Yapı Kredi 9M10 Earnings Presentation

BRSA Consolidated

İstanbul, 10 November 2010

AGENDA

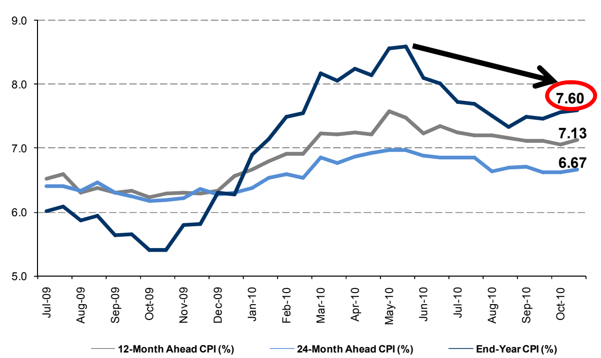
- **9M10 Operating Environment**
- 9M10 Results *(BRSA Consolidated)*
- Performance by Strategic Business Unit *(Bank-only)*
- Performance of Subsidiaries
- 2011 Outlook and Strategic Priorities
- Annex

Continuation of positive macroeconomic environment in 3Q10. Low interest rate environment maintained with supportive inflationary outlook

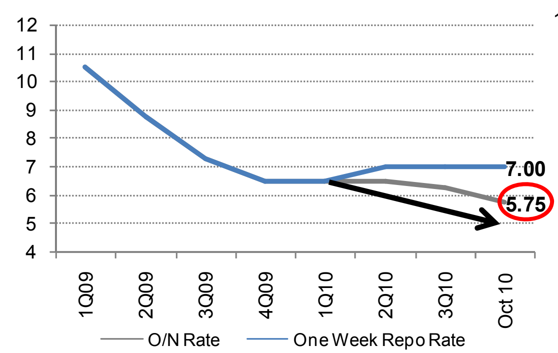
	4Q09	1Q10	2Q10	3Q10
GDP Growth (y/y)	6.0%	11.7%	10.3%	4.7%[1]
Industrial Production (y/y)	9.0%	17.3%	13.8%	9.9%[2]
Inflation (eop, y/y)	6.5%	9.6%	8.4%	9.2%
CBRT Policy Rate (eop)[3]	6.5%	6.5%	7.0%	7.0%
Consumer Confidence Index	78.8	84.7	88.0	90.4
Unemployment Rate	13.2%	12.6%	12.0%	11.7%[4]

- **Solid GDP growth expected in 3Q10** (4.7%)
- **Industrial production still strong** but impacted by summer season
- **Downward trend in core inflation** supportive of low inflation environment
- **CBRT policy rate kept at 7%[3].** Low interest rate environment maintained in 3Q10
- **Consumer confidence index continuously improving**
- **Unemployment rate in a downward trend**
- **CBRT's exit strategy more visible as evidenced by actions taken:** i)TL and FC reserve requirements up to 5.5% and 11% (from 5% and 10%) respectively ii) O/N rate down to 5.75%[3] from 6.50% in June 2010 to encourage interbank market iii) 3 month repo auctions cancelled

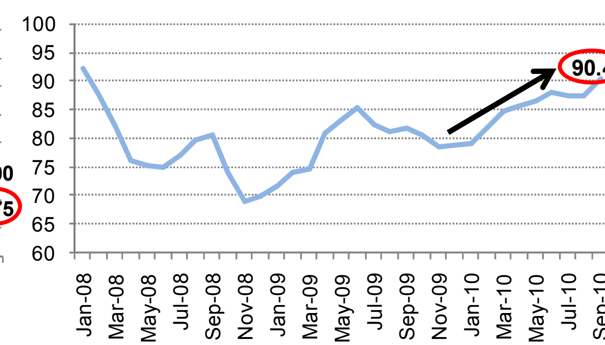
Rolling CPI Expectations (%)[5]



CBRT O/N vs One Week Repo Rate (%)



Consumer Confidence Index



1 Estimate
2 Average of July and August (2 months cumulative y/y)
3 As of May 2010, the policy rate has changed to one-week lending repo rate (7.0%) from the CBRT O/N borrowing rate (6.5%) in 4Q09 and 1Q10. As per most recent Monetary Policy Committee on 14 October 2010, CBRT O/N borrowing rate decreased to 5.75% from 6.25%
4 3Q10 indicating average of June, July and Aug
5 According to CBRT Expectations survey dated October

Sector loan growth strong at 21% ytd with some slowdown in 3Q vs 2Q. Liquidity and capital still at comfortable levels

Sector Volume Growth & KPIs

	FY08	FY09	1Q10	2Q10	3Q10	9M10
Loan Growth	**30%**	**6%**	**6%**	**9%**	**5%**	**21%**
TL Loan Growth	22%	9%	5%	9%	7%	22%
FC Loan Growth ($)	18%	0%	6%	5%	10%	21%
Deposit Growth	**27%**	**14%**	**3%**	**5%**	**3%**	**11%**
TL Deposit Growth	27%	15%	5%	8%	2%	15%
FC Deposit Growth ($)	-2%	9%	-2%	-4%	13%	8%
Loans/Deposits	**79%**	**74%**	**76%**	**78%**	**80%**	**80%**
Deposits/Assets[1]	**63%**	**63%**	**63%**	**63%**	**65%**	**65%**
NPL Ratio	**3.5%**	**5.2%**	**4.9%**	**4.4%**	**4.2%**	**4.2%**

- **Loans up 21% ytd** mainly driven by **strong TL lending** (22% ytd). **Moderate slowdown in TL lending in 3Q** (7% vs 9% in 2Q) vs **pick up in FC lending** (10% vs 5% in 2Q10)
- **Comfortable liquidity position maintained, albeit with slight increase in L/D ratio** (80%) **vs 2Q** (+2pp q/q)
- **Positive asset quality trend continuing** (NPL ratio -20 bps vs 2Q)

Note: Banking sector data based on BRSA weekly data excluding participation banks
1Q10 based on 02.04.10; 2Q10 based on 02.07.2010; 3Q10 based on 01.10.2010 weekly data
1 As of Aug 10, NIM and ROAE-2 months rolling

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9M10 Yapı Kredi Performance Highlights

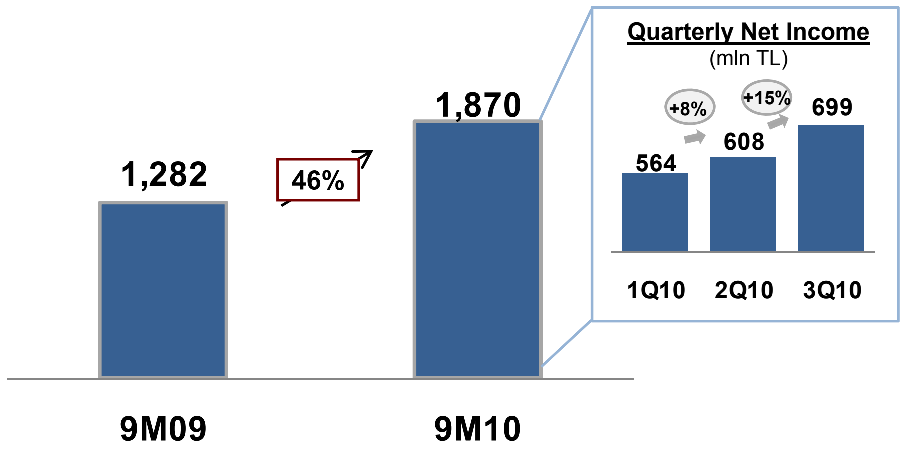
Highlights	9M10 Results
Above sector volume growth and commercial effectiveness gains ▪ Above sector loan growth ytd with rebalancing in 3Q (1% q/q growth) towards high-margin TL retail and FC project finance to protect margin compression ▪ Above sector deposit growth ytd driven by TL deposits, in line with loan growth ▪ Solid improvement in commercial effectiveness indicators	**Loans 23% ytd** **Deposits 14% ytd** **Loans/Employee 27% y/y** **Deposits/Employee 16% y/y**
Increased profitability ▪ Revenue performance driven by solid fee growth, strong collections and one-off general provision release despite continuation of NIM pressure ▪ Successful NIM / profitability management in 3Q through rebalancing of loan growth ▪ Tight cost control and asset quality improvement leading to increased profitability and strong ROAE	**Cumulative NIM 4.8%** **Net income 46% y/y (15% q/q)** **ROAE 29.8% (Tangible ROAE 32.7%)**
Continued tight cost and headcount management ▪ Cost growth in line with inflation, despite one-offs in 1H10 and continued branch expansion ▪ Branch network at 862 branches with 28 new openings (24 net) during 9M10 (12 in 1H10, 16 in 3Q10) ▪ Group headcount at 16,785 (-1% y/y)	**Total Costs 8% y/y** **Cost/Income 40.3%** **Fees/Costs 65%**
Continuation of positive trend in asset quality ▪ Asset quality evolution impacted by slowdown in loan growth ▪ Strong coverage ratios, normalising cost of risk ▪ One-off release of general provisions incorporating positive results of NPL sales into LGD parameters (IBNR methodology), further contributing to improvement of cost of risk trend	**NPL ratio 4.3%** **Specific provisions/NPL 72%** **General provisions/NPL 1.3%** **Cost of risk 1.35%**
Strong and diversified funding base ▪ Syndicated loan facility with 125% rollover ratio. All-in cost Libor/euribor plus 1.3% p.a. ▪ Loan participation note with 5 year maturity at yield of 5.1875% ▪ Loan / deposit ratio below 100%; deposits / assets ratio at 60%	**USD 1.25 bln syndication** **USD 750 mln LT borrowing**

Key performance indicators

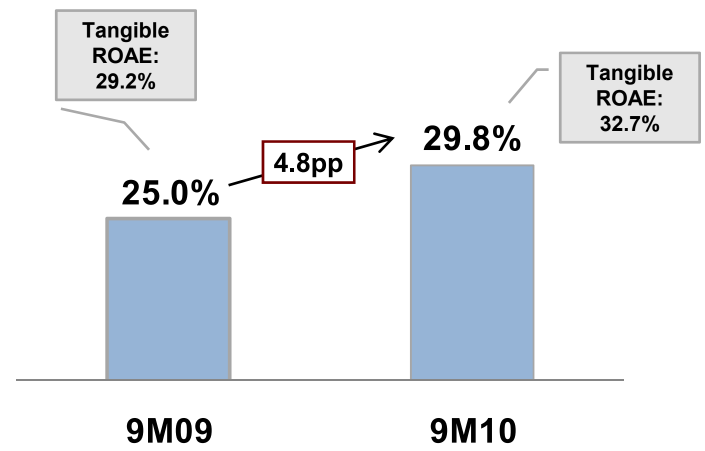
9M10 Results (BRSA Consolidated)

Net Income

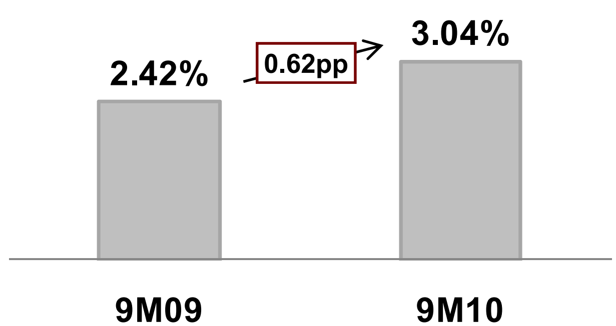
(mln TL)



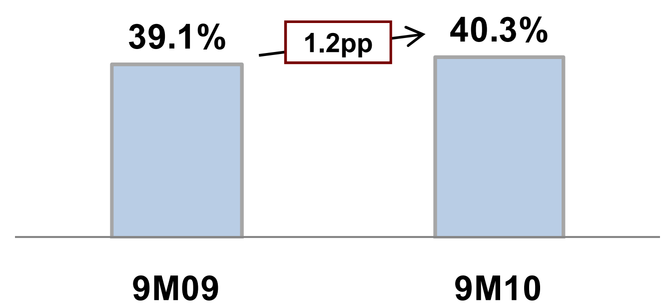
Return on Average Equity (ROAE)[1]



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

Net income up 46% y/y driven by above sector volume growth, solid fee income, tight cost control and asset quality improvement

9M10 Results (BRSA Consolidated)

Income Statement, mln TL	9M09	9M10	YoY
Total Revenues	**4,634**	**4,846**	**5%**
Net Interest Income	2,907	2,704	-7%
Non-Interest Income	1,727	2,142	24%
Fees & Comms.	1,126	1,271	13%
Trading & FX (net)	369	-2	-100%
Other	232	873	275%
Operating Costs	**1,814**	**1,954**	**8%**
HR	756	837	11%
Non-HR[1]	899	1,028	14%
Other[2]	159	89	-44%
Operating Income	**2,820**	**2,892**	**3%**
Provisions	1,184	589	-50%
Pre-tax income	**1,636**	**2,303**	**41%**
Tax	354	433	22%
Net Income	**1,282**	**1,870**	**46%**

- **Revenues up 5% y/y** driven by **positive fee performance and collections** despite **NIM compression**
- **Total costs up 8% y/y**, **in line with inflation,** driven by tight cost control with **11% y/y HR cost growth** and **14% y/y non-HR cost growth**
- **Provisions down 50% y/y** driven by asset quality improvement
- **Cumulative net income up 46% y/y to 1.9 bln TL**

1 Non-HR costs include HR related non-HR costs, advertising, rent, SDIF, taxes and depreciation
2 Other costs includes pension fund provisions and loyalty points on World card

YapiKredi

Customer-oriented balance sheet with solid capital, funding and liquidity position

9M10 Results (BRSA Consolidated)

Balance Sheet, bln TL	9M09	2009	9M10	%YoY	%YTD
Total Assets	**70.5**	**71.7**	**82.0**	**16%**	**14%**
Loans	**37.8**	**38.9**	**47.7**	**26%**	**23%**
TL	23.9	24.6	30.8	29%	25%
FC (in $)	9.6	9.7	11.9	24%	22%
Securities	**15.4**	**16.3**	**16.8**	**9%**	**3%**
Deposits	**43.2**	**43.4**	**49.3**	**14%**	**14%**
TL	22.3	23.2	27.0	21%	16%
FC (in $)	14.5	13.7	15.8	9%	15%
Shareholders' Equity	**8.2**	**8.5**	**10.2**	**25%**	**21%**
AUM	**7.9**	**7.7**	**8.5**	**7%**	**9%**

Ratios	9M09	2009	9M10	∆ YoY *(pp)*	∆ YTD *(pp)*
Loans/Assets	53.6%	54.2%	58.2%	4.6	4.0
Securities /Assets	21.8%	22.8%	20.5%	-1.4	-2.3
Loans/Deposits	87.6%	89.6%	96.7%	9.1	7.1
Deposits/Assets	61.2%	60.5%	60.2%	-1.1	-0.3
Leverage[1]	7.6x	7.5x	7.0x	-	-
Borrowings/Liabilities[2]	12.6%	13.8%	13.6%	1.0	-0.1
Group CAR	16.4%	16.5%	16.0%	-0.4	-0.5
Bank CAR	17.7%	17.8%	16.9%	-0.8	-0.9

- **Above sector loan growth** (23% ytd vs 21% sector) mainly driven by **TL loans** (25% ytd) on the back of **increased commercial effectiveness** and **customer-business focused approach. Slowdown in 3Q** driven by **rebalancing approach** (1% q/q loan growth) **to protect NIM**
- **Above sector deposit growth** (14% ytd vs 11% sector) driven by **TL deposits** (16% ytd). **Slowdown in 3Q in line with loan growth** (1% q/q deposit growth)
- **AUM up 9% ytd** (vs 1% sector)
- **Loans/assets at 58%** (+4pp ytd) in line with **customer-business focus. Securities/assets at 21%**
- **Loan / deposit ratio at 97%** driven by ALM strategy. **Deposits / assets ratio at 60%**, in line with sector
- **Group CAR at 16.0%** and **Bank CAR at 16.9%**

Note: Loan figures indicate performing loans

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

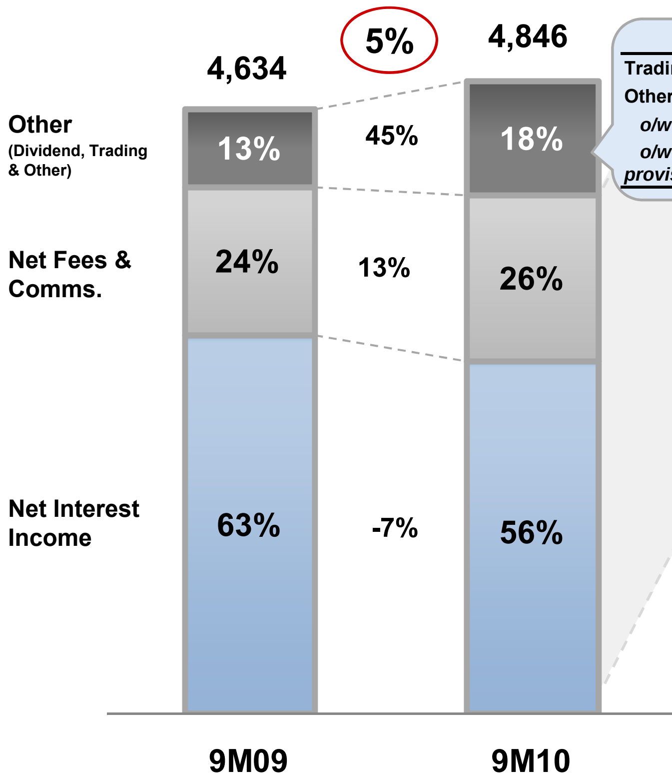
2 Includes funds borrowed, sub-debt and repo funding

KOÇ UniCredit Group

Revenue performance positively impacted by strong contribution of sustainable revenues and positive impact of asset quality improvement

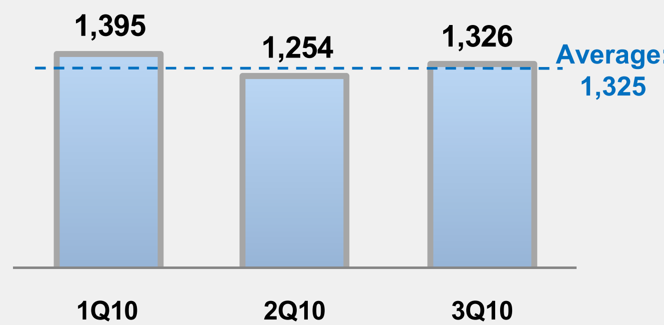
9M10 Results (BRSA Consolidated)

Total Revenues
(mln TL)



Mln TL	9M09	9M10
Trading & FX (net)	369	-2
Other	231	873
o/w collections	*39*	*450*
o/w general provision release[1]	*0*	*114*

Quarterly Core Revenues[2]
(mln TL)



- **Total revenues up 5% y/y** driven by **strong fee performance** and **effect of asset quality improvement** despite **NIM pressure**
  - **Quarterly core revenues at 1,326 mln TL,** aligned with 2010 average level
- **Share of net interest income in total revenues down to 56%** (vs 63% in 9M09) on the back of **continued NIM pressure**
- **Fees / total revenues up to 26%** (vs 24% in 9M09), **highest in the sector**
- **Limited contribution of trading income** in 9M10 compensated by other income due to **strong collections** and **one-off general provision release**

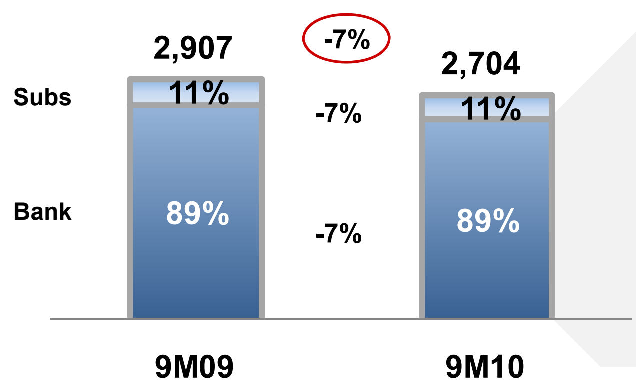
1 One-off general provision release based on IBNR calculation methodology
2 Net interest income and fees and commissions

Slowdown in NIM compression vs 2Q driven by rebalancing volume growth through shift of focus to higher margin areas together with disciplined pricing

9M10 Results (BRSA Consolidated)

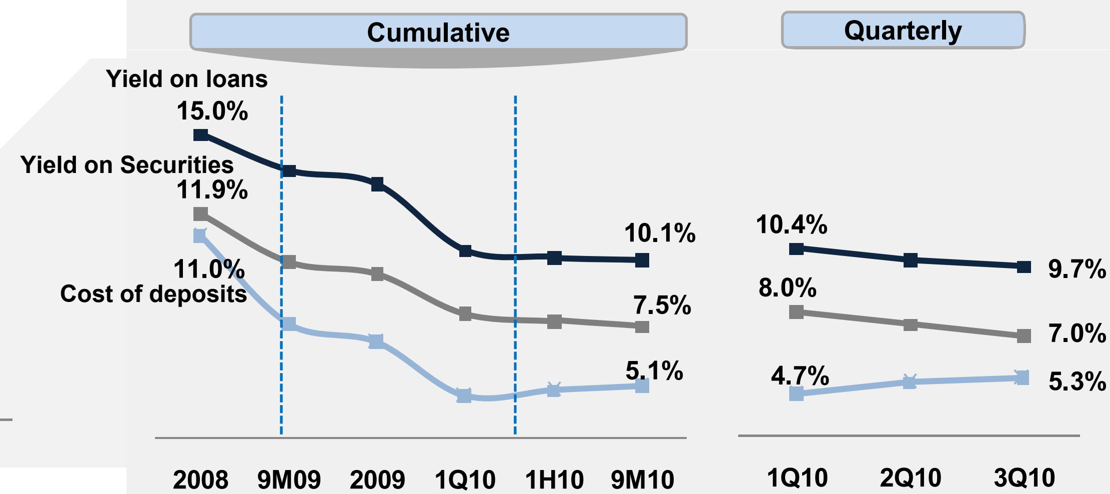
Net Interest Income

(mln TL)



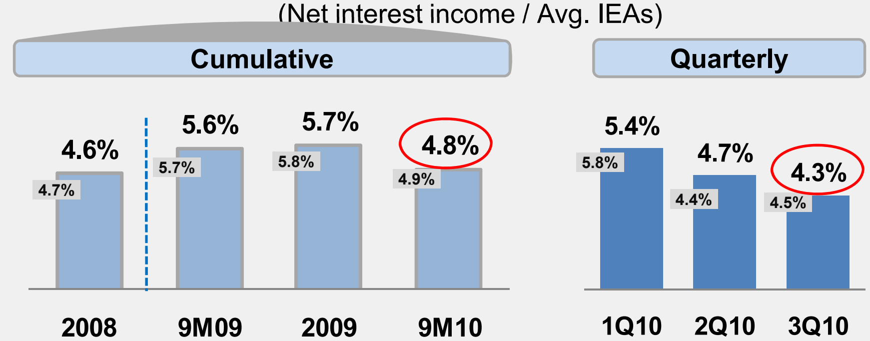
- **Net interest income down 7% y/y**, driven by 7% y/y decline at Bank and at Subs
- **Cumulative NIM at 4.8%** (-81bps vs 9M09) driven by **stable / low interest rate environment and competition** despite strong volumes
- **Quarterly NIM at 4.3%** with **slowdown in compression** (-47bps in 3Q vs -65bps in 2Q and -72bps in 1Q) on the back of **stabilising deposit costs and loan yields**, partially at the expense of volume growth

BANK: Spread Analysis[1]



BANK: Quarterly NIM[(1)]

(Net interest income / Avg. IEAs)



	2008	9M09	2009	9M10	1Q10	2Q10	3Q10
Avg Benchmark Bond Rate	19.4%	13.8%	11.7%	9.0%	8.9%	9.1%	8.2%

1 All calculations based on average quarterly volumes

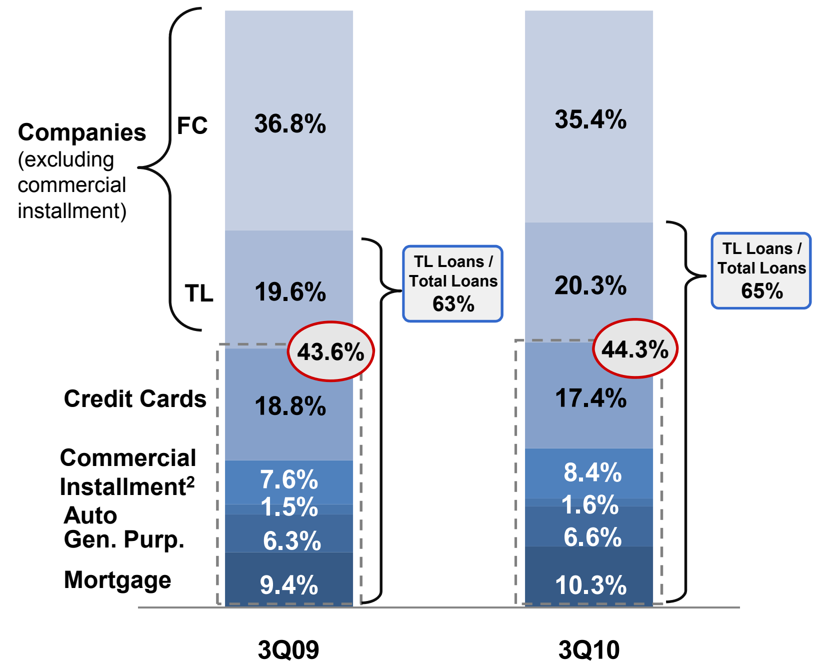
Note: NIM and yield on securities adjusted to exclude the effect of reclassification as per BRSA between interest income and other provisions related to impairment of held to maturity securities. Blue columns refer to adjusted NIM figures while figures in grey boxes refer to reported NIM

Above sector loan growth ytd driven by TL lending with rebalancing in 3Q towards selected higher yielding TL retail segments and FC project finance

9M10 Results (BRSA Consolidated)

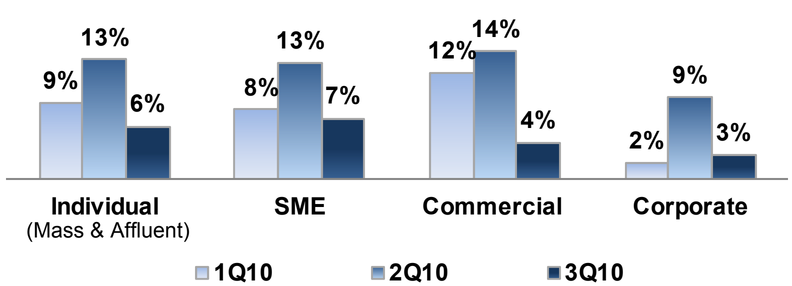
Spreads		Loan Growth				YKB Market Shares	
		YTD	1Q10	2Q10	3Q10	3Q10	Δ YTD
	Total Loans[1]	23%	9%	11%	1%	10.2%	+ 16 bps
5.2%	TL Loans	25%	11%	12%	1%	9.3%	+ 24 bps
2.9%	FC Loans ($)	22%	6%	6%	9%	12.6%	+ 7 bps
	Consumer Loans	28%	8%	11%	7%	7.7%	+ 15 bps
	Mortgages	28%	9%	12%	6%	9.4%	+ 46 bps
	Auto Loans	28%	-1%	14%	13%	16.7%	+ 273 bps
	General Purpose	27%	10%	9%	6%	5.5%	- 14 bps
	Credit Cards	11%	2%	6%	3%	19.8%	- 68 bps
	Companies	25%	12%	13%	-1%	9.7%	+ 39 bps
	TL	35%	19%	17%	-3%	7.7%	+ 70 bps
	FC ($)	22%	6%	6%	9%	12.4%	+ 7 bps
	Comm. Install.[4]	31%	11%	14%	4%	8.5%	+ 76 bps

Composition of Total Loans[1]



Loan Growth by Segment[3]

(Q/Q)



- **TL share in total loans at 65%** (63% in 3Q09) vs sector at 62% in 3Q10
- **TL company loans down 3% q/q** impacted by **avoidance of aggressive pricing competition**
- **Share of retail** (incl. credit cards and SME) **in total loans strong at 44%**
- **In FC lending, strong focus on higher yielding project finance** (USD 800mln disbursed as of Sept, potential project finance lending of USD 1bln in 2011)

Note: Sector data based on weekly BRSA unconsolidated figures. Market shares based on unconsolidated figures for YKB and sector according to BRSA classification with FC-indexed loans included in TL loans

1 Total performing loan

2 Proxy for SME loans as per BRSA reporting

3 Based on MIS data. Please refer to slide 30 for Yapı Kredi's internal segment definitions

Above sector deposit growth ytd driven by TL deposits, in line with loan growth. Demand deposit ratio significantly above sector

9M10 Results (BRSA Consolidated)

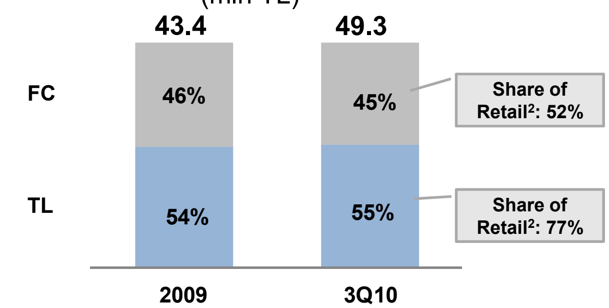
9M10 Deposit & AUM Growth vs Sector

	Deposit Growth				YKB Market Shares	
	YTD	1Q10	2Q10	3Q10	3Q10	∆ YTD
Total Deposits	14%	4%	9%	1%	8.3%	+ 25 bps
TL Deposits	16%	7%	13%	-4%	7.1%	+ 15 bps
FC Deposits ($)	15%	-1%	0%	16%	11.0%	+ 69 bps
Customer Deposits	14%	3%	10%	1%	8.5%	+ 29 bps
Demand Deposits	13%	0%	18%	-5%	10.6%	+ 42 bps
AUM	9%	5%	0%	4%	18.7%	+ 116 bps

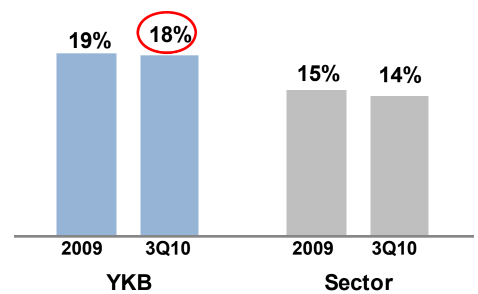
- **Total deposits up 14% ytd** driven mainly by TL deposits (16% ytd) in line with **TL driven retail focused strategy**
  - **16% FC deposit growth in 3Q**, in line with FC loan growth trend, also due to some large corporate deposits
- **Higher share of TL in total deposits maintained** (55% as of 3Q) driven by **strong focus on TL retail loan growth**
  - **Share of retail deposits in total TL deposits** at 77%
  - **61% of total TL deposits** with **ticket size** up to 1 mln TL
- **Weight of demand deposits over total at 18%** vs 14% sector. **Demand deposits 13% ytd** (vs 7% ytd sector)
- **Total AUM up 9% ytd** driven by **new product offerings** and **interest rate environment**. **#2 position reinforced** with 18.7% market share

Total Deposits by Currency

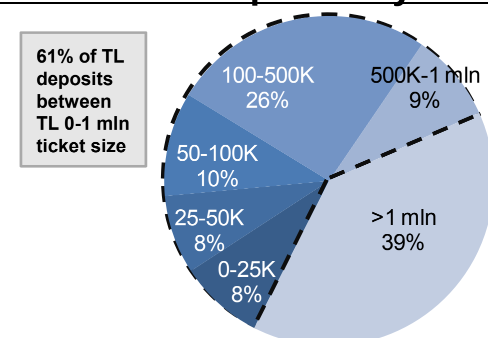
(mln TL)



Demand Deposits/Total Deposits



TL Customer Deposits by Ticket Size[3]

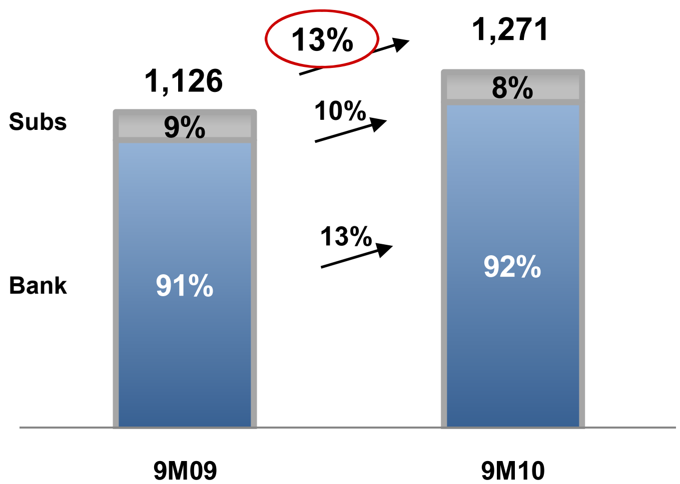


Note: Sector data based on weekly BRSA unconsolidated figures. Market shares based on unconsolidated figures for YKB and sector
1 Customer deposits exclude bank deposits
2 Retail includes SME, mass, affluent and private
3 Based on MIS data

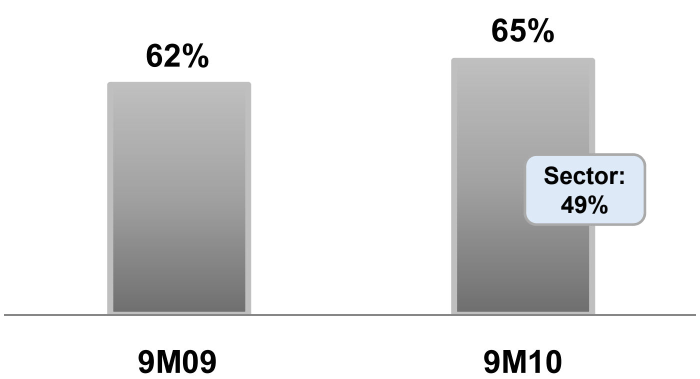
Continued strong fee performance driven by lending, insurance and account maintenance fees

9M10 Results (BRSA Consolidated)

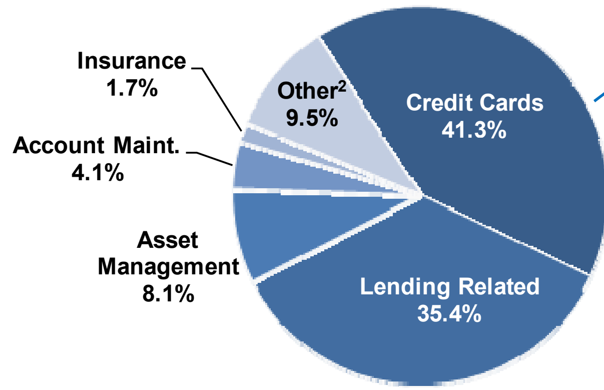
Net Fees & Commissions
(mln TL)



Fees & Commissions/Total Costs



BANK: Composition of Fees & Commissions Received[1]



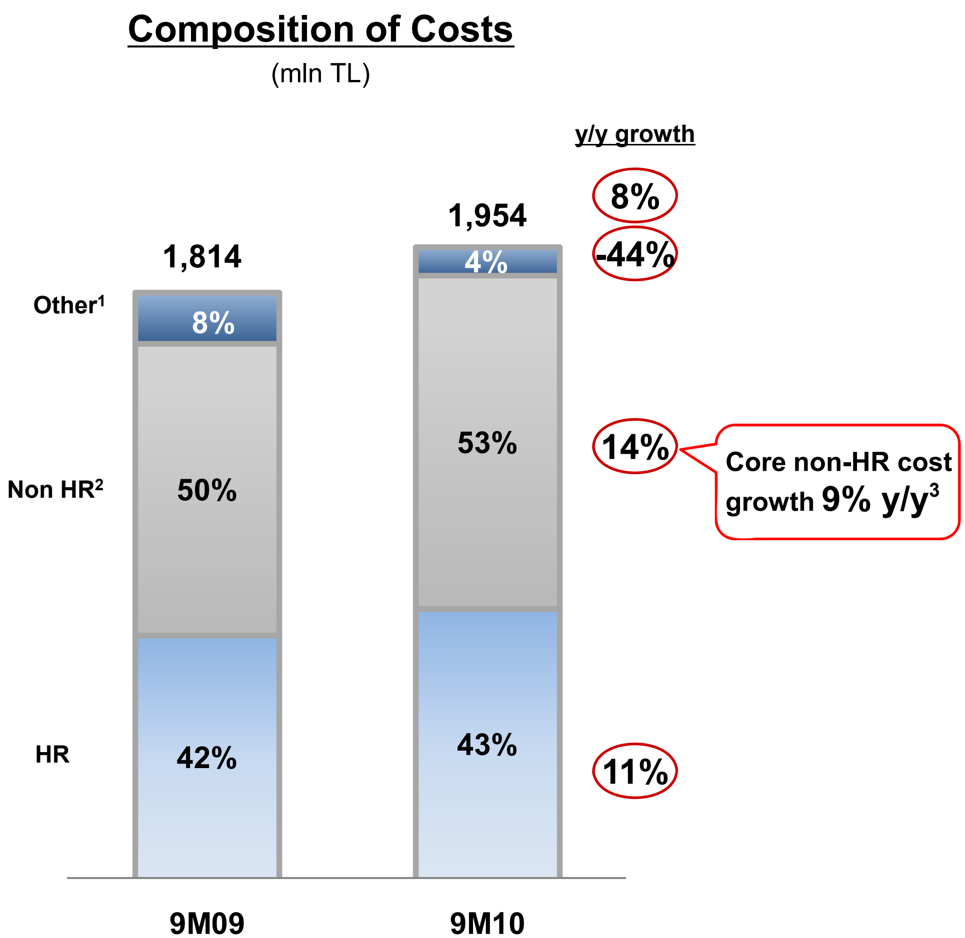
16% of total credit card fees are annual subscription fees

	% Share in 9M09	9M09-9M10 Growth
Credit Cards	47.1%	-3.7%
Loan Related	29.4%	32.3%
Asset Mng.	8.4%	5.8%
Account Maint.	4.0%	13.8%
Insurance	1.3%	36.8%
Other[2]	9.8%	7.0%

- **Fees up 13% y/y at Group and Bank level** driven by **lending related, account maintenance and insurance fees**
  - **Lending related fees up 32% y/y** driven by **strong lending performance. Share of lending related fees in total at 35.4**%
  - **Insurance fees up 37% y/y** driven by bancassurance focus
  - **Account maintenance fees up 14% y/y** due to repricing actions
- **Fee growth excluding credit cards at 18%. Weak performance of credit card fees** (-3.7% y/y) due to **low interest rate environment** (interchange fees linked to O/N rates), **not fully compensated by acceleration of turnover**. Share of **credit card fees in total at 41.3%** driven by **increasing diversification of fee base**
- **Fees/total costs at 65%** (vs 62% in 9M09)

1 Total Bank fees received as of 9M10: 1,353 mln TL (1,230 mln TL in 9M09)
Total Bank fees paid as of 9M10: 188 mln TL (201 mln TL in 9M09)
2 Other includes money transfers, equity trading, campaign fees, product bundle fees etc.

Cost growth in line with inflation despite continuation of branch expansion

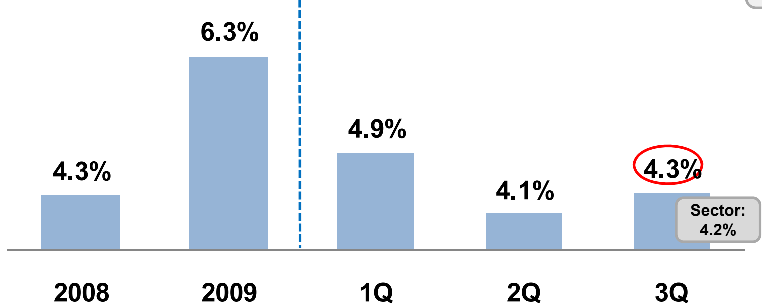


- **Total cost growth in line with inflation** (8% y/y) despite **continuation of branch expansion** and one-offs in 1H10, confirming **Yapı Kredi's capability of achieving business growth with lower cost growth vs sector** (+13% y/y)
- **HR costs up 11% y/y** on the back of annual salary increases in 1H despite tight headcount management
  - **Group headcount at 16,785 (-1% y/y)** driven by **headcount rationalisation**
- **Non-HR costs up 14% y/y** driven by one-off effects of branch tax in 1Q10 and legal fees related to NPL sales in 1H10. **Core non-HR costs up 9% y/y[3]**
  - **Branch expansion continuing with 28 new openings** (24 net) in 9M10 (12 in 1H10, 16 in 3Q10). **862 branches as of Sept 10**
- **Other costs down 44% y/y**, driven by **effective management of World loyalty points and stabilised pension fund deficit[4]** vs YE09

1 Includes pension fund provision expense and loyalty points on World card
2 Non-HR costs include HR related non-HR costs, advertising, rent, SDIF, taxes and depreciation
3 Excluding one-off effects of branch tax introduced in 2010 (40 mln TL), legal fees related to NPL sales in 1Q10 (8 mln TL) and 2Q10 (1.2 mln TL)
4 Obligation to provide all qualified employees with pension and post-retirement benefits, calculated annually by an independent actuary registered with the Undersecretariat of the Treasury

Positive asset quality performance

NPL Ratio

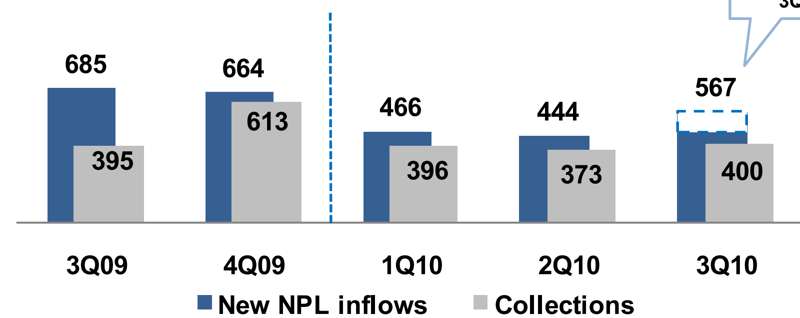


NPL Inflows and Collections

(mln TL)

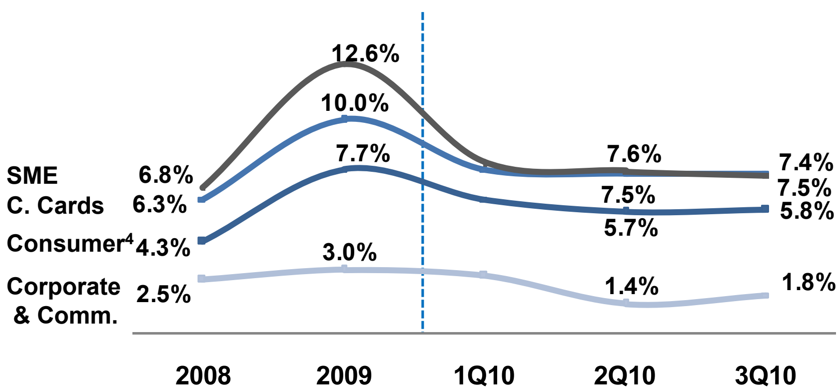
Collections / NPL inflows	56%	92%	85%	84%	84%[1]

One large commercial position (92 mln TL) booked as NPL in 3Q



	3Q09	4Q09	1Q10	2Q10	3Q10
Write-offs	17m TL	26m TL	-	-	-
NPL Sales	-	-	499m TL[2]	270m TL[2]	-

NPL Ratio by Segment[3]

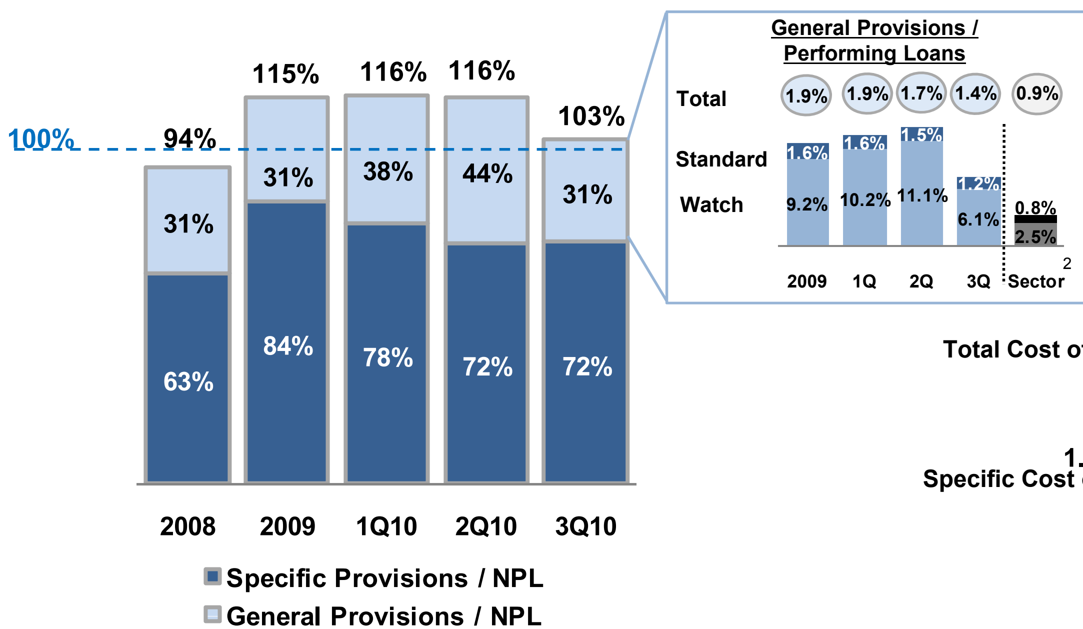


- **NPL ratio slightly up to 4.3% in 3Q** (vs 6.3% at YE09 and 4.1% in 2Q10) driven by:
  - **slowdown in loan growth**
  - **classification into NPL of one large commercial position**[1]**, currently 100% provisioned**
  - **slight increase in consumer NPLs**
- **Continued positive collections performance** (collections /NPL inflows at 84%[1])
- **Successful implementation of restructuring /collections for selected SME, credit cards and commercial loans** (~1.5 bln TL as of Sept 2010)

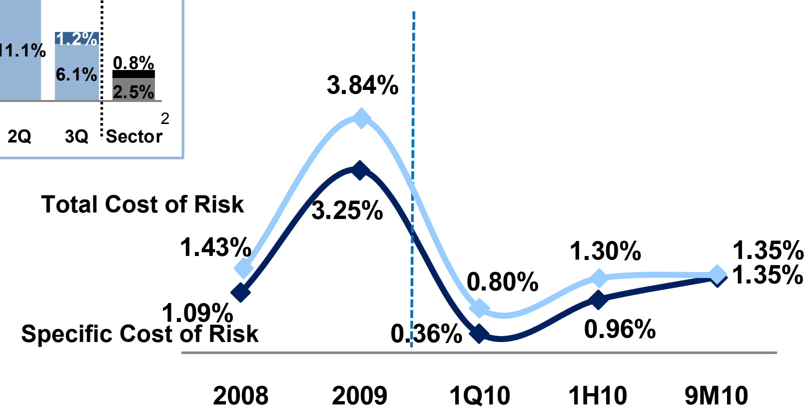
1 Excluding one large commercial position (fully provisioned including collaterals) booked as NPL in 3Q
2 Please see Annex (slide 40) for details of the 2 NPL sales in March and May 2010
3 As per YKB's internal segment definition, SMEs: companies with annual turnover <5 mln USD. Corporate & Commercial: companies with annual turnover >5 mln USD
4 Including cross default. If excluding, 9M10: 4.4%

Strong coverage ratios, normalising cost of risk

Specific and General Provisions / NPL



Cumulative Cost of Risk[1]



- **Total coverage of NPL volume at 103%** (including specific and general provisions / NPL)
- **Specific coverage stable at 72%**
- **General provision coverage of performing loans at 1.4%**
  - **One-off release of general provisions incorporating positive results of NPL sales into LGD parameters** (IBNR methodology), **further contributing to improvement of cost of risk trend**
- **Total cost of risk at 1.35%**

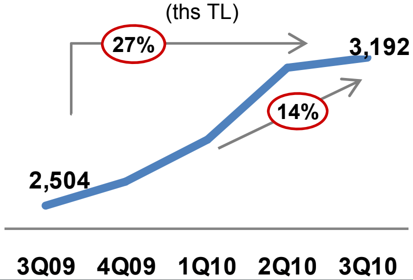
1 Cost of risk = total loan loss provisions / total gross loans
2 As of June 2010
Note: General provisions / NPL= (standard + watch provisions) / NPL
Total general provisions / performing loans = (standard + watch provisions) / performing loans

Continued improvement in commercial effectiveness indicators

	Action taken	Results
Innovation	**Launch of new product bundles** (SME, mass, affluent, mortgages)	**~270,000 product bundle sales in 8 months**
	Launch of new products (2 credit cards, 9 capital guaranteed funds, 1 gold fund, credit card protection insurance)	**~260,000 new cards sold** (+23% vs 1Q) **352 mln TL generated through new funds ytd** **~ 40,000 issued insurance contracts since Aug**
	New ADC implementations (ATMs with keyboards, corporate internet renewal, 9 focused call center sales campaigns, ATM capability to support all retail campaigns as of Oct'10)	**Loan payments via ATMs up 23% y/y** **Corporate internet transactions up 30% y/y** **Call center sales up 21% y/y**
Client Penetration / Activation / Acquisition	**Conversion of credit card only clients** (2010 target: 15% of 2.6 mln clients)	**~320,000 clients converted** (82% of target achieved)
	Upgrade of commercial clients to achieve minimum of 18,000 TL of annual revenues/client (2010 target: 3,500 clients)	**~1,400 clients upgraded** (40% of target achieved)
	Focus on retail customer acquisition (2010 target: 3.3 mln active retail clients[1])	**~100,000 customer additions since 1Q** (+4%) Target already achieved as of Sept'10
Systems Enhancements	**Improvement in sales support tools** (MIS and CRM)	**Loan disbursement / month (avg):** General Purpose: 43,000 (+24% ytd) SME: 28,000 (+9% ytd)
	Simplification of credit granting process with no change in approval rates	**Significant decline in response times**

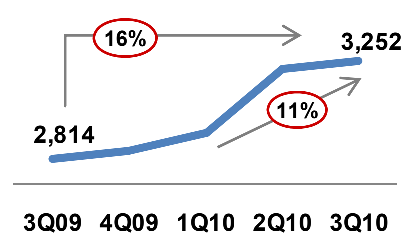
Loans per Employee

(ths TL)



Deposits per Employee

(ths TL)



Lending Response Times

(Days)	2009	Sept-10
Mortgages	2	1
SME	10	3
GPL	~1-2	1
Commercial	~40	~5-16

1 Excluding card-only clients

Note: BRSA Bank-only figures used for commercial effectiveness indicators

Better NIM and fee management delivering positive results

Actions taken to effectively manage NIM

- **Disciplined approach in pricing through repricing of loans** (+25 / 75 bps in TL commercial loans) **and deposits** (-25 / 100 bps in TL deposits)
- **Rebalancing loan growth towards higher yielding segments**
  - More selective approach in TL commercial loans
  - Strong focus on higher yielding individual & SME
  - Further emphasis on FC project finance

Quarterly NIM[1] Evolution

	4Q09	1Q10	2Q10	3Q10
Loan Growth (q/q)	3%	8%	12%	1%
NIM	6.1%	5.4%	4.7%	4.3%

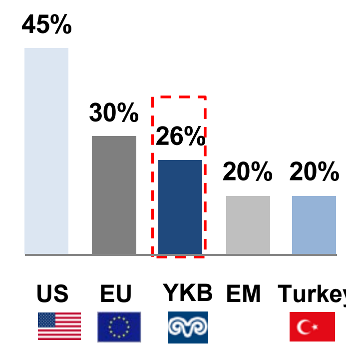
NIM Components (bps)			
q/q Δ	-71 bps	-65 bps	-47 bps
Loans	-61	-20	-11
Deposits	-8	-29	-10
Securities	-7	-19	-13

Successful management of NIM pressure through effective actions in loans and deposits

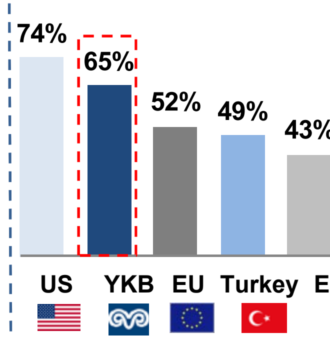
Actions taken to increase fee generation

- **Introduction of product bundles** (270K sales)
- **Increased emphasis on structured products** (11% q/q increase in DCD and options volumes)
- **Focus on cash management volumes** (+34% ytd growth in monthly avg volumes)
- **Strong focus on bancassurance** (37% y/y increase in insurance fees)
- **Introduction of fees in leasing & factoring** (fees up 50% q/q)
- **Efforts to increase fee collection rate** (retail: 65%, total bank: 77%)
- **Emphasis on trade finance activity** (15% ytd growth in monthly avg volumes)

Fees/Revenues[2]



Fees/Costs[2]



Consistent outperformance vs sector in terms of fee generation capability

1 NIM = Net interest income / Average IEAs. Bank-only

2 Source: ECB and Deutsche Bank Research. EU indicates EU27 countries also including UK, Germany, France, Italy, Hungary, Spain and Romania. EM includes Latin America, Asia, Africa, Middle East and CEE regions also covering countries such as Brasil, China, India, Russia, Poland, Hungary, Korea and UAE

AGENDA

- 9M10 Operating Environment
- 9M10 Results *(BRSA Consolidated)*
- **Performance by Strategic Business Unit *(Bank-only)***
- Performance of Subsidiaries
- 2011 Outlook and Strategic Priorities
- Annex

Strong performance of retail and private driven by increased commercial effectiveness and disciplined pricing approach. Cards, corporate and commercial impacted by margin pressure, albeit at a slower pace vs 2Q

Performance by SBU

Weight in Bank: Revenues[1]	Weight in Bank: Customer Business[2]		Revenues (mln TL)	Y/Y (9M09 - 9M10)	Drivers of revenue growth
35%	35%	Retail[3]	1,232	16%	**Revenues up 16% y/y,** driven by **increased commecial effectiveness** and **disciplined pricing approach**
21%	8%	Credit Cards[4]	751	-12%	**Revenues down 12% y/y** due to continued **decline in cap rates in a stable interest rate environment** and **downward pressure in turnover / interchange fees**
4%	13%	Private	135	14%	**Revenues up 14% y/y** driven by **strong fee generation capability** and **sustained AUM volume** (7% y/y)
5%	17%	Corporate	176	3%	**Revenues up 3% y/y** mainly due to **low interest rate environment** and **continued competition in this segment** **Increased focus on higher yielding project finance loans**
18%	23%	Commercial	647	1%	**Revenues up 1% y/y** driven by **continued margin pressure** due to **stabilised interest rate environment** and **competition**

1 Revenues excluding treasury and other
2 Customer business = Loans + Deposits + AUM
3 Retail includes individual (mass and affluent) and SME banking
4 Net of loyalty point expenses on World cards
Note: all figures based on MIS data

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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	134	0%	15%	▪ **Revenues flat** due to **slight pick up in transaction volume** despite **continued margin compression** **#1 in the sector with 20.6% market share in total transaction volume**
Core Product Factories	YK Factoring	33	-21%	28%	▪ **Revenues down 21% y/y impacted by lower net interest income** on the back of **stable interest rate environment** ▪ **Positive asset quality trend maintained** **#1 in the sector with 29.9%[1] market share**
Core Product Factories	YK Yatırım	94[2]	2%	50%	▪ **Strong performance in equity trading** and **structured products** on the back of **better integration of Yatırım with Bank distribution model** **#3 in the sector with 6.1% market share** in **equity transaction volume**
Core Product Factories	YK Portföy	60	1%	141%	▪ **Revenues almost stable** due to **low interest rate environment compensated by continued increase in AUM volumes** **#2 in the sector in mutual funds with 18.7% market share**
Insurance Subs	YK Sigorta	108[3]	84%[3]	21%	▪ **Despite regulatory pressure, significant improvement in profitability** and **market share. Increased focus on more profitable segments** **#2 in the health insurance market** with **16.7% market share**
Insurance Subs	YK Emeklilik	70	1%	19%	▪ **Revenues slightly increasing** due to pick up in pension fund volumes ▪ **#6 in the life insurance sector with 4.7% market share** **#3 in the sector** with **private pension market share of 15.5%**
International Subs	YK Azerbaijan	22	36%	19%	▪ **Strong revenue performance** on the back of **organic growth efforts** to leverage on **faster growing emerging economy** (2 new branches in 3Q10)
International Subs	YK Moscow	22	-8%	11%	▪ **Revenues contracting by 8% y/y** due to **ongoing margin pressure** ▪ **Performance** mainly contributed by **business generated through Turkish Yapı Kredi customers**
International Subs	YK NV	88[4]	92%[4]	24%	

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 As of June 2010
2 Including dividend income from YK Portföy
3 Including dividend income from YK Emeklilik. Revenue growth excluding dividend income 57% y/y
4 Including one-off trading income from TL portfolio sale (EUR 15 mln). Adjusted revenue growth at 30% y/y

AGENDA

Outlook for 2011

	2010	2011
Macro		
GDP	**Positive macro outlook** *GDP: 7.0%*	**Continuation of strong growth** *GDP: 4.1%*
Inflation	**Controlled core inflation** *CPI: 7.2%*	**Low inflation environment** *CPI: 6.7%*
Rates	**No rate hike**	**125 bps rate hike towards year-end**
Banking Sector		
Volumes	**Positive outlook** *Loans +25%* *Deposits +16%*	**Solid growth** *Loans +20 / 25%* *Deposits +17%*
NIM	**~100 bps NIM compression**	**~40 / 50 bps NIM compression**
Asset Quality	**~100 bps decline in NPL ratio**	**Continuation of positive trend**

Cost management and fee focus to make the difference in 2011

Yapı Kredi in 2011

Disciplined revenue management

- **Above sector volume growth** with focus on **high margin TL individual & SME**
- **Further penetration of existing** and **potential clients** coupled with **enforced efforts on client acquisition.** Acquisition target for SME (~125K new clients) and commercial (~2,000 new and ~1,500 existing clients to be further developed)
- **Continuing focus on commercial effectiveness gains**
- **Increasing contribution of new branches** together with **continuation of branch expansion**

Tight cost control

- **Simplification of processes to increase efficiency**
- **Improvement of IT capability and operational efficiency** via IT transformation project
- **Efforts to decrease cost to serve,** also by **better leveraging on multi-channel focus**

Continued focus on asset quality

- **Dynamic and proactive NPL portfolio management**
- **Further improvement in SME monitoring processes**
- **Centralisation of SME underwriting to be compeleted by year-end** (launch of automatic loan granting up to 50K TL)
- **Upgrade of individual scoring model**

Note: 2010 and 2011 figures shown for macro and banking sector indicate estimates / expectations by Yapı Kredi as of the date of this presentation

Strategic priorities

Yapı Kredi aims to grow above sector both in volumes and revenues while maintaining strong focus on customer satisfaction

Strategic Priorities

Growth & Commercial Effectiveness	▪ **Above sector growth** on the back of **increased commercial effectiveness via focus on further penetration of existing and potential client base, cross-sell and product bundling** ▪ **Continuous effort to redesign processes to improve sales effectiveness** ▪ **Continuation of branch expansion plan**
Cost & Efficiency Improvements	▪ **Continuation of disciplined approach towards cost containment** ▪ **Efficiency improvements** (through back-office centralisation, HC rationalisation and IT efficiency improvements) ▪ **Continuation of investments in alternative distribution channels** (migration of both transactions and sales activity to ADCs)
Asset Quality	▪ **Dynamic / proactive NPL portfolio management** ▪ **Ongoing improvement of monitoring processes / tools**
Sustainability	▪ **Constant focus on customer and employee satisfaction** ▪ **Continuation of medium term investments** ▪ **Proactive loans / deposits management** and **diversification of funding sources**

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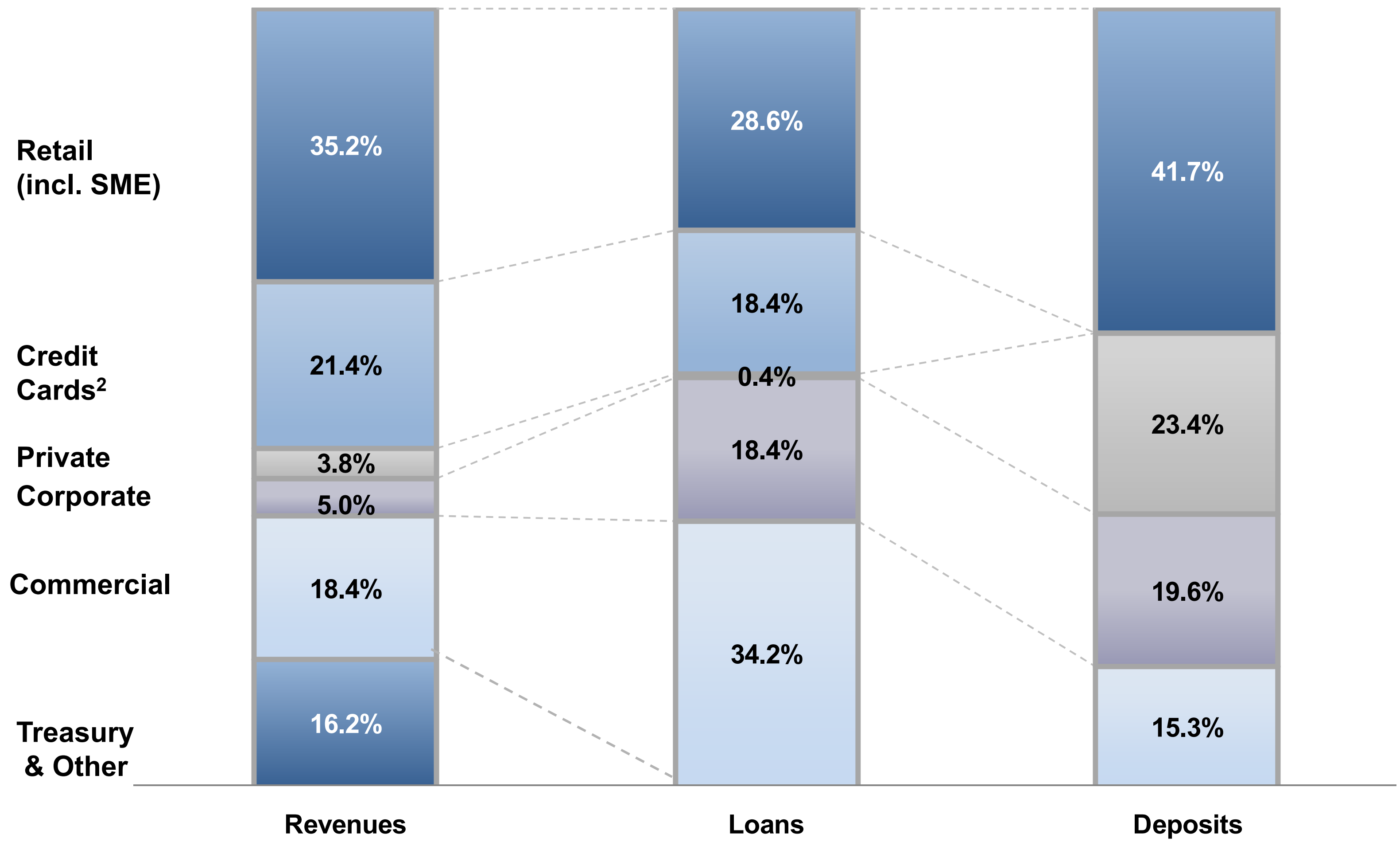
- **Annex**
  - **Detailed Performance by Strategic Business Unit**
  - Other

Definitions of Strategic Business Units

- **Retail:**
  - **SME**: Companies with turnover less than 5 mln USD
  - **Affluent**: Individuals with assets less than 500K 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 500K TL

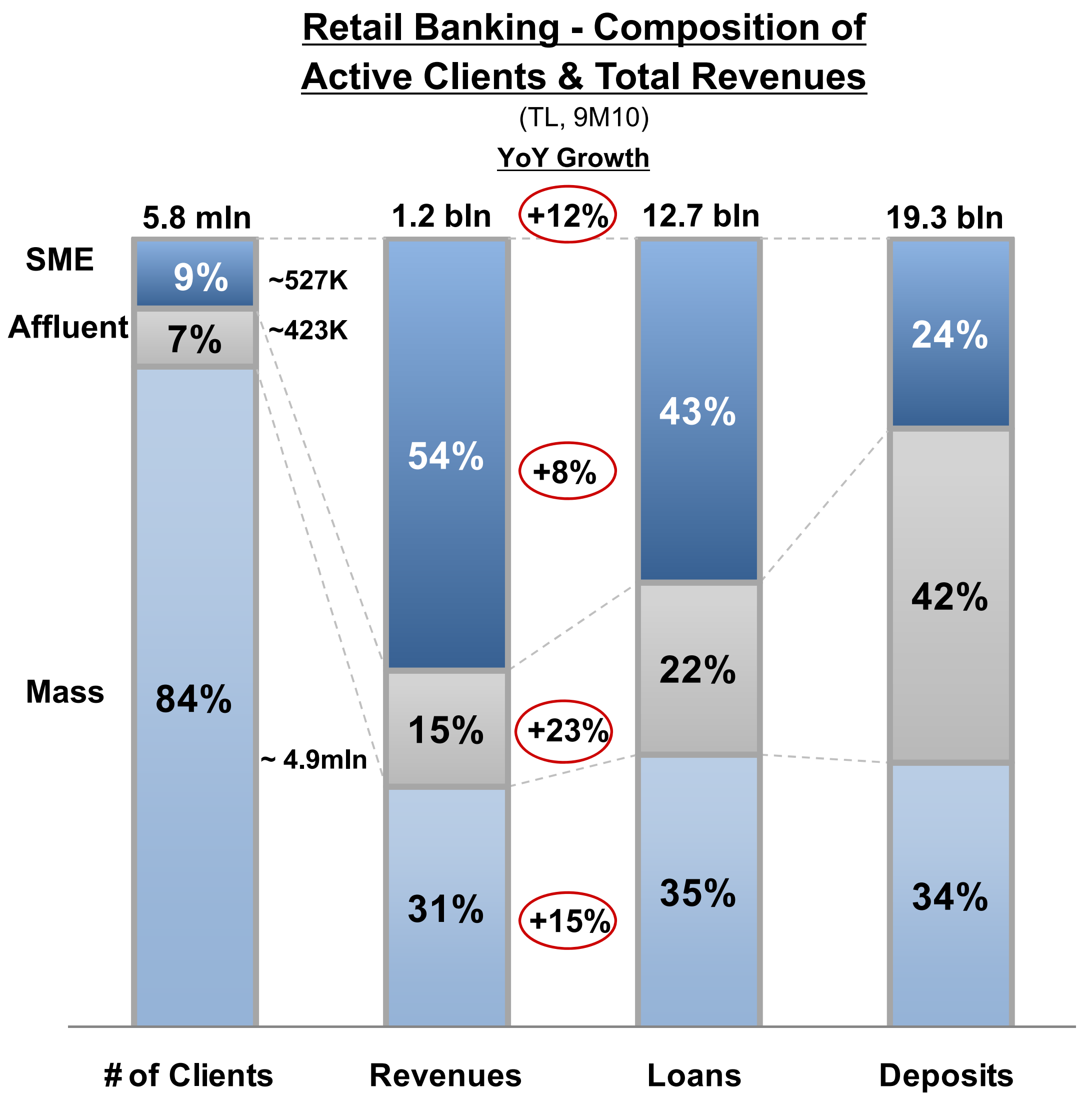
Diversified revenue mix with retail focused loan and deposit portfolio

Revenues & Volumes by Business Unit[1] 9M10 (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)

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

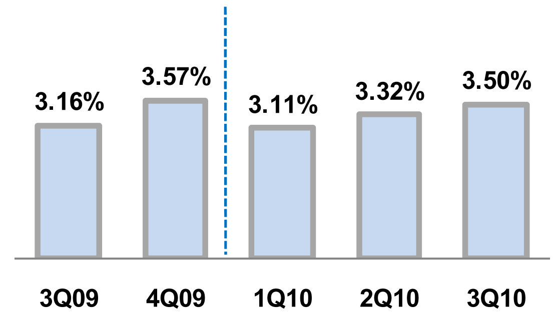


- **~527K active SME clients** generating **54% of total Retail revenues**
- **9% of total retail clients are SMEs generating 43% of loans and 24% of deposits**
- **Mass sub-segment** generating **31% of total Retail revenues with ~4.9 mln clients**
- **Affluent sub-segment** generates **15% of total Retail revenues, with 23% y/y growth**

Retail (mass & affluent) banking revenues up 27% y/y driven by disciplined pricing approach and strong fee generation capability

Mln TL	9M10	YoY	YTD
Revenues	557	27%	-
Loans	7,201	36%	30%
Deposits	14,666	14%	11%
AUM	2,596	2%	1%
% of Demand in Retail Deposits	15.3%	1.0 pp	0.8 pp
TL % in Retail Deposits	75.1%	2.6 pp	3.0 pp
% of TL in Retail Loans	100.0%	0.0 pp	0.0 pp

Revenues/ (Customer Business[1])



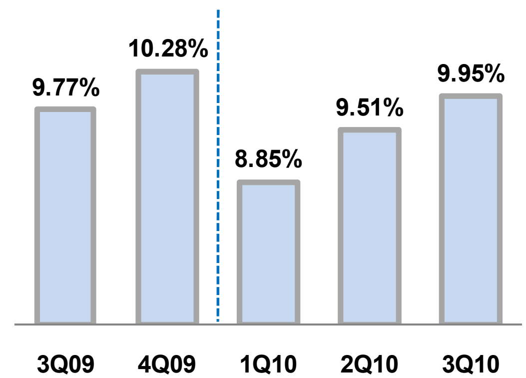
- **Retail (mass & affluent) banking revenues up 27% y/y** driven by **customer business focused approach** with **increased commercial effectiveness** compensating the negative effect of margin pressure
- **Strong retail loan growth** (30% ytd) mainly driven by mortgages and general purpose loans. **Innovative product bundling approach positively contibuting to retail loan and deposit growth as well as fee income growth** (~200K mass & affluent product bundles sold as of Sep 2010)
- **Consumer loan NPL ratio almost stable at 5.8%[2]** (vs 5.7% in 2Q10) driven by positive **asset quality trend maintained** on the back of **macroeconomic recovery** and **NPL sale** in 1Q10
- **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, 9M10: 4.4%

SME banking revenues up 8% y/y driven by strong volume growth with increased focus on profitability

Mln TL	9M10	YoY	YTD
Revenues	675	8%	-
Loans	5,548	28%	30%
Deposits	4,656	28%	21%
AUM	705	9%	2%
% of Demand in SME Deposits	40.5%	3.1 pp	1.3 pp
TL % in SME Deposits	71.2%	4.2 pp	4.0 pp
% of TL in SME Loans	98.1%	1.0 pp	0.7 pp

Revenues/ (Customer Business[1])



- **SME revenues increasing 8% y/y** driven by **strong volume growth with a profitability focused approach** and also supported by **positive fee performance**
- **SME loans up 30% ytd** driven by continued **customer-business focus** and **increased commercial effectiveness** also supported by **product bundling approach** (~52,000 SME product bundles sold as of Sep 2010)
- **SME NPL ratio down to 7.4%** (vs 7.6% in 2Q10) on the back of **asset quality improvement** driven by **positive macroeconomic environment, enhanced credit risk infrastructure** and **NPL sale in 1Q10**
  - **Restructuring / crash programs** continuing to deliver positive results

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 12% y/y due to decrease in cap rates in a stable interest rate environment and continued downward pressure in turnover/interchange fees

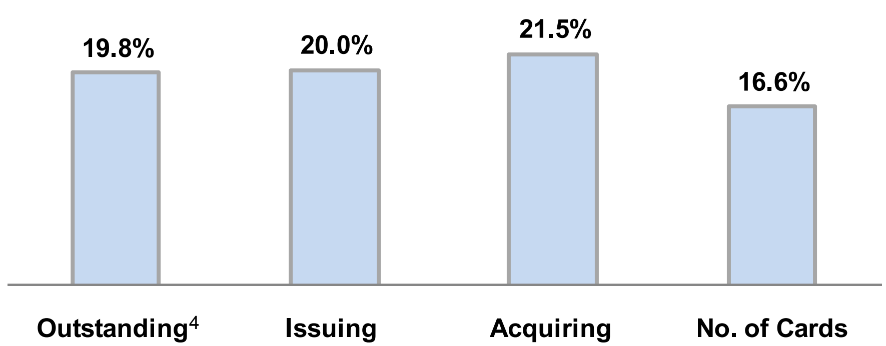
Mln TL	9M09	9M10	YoY	YTD
Revenues	940	820	-13%	-
Net Revenues[(1)] (mln TL)	855	751	-12%	-
# of Credit Cards[(2)] (mln)	7.6	7.7	1%	-
# of merchants (ths)	282	395	40%	36%
# of POS (ths)	343	390	14%	9%
Activation	84.0%	84.1%	10 bps	-10 bps

Credit Card Volumes & Market Shares[3]

Volumes (bln TL):

8.3 | 34.4 | 37.4

Market Shares:



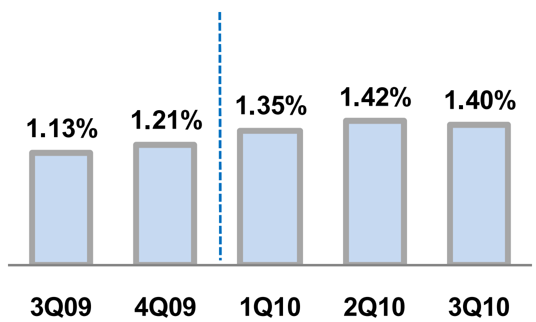
- **~734 ths new World cards** issued in 9M10
- **Credit card net revenues[1] down 12% y/y** due to:
  - **continued decrease in cap rates** (57 bps of reduction in 9M10)
  - **lower commission income** driven by **continued downward pressure in turnover/interchange fees**
- **Credit Card NPL ratio stable** at **7.5%** (vs.7.5% in 2Q10) driven by **positive impact of restructurings, macroeconomic recovery** and **NPL sale in 1Q10**

1 Net of loyalty point expenses on World card
2 Including virtual cards (9M09: 1.5 mln, 9M10: 1.5 mln)
3 Market shares and volumes based on bank-only 3-month cumulative figures
4 Based on personal and corporate credit card outstanding volume. Retail credit card outstanding volume (excluding corporate) market share: 19.7%

Private banking revenues up 14% y/y mainly driven by strong fee performance

Mln TL	9M10	YoY	YTD
Revenues	135	14%	-
Loans	200	1%	0%
Deposits	10,833	-2%	7%
AUM	2,368	5%	5%
% of Demand in Priv. Deps.	6.9%	0.7 pp	-0.3 pp
TL % in Private Deposits	57.9%	6.2 pp	8.2 pp
% of TL in Private Loans	100.0%	0.0 pp	0.0 pp

Revenues/ (Customer Business[1])



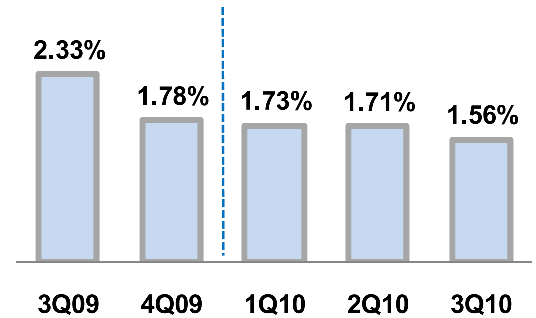
- **Private banking revenues up 14% y/y** driven by strong fee generation capability and sustained AUM volumes
- **Deposits up 7% ytd, mainly driven by TL**
- **Continued focus on leveraging on product factories** in distribution of **asset management** and **brokerage products** with further **development 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 banking revenues up 3% y/y impacted by low interest rate environment and fierce competition

Mln TL	9M10	YoY	YTD
Revenues	176	3%	-
Loans	8,219	11%	14%
Deposits	9,099	57%	72%
AUM	36	-52%	-48%
% of Demand in C. Deposits	9.5%	-7.8 pp	-4.0 pp
TL % in Corp. Deposits	40.0%	17.2 pp	16.3 pp
% of TL in Corp Loans	21.2%	1.9 pp	4.0 pp

Revenues/ (Loans + Deposits)



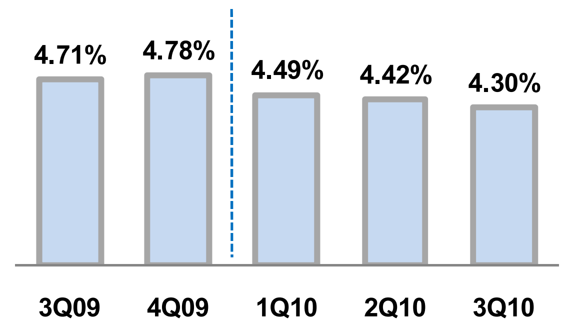
- **Corporate banking revenues up 3% y/y** due to **continued margin pressure** and **competition**
- **Loans up 14% ytd** driven by **increased focus on higher yielding project finance loans**
- **Sound asset quality maintained** (Corporate/Commercial NPL ratio at 1.8%)

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 1% y/y due to continued margin pressure albeit at a slower pace vs 2Q

Mln TL	9M10	YoY	YTD
Revenues	647	1%	-
Loans	15,202	41%	33%
Deposits	7,093	15%	13%
AUM	219	-44%	-40%
% of Demand in Com. Deposits	34.8%	6.7 pp	2.9 pp
TL % in Comm. Deposits	41.5%	2.4 pp	3.3 pp
% of TL in Com. Loans	42.9%	2.0 pp	2.7 pp

Revenues/ (Loans + Deposits)



- **Commercial banking revenues up 1% y/y** as a result of **low interest rate environment** and **continued competition**
- **Loans up 33% ytd** driven by **positive macroeconomic environment** and **increased commercial effectiveness**
- **Sound asset quality maintained** (Corporate/Commercial NPL ratio at 1.8%)

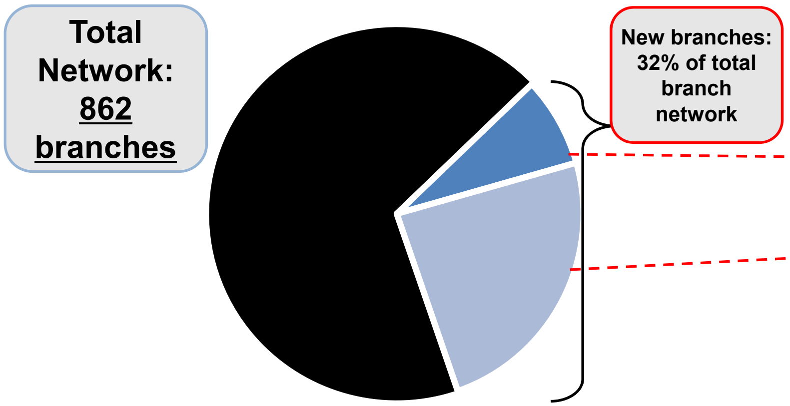
Note: Volumes (loans, deposits and AUM) based on monthly averages except for revenues/loans ratio which is based on 3-month average. MIS data

AGENDA

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

Continuing branch expansion with positive contribution of new branches

Branch Network



- **Fourth largest branch network in Turkey with 862 branches as of Sept 2010** (9.2% market share)
- **Branch network in 71 cities indicating 88% coverage of Turkey** (vs 80% in July 2007 at start of branch expansion plan)
  - **56% of branches in top 4 cities, 44% mid/small cities**
- **Average relationship manager / retail branch: 5**

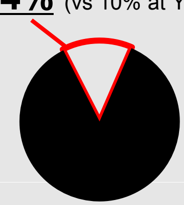
Branch Expansion Plan Details

- **28 new openings[1] ytd** as of Sept 2010
- **276 new branch[2] openings** since July 2007 (32% of total branch network)
  - **67 branches already graduated / transferred to existing network**
  - **208 branches currently monitored under "new branch" category**
- **Target of ~50 openings** in 2010
- **Newly opened branches performing above expectations**
  - Cumulative break-even at ~18 months
  - Realisation vs plan better in loans, revenues and costs

Contribution of New Branches

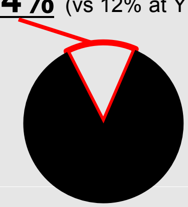
Retail Revenues

~14% (vs 10% at YE08)



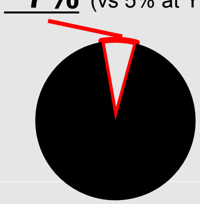
Retail Loans

~14% (vs 12% at YE08)



Retail Deposits

~7% (vs 5% at YE08)



1 Gross number of branch openings
2 Gross number of branch openings including 6 commercial branches (excluding closures)

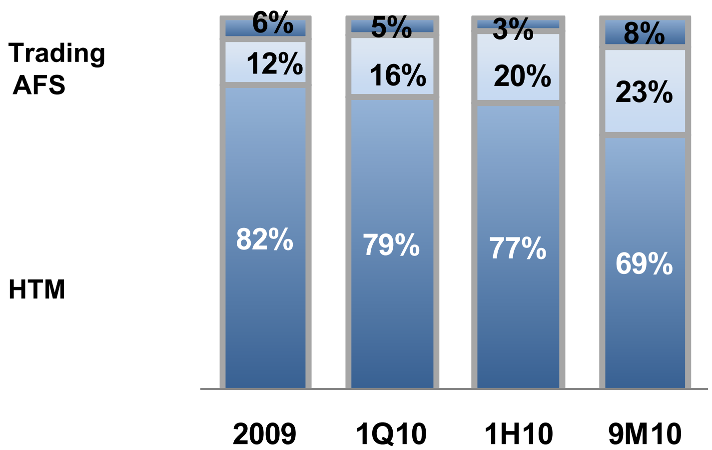
2010 NPL sale details

TL mln	March 2010	May 2010
Segment	Credit Cards, SME and Individual Loans	Corporate and Commercial Loans
Buyer	Girişim Varlık Yönetimi, LBT Varlık Yönetimi, Standard Varlık Yönetimi	LBT Varlık Yönetimi
Portfolio Sold	681.0	299.1
o/w Amount affecting Balance Sheet	*499.3*	*270.1*
o/w Already Written-off	*125.0*	*-*
o/w Overdue Interest	*56.7*	*29.0*
Consideration	70.1 (~10 cents / $)	7.5 (2.5 cents / $)
Portfolio Coverage[1]	88.4%	99.0%
Gross Profit[2]	~12.0	~4.5
Average Age of Portfolio	NPLs predominantly from 2008	NPLs originating between 1997-2009
Collateralisation	Limited	Very limited

1 Excluding written-off amount
2 Excluding legal / transaction expenses

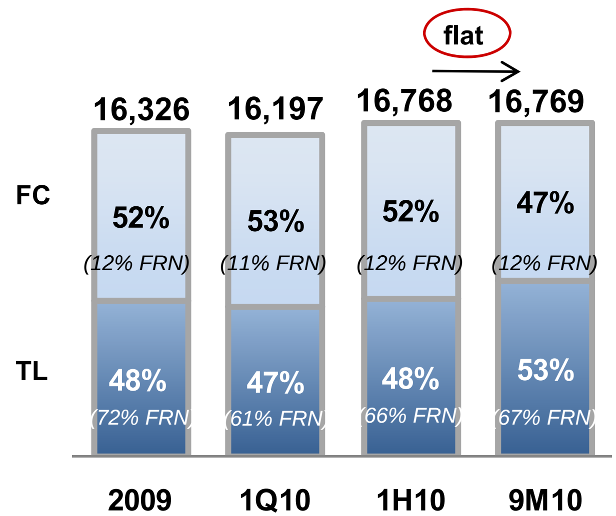
69% of securities portfolio invested in HTM

Securities Composition by Type



Securities Composition by Currency

(mln TL)



- **Share of Held to Maturity (HTM) at 69%** (vs 77% in 2Q10). **HTM mix in total securities higher at bank level at 72%**
- **Share of securities in total assets stable at 20.5%**

FRN: Floating Rate Notes

International borrowings

Syndications	**~ USD 2.25 bln outstanding** ▪ Apr 10: ~USD 1 bln, Libor +1.5% bps all-in cost, 1 year ▪ Sept 10: ~USD 1.25 bln, Libor + 1.30% bps all-in cost, 1 year
Securitisations	**~ USD 845 mln outstanding** ▪ Dec 06 and Mar 07: ~ USD 300 mln, 6 wrapped notes, 7-8 years, Libor+18 -35 bps ▪ Aug 10 - DPR Exchange :~ USD 545 mln, 5 unwrapped notes, 5 years
Subloans	**€1,050 mln outstanding** ▪ Mar 06: €500 mln, 10NC5, Libor+2.00% p.a. ▪ Apr 06: €350 mln, 10NC5, Libor+2.25% p.a. ▪ Jun 07: €200 mln, 10NC5, Libor+1.85% p.a.
LPN	**USD 750 mln Loan Participation Note** ▪ Oct 10: 5.1875% (cost), 5 years
Multinational Loans	**Sace Loan**- Jan 07: €100 mln outstanding, all-in Euribor+1.20% p.a, 5 years **EIB Loan**- Jul 08-Oct 10: €400 mln outstanding, 5-12 years **IBRD (World Bank) Loan**- Nov 08**:** USD 25 mln, Libor+1.50% p.a, 6 years