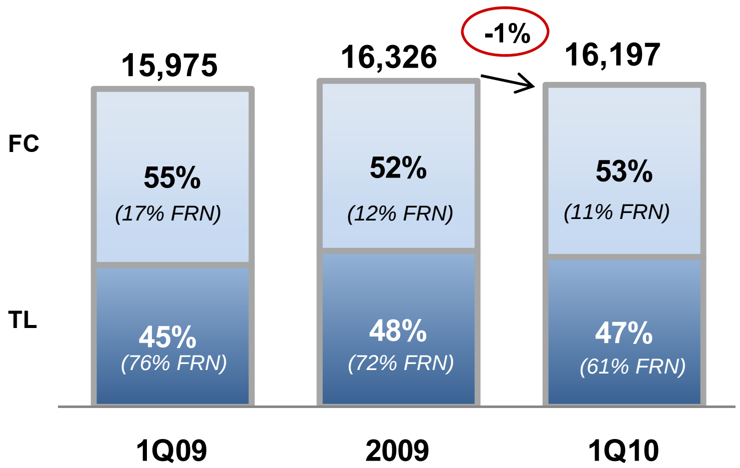
79% of securities portfolio invested in HTM

Securities Composition by Type



Securities Composition by Currency

(mln TL)



- **Share of Held to Maturity (HTM) at 79%** (vs. 82% in YE09). **HTM mix in total securities higher at bank level at 82%**
- **Share of securities in total assets stable at 21.9%**

FRN: Floating Rate Notes

International borrowings

Syndications	**~2 bln USD outstanding** ▪ Apr 11: ~USD 1 bln, Libor +1.5% bps all-in cost, 1 year ▪ Sept 10: ~USD 985 mln, Libor + 2.25% bps all-in cost, 1 year
Securitisations	**~1 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
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.)