



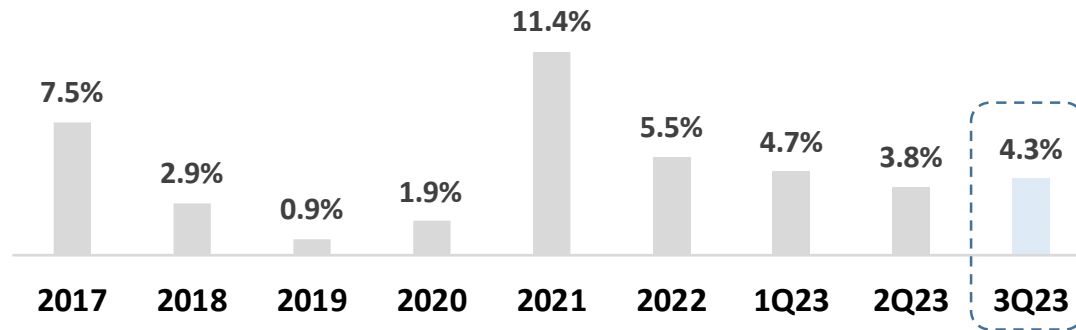
**INVESTOR PRESENTATION**

# ■ **Macroeconomic Overview**

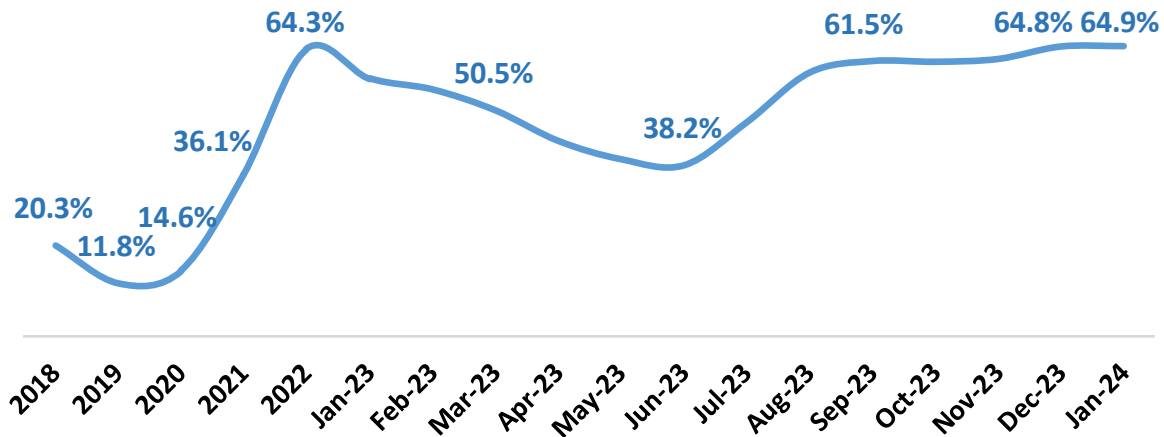
- Turkish Banking Sector
- Shareholder Structure
- Yapı Kredi at a Glance – Key Financial Figures
- Financial Performance
- Sustainability Approach
- Annex

# Macro trends & Demographics

## GDP – 12 month rolling



## Inflation - YoY



## Turkey statistics

|   |      |                               |       |
|---|------|-------------------------------|-------|
| Total Population <sup>1</sup><br><i>(in mn)</i> | 85.3 | CAD /GDP                      | -4.2% |
| Population <sup>1</sup><br>< age 30             | 45%  | Budget Deficit /GDP           | -5.4% |
| Household Debt <sup>2</sup> /GDP                | 12%  | Public Debt /GDP <sup>3</sup> | 30.5% |
| Total assets / GDP                              | 74%  | Total loans /GDP              | 38%   |

1. Source: TÜİK, as of 2022-end.

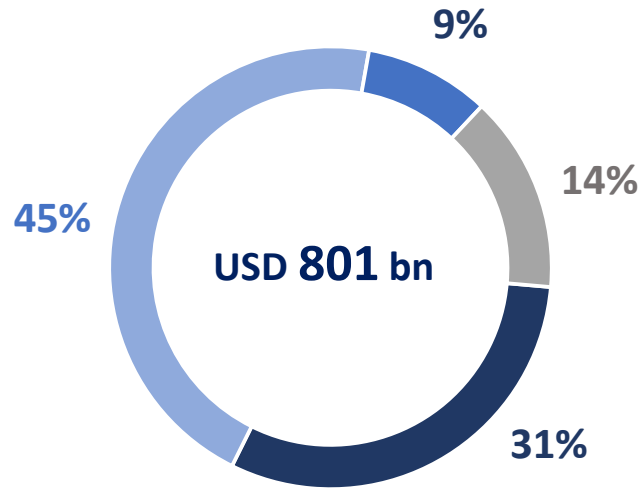
2. Source: CBRT, as of June-end, 2023

3. Source: Ministry of Treasury and Finance, ratio as of September-end, 2023.

- Macroeconomic Overview
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# Turkish Banking Sector

## Asset Breakdown of Banking System<sup>1</sup>



### # of Banks<sup>2</sup>

- 25 {
  - Top 4 Private Banks
  - State Banks
- 3 — ■ Other Private Banks
- 26 — ■ Participation & Development & Inv. Banks

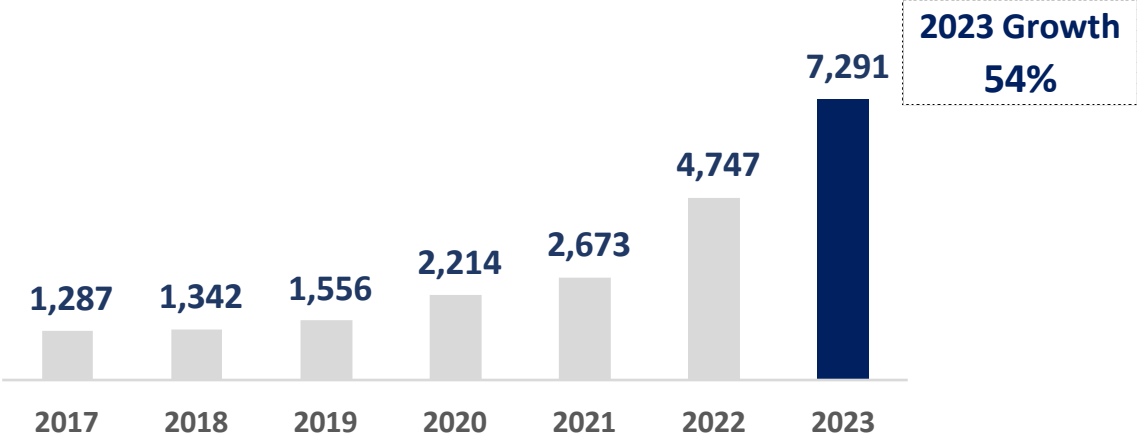
1. Based on BRSA monthly data, as of December 2023.
2. Based on TBB data, as of December 31, 2023.
3. Based on BRSA bank-only financials, as of December, 2023.
4. Based on BRSA bank-only financials, as of September, 2023.

| Top 10 Banks <sup>3</sup> | Market Share |             | Free Float   | Foreign Direct Ownership |
|---------------------------|--------------|-------------|--------------|--------------------------|
|                           | Assets       | Loans       |              |                          |
| <b>State</b>              |              |             |              |                          |
| Ziraat Bank <sup>4</sup>  | 15.9%        | 17.3%       | -            |                          |
| VakıfBank                 | 11.9%        | 12.8%       | 6.0%         |                          |
| Halk Bankası <sup>4</sup> | 10.4%        | 11.5%       | 8.5%         |                          |
| <b>Private</b>            |              |             |              |                          |
| Isbank                    | 10.4%        | 9.8%        | 33.6%        |                          |
| Garanti BBVA              | 8.2%         | 8.9%        | 13.9%        | BBVA (85.97%)            |
| Akbank                    | 7.6%         | 7.3%        | 50.8%        |                          |
| <b>Yapı Kredi</b>         | <b>4.7%</b>  | <b>7.5%</b> | <b>38.8%</b> |                          |
| QNB Finansbank            | 3.7%         | 4.4%        | 0.12%        | QNB (99.88%)             |
| DenizBank                 | 3.6%         | 3.6%        | -            | Emirates NBD (100%)      |
| TEB                       | 1.5%         | 1.6%        | -            | BNP Paribas (72.5%)      |

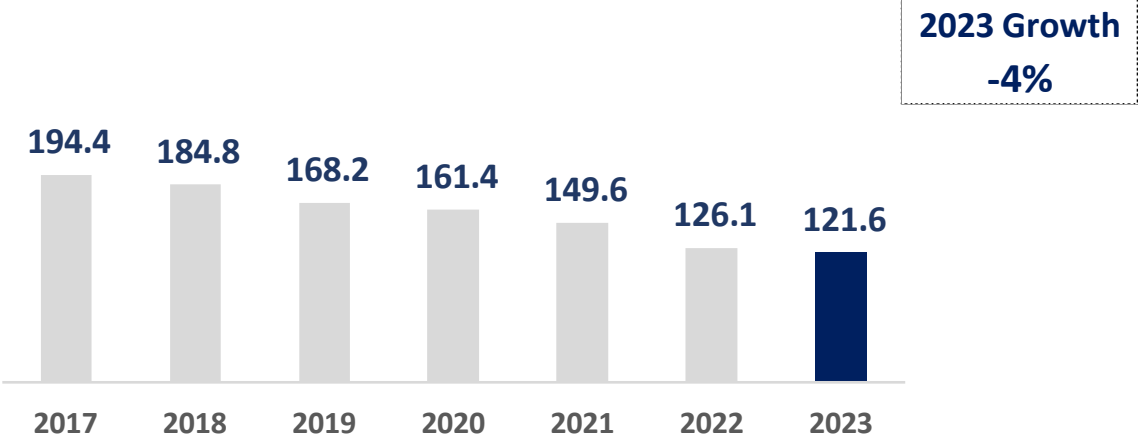
**Yapı Kredi is the 4th largest private bank in Turkey with total assets worth USD 59bn.**

# Turkish Banking Sector – Commercial Banks

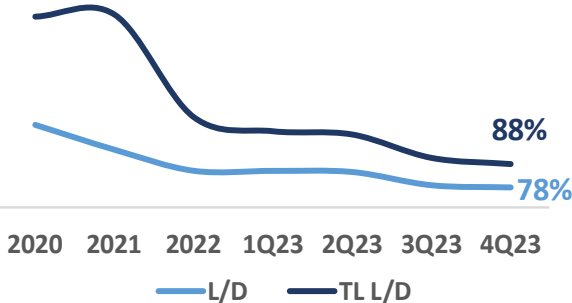
**TL Performing Loans<sup>1</sup> (TL bn)**



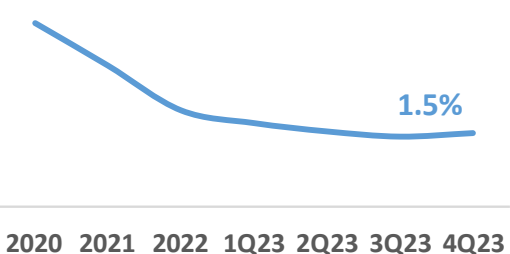
**FC Performing Loans<sup>1</sup> (USD bn)**



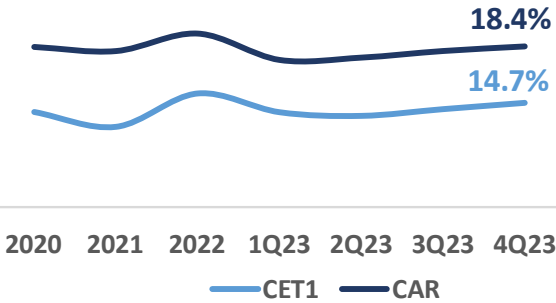
**L/D Ratios<sup>2</sup>**



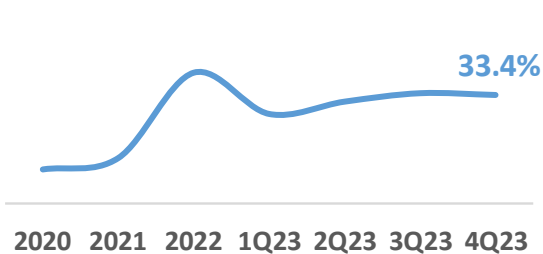
**NPL Ratio<sup>2</sup>**



**Capital Ratios<sup>2</sup>  
incl. forbearances**



**RoAE<sup>2</sup>**



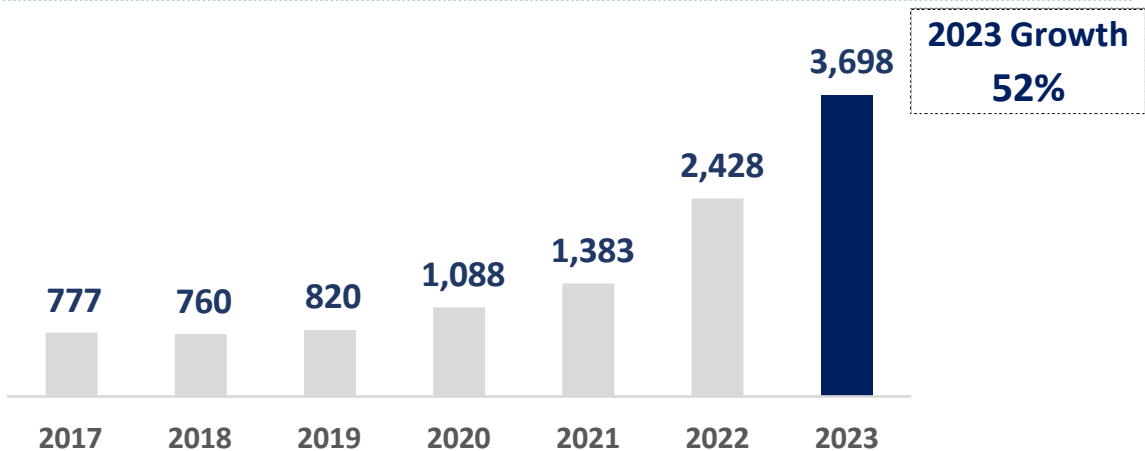
Notes: Commercial banks' figures

1. Based on BRSA weekly data, as of December 1, 2023

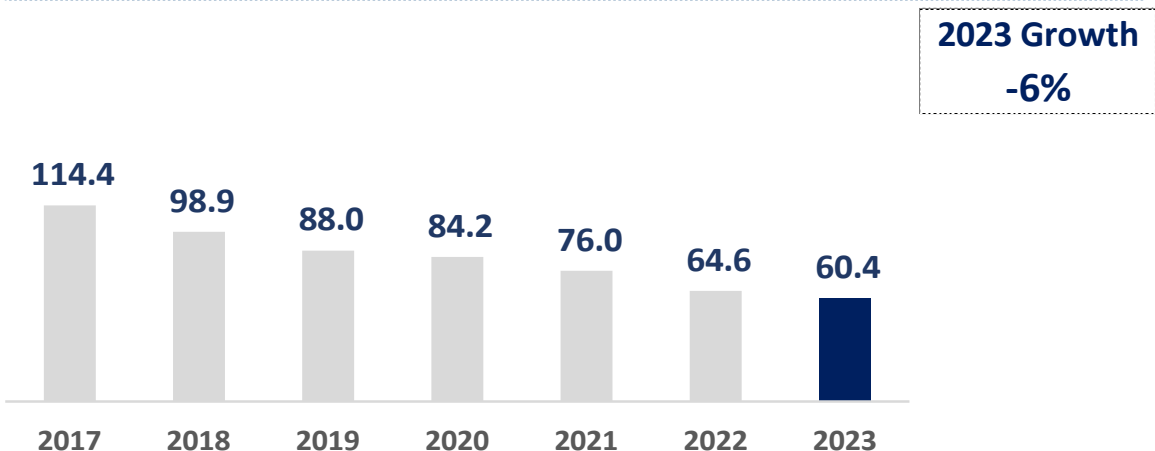
2. Based on BRSA monthly data, as of October 2023

# Turkish Banking Sector – Private Banks

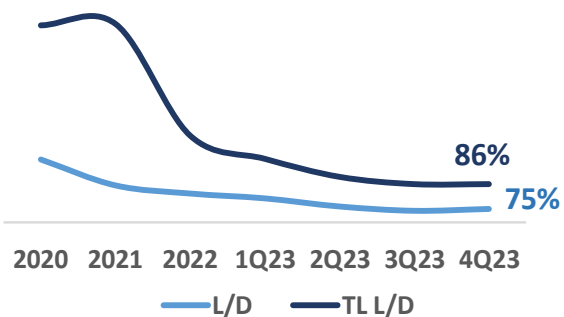
**TL Performing Loans<sup>1</sup> (TL bn)**



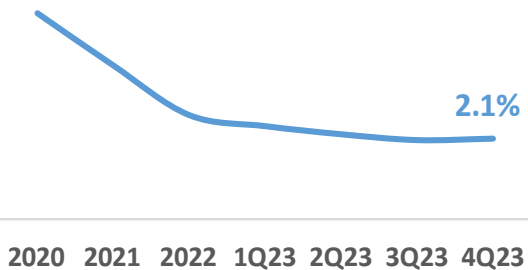
**FC Performing Loans<sup>1</sup> (USD bn)**



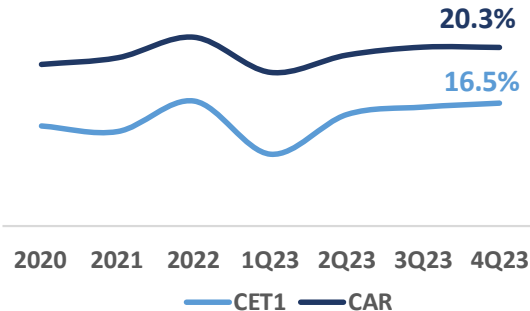
**L/D Ratios<sup>2</sup>**



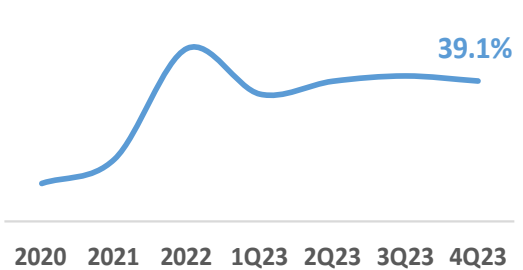
**NPL Ratio<sup>2</sup>**



**Capital Ratios<sup>2</sup>**  
*incl. forbearances*



**RoAE<sup>2</sup>**



Notes: Private banks' figures

1. Based on BRSA weekly data, as of December 1, 2023

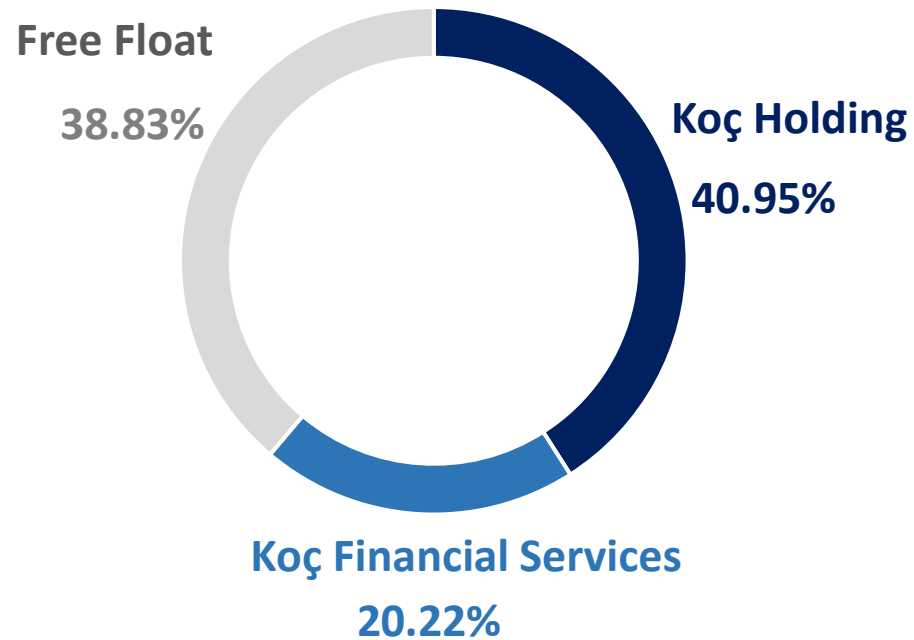
2. Based on BRSA monthly data, as of October 2023

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# Yapı Kredi Ownership Structure

Koç Holding: Stable, long-term focused majority shareholder

## Ownership Structure

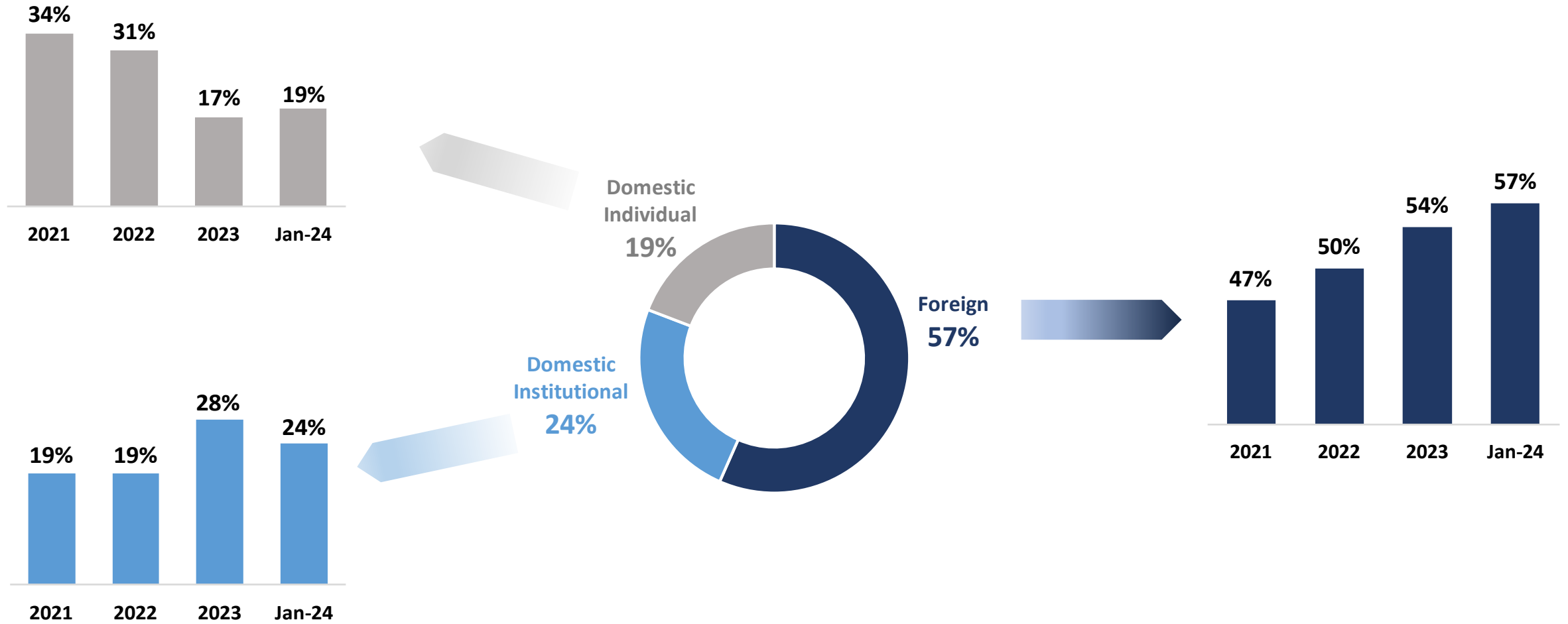


Largest exporting group in Turkey:  
~7% of Turkey's total exports

|                       |           |
|-----------------------|-----------|
| Koç Holding           | 9M23      |
| Total Assets (TL mln) | 2,331,225 |
| Revenues (TL mln)     | 886,318   |
| Net Income (TL mln)   | 73,675    |

**Koç Holding Ratings: Moody's: B3 / S&P: B**

# Yapı Kredi Ownership Structure – Free Float Analysis



Notes:  
Based on the MKK data dated 31.01.2024

■ Macroeconomic Overview

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## ■ **Yapı Kredi at a Glance – Key Financial Figures**

■ Financial Performance

■ Sustainability Approach







■ Annex

# Yapı Kredi: A leading financial services group

## Yapı Kredi in Numbers<sup>1</sup>

|                    |       |               |        |
|--------------------|-------|---------------|--------|
| Number of Branches | 780   | Employees     | 15.009 |
| Number of ATM's    | 5,185 | POS Terminals | >1.2mn |

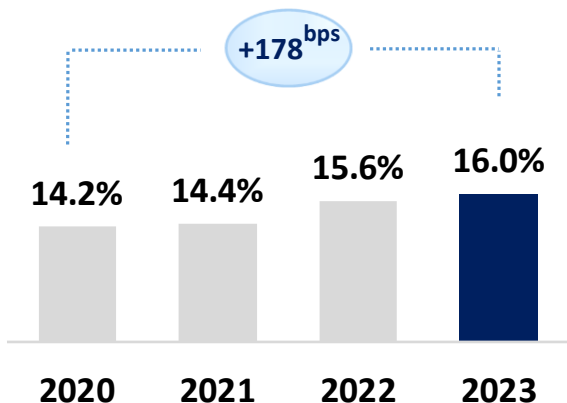
## Subsidiaries

|  |  |   |
|--|--|---|
|  <p><b>YapıKredi</b><br/>Invest</p>   |  <p><b>YapıKredi</b><br/>Asset Management</p> |  <p><b>YapıKredi</b><br/>Factoring</p>   |
| 15.8% <sup>2</sup> market share on the basis of market share in equities   | Advanced product management expertise with a 9.0% <sup>3</sup> market share  | Solidly positioned in the sector with a 11.5% <sup>4</sup> market share   |
|  <p><b>YapıKredi</b><br/>Leasing</p> |  <p><b>YapıKredi</b><br/>Nederland</p>       |  <p><b>YapıKredi</b><br/>Azerbaijan</p> |
| A leading institution with 16.6% <sup>4</sup> market share   | Strong transaction capabilities in foreign trade and structured commodity finance  | Investments in digital products and channels  |

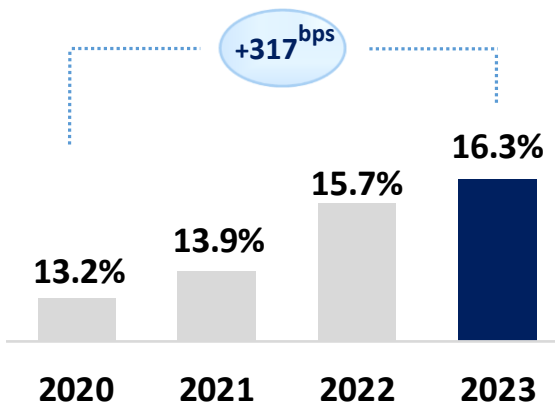
Notes:  
1. As of 2023-end  
2. Market share based on Takasbank data as of 2023-end  
3. Market share based on Borsa Istanbul data as of 2023-end  
4. Leasing and Factoring market shares based on Association of Financial Institution data as of Sep'23

# Market share gains in lucrative products, empowering profitability

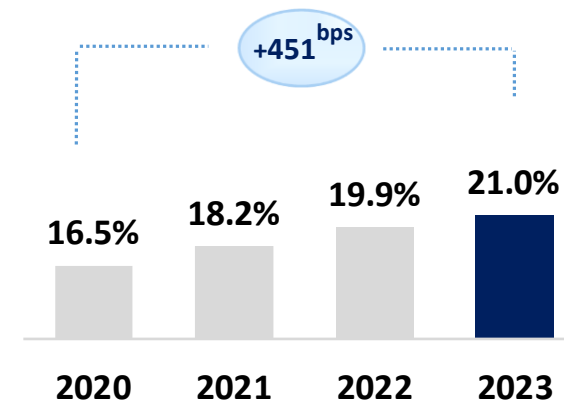
**TL Customer Demand Deposits**



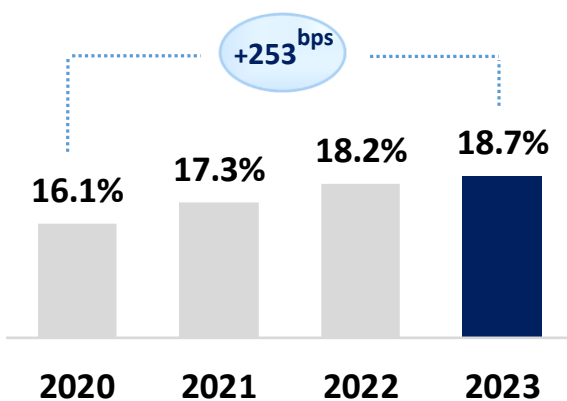
**Individual Demand Deposits**



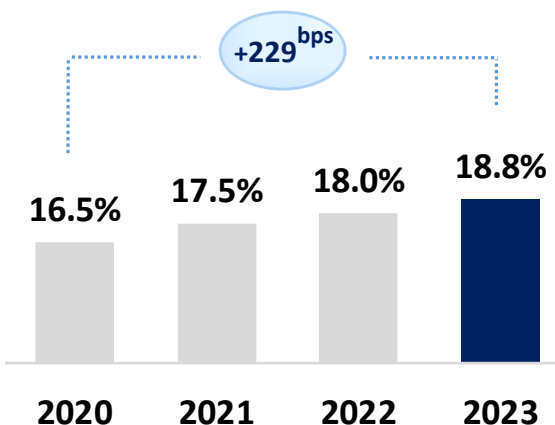
**Individual TL Demand Deposits**



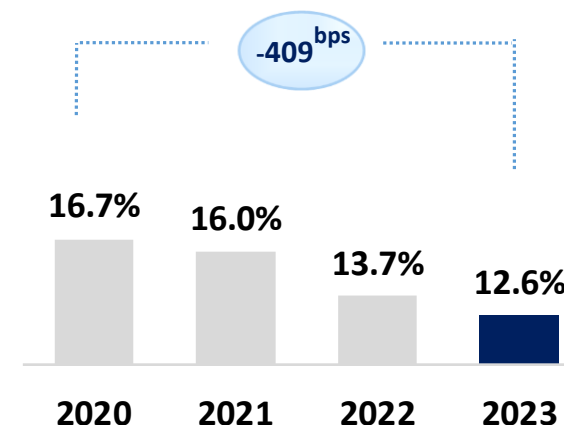
**Consumer Loans**



**General Purpose Loans**



**FC Loans**

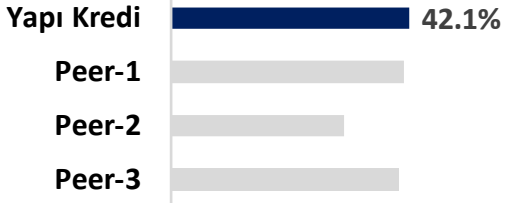


Notes:  
Market Shares among Private Banks  
Based on BRSA weekly data, FC Loans exclude loans provided to financial institutions.

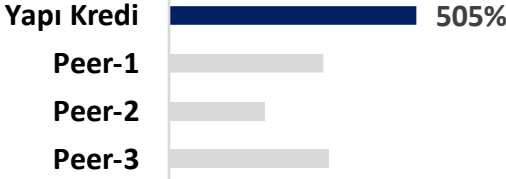
# Best-in class profitability with top-notch fundamentals

## Strength

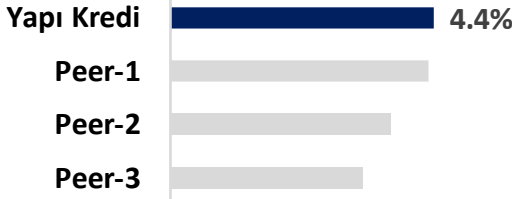
*Highest Demand Deposit Share in Total*



*Highest FC LCR*

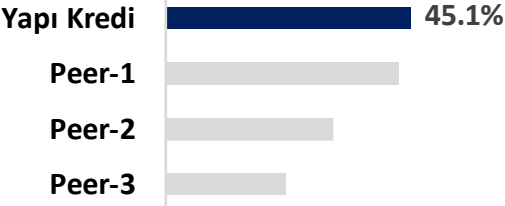


*Highest Total Loan Coverage<sup>1</sup>*

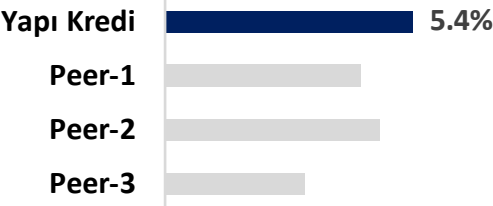


## Profitability

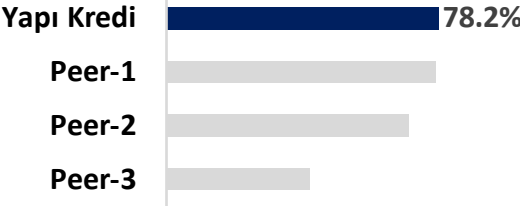
*Highest RoTE*



*Highest NIM<sup>1</sup>*



*Highest Fee/OPEX*



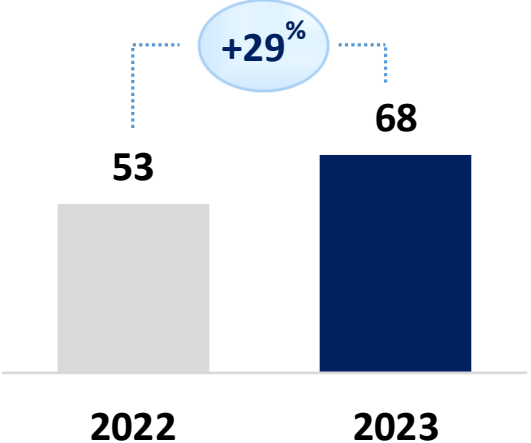
Notes: Based on 2023 BRSA financials  
 1. Based on Bank-only BRSA financials



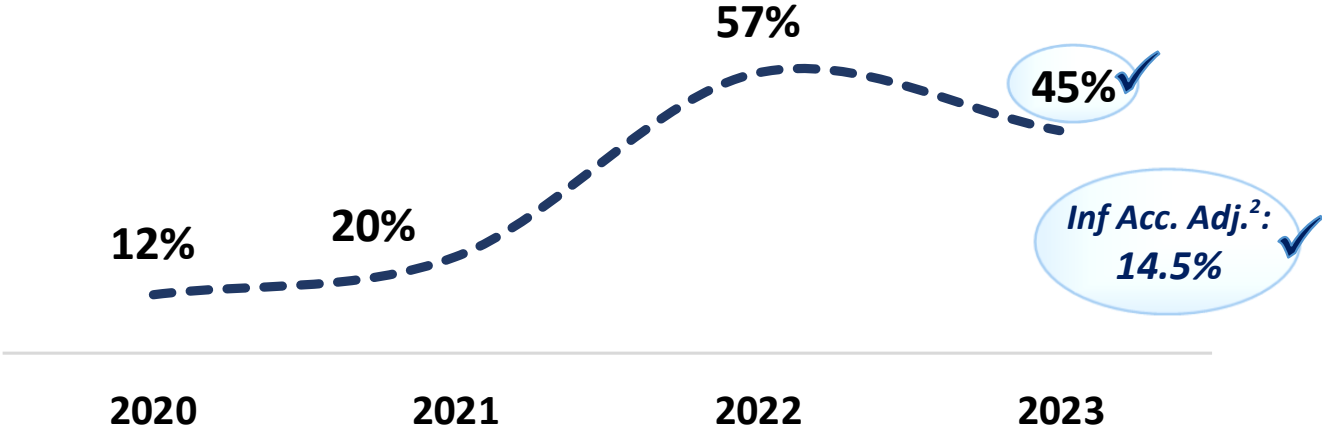
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# Sustainable best-in-class profitability, highest RoTE for the 4<sup>th</sup> year in a row

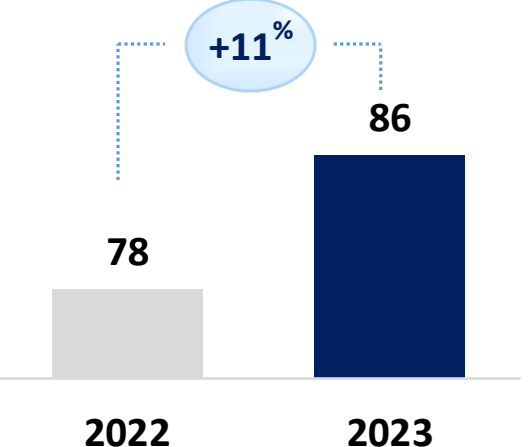
## Net Profit (TL bln)



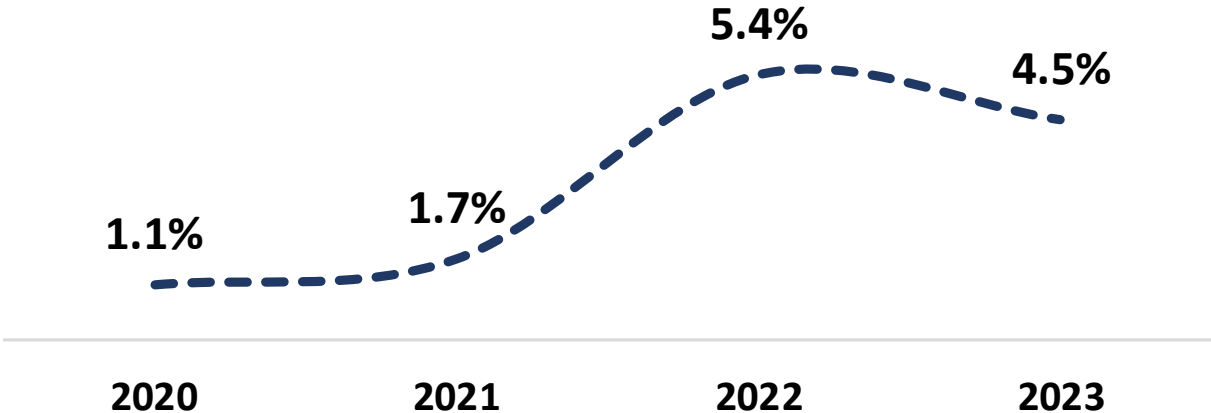
## RoTE



## Pre-provision Profit<sup>1</sup> (TL bln)



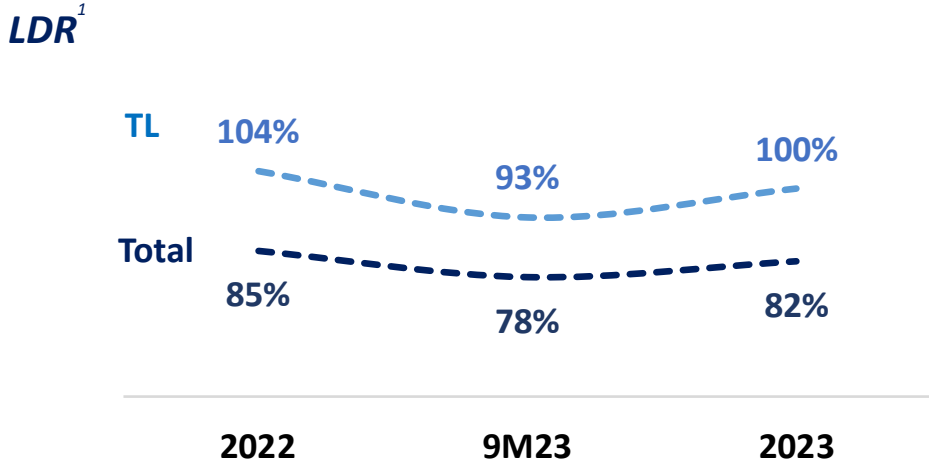
## RoA



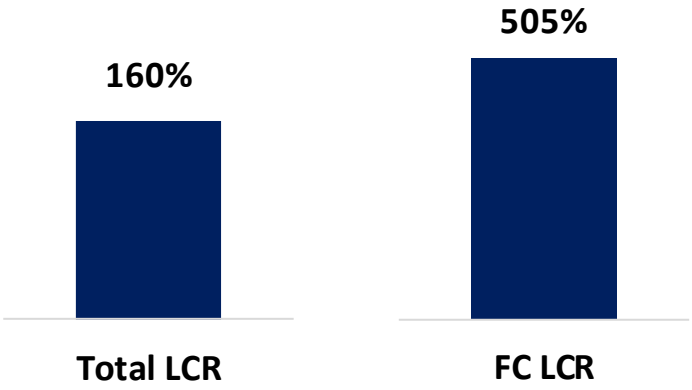
Notes:  
 1. PPP (Pre-Provision Profit): NII+ Fees + Opex + Net Trading + Subsidiary & Dividend income – ECL hedge – collections  
 2. Inflation accounting RoTE: CPI-linker valuation at year-end inflation (64.8%) and 2022 stated SHE. 11.5%, if 2022 SHE restated with 2023 purchasing power

# Sound fundamentals, well equipped for normalisation

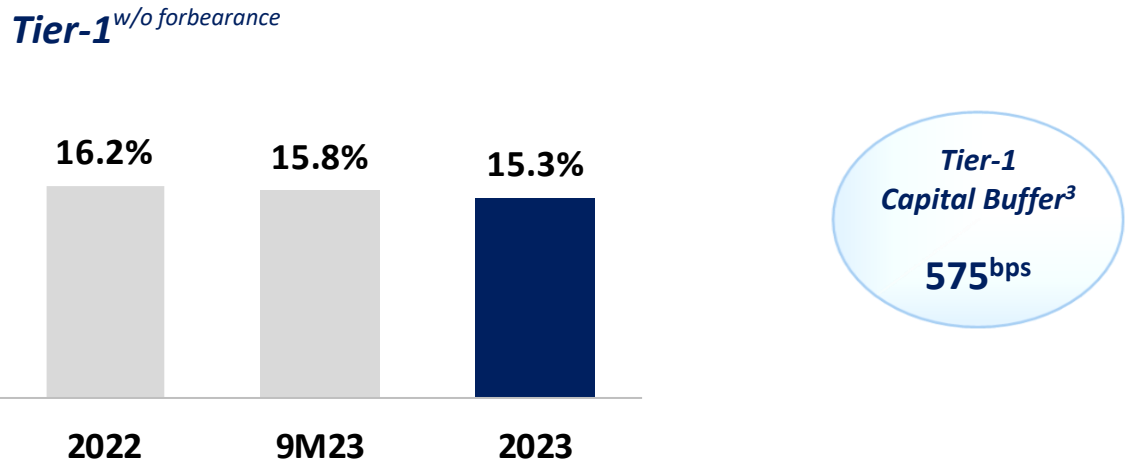
## Enhanced liquidity



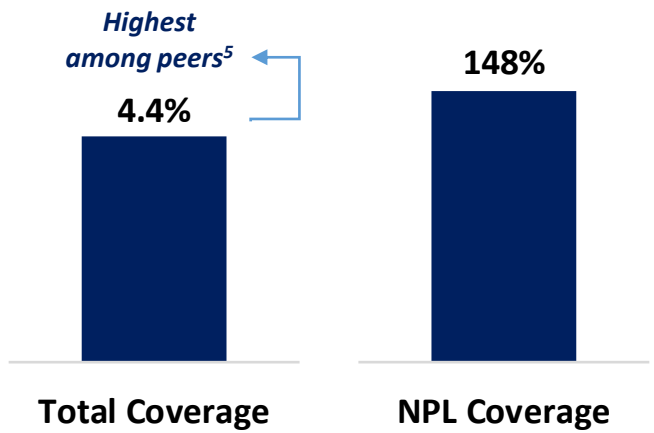
## LCR<sup>2</sup>



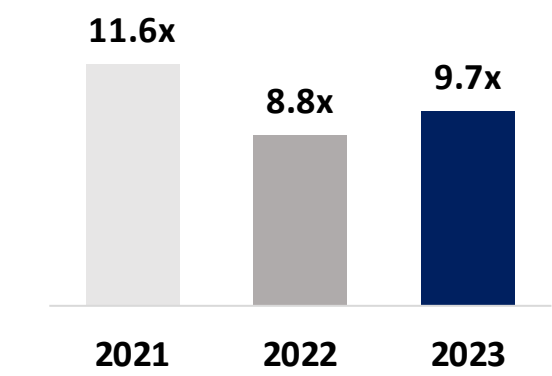
## Resilient capital



## Conservative Provisioning<sup>4</sup>



## Lower Leverage<sup>4</sup>

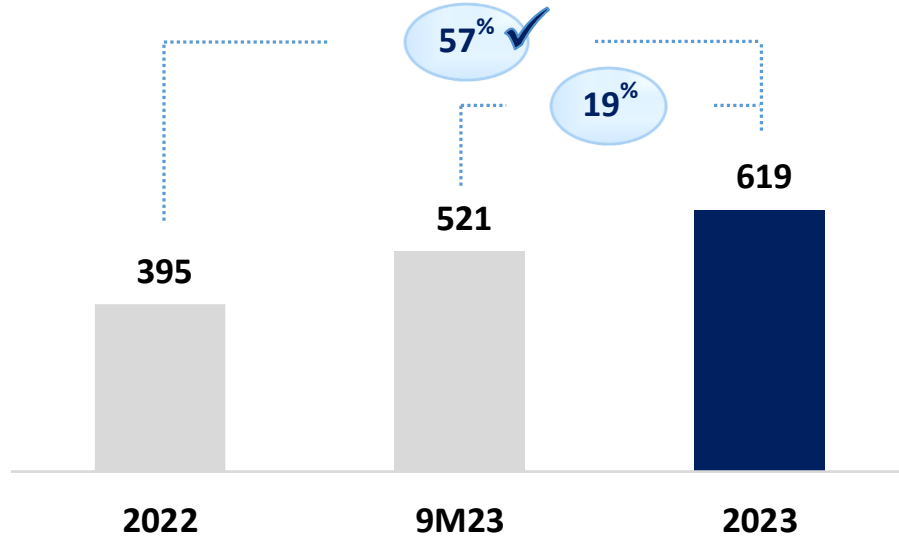


Notes: LDR= Loans / (Deposits + TL Bonds); 2. 3 months average; 3. 650 mio USD worth of AT-1 redeemed on 16 January 2024, Tier-1 impact: ~-150bps, 4. Based on Bank-only BRSA financials; 5. Based on 2023 BRSA financials of peers announced so far

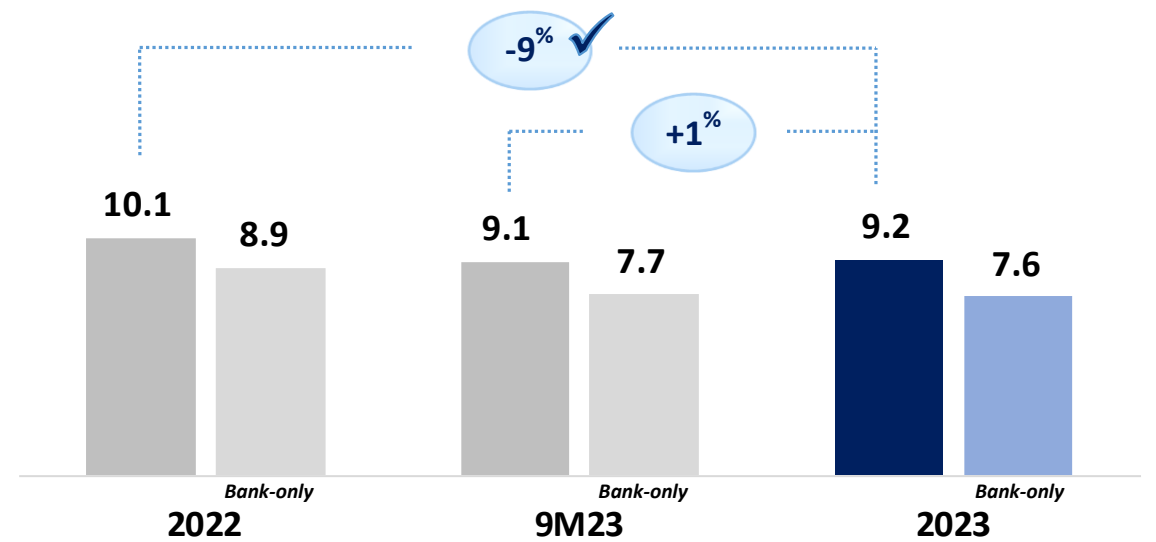


# Controlled and lucrative loan growth through the year

## TL Performing Loans<sup>1</sup> (TL bln)



## FC Performing Loans<sup>1</sup> (US\$ bln)



## Best-in-class TL Loan Yield<sup>2</sup> among Peers

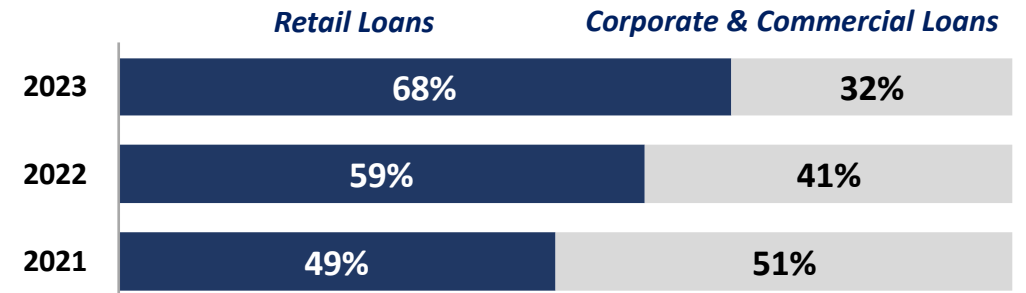
### Quarterly (4Q23)



### Cumulative (2023)



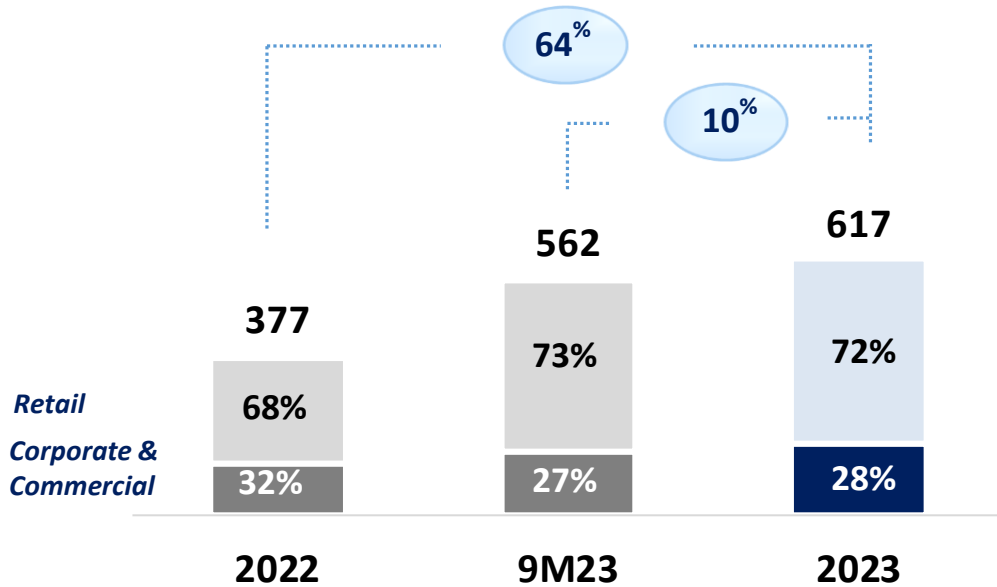
## Loan Breakdown (FX adjusted<sup>3</sup>)



Notes:  
 1. Loans exclude loans provided to financial institutions; adjusted for the FX indexed loans  
 2. Credit card related differences adjusted  
 3. Based on 2020 FX rate and MIS data, Retail loans include individuals, SME and credit cards.

# Further support from demand deposits, thanks to increase in number of customers

## TL Customer Deposits (TL bln)



## Market share<sup>1</sup> gains via small ticket focus

### TL Demand Deposit

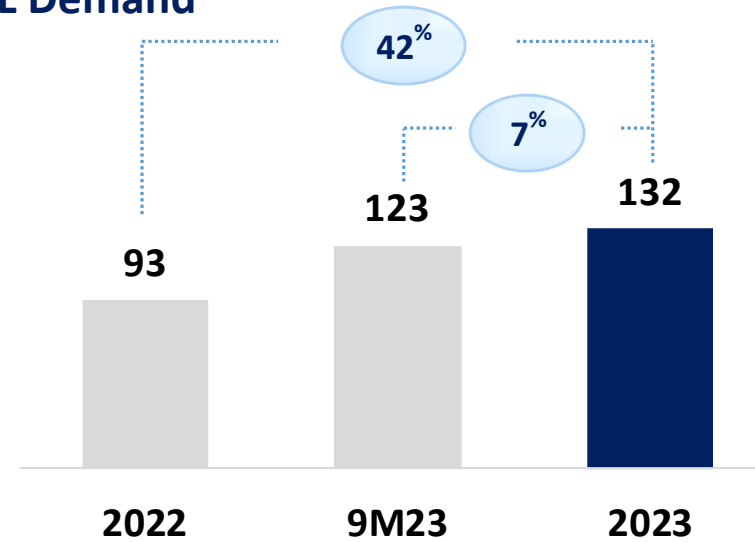
**+69 bps**  
q/q  
**+29 bps**  
ytd

### Individual TL Demand Deposit

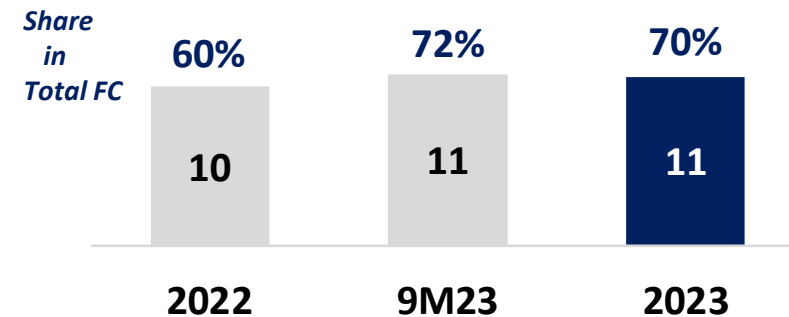
**+54 bps**  
q/q  
**+112 bps**  
ytd

## Customer Demand Deposits

### TL Demand



### FC Demand (USD bln)



### Share of Demand

**Total: 42%**  
**+113 bps ytd**

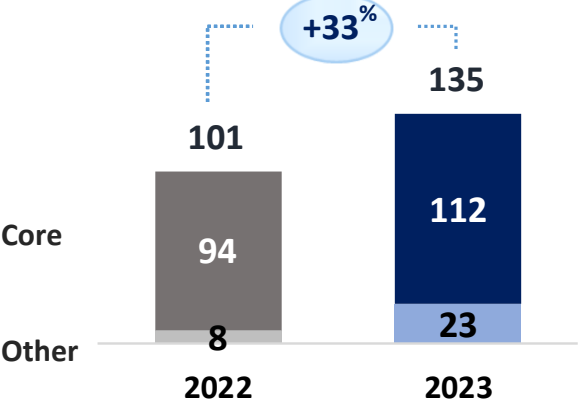
**Highest among peers<sup>2</sup>**

1. Market share among private banks as based on 29 December 2023 BRSA weekly sector data  
2. Based on 2023 BRSA financials of peers announced so far

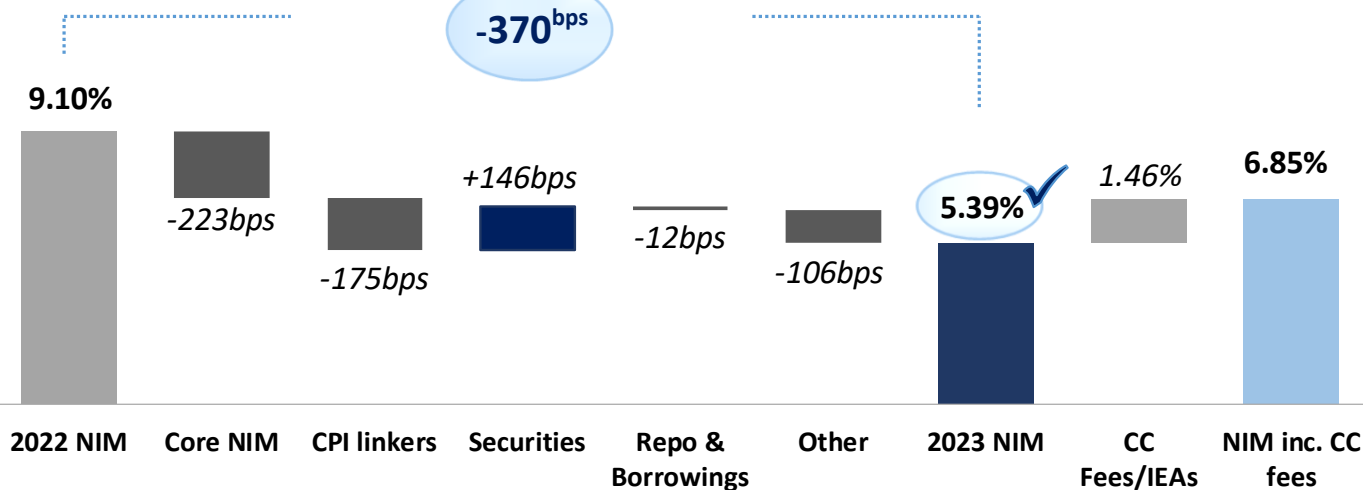
# Quarterly expansion in TL loan-deposit spreads thanks to remarkable ALM

## Revenues<sup>1,2</sup> (TL bln)

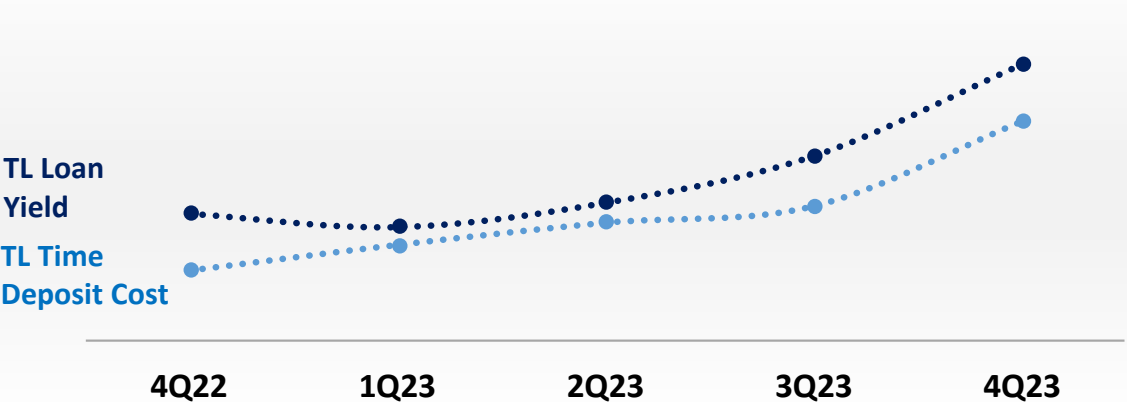
Core Revenue Margin<sup>3</sup> 10.8% 8.2%



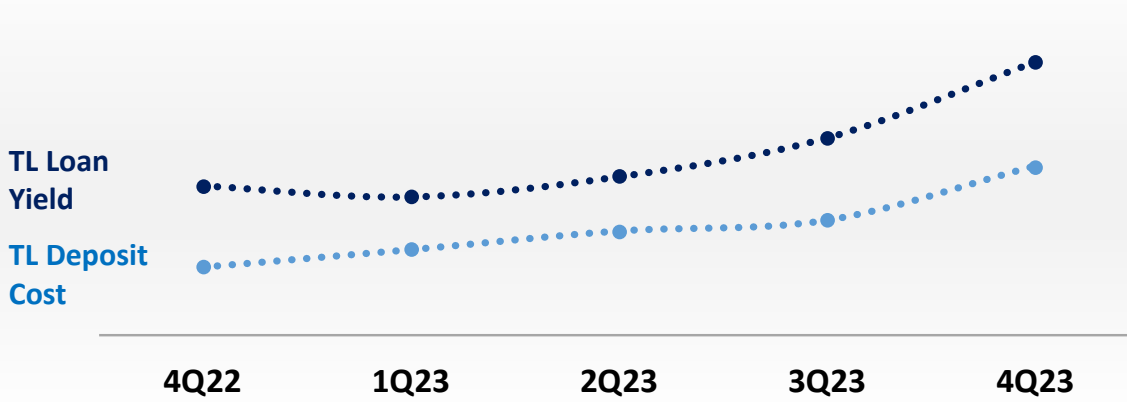
## NIM Evolution<sup>3</sup> (cumulative)



## TL Loan – Time Deposit Spread<sup>3;4</sup> (quarterly)



## TL Loan - Deposit Spread<sup>3;4</sup> (quarterly)

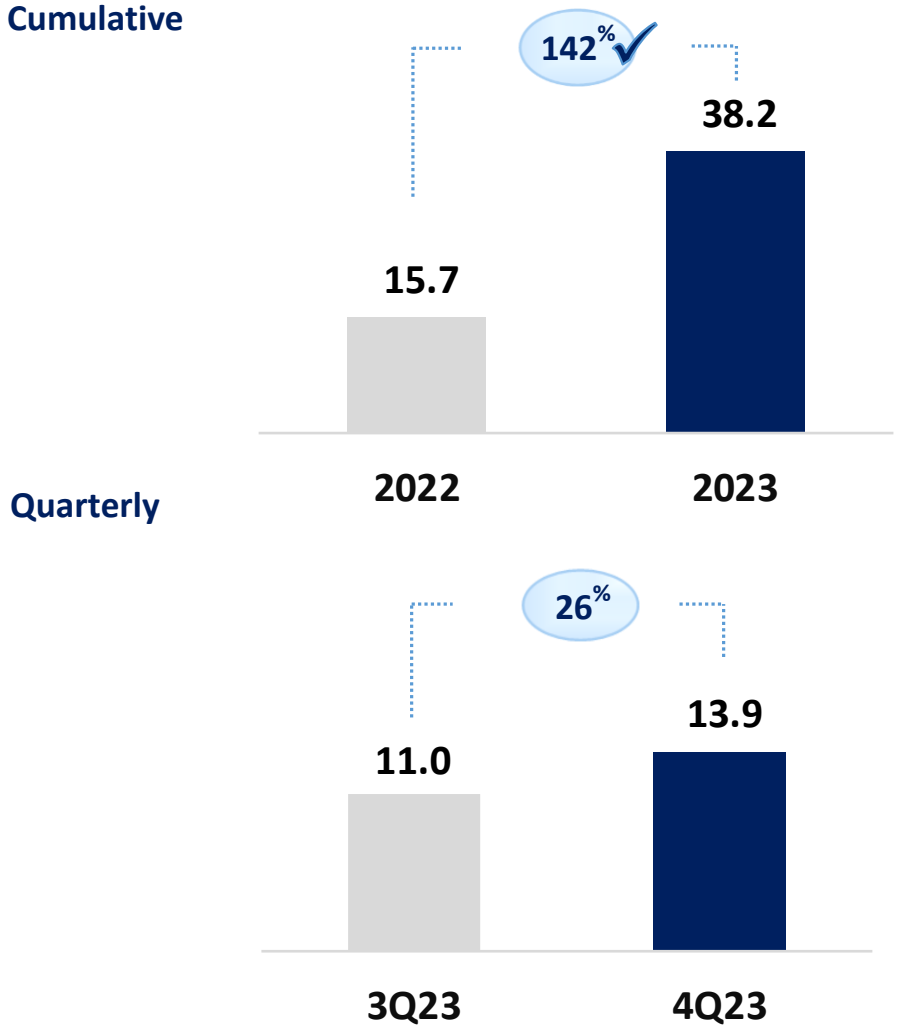


Notes: 1.Revenues and other revenues exclude ECL collection income and trading income to hedge FC ECL 2. Core Revenues = NII + swap costs + net fee income 3. Based on Bank-Only financials, 4. Adjusted for credit cards

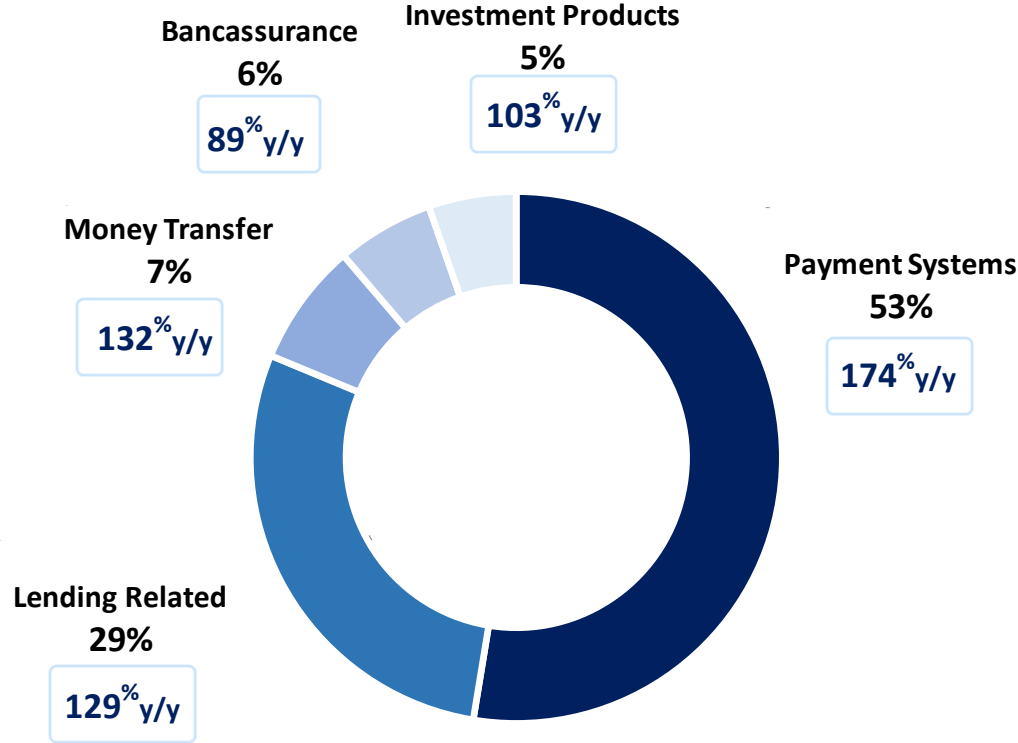


# Superior fee performance all across the board with annual growth at 142%

## Net Fee & Commission Income (TL bln)



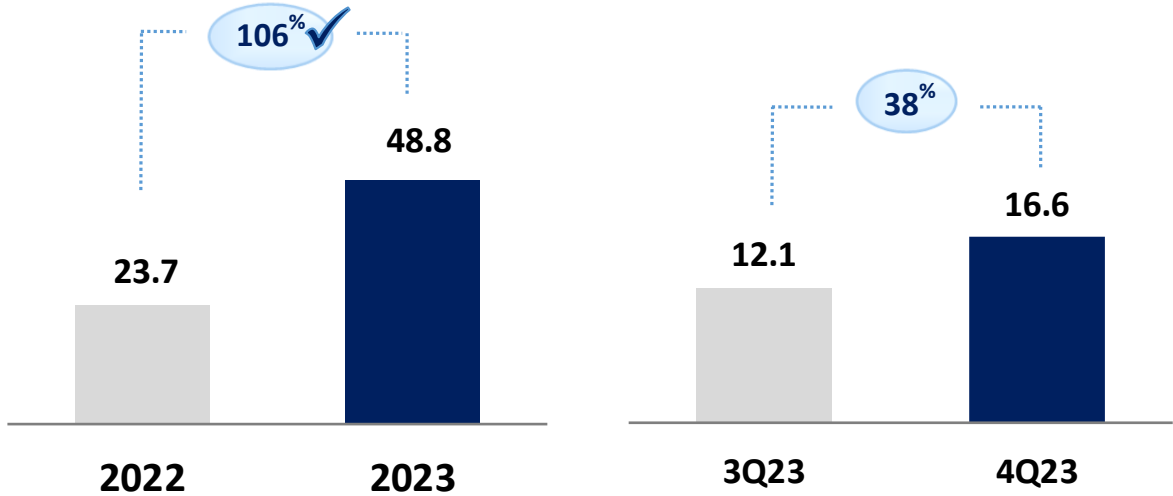
## Net Fee & Commissions Composition<sup>1</sup>



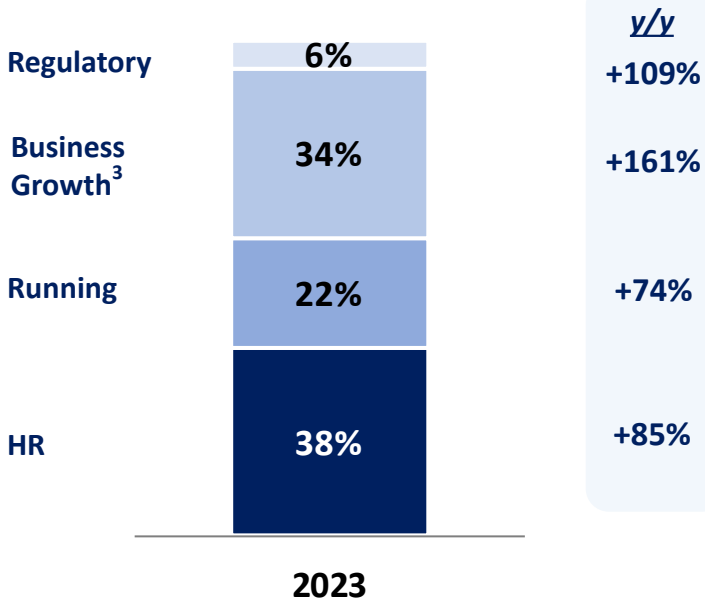
Notes:  
1. Based on Bank-Only financials

# Cost growth contained below guidance, best in class efficiency sustained

## Operating Costs (TL bln)



## Cost Breakdown<sup>1,2</sup>



### Strong efficiency KPIs

Fees / Opex

78%

Cost / Avg. Assets

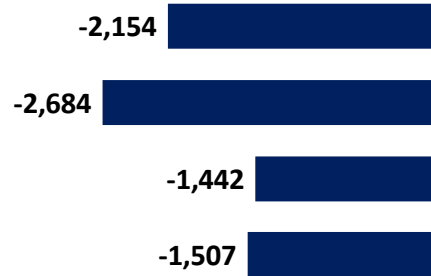
3.2%

Notes:  
 1. Based on Bank-only financials, MIS data  
 2. Adjusted for earthquake related costs  
 3. Including customer acquisition costs, World points and advertisement

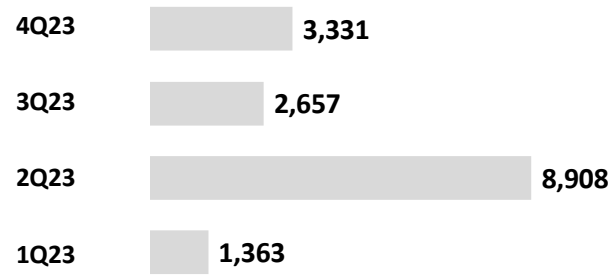
# Robust collections supporting CoR, highest coverage among peers maintained

## Quarterly Net NPL Formation<sup>1,2</sup> (TL mln)

### Collections



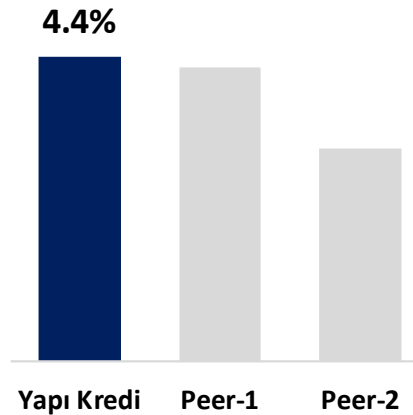
### Inflows



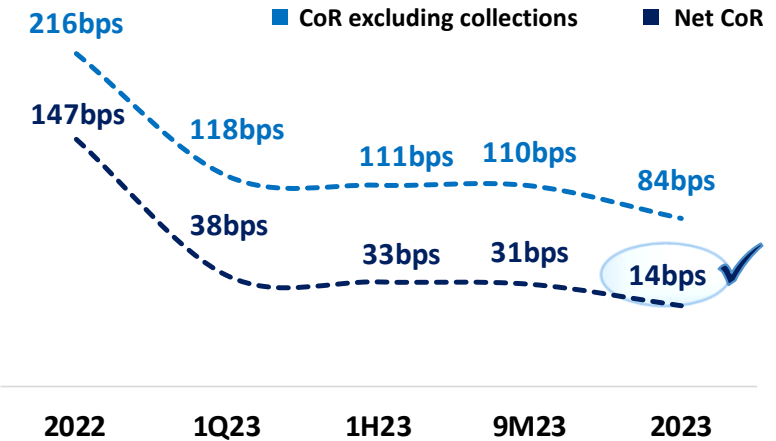
|                | 1Q23 | 2Q23  | 3Q23 | 4Q23  | 2023  |
|----------------|------|-------|------|-------|-------|
| Net NPL Inflow | -144 | 7,466 | -27  | 1,177 | 8,472 |
| NPL Ratio      | 3.2% | 3.7%  | 3.4% | 3.0%  | 3.0%  |

## Coverage & Cost of Risk (cumulative)

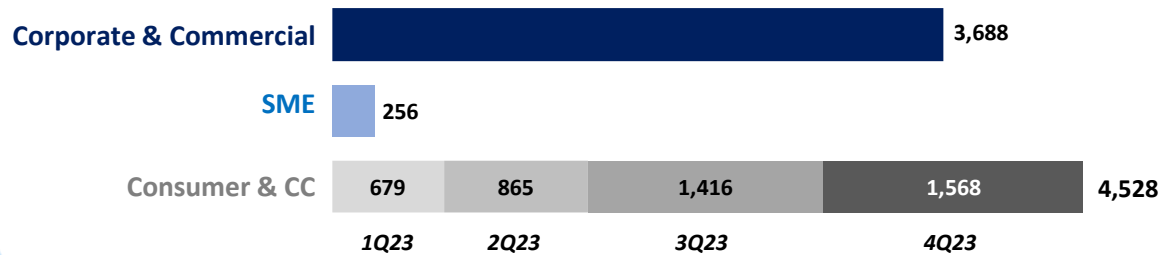
### Total Coverage<sup>3</sup>



### Cost of Risk



## 2023 Net NPL Inflow Breakdown



## 2023 Net CoR Composition

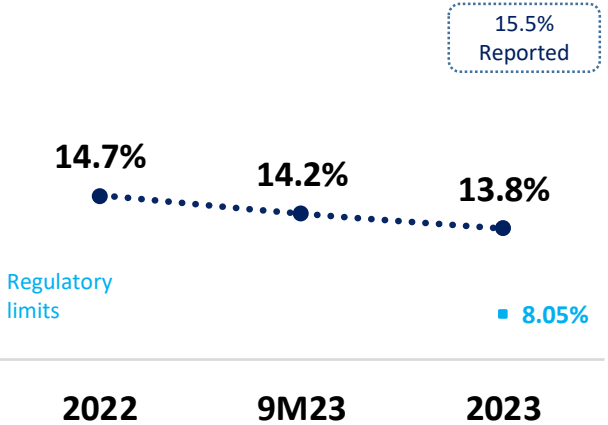


### Notes:

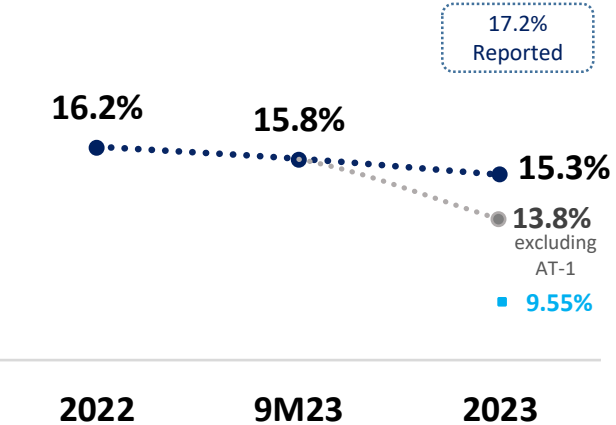
- Based on Bank-only BRSA financials
- Excluding the positive impact of NPL sales & write-offs ; NPL Sales; 4Q23: 1.4 bln TL, 2Q23: 1.8 bln TL which was fully covered
- Based on 2023 BRSA financials of peers announced so far

# Strong internal capital generation, healthy buffers even post AT-1 redemption

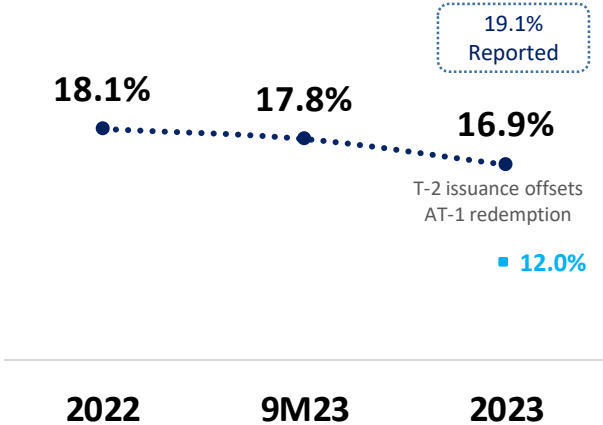
## CET-1



## Tier-1



## CAR



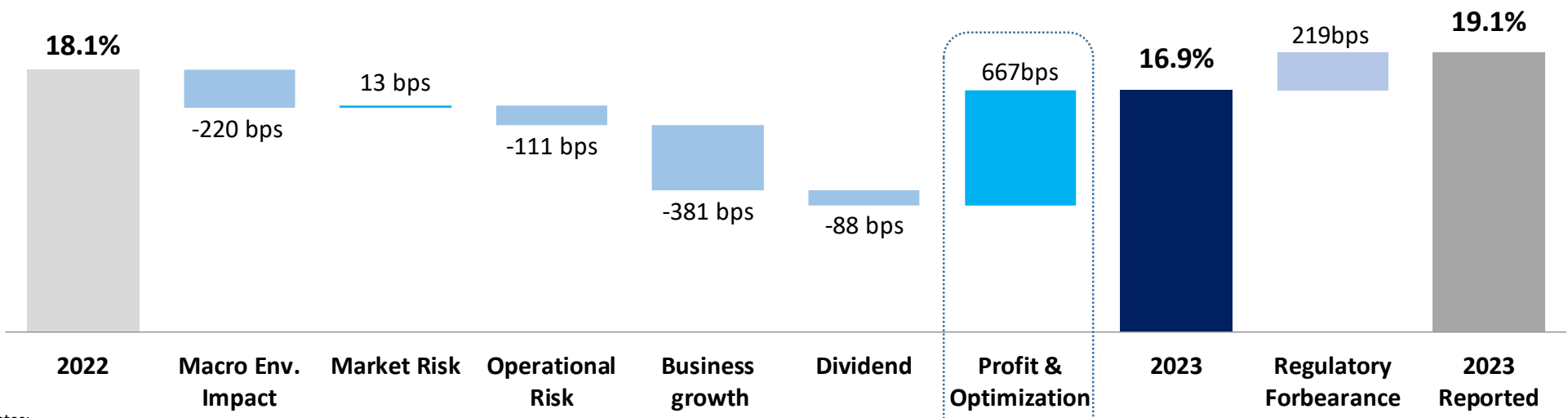
**+100<sup>bps</sup> TL interest rate**  
 impact on Capital ratios  
 ~-20<sup>bps</sup>

**10% depreciation**  
 impact on  
 CAR: -25<sup>bps</sup>; CET-1: -42<sup>bps</sup>

**650 mln USD worth of AT-1 paid on 16 Jan '24**  
**Tier-1 impact: ~-150<sup>bps</sup>**

**650 mln USD worth of T-2 issued**  
**CAR impact: ~+150<sup>bps</sup>**  
*compensating for the AT-1 impact*

## CAR Evolution











Notes:  
 Capital Conservation Buffer: 2.5%; Counter-Cyclical Buffer: 0.051%; SIFI Buffer: 1.0%

# Details of main borrowings

|               |  |   |
|---------------|--|---|
| International | Syndications                             | <p>~ US\$ 1.35 bln</p> <ul style="list-style-type: none"> <li>■ <b>May'23:</b> US\$ 201,5 mln and € 353,4 mln, all-in cost at SOFR+ 4.25% and Euribor+ 4.00% for 367 days. 35 banks from 21 countries <i>Social Loan</i></li> <li>■ <b>Nov'23:</b> 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 <i>Sustainability Linked</i> </li> </ul>                        |
|               | AT1                                      | <p>~US\$ 650 mln outstanding</p> <ul style="list-style-type: none"> <li>■ <b>Jan'19:</b> US\$ 650 mln market transaction, callable every 5 years, perpetual, 13.875% (coupon rate) </li> </ul>  |
|               | Subordinated Transactions                | <p>~US\$ 1.15 bln outstanding</p> <ul style="list-style-type: none"> <li>■ <b>Jan'21:</b> US\$ 500 mln market transaction, 10NC5, 7.875% (coupon rate)- Basel III Compliant</li> <li>■ <b>Jan'24:</b> US\$ 650 mln market transaction, 10NC5, 9.25% (coupon rate)- Basel III Compliant </li> </ul>  |
|               | Foreign and Local Currency Bonds / Bills | <p>US\$ 1.80 bln Eurobonds</p> <ul style="list-style-type: none"> <li>■ <b>Jun'17:</b> US\$ 500 mln, 5.85% (coupon rate), 7 years</li> <li>■ <b>Mar'19:</b> US\$ 500 mln, 8.25% (coupon rate), 5.5 years</li> <li>■ <b>Sep'23:</b> US\$ 500 mln, 9.25% (coupon rate), 5 years- <i>Sustainable</i> <ul style="list-style-type: none"> <li>➢ <b>Nov'23:</b> US\$ 300 mln, 8.75% (yield rate), 5 years- <i>Tap</i> </li> </ul> </li> </ul> |
|               | Covered Bond                             | <p>TL 800 mln outstanding</p> <ul style="list-style-type: none"> <li>■ <b>Mar'19:</b> Mortgage-backed with 5 years maturity</li> <li>■ <b>Dec'19:</b> Mortgage-backed with 5 years maturity</li> </ul>  |
|               | DPRs                                     | <p>US\$ 3.02 bln total outstanding</p> <ul style="list-style-type: none"> <li>■ <b>Sep'23:</b> US\$ 714.4 mln and € 100 mln with maturities varying between 5 and 8 years and with 6 different investors</li> <li>■ <b>Oct'23:</b> US\$ 175 mln with 5 years maturity and with 2 different investors </li> </ul>  |
| Domestic      | Local Currency Bonds / Bills             | <p>TL 7.32 bln total</p> <ul style="list-style-type: none"> <li>■ <b>Jul'23:</b> TL 762 mln, 6-month maturity </li> <li>■ <b>Aug'23:</b> TL 1,11 bln, 6-month maturity </li> <li>■ <b>Sep'23:</b> TL 1,93 bln, 4-month maturity </li> <li>■ <b>Oct'23:</b> TL 753 mln, 4-month maturity </li> <li>■ <b>Nov'23:</b> TL 1,27 bln, 4-month maturity </li> <li>■ <b>Dec'23:</b> TL 1,49 bln, 3-month maturity </li> </ul>                   |
|               | Subordinated Bonds                       | <p>TL 800 mln total</p> <ul style="list-style-type: none"> <li>■ <b>Jul'19:</b> TL 500 mln, 10-year maturity, TLREF index + 193 bps</li> <li>■ <b>Oct'19:</b> TL 300 mln, 10-year maturity, TLREF index + 130 bps</li> </ul>  |

# 2023 Realization: Better than guidance

|                      |   | 2023 Guidance | 2023 Realisation  |
|----------------------|---|---------------|---|
| <b>Volumes</b>       | <b>TL Loan Growth</b>                   | < 40%         | 57%      |
|                      | <b>FC Loan Growth</b>                   | Reduction     | -9%      |
| <b>Revenues</b>      | <b>NIM</b>                              | ≥ 5%          | 5.4%     |
|                      | <b>Fee Growth</b>                       | > 90%         | 142%     |
| <b>Costs</b>         | <b>Cost increase</b>                    | < 120%        | 106%     |
| <b>Asset Quality</b> | <b>Total CoR</b>                        | ~ 100bps      | 14bps   |
| <b>Profitability</b> | <b>RoTE</b>                             | > 30%         | 45%    |
|                      | <b>Inf. Accounting RoTE<sup>1</sup></b> | Mid-Low Teens | 14.5%  |

Notes:

All figures are based on BRSA consolidated financials, except for NIM

1. Inflation accounting RoTE: Inflation accounting RoTE: CPI-linker valuation at year-end inflation (64.8%) and 2022 stated SHE. 11.5%, if 2022 SHE restated with 2023 purchasing power

# 2024 Guidance

|               |                     | 2024                      | Guidance Drivers   |
|---------------|---------------------|---------------------------|--|
| Volumes       | TL Loan Growth      | Real Loan growth          | <ul style="list-style-type: none"> <li>Real TL loan growth following a year of slowdown</li> </ul>                                     |
|               | FC Loan Growth      | Low-Single Digit increase | <ul style="list-style-type: none"> <li>Pick up in FC loan demand</li> </ul>  |
| Revenues      | NIM                 | > 4.5%                    | <ul style="list-style-type: none"> <li>Leverage increase, improvement in core revenue, lower CPI linker contribution</li> </ul>        |
|               | Core Revenue Margin | > 8%                      | <ul style="list-style-type: none"> <li>Core Revenue Margin supported by dynamic ALM management &amp; robust fee performance</li> </ul> |
|               | Fee Growth          | > 80%                     | <ul style="list-style-type: none"> <li>All across the board strength backed by well built customer base</li> </ul>                     |
| Costs         | Cost growth         | < 80%                     | <ul style="list-style-type: none"> <li>No sacrifice from HR &amp; growth related costs, support from running costs</li> </ul>          |
| Asset Quality | Total CoR           | ~100bps                   | <ul style="list-style-type: none"> <li>Normalisation in unsecured retail lending with strength in coverage</li> </ul>                  |

***Inf. Acc. 2024 RoTE: Improvement***

- Macroeconomic Overview
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- Shareholder Structure
- Yapı Kredi at a Glance – Key Financial Figures
- Financial Performance
- **Sustainability Approach**
- Annex

## Net-Zero Banking & Sustainable Finance

- Committed to **Net-Zero Banking Alliance (NBZA)** in July 2023
- Committed to SBTi since July 2021
- Measuring **Scope-3 Category 15: Investments emissions** according to PCAF since 2021
- Thermal Coal-related Power & Mining **phase out**
- 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

Founding Signatory of:



Included in 2023 Bloomberg Gender Equality Index



First Turkish Bank to become a signatory



## Ratings

Leader in Turkey, Best-in-Class Globally



AA Leader category

The only bank in leader category in Türkiye since 2021

CDP Climate Change A<sup>+</sup> Leadership Score



Above global sector average

Scope-3 Category 15: Investments emission data disclosure since 2021

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: 69

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

# Sustainability Milestones

## 2014

- Yapı Kredi was included in the Borsa İstanbul (BIST) Sustainability Index
- The Bank established its Sustainability Committee



## 2015

- First Sustainability Report
- An independent audit was performed for the first time on selected indicators of the Sustainability Report



## 2016

- Yapı Kredi prepared its first response to the CDP Climate Change Program.
- Yapı Kredi joined the WEPs platform created under the partnership of the United Nations Global Compact Agreement and (UN Women)



## 2017

- Yapı Kredi was included in the FTSE4Good Emerging Index
- The Bank became a founding signatory of the Global Compact Turkey's Declaration on Sustainable Finance



## 2018

- Yapı Kredi issued its first report under the Carbon Disclosure Project (CDP) Water Safety Program
- The Bank participated in the Business World Against Domestic Violence Project

## 2019

- Yapı Kredi became one of the founding signatories of the Principles for Responsible Banking (PRB) of the United Nations Environment Programme Finance Initiative (UNEP FI)

## 2020

- Yapı Kredi published its First Integrated Report
- First green bond
- The Bank was ranked among the CDP 2020 Water Security Program Leaders of Turkey by receiving the highest ranking (A-(Leadership))

## 2021

- Yapı Kredi became one of the supporters of the TCFD
- Yapı Kredi published its First Integrated Annual Report
- The Bank became one of the five companies from Turkey included in the 2021 Bloomberg Gender Equality Index
- The Bank launched its electric/hybrid vehicle loan program

## 2022

- The Bank was ranked among the CDP 2021 Water Security Program Leaders of Turkey
- S&P Global 2022 Sustainability Yearbook

# STEP: A new Program to trigger our customers' behaviors towards sustainability

## Reducing Paper Consumption

Digital on-boarding  
E-statement & E-receipt  
Digital contracts / documents

## Sustainable Products

Nature Friendly Mortgage  
Electric Vehicle Loan  
ESG Mutual Funds

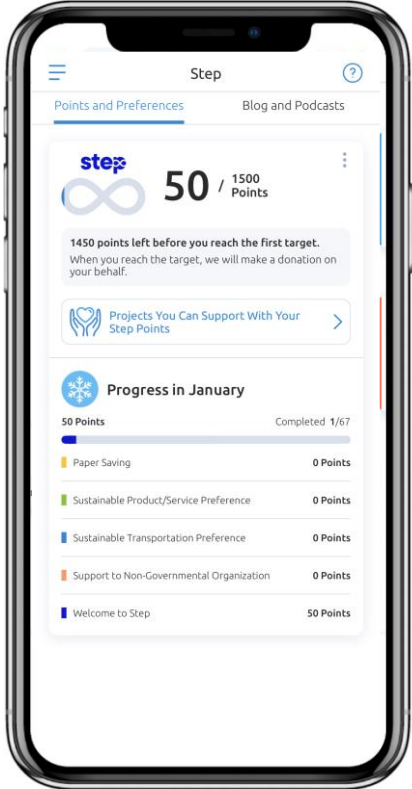
## Conscious Consumption

Sustainable Brand Preferences  
(Shopping from STEP Member Businesses)

## Sustainable Life Style

Transportation preferences  
Daily step tracking  
NGO donations

# + STEP Points



## Donation to NGOs



## Leading Sustainability Transformation

- Creating awareness
- Driving the demand for sustainable products

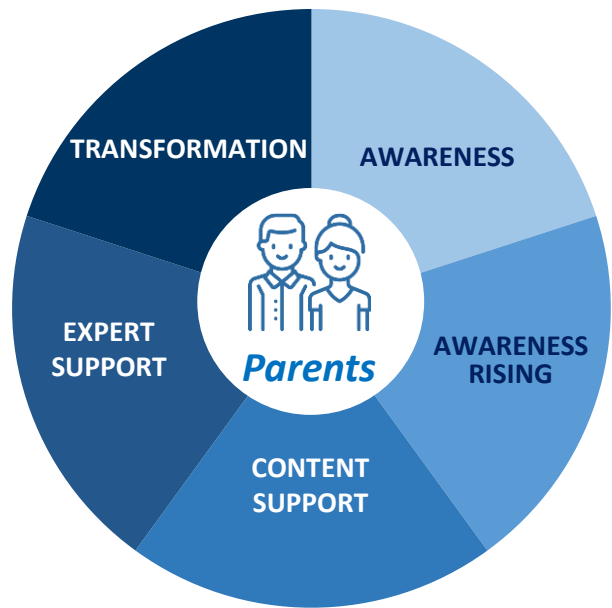
Contributing to environment, climate & education



Notes:  
STEP: Sustainable Preference Program  
NGO: Non-Governmental Organization

# Snowball for the Future: In honor of the «100<sup>th</sup> anniversary» of our Republic

## Pre-school Educational Development Programme



Please Click here to watch the launch movie

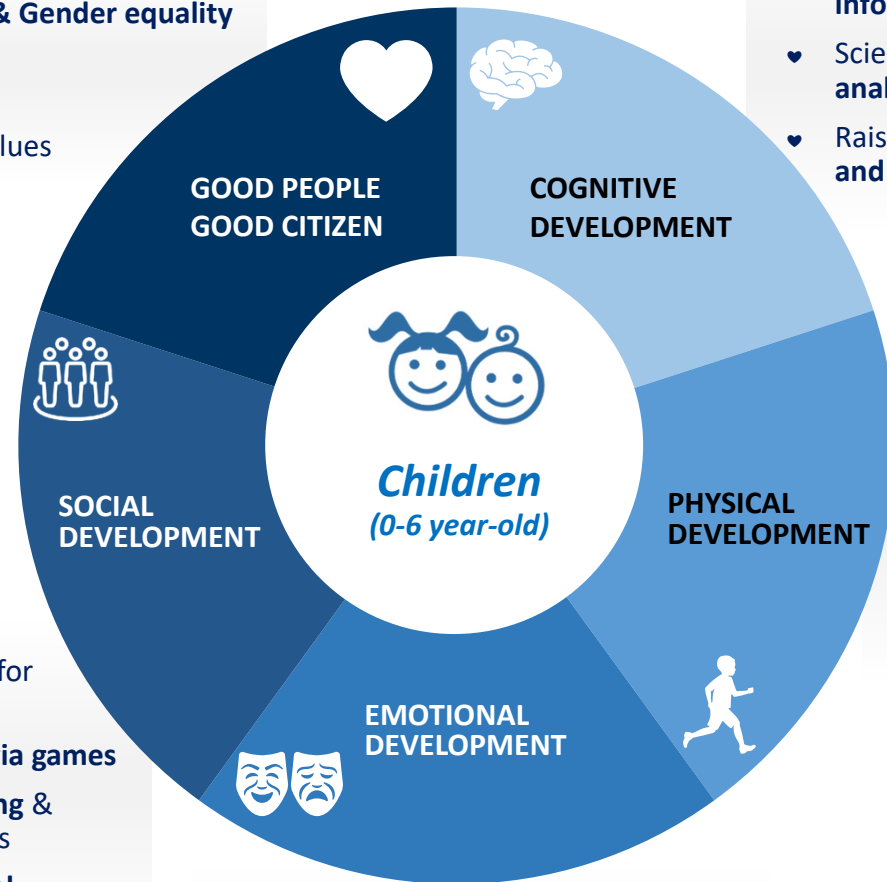
Web:

<https://yapikrediyarinarakartopu.com.tr>



- ♥ Sustainability & Gender equality awareness
- ♥ Non-violence
- ♥ Basic ethical values

- ♥ Support self-awareness for **better self expression**
- ♥ Interaction with peers via **games**
- ♥ Focus on **problem-solving & decision-making** abilities
- ♥ Strengthen **interpersonal communication skills**



- ♥ Focus on comprehending their own and others' emotions
- ♥ Increase **ability to cope with family problems**

- ♥ Increase ability to **use and produce information**
- ♥ Scientific support to **improve analytical intelligence**
- ♥ Raising awareness on **mathematics and digitalization**

- ♥ Strengthen **physical coordination**
- ♥ **Healthy and balanced nutrition** awareness
- ♥ Participation in **physical activities**
- ♥ **Language skills** and participation in oral activities

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# Macro environment and banking sector

## Macro Environment

|  | 2021  | 2022  | 2023         |
|--|-------|-------|--------------|
| <b>GDP Growth (y/y)<sup>1</sup></b>    | 11.4% | 5.5%  | <b>4.7%</b>  |
| <b>CPI Inflation (y/y)</b>             | 36.1% | 64.3% | <b>64.8%</b> |
| <b>CAD<sup>2</sup>/GDP<sup>3</sup></b> | -0.9% | -5.4% | <b>-4.6%</b> |
| <b>Budget Deficit/GDP<sup>3</sup></b>  | -2.6% | -0.9% | <b>-5.4%</b> |
| <b>USD/TL (eop)</b>                    | 12.98 | 18.70 | <b>29.40</b> |
| <b>2Y Benchmark Bond Rate (eop)</b>    | 22.7% | 8.8%  | <b>39.7%</b> |

## Banking Sector - Private Banks

|                                   | 2021         | 2022         | 2023         |
|-----------------------------------|--------------|--------------|--------------|
| <b>Loan Growth (ytd)</b>          | <b>40%</b>   | <b>52%</b>   | <b>51%</b>   |
| TL                                | 27%          | 76%          | 52%          |
| FC (USD)                          | -9%          | -15%         | -7%          |
| <b>Cust. Deposit Growth (ytd)</b> | <b>58%</b>   | <b>59%</b>   | <b>61%</b>   |
| TL                                | 28%          | 152%         | 83%          |
| FC (USD)                          | 1%           | -20%         | -13%         |
| <b>NPL Ratio</b>                  | <b>4.0%</b>  | <b>2.7%</b>  | <b>2.1%</b>  |
| <b>CAR<sup>4</sup></b>            | <b>19.6%</b> | <b>21.6%</b> | <b>20.3%</b> |
| <b>RoTE</b>                       | <b>17.4%</b> | <b>48.2%</b> | <b>39.1%</b> |

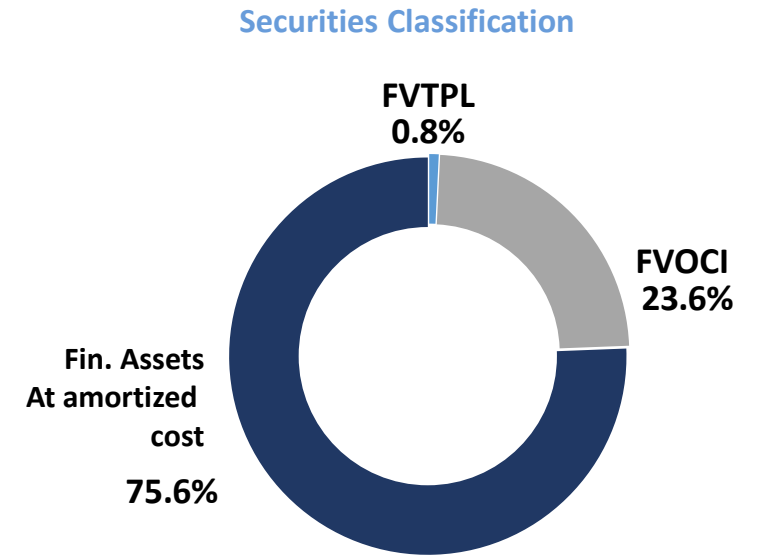
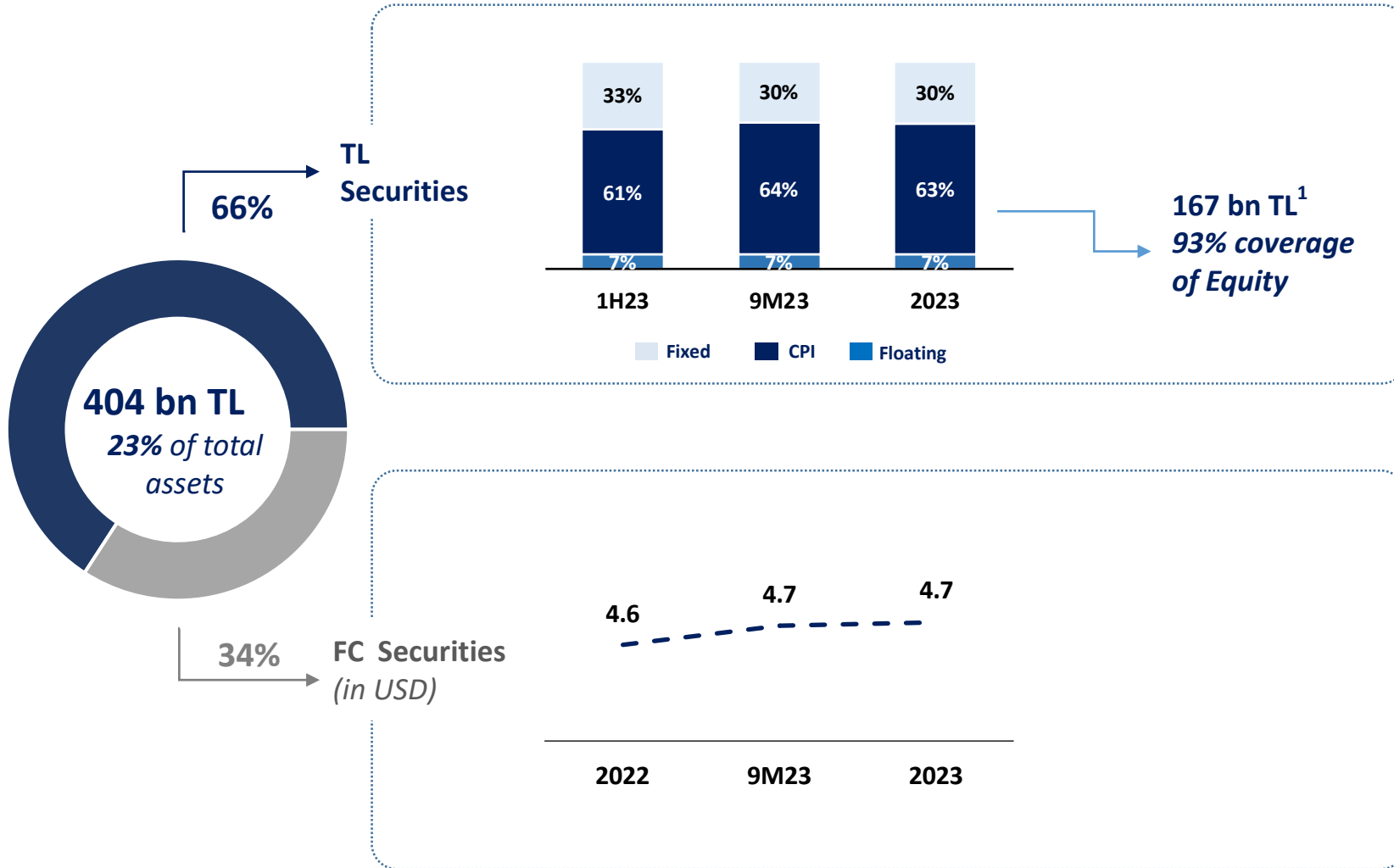
### Notes:

All macro data as of December 2023 unless otherwise stated

Banking sector volumes based on BRSA weekly data as of 29 December 2023, CAR and RoTE based on BRSA monthly sector as of December 2023

1. As of 9M23
2. CAD indicates Current Account Deficit as of November'23
3. 2023 GDP Forecast
4. CAR includes regulatory forbearances

# Securities portfolio



Notes:  
Based on Bank-Only financials

1. Including Accruals
2. Net of tax

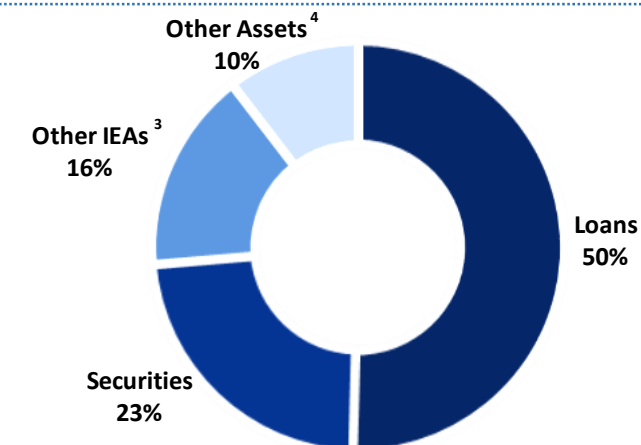
# Consolidated balance sheet

| TL bln                                  | 2022         | 9M23         | 2023         | q/q        | y/y        |
|---|--------------|--------------|--------------|------------|------------|
| <b>Total Assets</b>                     | <b>1,184</b> | <b>1,678</b> | <b>1,863</b> | <b>11%</b> | <b>57%</b> |
| <b>Loans<sup>1</sup></b>                | <b>584</b>   | <b>770</b>   | <b>890</b>   | <b>16%</b> | <b>52%</b> |
| TL Loans                                | 395          | 521          | 619          | 19%        | 57%        |
| FC Loans (\$)                           | 10           | 9            | 9            | 1%         | -9%        |
| <b>Securities</b>                       | <b>250</b>   | <b>386</b>   | <b>417</b>   | <b>8%</b>  | <b>67%</b> |
| TL Securities                           | 158          | 248          | 266          | 7%         | 68%        |
| FC Securities (\$)                      | 5            | 5            | 5            | 2%         | 5%         |
| <b>Customer Deposits</b>                | <b>695</b>   | <b>984</b>   | <b>1,076</b> | <b>9%</b>  | <b>55%</b> |
| TL Customer Deposits                    | 377          | 562          | 617          | 10%        | 64%        |
| FC Customer Deposits (\$)               | 17           | 15           | 16           | 1%         | -8%        |
| <b>Borrowings</b>                       | <b>219</b>   | <b>317</b>   | <b>366</b>   | <b>16%</b> | <b>67%</b> |
| TL Borrowings                           | 24           | 23           | 25           | 9%         | 2%         |
| FC Borrowings (\$)                      | 10           | 11           | 12           | 8%         | 11%        |
| <b>Shareholders' Equity</b>             | <b>126</b>   | <b>162</b>   | <b>179</b>   | <b>10%</b> | <b>42%</b> |
| <b>Assets Under Management</b>          | <b>135</b>   | <b>206</b>   | <b>238</b>   | <b>15%</b> | <b>76%</b> |
| <b>Loans/(Deposits+TL Bills)</b>        | <b>85%</b>   | <b>78%</b>   | <b>82%</b>   |            |            |
| <b>CAR<sup>2</sup></b>                  | <b>18.1%</b> | <b>17.8%</b> | <b>16.9%</b> |            |            |
| <b>Tier-I<sup>2</sup></b>               | <b>16.2%</b> | <b>15.8%</b> | <b>15.3%</b> |            |            |
| <b>Common Equity Tier-I<sup>2</sup></b> | <b>14.7%</b> | <b>14.2%</b> | <b>13.8%</b> |            |            |

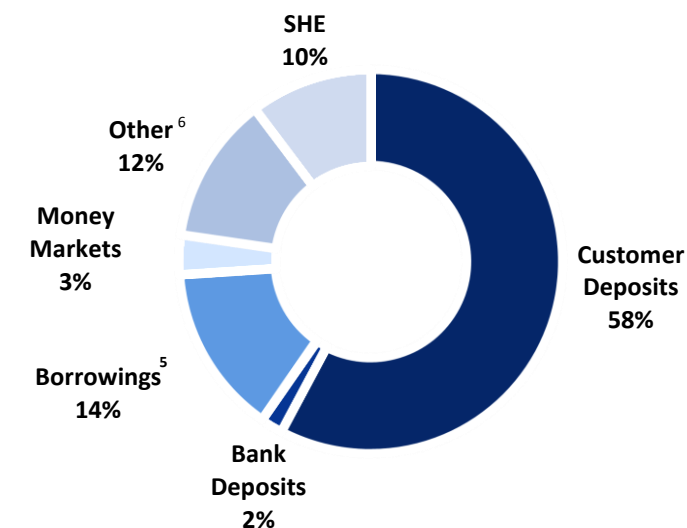
## Notes:

- Loans indicate performing loans excluding loans provided to financial institutions. TL and FC Loans are adjusted for the FX indexed loans
- Excluding regulatory forbearances
- Other interest earning assets (IEAs) include Balances with the Central Bank Turkey, banks and other financial institutions, money markets, factoring receivables, financial lease receivables
- Other assets include investments in associates, subsidiaries, joint ventures, hedging derivative financial assets, property and equipment, intangible assets, tax assets, assets held for resale and related to discontinued operations (net) and other

## Assets – Bank Only



## Liabilities – Bank Only



- Borrowings: include funds borrowed, marketable securities issued (net), subordinated loans. Intragroup funding / Total exposures is limited to cash excluding Business Related (i.e. Trade Finance), Repos and loro/nostro accounts
- Other liabilities: other provisions, hedging derivatives, deferred and current tax liability and other

# Consolidated income statement

| TL million  | 4Q22          | 3Q23          | 4Q23          | y/y          | q/q          | 2022          | 2023           | y/y            |
|---|---------------|---------------|---------------|--------------|--------------|---------------|----------------|----------------|
| <b>Net Interest Income including swap costs</b>     | <b>31,603</b> | <b>29,189</b> | <b>18,474</b> | <b>-42%</b>  | <b>-37%</b>  | <b>77,802</b> | <b>73,778</b>  | <b>-5%</b>     |
| <i>o/w NII</i>                                      | 31,401        | 29,554        | 25,961        | -17%         | -12%         | 79,258        | 79,417         | 0%             |
| <i>Income from CPI-linkers<sup>1</sup></i>          | 21,097        | 24,237        | 19,062        | -10%         | -21%         | 47,276        | 61,246         | 30%            |
| <i>o/w Swap costs</i>                               | 201           | -365          | -7,486        | n.m.         | n.m.         | -1,457        | -5,639         | n.m.           |
| <b>Fees &amp; Commissions</b>                       | <b>5,131</b>  | <b>11,037</b> | <b>13,934</b> | <b>172%</b>  | <b>26%</b>   | <b>15,741</b> | <b>38,160</b>  | <b>142%</b>    |
| <b>Core Revenues</b>                                | <b>36,734</b> | <b>40,226</b> | <b>32,408</b> | <b>-12%</b>  | <b>-19%</b>  | <b>93,542</b> | <b>111,938</b> | <b>20%</b>     |
| <b>Operating Costs</b>                              | <b>9,741</b>  | <b>12,073</b> | <b>16,607</b> | <b>70%</b>   | <b>38%</b>   | <b>23,657</b> | <b>48,803</b>  | <b>106%</b>    |
| <b>Core Operating Income</b>                        | <b>26,993</b> | <b>28,153</b> | <b>15,802</b> | <b>-41%</b>  | <b>-44%</b>  | <b>69,885</b> | <b>63,135</b>  | <b>-10%</b>    |
| <b>Trading and FX gains/losses</b>                  | <b>1,300</b>  | <b>6,288</b>  | <b>4,190</b>  | <b>222%</b>  | <b>-33%</b>  | <b>11,658</b> | <b>26,928</b>  | <b>131%</b>    |
| Trading excl. ECL hedge                             | 654           | 5,403         | 2,736         | 318%         | -49%         | 6,844         | 19,733         | 188%           |
| <i>ECL hedging</i>                                  | 646           | 884           | 1,454         | 125%         | 64%          | 4,815         | 7,195          | 49%            |
| <b>Other income</b>                                 | <b>213</b>    | <b>600</b>    | <b>1,422</b>  | <b>568%</b>  | <b>137%</b>  | <b>1,014</b>  | <b>3,505</b>   | <b>246%</b>    |
| <i>o/w income from subs</i>                         | 66            | 370           | 744           | n.m.         | 101%         | 236           | 1,624          | 589%           |
| <b>Pre-provision Profit</b>                         | <b>28,506</b> | <b>35,041</b> | <b>21,414</b> | <b>-25%</b>  | <b>-39%</b>  | <b>82,558</b> | <b>93,567</b>  | <b>13%</b>     |
| <b>ECL net of collections</b>                       | <b>5,207</b>  | <b>1,458</b>  | <b>815</b>    | <b>-84%</b>  | <b>-44%</b>  | <b>12,952</b> | <b>8,333</b>   | <b>-36%</b>    |
| ECL (excl. currency impact)                         | 4,561         | 573           | -639          | -114%        | -211%        | 8,137         | 1,138          | -86%           |
| <i>o/w Collections/Provision Reversals (-)</i>      | -2,269        | -2,480        | -4,155        | 83%          | 68%          | -9,568        | -15,892        | 66%            |
| <b>Provisions for Risks and Charges &amp; Other</b> | <b>107</b>    | <b>33</b>     | <b>92</b>     | <b>-14%</b>  | <b>182%</b>  | <b>412</b>    | <b>206</b>     | <b>-50%</b>    |
| <b>Pre-tax Income</b>                               | <b>23,192</b> | <b>33,550</b> | <b>20,506</b> | <b>-12%</b>  | <b>-39%</b>  | <b>69,194</b> | <b>85,029</b>  | <b>23%</b>     |
| Tax   | 5,762         | 8,964         | 1,199         | -79%         | -87%         | 16,448        | 17,019         | 3%             |
| <b>Net Income</b>                                   | <b>17,429</b> | <b>24,586</b> | <b>19,307</b> | <b>11%</b>   | <b>-21%</b>  | <b>52,745</b> | <b>68,010</b>  | <b>29%</b>     |
| <b>RoTE</b>   | <b>59%</b>    | <b>66%</b>    | <b>46%</b>    | <b>-13pp</b> | <b>-20pp</b> | <b>57%</b>    | <b>45%</b>     | <b>-12pp</b>   |
| <b>RoA</b>  | <b>6.1%</b>   | <b>6.2%</b>   | <b>4.4%</b>   | <b>-2pp</b>  | <b>-2pp</b>  | <b>5.4%</b>   | <b>4.5%</b>    | <b>-91bps</b>  |
| <b>CoR (excl. currency impact)</b>                  | <b>2.87%</b>  | <b>0.27%</b>  | <b>-0.27%</b> | <b>-3pp</b>  | <b>-1pp</b>  | <b>1.47%</b>  | <b>0.14%</b>   | <b>-133bps</b> |

Notes:

n.m.: not meaningful

1. Interest income from CPI linkers includes only inflation impact on principal amount and does not include the interest income from fixed coupon rate

# Bank-only income statement

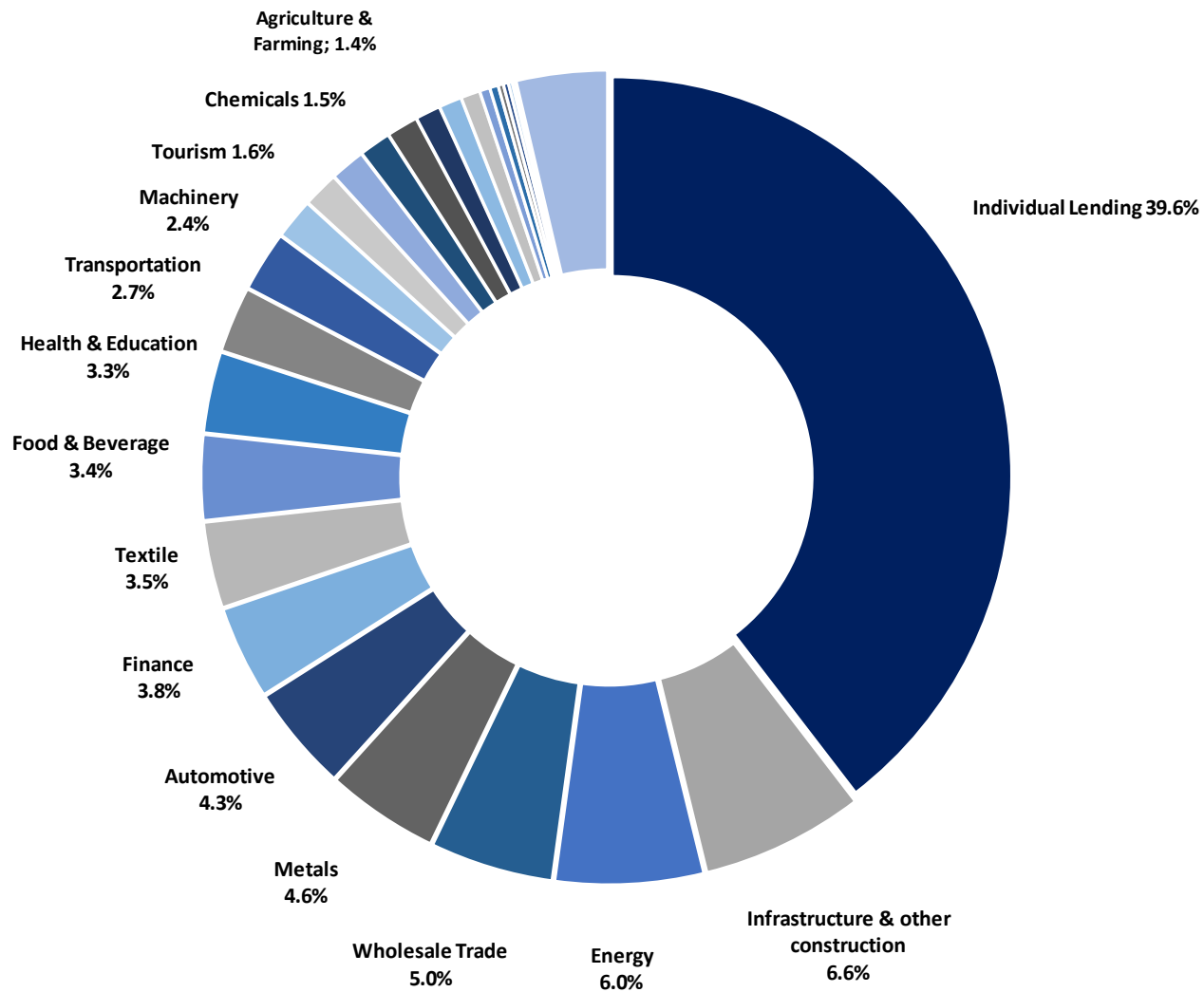
| TL million  | 4Q22          | 3Q23          | 4Q23          | y/y            | q/q            | 2022          | 2023           | y/y            |
|---|---------------|---------------|---------------|----------------|----------------|---------------|----------------|----------------|
| <b>Net Interest Income including swap costs</b>     | <b>30,649</b> | <b>27,288</b> | <b>16,204</b> | <b>-47%</b>    | <b>-41%</b>    | <b>74,849</b> | <b>66,984</b>  | <b>-11%</b>    |
| <i>o/w NII</i>                                      | 30,536        | 27,703        | 23,770        | -22%           | -14%           | 76,948        | 72,902         | -5%            |
| <i>Income from CPI-linkers<sup>1</sup></i>          | 21,097        | 24,237        | 19,062        | -10%           | -21%           | 47,276        | 61,246         | 30%            |
| <i>o/w Swap costs</i>                               | 113           | -415          | -7,566        | n.m.           | n.m.           | -2,099        | -5,918         | 182%           |
| <b>Fees &amp; Commissions</b>                       | <b>4,511</b>  | <b>9,765</b>  | <b>12,989</b> | <b>188%</b>    | <b>33%</b>     | <b>14,134</b> | <b>34,482</b>  | <b>144%</b>    |
| <b>Core Revenues</b>                                | <b>35,161</b> | <b>37,053</b> | <b>29,194</b> | <b>-17%</b>    | <b>-21%</b>    | <b>88,983</b> | <b>101,466</b> | <b>14%</b>     |
| <b>Operating Costs</b>                              | <b>9,245</b>  | <b>11,454</b> | <b>15,725</b> | <b>70%</b>     | <b>37%</b>     | <b>22,369</b> | <b>46,427</b>  | <b>108%</b>    |
| <b>Core Operating Income</b>                        | <b>25,916</b> | <b>25,599</b> | <b>13,469</b> | <b>-48%</b>    | <b>-47%</b>    | <b>66,614</b> | <b>55,039</b>  | <b>-17%</b>    |
| <b>Trading and FX gains/losses</b>                  | <b>1,164</b>  | <b>6,083</b>  | <b>3,967</b>  | <b>241%</b>    | <b>-35%</b>    | <b>11,087</b> | <b>25,829</b>  | <b>133%</b>    |
| Trading excl. ECL hedge                             | 518           | 5,199         | 2,513         | 386%           | -52%           | 6,272         | 18,634         | 197%           |
| <i>ECL hedging</i>                                  | 646           | 884           | 1,454         | 125%           | 64%            | 4,815         | 7,195          | 49%            |
| <b>Other income</b>                                 | <b>1,072</b>  | <b>2,566</b>  | <b>3,146</b>  | <b>193%</b>    | <b>23%</b>     | <b>3,871</b>  | <b>10,142</b>  | <b>162%</b>    |
| <i>o/w income from subs</i>                         | 903           | 2,357         | 2,430         | 169%           | 3%             | 3,103         | 8,215          | 165%           |
| <b>Pre-provision Profit</b>                         | <b>28,152</b> | <b>34,248</b> | <b>20,583</b> | <b>-27%</b>    | <b>-40%</b>    | <b>81,572</b> | <b>91,011</b>  | <b>12%</b>     |
| <b>ECL net of collections</b>                       | <b>5,107</b>  | <b>1,585</b>  | <b>609</b>    | <b>-88%</b>    | <b>-62%</b>    | <b>12,884</b> | <b>8,308</b>   | <b>-36%</b>    |
| ECL (excl. currency impact)                         | 4,461         | 701           | -845          | -119%          | -220%          | 8,069         | 1,113          | -86%           |
| <i>o/w Collections/Provision Reversals (-)</i>      | -2,237        | -2,338        | -4,159        | 86%            | 78%            | -9,296        | -15,464        | 66%            |
| <b>Provisions for Risks and Charges &amp; Other</b> | <b>99</b>     | <b>25</b>     | <b>81</b>     | <b>-18%</b>    | <b>224%</b>    | <b>374</b>    | <b>152</b>     | <b>-59%</b>    |
| <b>Pre-tax Income</b>                               | <b>22,946</b> | <b>32,638</b> | <b>19,893</b> | <b>-13%</b>    | <b>-39%</b>    | <b>68,314</b> | <b>82,551</b>  | <b>21%</b>     |
| Tax   | 5,517         | 8,052         | 586           | -89%           | -93%           | 15,569        | 14,542         | -7%            |
| <b>Net Income</b>                                   | <b>17,429</b> | <b>24,586</b> | <b>19,307</b> | <b>11%</b>     | <b>-21%</b>    | <b>52,745</b> | <b>68,009</b>  | <b>29%</b>     |
| <b>RoTE</b>   | <b>59%</b>    | <b>66%</b>    | <b>46%</b>    | <b>-13pp</b>   | <b>-20pp</b>   | <b>57%</b>    | <b>45%</b>     | <b>-12pp</b>   |
| <b>RoA</b>  | <b>6.5%</b>   | <b>6.7%</b>   | <b>4.7%</b>   | <b>-185bps</b> | <b>-201bps</b> | <b>5.7%</b>   | <b>4.8%</b>    | <b>-94bps</b>  |
| <b>CoR (excl. currency impact)</b>                  | <b>3.07%</b>  | <b>0.37%</b>  | <b>-0.40%</b> | <b>-347bps</b> | <b>-77bps</b>  | <b>1.60%</b>  | <b>0.15%</b>   | <b>-145bps</b> |

Notes:

n.m.: not meaningful

1. Interest income from CPI linkers includes only inflation impact on principal amount and does not include the interest income from fixed coupon rate

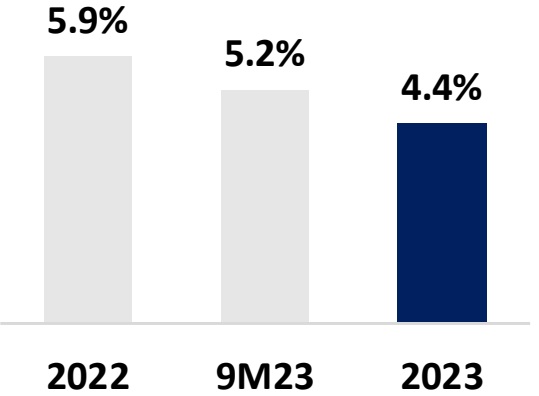
# Sectoral breakdown of loans



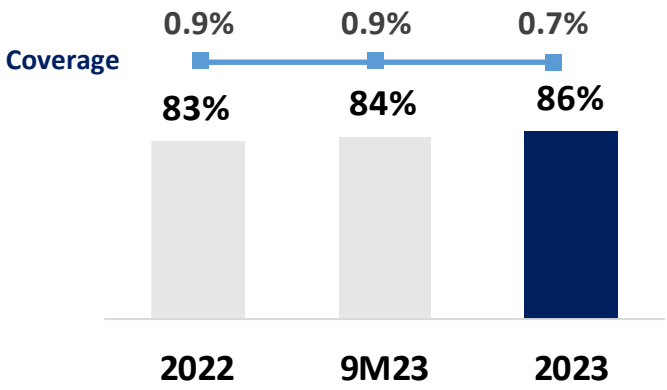
Notes:  
Based on MIS Data, Loans include gross cash and non-cash loans

# Staging and coverages

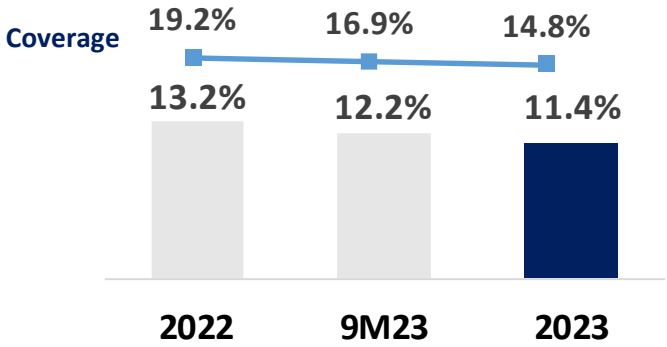
## Total Coverage



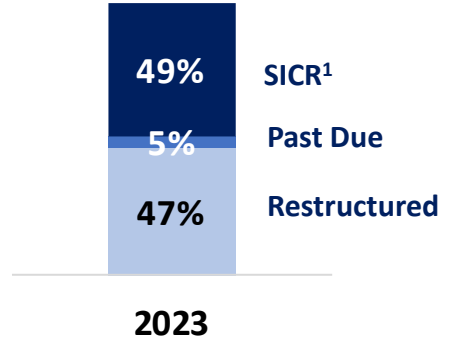
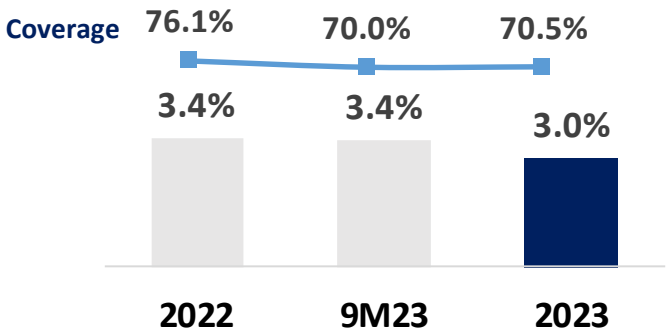
### Stage I



### Stage II



### Stage III



Note:  
Based on Bank-only BRSA financial  
1. SICR: Significant Increase in Credit Risk

# ECL details

| TL million          | 4Q22         | 1Q23         | 2Q23         | 3Q23         | 4Q23         | 2022          | 2023          |
|---------------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|
| <b>Provisions</b>   | <b>7,476</b> | <b>6,864</b> | <b>8,453</b> | <b>3,937</b> | <b>4,970</b> | <b>22,521</b> | <b>24,225</b> |
| <i>Stage-1</i>      | <i>2,054</i> | <i>2,168</i> | <i>1,745</i> | <i>954</i>   | <i>2,783</i> | <i>5,540</i>  | <i>7,649</i>  |
| <i>Stage-2</i>      | <i>1,134</i> | <i>3,244</i> | <i>991</i>   | <i>1,035</i> | <i>-392</i>  | <i>5,817</i>  | <i>4,877</i>  |
| <i>Stage-3</i>      | <i>4,288</i> | <i>1,453</i> | <i>5,716</i> | <i>1,949</i> | <i>2,580</i> | <i>11,163</i> | <i>11,698</i> |
| Currency Impact     | -646         | -459         | -4,397       | -884         | -1,454       | -4,815        | -7,195        |
| Provision Reversals | -1,551       | -4,389       | -2,015       | -780         | -2,870       | -5,780        | -10,054       |
| Collections         | -718         | -1,371       | -1,483       | -1,700       | -1,285       | -3,788        | -5,838        |
| <b>ECL</b>          | <b>4,561</b> | <b>645</b>   | <b>558</b>   | <b>573</b>   | <b>-639</b>  | <b>8,137</b>  | <b>1,138</b>  |

Notes:  
Based on consolidated financials.

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