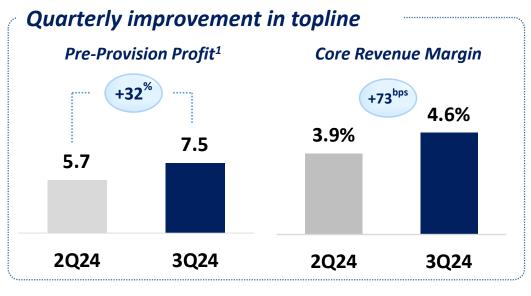
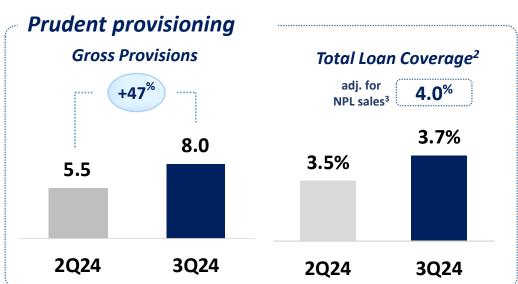
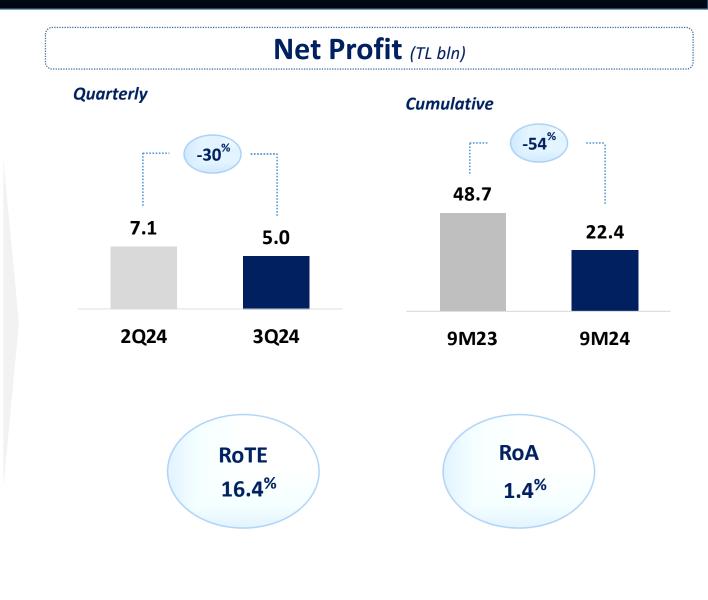


Top-line improvement kick started, conservative provisioning weigh on net profit



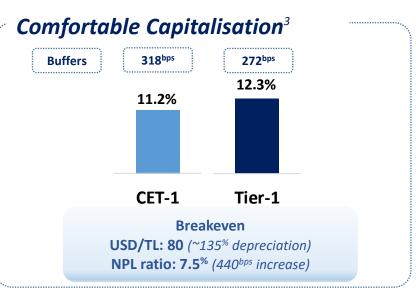


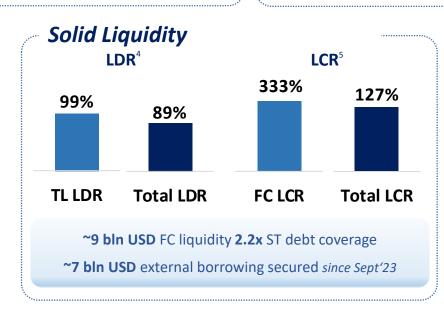


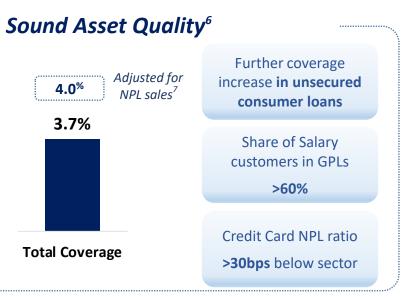
Strong fundamentals alongside a well positioned balance sheet

**Total: 44* (bank-only 46*) TL: 26* FC: 70* **Total: 45* Total: 45* FC: 70* **Total: 46* Total: 40* Total







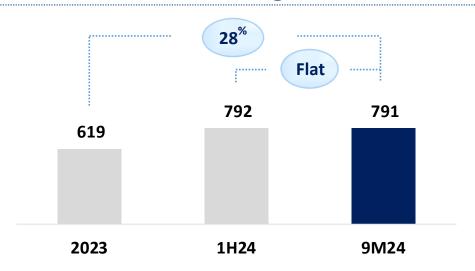


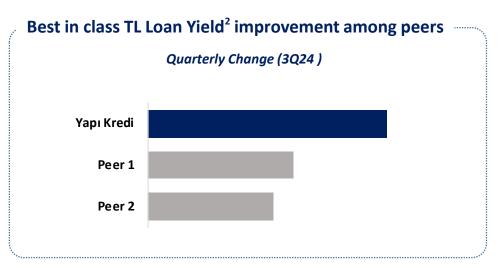
Notes:



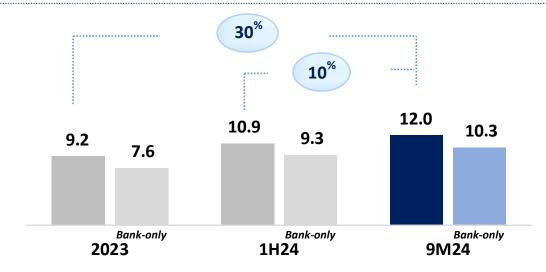
Selective lending with ongoing repricing actions lead to best-in class loan yield evolution among peers

TL Performing Loans¹ (TL bln)





FC Performing Loans¹ (US\$ bln)



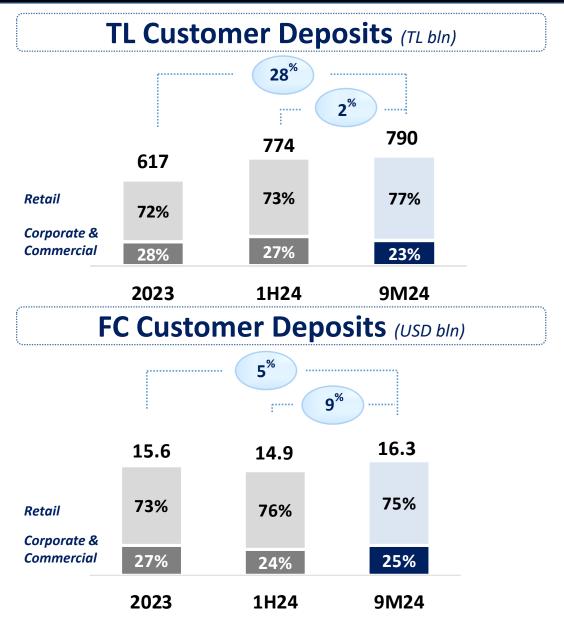
Active TL loan pricing actions supporting the yields

- ✓ TL loan yield improved significantly in 3Q24, above peer group
- ✓ New loan repricing: >400^{bps} above the sector throughout September
 - ✓ Lucrative FC loan growth with a cautious approach

Notes:

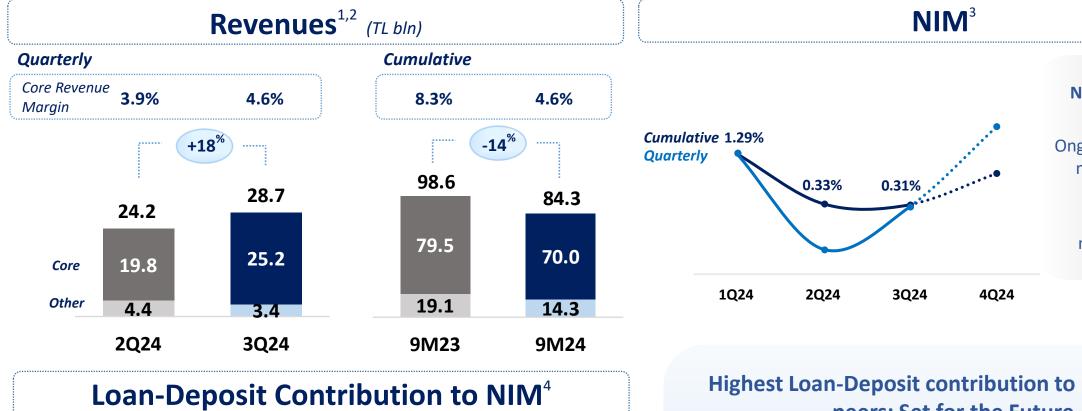
- Loans exclude loans provided to financial institutions; adjusted for the FX indexed loans
- ... Based on 9M24 BRSA bank-only financials, announced so far. Credit card related differences adjusted

Strong demand deposit base coupled with ongoing deposit cost management





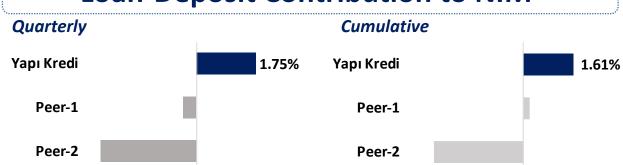
Improvement in quarterly core revenues, NIM widening already started but limited given prolonged high interest rate environment





Ongoing pressure from macro-prudential measures

> Prolonged tight monetary stance



Highest Loan-Deposit contribution to NIM among peers: Set for the Future

TL Loan / Deposit Spread widened +236^{bps} q/q thanks to

Active Loan Repricing: +221^{bps} q/q; 117^{bps} above peers

Controlled cost of TL deposits: -15^{bps} q/q

Customer penetration further supports fees, amid contained loan activity

3Q24

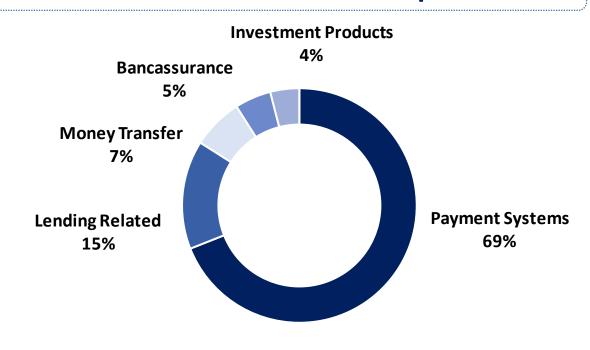
Net Fee & Commission Income (TL bln)

Quarterly **Cumulative** 132 56.2 24.2 20.2 19.2

9M24

2Q24

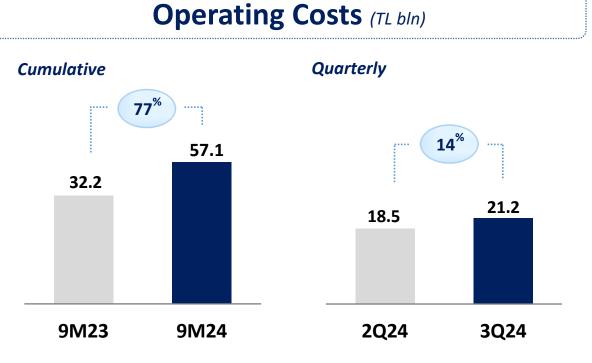
Net Fee & Commission Composition¹



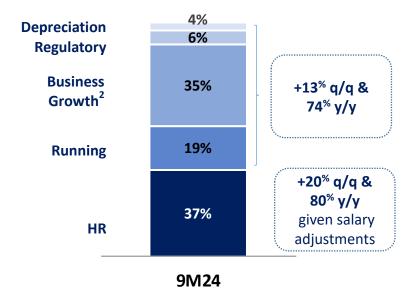


9M23

Controlled cost growth with human capital focus, fee coverage of opex at 98%



Cost Breakdown¹

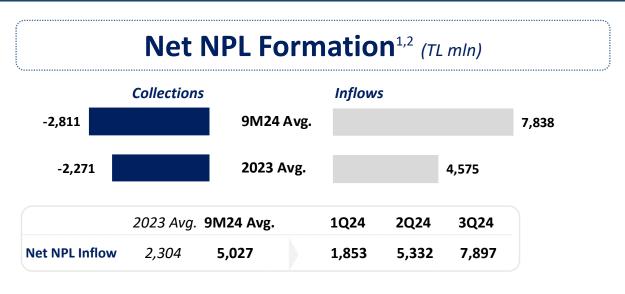


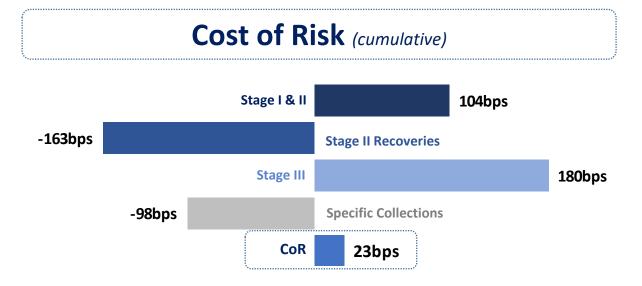


lotes.

- Based on Bank-only financials, MIS data.
- . Including customer acquisition costs, World points and advertisement.
- Based on BRSA financials as of 9M24 for peers announced so far

NPL inflows driven by unsecured consumer loans, strong collections and recoveries sustain from company side

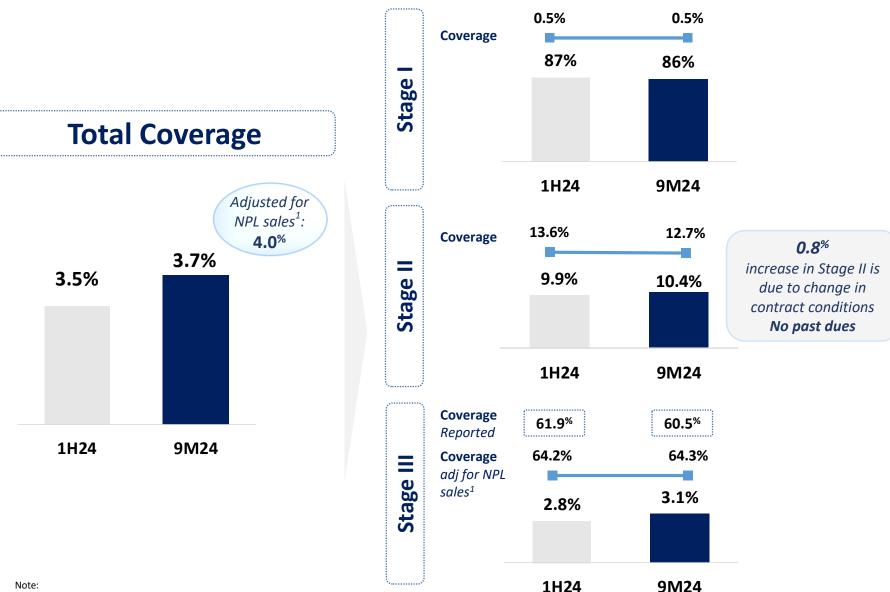




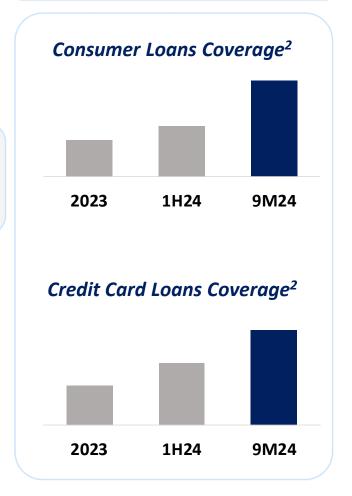


- Based on Bank-only BRSA financials.
- Excluding the positive impact of NPL sales & write-offs; NPL Sales 9M24: 4.0 bln TL (1Q24: 1 bln TL, 2Q24: 1.1 bln TL, 3Q24: 1.9 bln TL).

Prudent provisioning, significant increase in unsecured consumer loan coverages



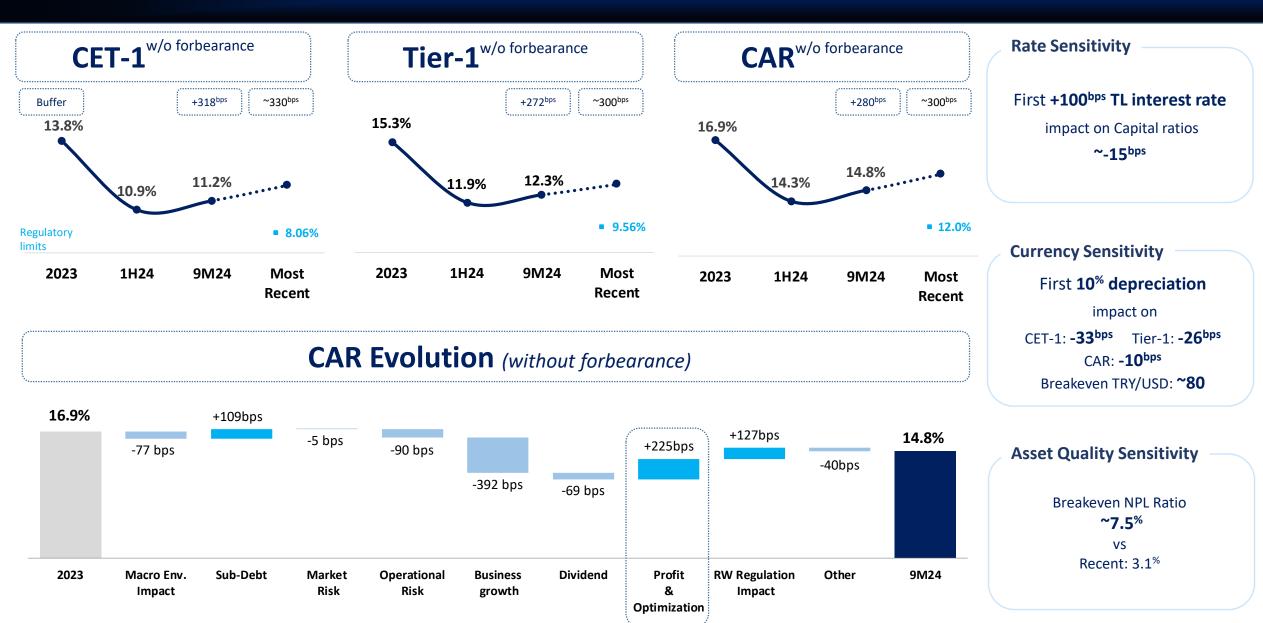
Further Increasing Coverage of **Unsecured Consumer Loans in-line** with Prudency



Based on Bank-only BRSA financial

- NPL Sales 9M24: 4.0 bln TL (1Q24: 1 bln TL, 2Q24: 1.1 bln TL, 3Q24: 1.9 bln TL)
- Based on MIS data excluding NPL sales

Very comfortable capital buffers further supported by ease in regulations



Notes:

2024 Guidance

		2024	9M24	Potential/Risk	
	Total Loan Growth (ytd)	~Inflation	35%	✓	
Volumes	TL Loan Growth (ytd)	Real Loan Growth	28%	Downside Risk	
	FC Loan Growth (ytd)	Double-Digit Increase	30%	✓	
	NIM (bank-only)	~2% (Exit: >4.5%)	0.31%	Downside Risk	
Revenues	Core Revenue Margin	~6%	4.6%	Downside Risk	
	Fee Growth	> 100%	132%	✓	
Costs	Cost growth	< 65%	77%	✓	
Asset Quality	Total CoR	< 75bps	23bps	✓	

RoTE: Mid-to-High Twenties

(Inf. Acc. 2024 RoTE: Positive)

Downside risk 🖐







Sustainability

Net-Zero Banking & Sustainable Finance

- Obtained SBTi verification in July 2024 (highest lending portfolio target coverage among Turkish banks)
- Committed to Net-Zero Banking Alliance (NBZA) in July 2023
- Measuring Scope-3 Category 15: Investments emissions according to PCAF since 2021
- No financing for new thermal coal-related power & mining
- ➤ The goal of 10% increase in the percentage of women entrepreneur customers with 2 or more active financial products from different categories by 2026 to support their financial resilience within the scope of UN PRB financial inclusion commitment
- ➤ Nature Friendly Mortgage & Auto loans
- Sustainability-Linked Loans
- > ESG-Linked Investment Funds

Indices & Initiatives





PRINCIPLES FOR RESPONSIBLE BANKING



Included in 2023 Bloomberg Gender Equality Index









The first Turkish Bank to become a signatory



Ratings

Leader in Türkiye, Best-in-Class Globally



AA Leader category

The only bank in leader category in Türkiye since 2021

CDP Climate Change and Water Security A Leadership Score



Above global sector average

The first and only bank in Türkiye having A Score in both Climate Change and Water Security

Included in Sustainalytics' ESG Top-Rated Companies List



Risk Rating Score: 14.5 Low Risk

Best Among the Top Tier-1 Turkish Banks



Score: **59** ESG Rating: **3**

Sustainability Yearbook Member

S&P Global

Total ESG Score: **64**

S&P Global Sustainability Yearbook Member 3rd time in a row

Macro environment and banking sector

Macro Environment

	2022	2023	9M24
GDP Growth (y/y) ¹	5.5%	5.1%	3.8%
CPI Inflation (y/y)	64.3%	64.8%	49.4%
CAD ² /GDP ³	-5.1%	-3.6%	-0.9%
Budget Deficit/GDP ³	-0.9%	-5.2%	-4.9%
USD/TL (eop)	18.70	29.44	34.12
2Y Benchmark Bond Rate (eop)	8.8%	39.7%	41.2%

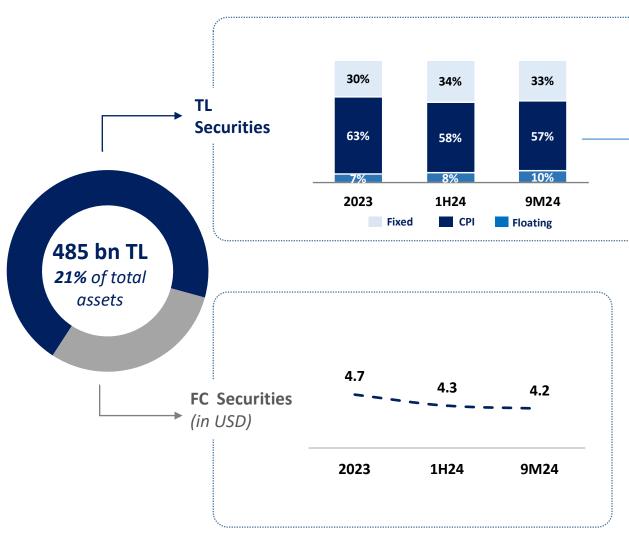
Banking Sector - *Private Banks*

	2022	2023	9M24
Loan Growth (ytd)	52%	51%	34%
TL	76%	52%	30%
FC (USD)	-15%	-7%	23%
Cust. Deposit Growth (ytd)	59%	61%	23%
TL	152%	83%	29%
FC (USD)	-20%	-13%	-1%
NPL Ratio	2.7%	2.1%	2.1%
CAR ⁴	21.6%	20.3%	17.3%
RoTE	48.2%	39.2%	26.2%

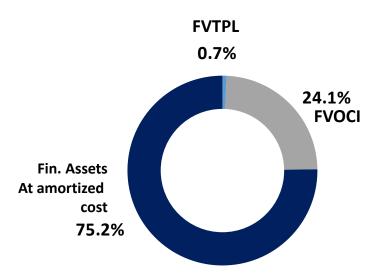
All macro data as of September 2024 unless otherwise stated Banking sector volumes based on BRSA weekly data as of 27 September 2024

- CAD indicates Current Account Deficit as of August'24
- 3Q24 GDP Forecast
- 4. CAR includes regulatory forbearances and as of August'24

Securities portfolio



Securities Classification



Net Interest Income from CPI linkers² (TL million)

Quarterly	1Q24	2Q24	3Q24
Interest Income	17,136	16,958	19,356
Interest Expense ³	-8,426	-9,858	-9,792
NII	8,710	7,101	9,564

Cumulative	9M23	9M24
Interest Income	42,184	53,450
Interest Expense ³	-4,824	-28,076
NII	37,360	25,374

194 bn TL¹

CPI expectation for the valuation of linkers: 9M24: 47%; 1H24: 45%

Notes:

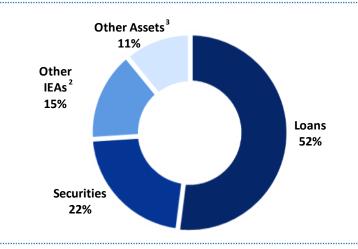
Based on BRSA Bank-Only financials

- 1. Including Accruals
- . Interest income from CPI linkers includes only inflation impact on principal amount and does not include the interest income from fixed coupon rate
- 3. Interest expense in based on compaunded repo funding rate

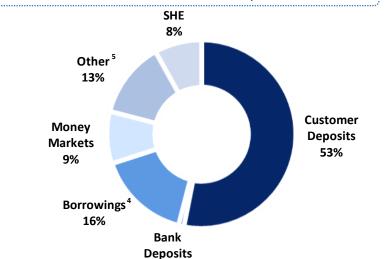
Consolidated balance sheet

TL bln	9M23	2023	1H24	9M24	q/q	ytd	у/у
Total Assets	1,678	1,863	2,320	2,490	7%	34%	48%
Loans ¹	770	890	1,149	1,200	4%	35%	56%
TL Loans	521	619	792	791	0%	28%	52%
FC Loans (\$)	9	99	11	12	10%	30%	31%
Securities	386	417	496	505	2%	21%	31%
TL Securities	248	266	338	342	1%	29%	38%
FC Securities (\$)	5	5	5	5	-2%	-7%	-5%
Customer Deposits	984	1,076	1,264	1,347	7%	25%	37%
TL Customer Deposits	562	617	774	790	2%	28%	41%
FC Customer Deposits (\$)	15	16	15	16	9%	5%	6%
Borrowings	317	366	482	518	8%	42%	64%
TL Borrowings	23	25	61	68	11%	173%	197%
FC Borrowings (\$)	11	12	13	13	3%	14%	23%
Shareholders' Equity	162	179	183	191	4%	7%	18%
Assets Under Management	206	238	371	425	14%	79%	106%

Assets - Bank Only



Liabilities — Bank Only



1%

Notes:

- Loans indicate performing loans excluding loans provided to financial institutions. TL and FC Loans are adjusted for the FX indexed loans
- Other interest earning assets (IEAs) include Balances with the Central Bank Turkey, banks and other financial institutions, money markets, factoring receivables, financial lease
- 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
- Borrowings: include funds borrowed, marketable securities issued (net), subordinated loans. Intragroup funding /
- Total exposures is limited to cash excluding Business Related the limited to cash excluding Business Related to cash excludi

Consolidated income statement

TL million	3Q23	2Q24	3Q24	q/q	9M23	9M24	y/y
Net Interest Income including swap costs	29,189	613	5,043	723%	55,304	13,838	-75%
o/w NII	29,554	20,117	17,708	-12%	<i>53,457</i>	63,180	18%
o/w Swap costs	-365	-19,504	-12,665	-35%	1,847	-49,343	n.m.
Fees & Commissions	11,037	19,201	20,199	5%	24,226	56,157	132%
Core Revenues	40,226	19,813	25,242	27%	79,530	69,994	-12%
Operating Costs	12,073	18,548	21,206	14%	32,197	57,096	77%
Core Operating Income	28,153	1,266	4,036	219%	47,333	12,898	-73%
Other Revenues	6,004	4,401	3,429	-22%	19,080	14,329	-25%
Trading excl. ECL hedge	5,403	3,345	2,707	-19%	16,997	12,075	-29%
Other income	600	1,056	722	-32%	2,083	2,254	8%
o/w income from subs	370	416	412	-1%	880	1,153	31%
Pre-provision Profit	34,156	5,666	7,465	32%	66,413	27,227	-59%
ECL (excl. currency impact)	573	-2,391	2,176	n.m	1,776	1,992	12%
o/w Collections/Provision Reversals (-)	2,480	7,847	5,870	-25%	11,737	22,617	93%
o/w Currency Impact (-)	884	198	743	275%	5,741	2,072	-64%
Provisions for Risks and Charges & Other	33	-51	30	-159%	113	67	-41%
Pre-tax Income	33,550	8,108	5,259	-35%	64,523	25,169	-61%
Tax	8,964	1,005	258	-74%	15,820	2,762	-83%
Net Income	24,586	7,103	5,001	-30%	48,703	22,407	-54%

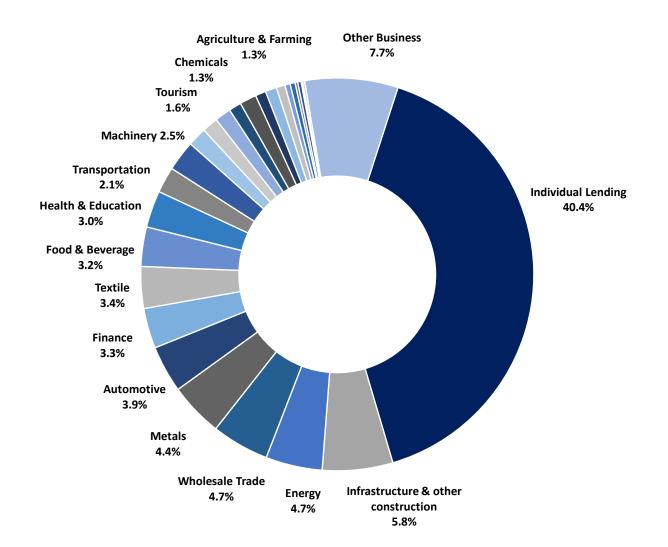
n.m.: not meaningful

Bank-only income statement

TL million	3Q23	2Q24	3Q24	q/q	9M23	9M24	у/у
Net Interest Income including swap costs	27,288	-2,509	1,376	n.m	50,780	4,301	-92%
o/w NII	27,703	17,026	14,158	-17%	49,132	53,812	10%
o/w Swap costs	-415	-19,534	-12,782	-35%	1,648	-49,511	n.m.
Fees & Commissions	9,765	18,141	18,942	4%	21,493	52,641	145%
Core Revenues	37,053	15,633	20,318	30%	72,272	56,941	-21%
Operating Costs	11,454	17,535	20,197	15%	30,702	54,116	76%
Core Operating Income	25,599	-1,902	121	n.m	41,570	2,825	-93%
Other Revenues	7,765	6,731	6,309	-6%	23,117	21,672	-6%
Trading excl. ECL hedge	5,199	3,242	2,590	-20%	16,121	11,645	-28%
Other income	2,566	3,490	3,720	7%	6,996	10,028	43%
o/w income from subs	2,357	2,934	3,371	15%	5,786	8,902	54%
Pre-provision Profit	33,364	4,829	6,430	33%	64,687	24,497	-62%
ECL (excl. currency impact)	701	-2,270	2,317	n.m	1,958	2,293	17%
o/w Collections/Provision Reversals (-)	2,338	7,689	5,694	-26%	11,305	22,029	95%
o/w Currency Impact (-)	884	198	743	275%	5,741	2,072	-64%
Provisions for Risks and Charges & Other	25	-55	23	n.m	71	41	-42%
Pre-tax Income	32,638	7,154	4,091	-43%	62,659	22,163	-65%
Tax	8,052	52	-910	n.m	13,956	-243	n.m
Net Income	24,586	7,103	5,001	-30%	48,702	22,405	-54%

Notes: n.m.: not meaningful

Sectoral breakdown of loans



- Well-diversified loan portfolio
- The Share of Energy Loans in total down by 8 pp since 2018
- The Share of Infrastructure and Other Construction in total down by 5 pp since 2018
- 8% share of SMEs in cash loans

ECL details

TL million	2Q24	3Q24	9M24	
Provisions	5,655	8,789	26,681	
Stage-1	-1,965	-954	631	
Stage-2	2,318	3,330	10,437	
Stage-3	5,302	6,413	15,613	
Currency Impact	-198	-743	-2,072	
Provision Reversals	-3,865	-4,076	-14,112	
Collections	-3,982	-1,794	-8,505	
ECL	-2,391	2,176	1,992	

Details of main borrowings

Syndications	 ~ US\$ 1.73 bln Nov'23: US\$ 359 mln and € 372,5 mln, all-in cost at SOFR+ 3.50% and Euribor+ 3.25% for 367 days. 39 banks from 22 countries Sustainability Linked May'24: US\$ 442,5 mln and € 454,5 mln, all-in cost at SOFR+ 2.50% and Euribor+ 2.25% for 367 days. 46 banks from 25 countries Sustainable
AT1	US\$ 500 mln outstanding Apr'24: US\$ 500 mln market transaction, callable at 5.25 years and every interest payment date onwards, perpetual, 9.743% (coupon rate)
Subordinated Transactions	US\$ 1.15 bln outstanding Jan'21: US\$ 500 mln market transaction, 10NC5, 7.875% (coupon rate)- Basel III Compliant Jan'24: US\$ 650 mln market transaction, 10NC5, 9.25% (coupon rate)- Basel III Compliant
Foreign and Local Currency Bonds / Bills	US\$ 1.30 bln Eurobonds Mar'19: US\$ 500 mln, 8.25% (coupon rate), 5.5 years PAID Sep'23: US\$ 500 mln, 9.25% (coupon rate), 5 years- Sustainable Nov'23: US\$ 300 mln, 8.75% (yield rate), 5 years- Tap Sep'24: US\$ 500 mln, 7.125% (coupon rate), 5 years 3024
Covered Bond	TL 400 mln outstanding Dec'19: Mortgage-backed with 5 years maturity
DPRs	 ~ US\$ 2.78 bln Sep'23: US\$ 714.4 mln and € 100 mln with maturities varying between 5 and 8 years and with 6 different investors Oct'23: US\$ 175 mln with 5 years maturity and with 2 different investors
	AT1 Subordinated Transactions Foreign and Local Currency Bonds / Bills Covered Bond

Local Currency Bonds / Bills Domestic

TL 9.21 bln total

- Feb'24: TL 312 mln, 1-year maturity, TLREF index + 50 bps
- Jul'24 : TL 3.59 bln, 3-month maturity 3Q24
- Aug'24: TL 2.13 bln, 3-month maturity 3024
- Sep'24: TL 3.19 bln, 3-month maturity 3024

Subordinated Bonds

TL 800 mln total

- Jul'19: TL 500 mln, 10-year maturity, TLREF index + 193 bps
- Oct'19: TL 300 mln, 10-year maturity, TLREF index + 130 bps

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