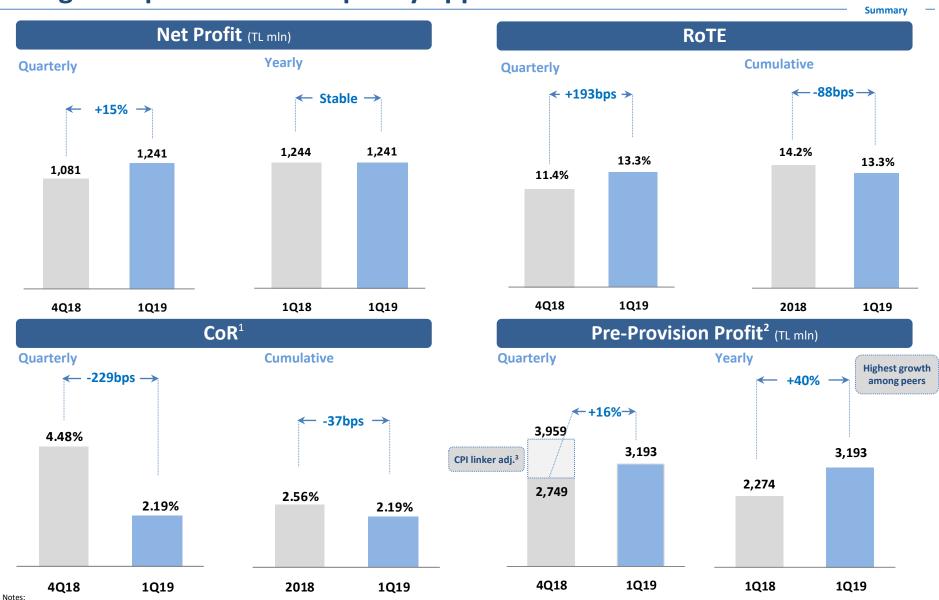
Yapı Kredi 1Q19 Earnings Presentation



A strong start to the year, characterized by strong core performance along with prudent asset quality approach



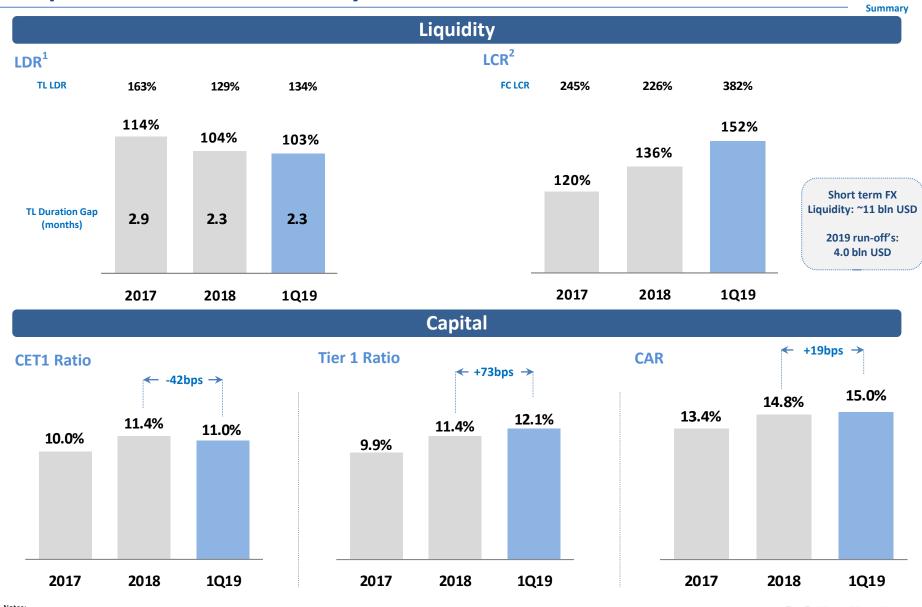
1. Adjusted for hedged FX impact. Stated CoR: 4Q18: 3.88%; 1Q19: 2.52%; 2018: 2.74%

Adjusted for the CPI linker income's 9 months impact of inflation revision from 16% to 25.2% (1,268 mln TL).

Peers include private banks that have released their financials as of 2 May 2019

^{2.} Pre-Provision Profit figures exclude ECL collection income, trading income to hedge FC ECL and pension fund provisions reserved in 4Q18

Further improvement in liquidity, higher than committed capital buffers despite the market volatility



LDR= Loans / (Deposits + TL Bonds)

Based on past three months averages

Loan volumes (TL bln)

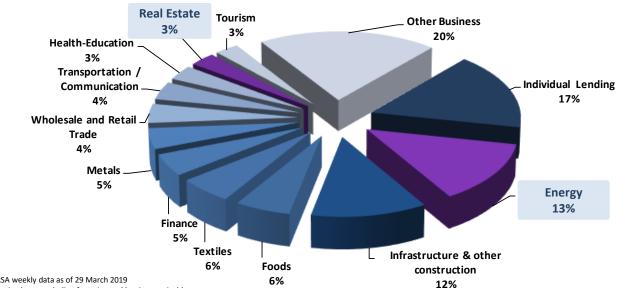
	,	Private Banks ¹			
	1Q19	у/у	ytd	у/у	ytd
Cash+Non-cash Loans ²	322.4	12%	5%	6%	3%
TL^3	152.3	4%	4%	-2%	2%
FC (\$) ³	30.2	-16%	0%	-18%	-3%
Cash Loans ²	230.5	12%	4%	5%	3%
TL^3	125.5	6%	4%	-2%	3%
FC (\$) ³	18.6	-15%	-2%	-17%	-2%
Cash Loans (FX adjusted)	230.5	-5%	1%	-9%	0%

5% total loan growth on a ytd basis supported by 6.9 bln TL CGF utilization in 1Q19

-2% contraction in FC cash loans

+1% FX adjusted cash loan growth

Sectoral Breakdown of Cash and Non-Cash Loans - bank only



Private banks based on BRSA weekly data as of 29 March 2019

Cash Loans indicate performing loans excluding factoring and leasing receivables

TL and FC loans are adjusted for the FX indexed loans

Deposits: quarter marked by dollarization, ongoing market share gain in local currency small ticket and demand deposits

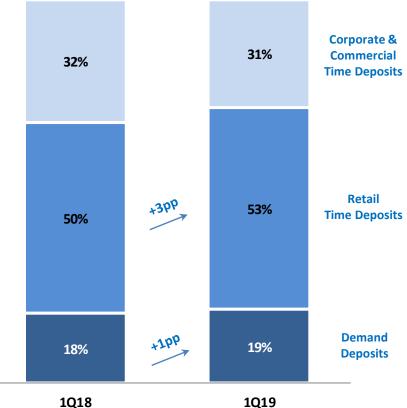
Deposit volumes (TL bln)

		YKB	Private Banks ¹		
	1Q19	у/у	ytd	у/у	ytd
Customer Deposits	215.4	29%	8%	19%	6%
TL	86.6	6%	0%	2%	-5%
FC (\$)	22.9	6%	7%	-4%	8%
Customer Deposits (FX adjusted)	215.4	6%	4%	-2%	2%

Deposit m	arket share ¹
Depositin	arice silare

	2018	1Q19	chg ytd
Customer Deposits	15.9%	16.0%	11bps
o/w Individual TL Time	13.8%	14.2%	47bps
o/w Individual TL demand	14.1%	15.0%	89bps

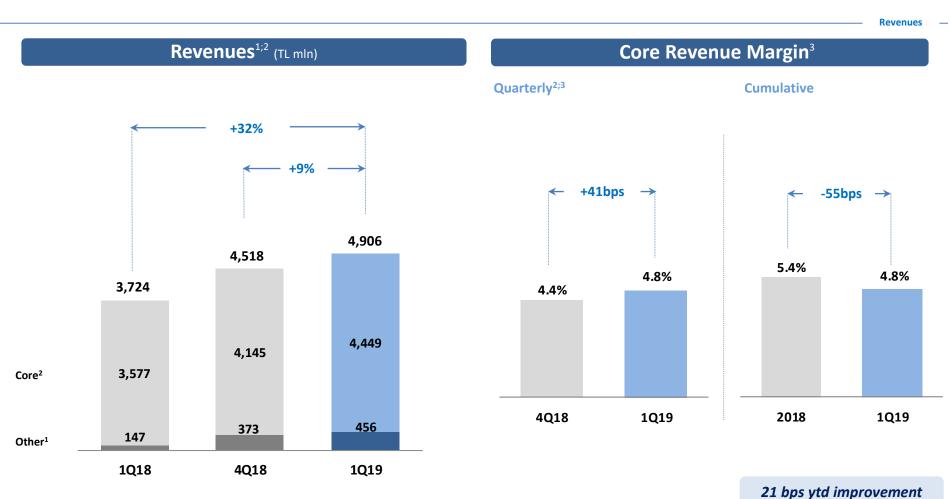
Deposit Breakdown (FX adjusted)²



Private banks based on BRSA weekly data as of 29 March 2019

Based on MIS data (weekly average)

Strong revenue generation thanks to wider core spread and fee growth



assumption

Notes

- 1. Revenues and other revenues exclude ECL collection income and trading income to hedge FC ECL
- 2. Core Revenues = NII + swap costs + Net fee income; 4Q18 core revenues are adjusted for the CPI linker income's 9 months impact of inflation revision from 16% to 25.2% (1,268 mln TL).
- 3. Core Revenue Margin= Core Revenues / average IEAs, Based on bank-only financials; Stated Core Revenue Margin in 4Q18: 5.8%

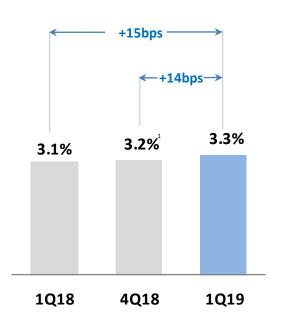
with the same CPI-inflation

Widening NIM thanks to strong recovery in core spreads

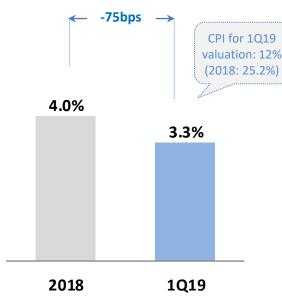
Revenues - NIM







Cumulative



Quarterly NIM up

81bps, on a homogeneous basis when calculated with the same CPI-inflation assumption at 12% **+20 bps higher NIM** adjusted for CPI linkers²

Notes:

Based on Bank-Only financials

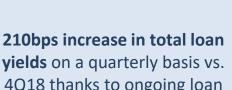
^{1. 4}Q18 NIM is adjusted for the CPI linker income's 9 months impact of inflation revision from 16% to 25.2% (1,268 mln TL). Stated 4Q18 NIM: 4.6%

^{2.} Based on MIS Daily averages

A normalisation in loan-deposit spreads in 1Q19 with ease in deposit costs and ongoing loan repricing

Loan-Deposit Spread -

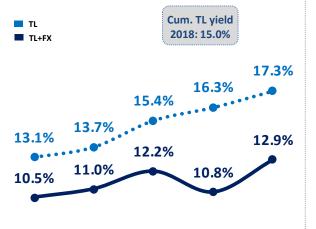




Loan Yields¹

(Quarterly)

yields on a quarterly basis vs.
4Q18 thanks to ongoing loan
repricing efforts



1Q18 2Q18 3Q18 4Q18 1Q19

Deposit Costs (Quarterly)

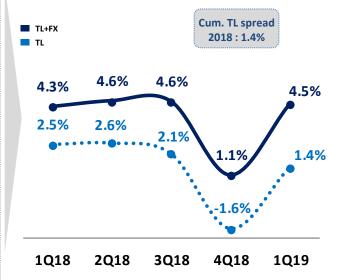
Sharp decline in total cost of deposits (-130 bps, q/q) driven by the ease in TL cost of deposits (-191bps q/q)



1Q18 2Q18 3Q18 4Q18 1Q19

Loan-Deposit Spread (Quarterly)

Normalisation in Loan-Deposit spread already evident in 1Q19



Notes:

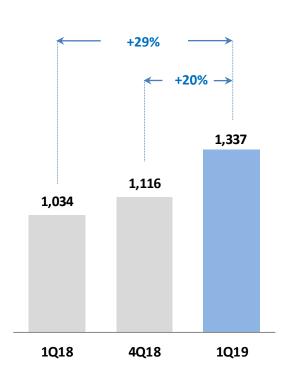
Based on Bank-Only financials

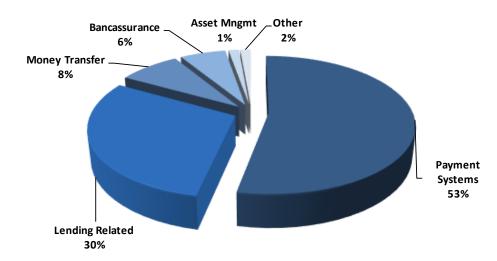
Strong fee growth driven by both transactional banking and payment systems

Revenues - Fees

Net Fee Income (TL mln)

Fees Received Composition

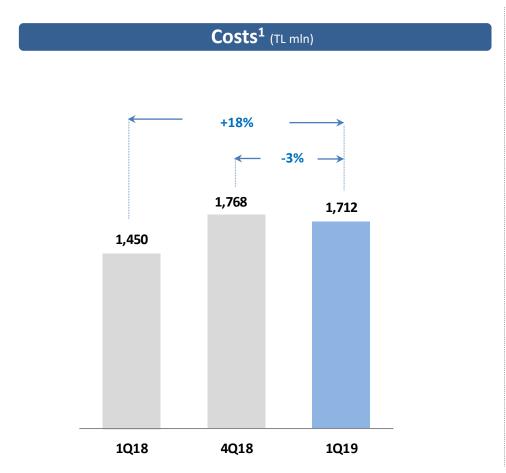


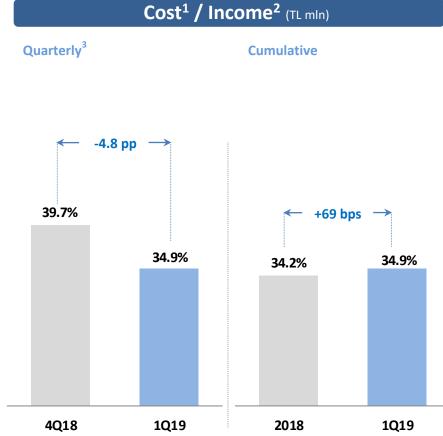


- Payment systems: +51% y/y (-4% q/q)
- Lending Related: +29% y/y (+35% q/q)
 - Non-cash: 48% y/y (+6% q/q)
- Money Transfer: +69% y/y (+24% q/q)
- Bancassurance: +129% q/q

Cost growth below inflation, thanks to continuous efficiency actions and cost discipline

Costs





Notes:

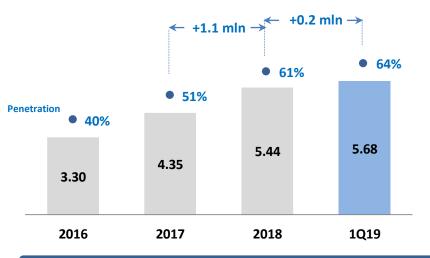
- 1. Excluding pension fund provision (4Q18: TL 230 mln). Reported cost growth (including pension fund provisions) at-14% q/q
- 2. 2018 Income adjusted for trading income to hedge FC ECL and collections
- 3. 4Q18 income adjusted for 9 months impact of inflation revision from 16% to 25.2% (1,268 mln TL).



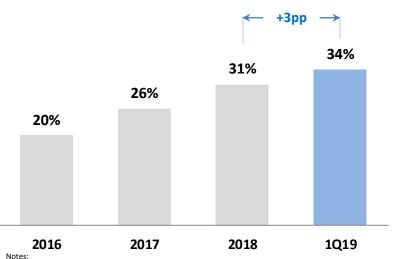
Digital transformation: ongoing focus with increase in customer base



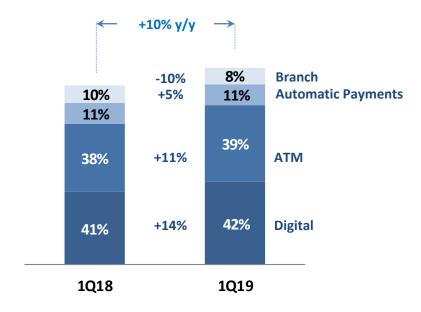
Number of Digital Customers (mln)



Share of digital in main products² sold



Transaction³ per channel

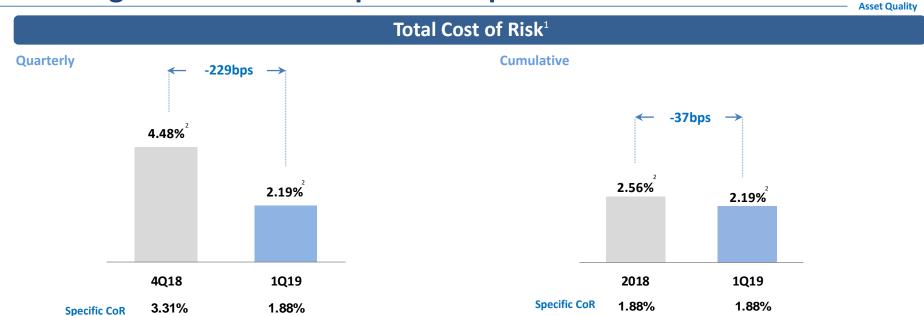


Notes:

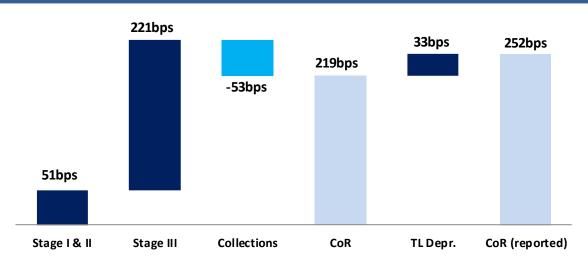
Based on MIS data

- 1. Total Cost to Serve and Cost to Serve per channel are calculated based on direct costs of each sales channels
- 2. Main Products; GPL, CC, Time Deposit, and Flexible Account
- 3. Transactions include, Money Transfers, Payments, Deposit, Cash Loans, Non-cash Loans, Insurance, Money withdrawal, Investment products, Credit Cards

Ongoing prudent approach on asset quality... CoR improves thanks to strong collections and up-fronted provisions in 2018



Cost of Risk composition (1Q19)

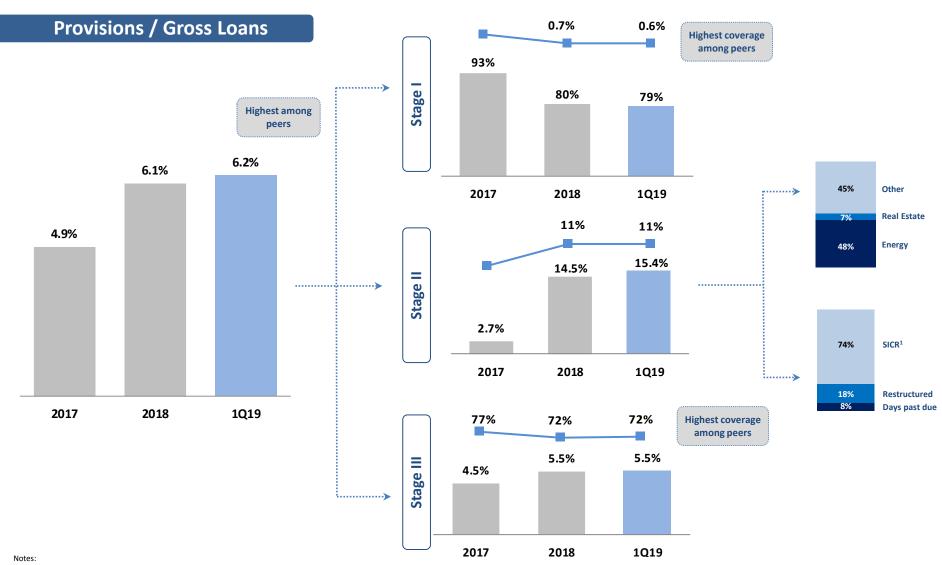


Notes:

[.] Cost of Risk = (Total Expected Credit Loss- Collections)/Total Gross Loans

Further increase in total coverage with continued efforts on Stage 2; Stage 3 coverage maintained

Asset Quality



Based on Bank-Only BRSA financials

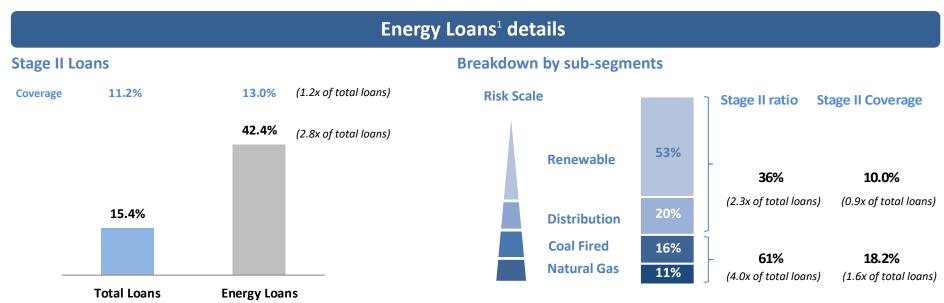
SCIR: Significant Increase in Credit Risk
 TL 2.0 bln NPL sales in 2018 (628 mln in 1Q18; 1 bln in 2Q18; 367 mln in 3Q18) and 396 mln in 1Q19

•

Coverage

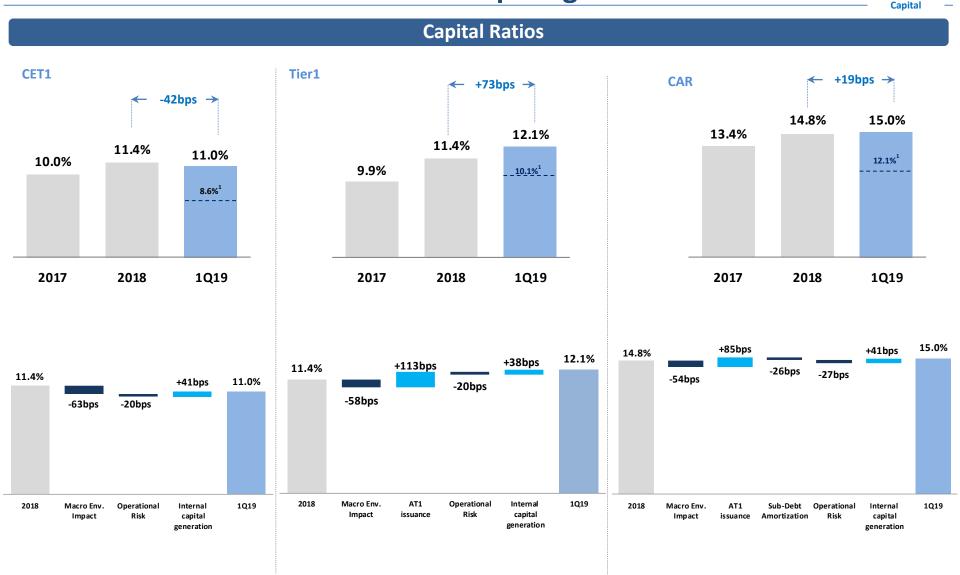
Ongoing conservatism in energy and real estate portfolios

Asset Quality





Market volatility and operational risk adjustment resulted in slight contraction in CET1 while internal capital generation sustains



Maintaining 2019 guidance

		2019 Guidance¹	1Q19 Realization ¹	
Fdaa.kala	LDR	~105%	103%	✓
Fundamentals	CAR	>15%	15%	✓
2	TL Loans	~15%	12%	✓
Volumes ²	Deposits	Mid-teens	20%	✓
	NIM (w/o CPI impact)	Flat	+20 bps	✓
Revenues	Fees	Mid-teens	30%	√
Costs	Costs	Below average CPI	17%	✓
	NPL ratio	< 7%	5.5%	✓
Asset Quality	Total CoR	< 300 bps	271 bps	✓
Profitability	RoTE	low teens	13.3%	✓



All figures based on BRSA bank-only except for CAR

TL Loans and deposit growth annualized for 1Q19

Q&A

Annex

Macro Environment and Banking Sector

Macro Environment

CBRT maintains the tight stance to sustain the ongoing inflation improvement

	2017	2018	1Q19
GDP Growth (y/y)	7.4%	2.6%	-
CPI Inflation (y/y)	11.9%	20.3%	19.7%
Consumer Confidence Index (avg)	68.6	67.0	58.6
CAD/GDP ¹	-5.5%	-3.5%	-2.3%
Budget Deficit/GDP	-1.5%	-2.0%	-2.3%
Unemployment Rate ²	10.3%	13.5%	14.7%
USD/TL (eop)	3.77	5.26	5.63
2Y Benchmark Bond Rate (eop)	13.4%	19.7%	21.2%

Banking Sector

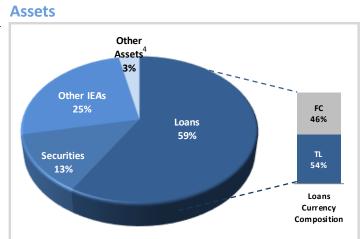
Loan growth improves with the support of CGF utilisations in 1Q19

	2017	2018	1Q19
Loan Growth (y/y)	21%	14%	15%
Private	16%	6%	5%
State	27%	23%	27%
Deposit Growth (y/y)	16%	19%	23%
Private	13%	16%	19%
State	24%	25%	32%
NPL Ratio	2.9%	3.8%	3.9%
CAR	16.5%	16.9%	16.0%
ROATE	15.0%	13.8%	11.6%

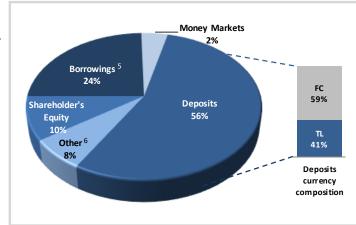
Unemployment rate is as of Jan'19

Consolidated Balance Sheet

TL bln	1Q17	1H17	9M17	2017	1Q18	1H18	9M18	2018	1Q19	q/q	у/у
Total Assets	278.3	283.3	290.6	316.9	328.7	365.1	422.0	373.4	393.4	5%	20%
Loans ²	183.7	185.8	190.6	199.9	205.3	222.2	249.4	220.5	230.5	4%	12%
TL Loans	107.0	111.1	115.1	120.1	118.8	123.0	124.8	120.9	125.5	4%	6%
FC Loans (\$)	21.1	21.3	21.2	21.2	21.9	21.7	20.8	18.9	18.6	-2%	-15%
Securities	32.6	32.4	35.5	38.8	41.7	45.2	49.7	49.9	52.1	4%	25%
TL Securities	22.4	22.7	25.5	28.1	30.7	32.7	33.7	35.9	37.4	4%	22%
FC Securities (\$)	2.8	2.8	2.8	2.8	2.8	2.7	2.7	2.7	2.6	-2%	-6%
Deposits	163.5	164.2	165.0	173.4	180.0	192.8	221.0	210.3	219.7	4%	22%
TL Deposits	81.3	81.1	71.1	75.9	85.4	80.1	88.6	92.7	89.8	-3%	5%
FC Deposits (\$)	22.6	23.7	26.4	25.8	24.0	24.7	22.1	22.3	23.1	3%	-4%
Borrowings	61.0	62.3	63.9	75.3	80.8	90.0	114.5	90.0	98.6	9%	22%
TL Borrowings	5.1	6.1	6.5	7.1	6.8	7.8	7.0	5.6	7.6	36%	12%
FC Borrowings (\$)	15.4	16.0	16.1	18.1	18.7	18.0	17.9	16.1	16.2	1%	-14%
Shareholders' Equity	27.7	28.5	29.0	30.1	31.6	37.8	40.3	39.0	39.1	0%	24%
Assets Under Management	17.4	18.5	19.1	19.5	20.1	19.6	19.9	21.1	17.4	-17%	-13%
Loans/Assets	66%	66%	66%	63%	62%	61%	59%	59%	59%		
Securities/Assets	12%	11%	12%	12%	13%	12%	12%	13%	13%		
Borrowings/Liabilities	22%	22%	22%	24%	25%	25%	27%	24%	25%		
Loans/(Deposits+TL Bills)	112%	112%	115%	114%	113%	114%	112%	104%	103%		
CAR - cons	13.4%	13.7%	13.8%	13.4%	12.9%	13.9%	13.3%	14.8%	15.0%		
Tier-I - cons	9.7%	10.1%	10.2%	9.9%	9.9%	10.7%	9.8%	11.4%	12.1%		
Common Equity Tier-I - cons	9.9%	10.3%	10.3%	10.0%	9.9%	10.7%	9.8%	11.4%	11.0%		
Leverage Ratio	9.0x	8.9x	9.0x	9.5x	9.4x	8.7x	9.5x	8.6x	9.1x		



Liabilities



Note: Loans indicate performing loans

- 1. 2017 figures recasted for IFRS 9 reclassification of general provisions
- TL and FC Loans are adjusted for the FX indexed loans
- 3. Other interest earning assets (IEAs) include cash and balances with the Central Bank of Turkey, banks and other financial institutions, money markets, factoring receivables, financial lease receivables
- 4. Other assets include investments in associates, subsidiaries, joint ventures, hedging derivative financial assets, property and equipment, intangible assets, tax assets held for resale and related to discontinued operations (net) and other
- 5. Borrowings: include funds borrowed, marketable securities issued (net), subordinated loans. Intragroup funding from UniCredit €2.12bn (Dec 18 was €2.41bn / Total exposures is limited to cash excluding Business Related (i.e. Trade Finance), Repos and loro/nostro accounts)
- 5. Other liabilities: include retirement benefit obligations, insurance technical reserves, other provisions, hedging derivatives, deferred and current tax liability and other



Consolidated Income Statement

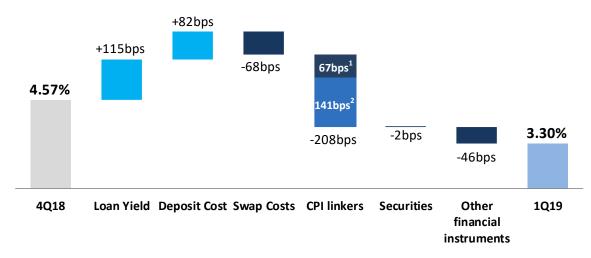
TL million	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19	q/q	у/у
Net Interest Income including swap costs	2,217	2,089	2,154	2,522	2,543	2,778	4,004	4,239	3,112	-27%	22%
o/w NII	2,251	2,321	2,353	2,810	2,845	3,209	4,311	4,131	3,485	-16%	22%
o/w CPI-linkers	325	338	409	663	436	460	1,360	2,478	787	-68%	80%
o/w Swap costs	-34	-232	-198	-288	-302	-431	-308	107	-372	-	23%
Fees & Commissions	849	826	799	841	1,034	1,051	1,036	1,116	1,337	20%	29%
Core Revenues	3,066	2,915	2,954	3,364	3,577	3,829	5,040	5,354	4,449	-17%	24%
Operating Costs	1,370	1,422	1,363	1,543	1,450	1,554	1,683	1,768	1,712	-3%	18%
Core Operating Income	1,696	1,494	1,591	1,821	2,127	2,275	3,357	3,586	2,737	-24%	29%
Trading and FX gains/losses	100	125	38	-24	11	275	152	266	336	26%	2993%
o/w FX gains/losses	38	99	28	9	27	65	-193	225	77	-66%	189%
o/w MtM gains/losses	34	16	-7	-32	-7	118	300	35	195	451%	-
o/w Trading gains/losses	28	10	17	-1	-9	92	45	6	64	-	-
Other income	102	75	53	109	136	40	76	107	120	12%	-12%
o/w income from subs	28	19	19	22	28	25	31	32	28	-12%	-1%
o/w Dividends	2	8	0	0	4	8	1	2	10	443%	145%
o/w Others	72	48	35	86	104	7	45	73	82	12%	-21%
Pre-provision Profit	1,898	1,694	1,682	1,906	2,274	2,590	3,585	3,959	3,193	-19%	40%
ECL net of collections	539	532	592	568	514	835	1,640	2,950	1,395	-53%	171%
o/w Stage 3 Provisions	756	717	761	596	607	738	1,433	1,844	1,406	-24%	132%
o/w Stage 1 + Stage 2 Provisions	45	62	46	151	237	460	451	1,195	326	-73%	38%
o/w Collections (-)	262	247	215	179	330	363	244	90	337	277%	2%
Other Provisions & Costs	94	40	33	180	147	196	527	-448	216	-	46%
o/w Pension fund provisions	0	0	0	123	0	85	145	0	211	-	-
o/w Pension fund provisions (under cost)	0	0	0	123	0	0	0	230	0	-	-
o/w Pension fund provisions (under provisions)	0	0	0	0	0	85	145	-230	211	-	-
o/w Other provisions	94	40	33	58	147	111	382	-449	5	-	-
Pre-tax Income	1,265	1,121	1,058	1,158	1,613	1,559	1,418	1,457	1,583	9%	-2%
Tax	263	229	216	278	369	332	303	376	341	-9%	-7%
Net Income	1,001	892	841	880	1,244	1,227	1,115	1,081	1,241	15%	0%
ROTE ¹	15.8%	13.3%	12.4%	12.6%	17.1%	15.9%	11.9%	11.4%	13.3%	193bps	-372bps

Bank-Only Income Statement

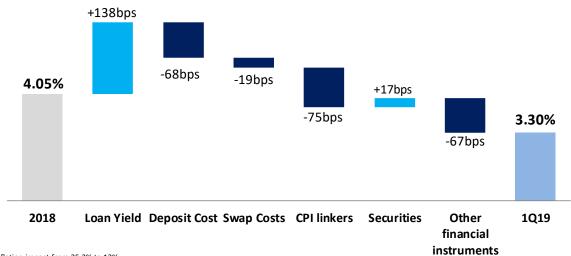
ROTE ¹	15.8%	13.4%	12.4%	12.6%	17.0%	15.8%	11.9%	11.4%	13.3%	192bps	-371bps
Net Income	1,001	892	841	880	1,244	1,227	1,115	1,081	1,241	15%	0%
Tax	229	200	183	247	318	294	242	335	285	-15%	-10%
Pre-tax Income	1,230	1,092	1,024	1,127	1,562	1,521	1,357	1,416	1,527	8%	-2%
o/w Other provisions	88	45	32	46	145	109	371	-488	2	-	-
o/w Pension fund provisions (under provisions)	0	0	0	0	0	85	145	-230	211	-	-
o/w Pension fund provisions (under cost)	0	0	0	123	0	0	0	230	0	-	-
o/w Pension fund provisions	0	0	0	123	0	85	145	0	211	-	-
Other Provisions & Costs	88	45	32	169	145	194	516	-487	213	-	47%
o/w Collections (-)	262	247	215	179	330	363	244	90	337	277%	2%
o/w Stage 1 + Stage 2 Provisions	43	61	40	146	224	480	440	1,219	315	-74%	41%
o/w Stage 3 Provisions	745	687	749	572	590	716	1,389	1,779	1,377	-23%	134%
ECL net of collections	526	501	574	539	483	832	1,586	2,908	1,354	-53%	180%
Pre-provision Profit	1,844	1,637	1,631	1,835	2,190	2,547	3,458	3,838	3,094	-19%	41%
o/w Others	65	45	35	88	39	54	42	50	66	33%	71%
o/w Dividends	2	0	0	0	3	2	1	1	8	430%	198%
o/w income from subs	146	140	144	145	211	171	233	160	224	40%	6%
Other income	213	186	179	233	252	227	276	212	298	41%	18%
o/w Trading gains/losses	13	33	3	4	41	40	43	2	64	-	54%
o/w MtM gains/losses	0	0	48	-33	-8	114	125	35	194	460%	-
o/w FX gains/losses	76	86	-28	0	23	58	-50	265	64	-76%	177%
Trading and FX gains/losses	89	119	23	-29	57	212	119	301	322	7%	467%
Core Operating Income	1,542	1,333	1,429	1,632	1,881	2,108	3,064	3,325	2,474	-26%	32%
Operating Costs	1,295	1,346	1,293	1,462	1,375	1,470	1,591	1,659	1,615	-3%	17%
Core Revenues	2,837	2,679	2,722	3,094	3,257	3,578	4,655	4,984	4,089	-18%	26%
Fees & Commissions	807	784	757	788	986	993	977	1,059	1,283	21%	30%
o/w Swap costs	-111	-278	-247	-378	-497	-523	-466	2	-551	-	11%
o/w CPI-linkers	325	338	409	663	436	460	1,360	2,478	787	-68%	80%
o/w NII	2,141	2,174	2,212	2,684	2,768	3,108	4,143	3,923	3,356	-14%	21%
Net Interest Income including swap costs	2,030	1,895	1,965	2,306	2,270	2,585	3,677	3,925	2,806	-29%	24%

NIM Evolution

Quarterly



Cumulative



CPI inflation impact from 25.2% to 12%

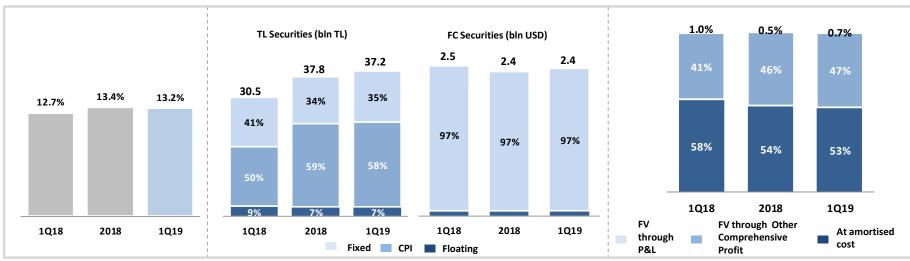
Impact of 4Q18's CPI linker income's 9 months impact of inflation revision from 16% to 25.2% (1,268 mln TL).

Securities

Securities/Assets

Composition by Type¹

Composition by Classification¹



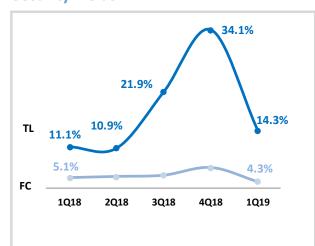
Securities / assets at 13.2% with dynamically managed mix to benefit from rate environment

Increase in CPI linkers to benefit from higher inflation levels. CPI-linker volume was almost stable at TL 15.6 bln in book value² (nominal: 13.0 bln TL); with a gain of TL 787 mln in 1Q19

CPI linker valuation at 12% (2018: 25.2%)

M-t-m unrealised loss at TL 2,507 mln as of 1Q19 (TL -437 mln in 1Q18)

Security Yields ¹



^{1.} Based on Bank-Only financials

^{2.} Excluding accruals

Details of main Borrowings

	Syndications	 US\$ 2.6 bln in 2018 May'18: US\$ 382mln & € 923mln, all-in cost at Libor+ 1.30% and Euribor+ 1.20% for the 367 day tranche and Libor+ 2.10% and Euribor+ 1.50% for the 2 year and 1 day tranche, respectively. 48 banks from 19 countries Oct'18: US\$ 275mln & € 690.7mln, all-in cost at Libor+ 2.75% and Euribor+ 2.65% for 367 days. 27 banks from 13 countries
International	AT1	~US\$ 650 mln outstanding Jan'19: US\$ 650 mln market transaction, callable every 5 years, perpetual, 13.875% (coupon rate)
	Subordinated Loans	 ~US\$ 2.6 bln outstanding Dec'12: US\$ 1.0 bln market transaction, 10 years, 5.5% (coupon rate) Jan'13: US\$ 585 mln, 10NC5, 5.7% fixed rate – Basel III Compliant Dec'13: US\$ 270 mln, 10NC5, 7.72% – Basel III Compliant Mar'16: US\$ 500 mln market transaction, 10NC5, 8.5% (coupon rate)
	Foreign and Local Currency Bonds / Bills	US\$ 3.65 bln Eurobonds Jan'13: US\$ 500 mln, 4.00% (coupon rate), 7 years Oct'14: US\$ 550 mln, 5.125% (coupon rate), 5 years Feb'17: US\$ 600 mln, 5.75% (coupon rate), 5 years Jun'17: US\$ 500 mln, 5.85% (coupon rate), 7 years Jun'17: TL 500 mln, 13.13% (coupon rate), 3 years Mar'18: US\$ 500 mln, 6.10% (coupon rate), 5 years Mar'19: US\$ 500 mln, 8.25% (coupon rate), 5.5 years
	Covered Bond	TL 1.57 bln out standing Oct'17: Mortgage-backed, maturity 5 years Feb'18: Mortgage-backed with 5 years maturity May'18: Mortgage-backed with 5 years maturity Mar'19: Mortgage-backed with 5 years maturity
Domestic	Local Currency Bonds / Bills	TL 2.1 bin total Jan'19: TL 142 min, 3 months maturity Feb'19: TL 710 min, 2 months maturity Mar'19: TL 1,27 bin, 2 months maturity 1019 1019 1019

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