



1H24 EARNINGS PRESENTATION

Based on BRSA Consolidated Financials

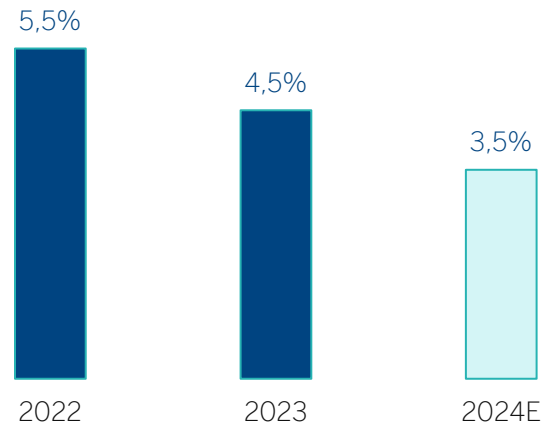
July 30th, 2024



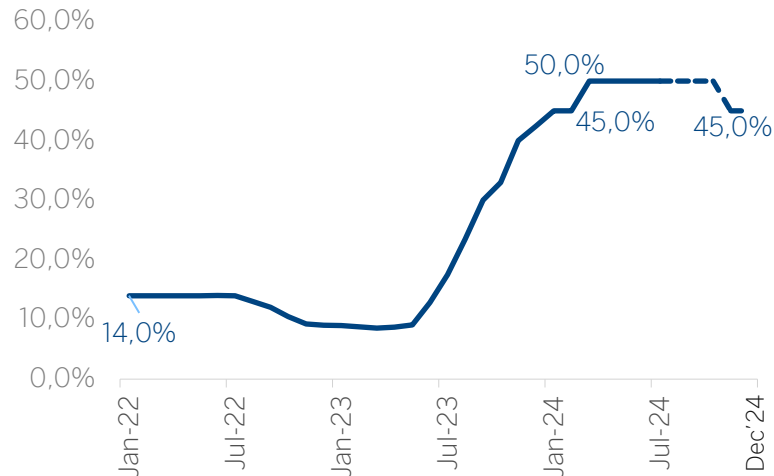
MACRO RECAP

TURKISH ECONOMY (I/II)

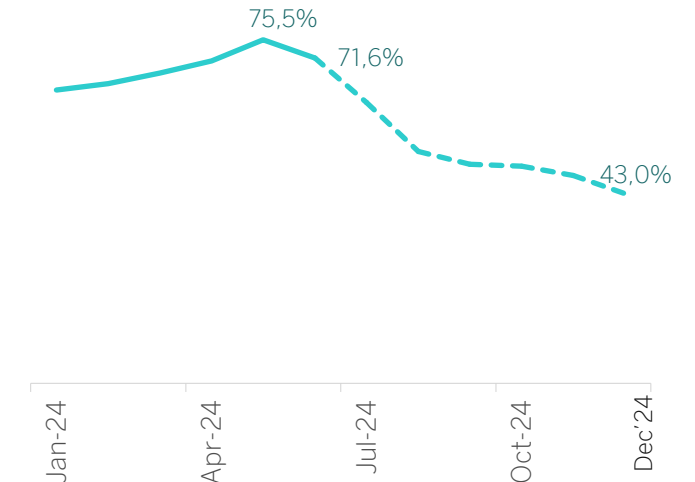
GDP GROWTH (YoY)



CBRT FUNDING RATE



CONSUMER INFLATION (% YoY)



- We nowcast nearly 4% y/y and 0% q/q GDP growth for 2Q24. Therefore, the annual GDP growth in 1H24 will get closer to 5%.
- Considering the strong performance of 1H24, risks are tilted slightly to the **upside for our 2024 GDP forecast of 3.5%**.

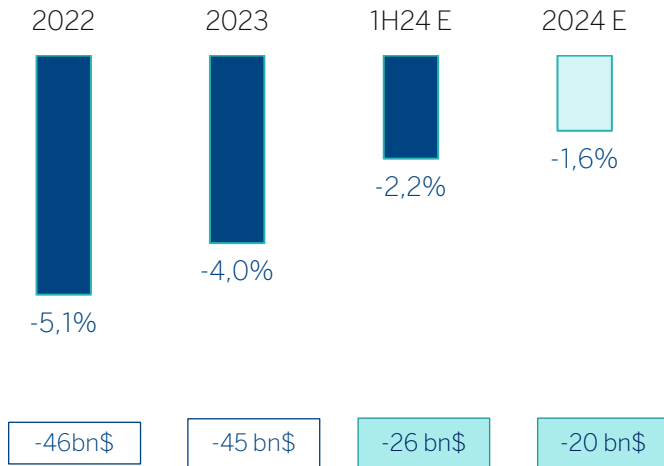
- We expect the **CBRT to keep 50% policy rate till late 4Q24**. Monetary stance would be tightened further via other tools (liquidity management & credit policies)
- Depending on the success on inflation, **the CBRT would remain restrictive longer than we expect in our baseline**.

- **Inflation trend has started to weaken more clearly in June.**
- **We forecast consumer inflation to decline below 50% by September on strong favorable base effects and finish the year at 43%.**

[Click here to view our latest macro forecast](#)

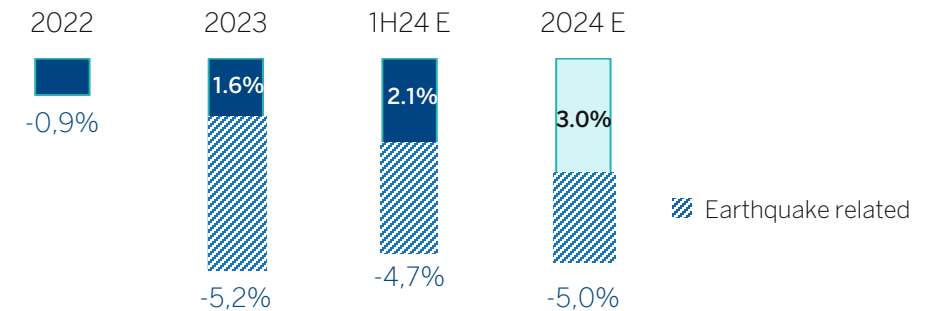
TURKISH ECONOMY (II/II)

CA DEFICIT / GDP (year end)



- **Rebalancing in the economy in favor of net exports** reduces the pressure from external financing
- **We expect current account deficit to diminish to below 2% of GDP in 2024**, with improving net trade deficit, strong tourism revenues and lower gold imports on top of de-dollarization.

BUDGET DEFICIT / GDP (year end)



- Excluding earthquake spending, **budget deficit was 1.6% of GDP in 2023**, far below the Maastricht criteria of 3%.
- Public Debt /GDP was **29.5% as of 2023YE** vs. Emerging Market (avg.): 68.9%; Advanced economies: 111% (IMF Fiscal Monitor)
- The Government aims to keep the budget deficit to GDP ratio **below 5% in 2024 and 3% in 2025**.

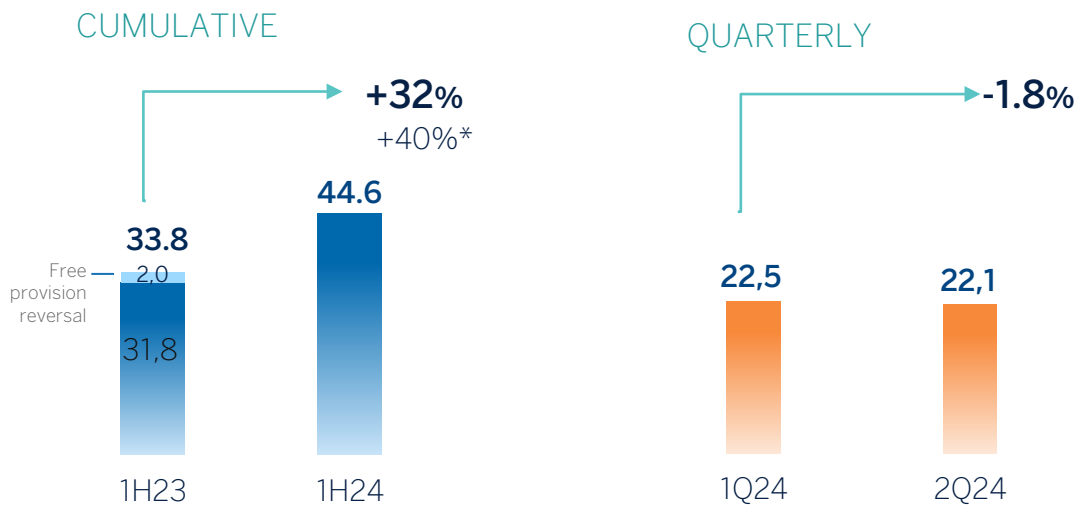
[Click here to view our latest macro forecast](#)



1H24 FINANCIALS

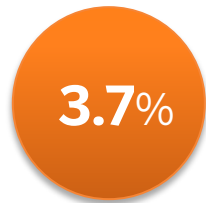
UNRIVALED LEADERSHIP IN CORE BANKING – THE PILLAR OF OUR SUSTAINABLE REVENUE GENERATION CAPABILITY

NET INCOME (TL bn)

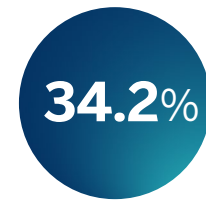


*adj w/free provision reversal

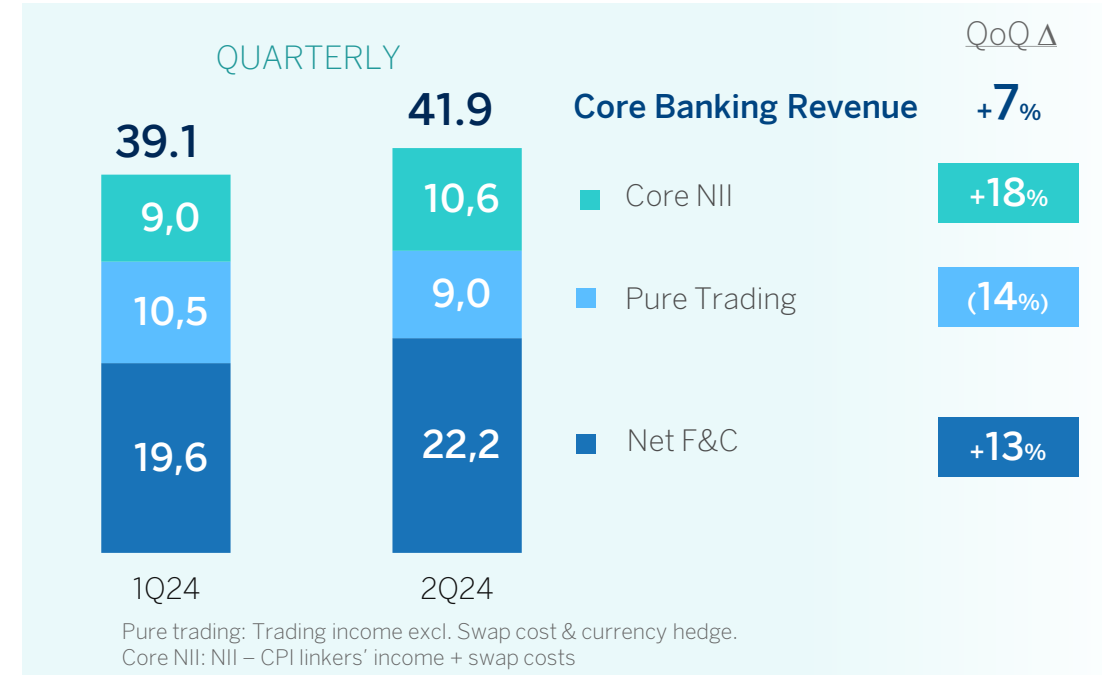
1H24 ROAA



1H24 ROAE



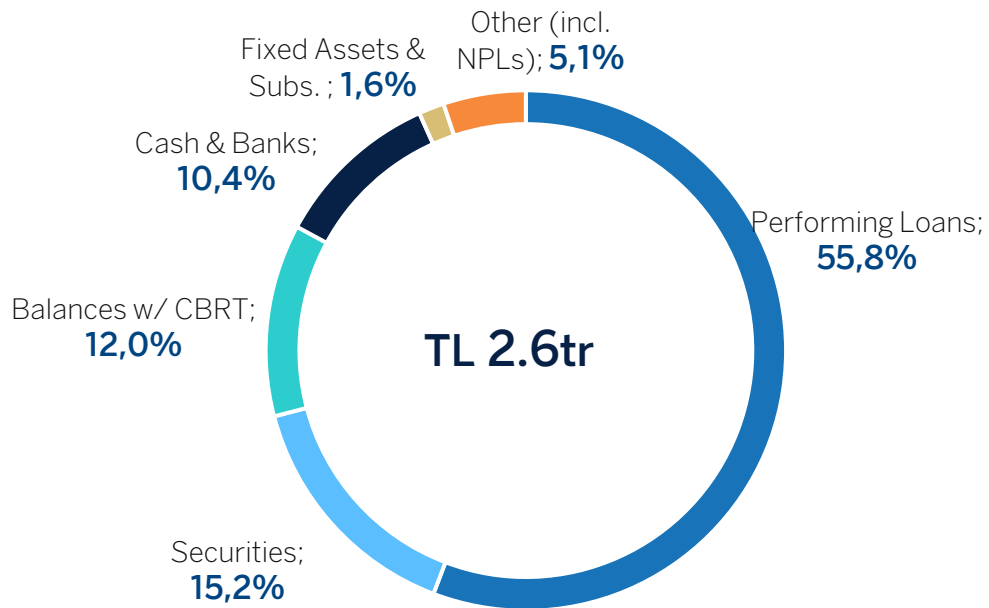
CORE BANKING REVENUE (TL bn)



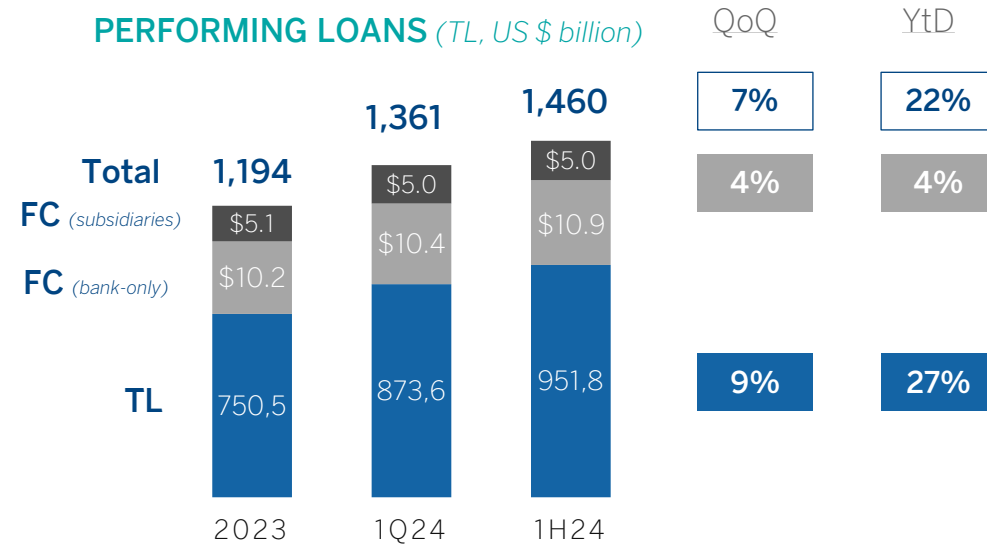
Rising incremental spreads are expected to be more visible in the second half.
 FX transaction gains remained strong, supporting trading
 Payment system fees continue to drive the fee growth, albeit the slowdown in TL lending.

CUSTOMER DRIVEN ASSET MIX REMAINS TO BE THE MAIN DIFFERENTIATOR

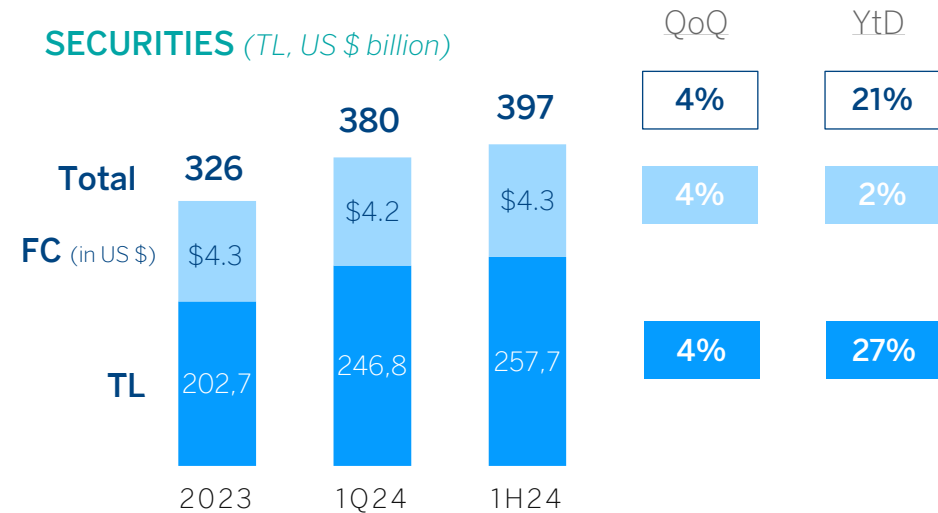
ASSET BREAKDOWN



PERFORMING LOANS (TL, US \$ billion)



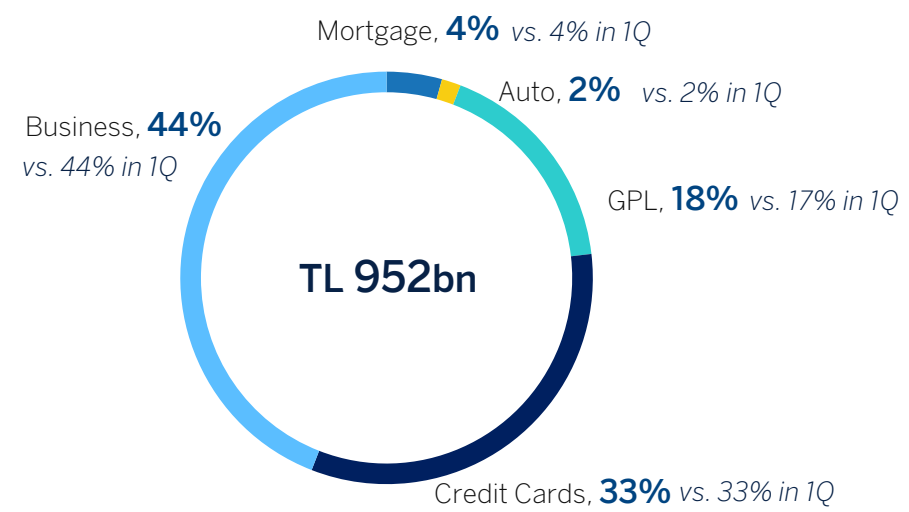
SECURITIES (TL, US \$ billion)



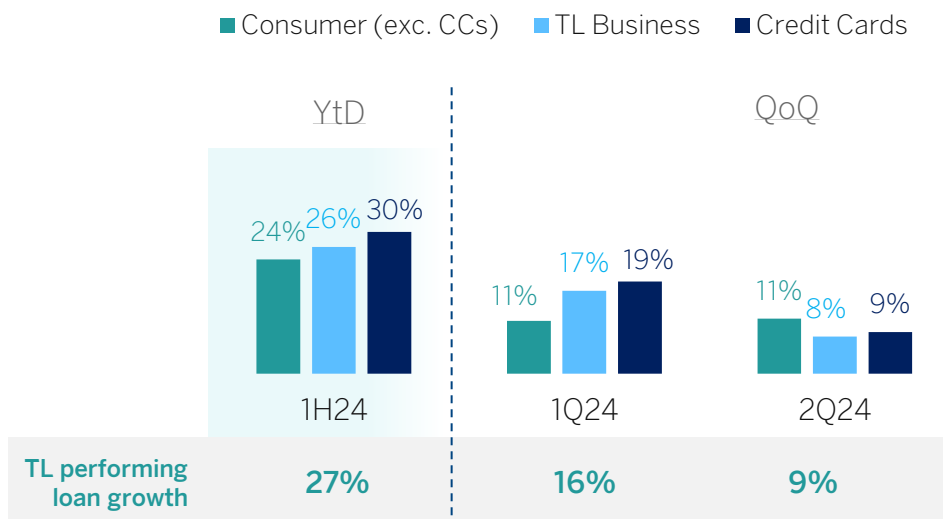
NAVIGATING THROUGH THE INTENDED SLOWDOWN IN TL LENDING

TL PERFORMING LOAN BREAKDOWN

(65% of total performing loans)



TL PERFORMING LOAN GROWTH



MARKET SHARE

(among private comm'l banks)

| | 1Q24 | 2Q24 |
|--------------------------------|-------|-------|
| TL loans | 20.7% | 20.7% |
| TL Business | 20.5% | 20.3% |
| Consumer (excl. CCs) | 19.9% | 20.1% |
| Consumer GPL (incl. overdraft) | 18.3% | 18.7% |
| Credit Cards | 21.8% | 21.9% |

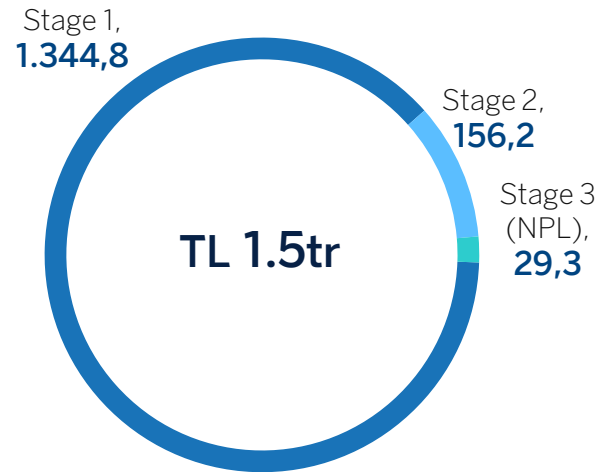
- > **Maintained leadership* in TL lending**
- > Selective and profitable growth strategy preserved
- > #1 in both Issuing & Acquiring volumes in the quarter
- > Salary customers share in outstanding GPL volume: **44%**

*As of March 2024.

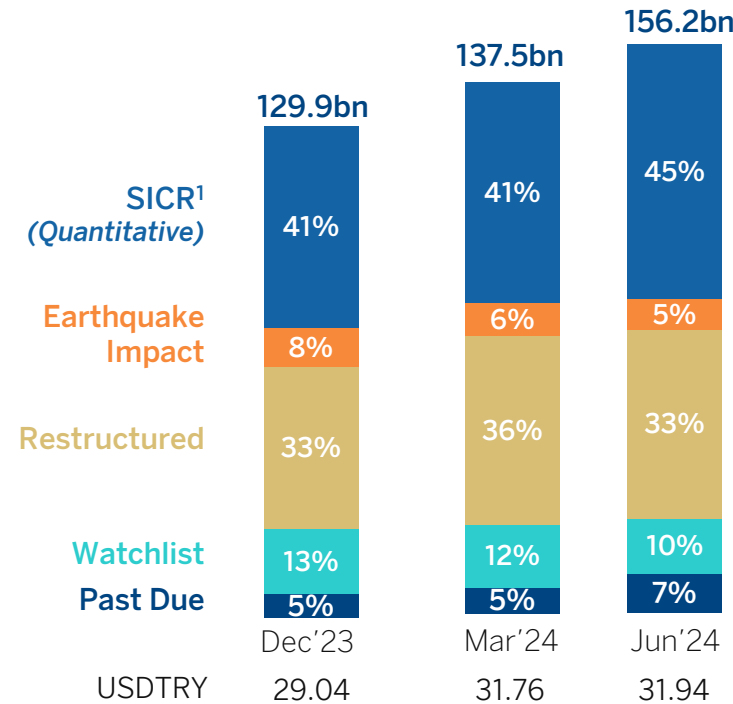
Sector figures used in market share calculations are based on bank-only BRSA weekly data as of 28.06.2024, for private commercial banks.

PRUDENT APPROACH MAINTAINED: CLOSELY WATCHED STAGE-2 PORTFOLIO WITH HIGH COVERAGE RATIOS

LOAN & RECEIVABLES PORTFOLIO BREAKDOWN (TL bn)



STAGE-2 BREAKDOWN (TL bn)



excl. currency impact²
 151.7 bn TL in June'24
 133.2 bn TL in Mar'24

10.2%

Stage-2 Share in Gross Loans & Receivables vs. 9.6% in Mar'24

18.8%

Stage-2 Coverage vs. 21.1% in Mar'24

Stage-2 total portfolio FC coverage **43%**; TL coverage: **8%**

82%

of the SICR Portfolio is non-delinquent

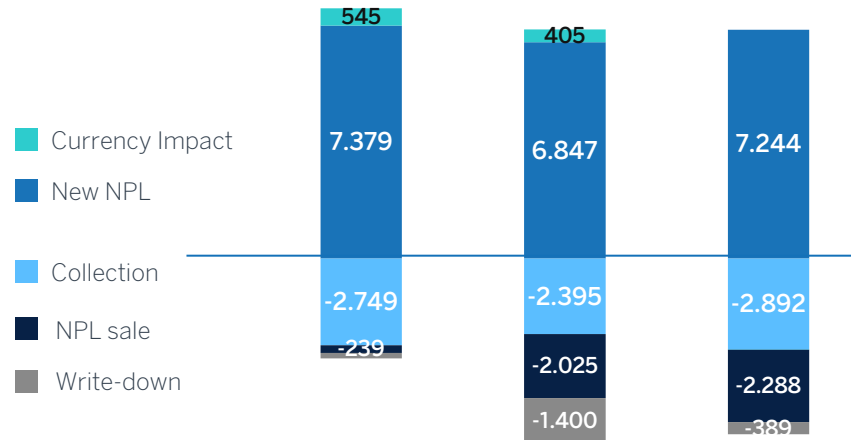
Only 2.9% of the 2Q23 SICR portfolio ended up in NPL in 2Q24

¹ SICR: Significant Increase in Credit Risk per our threshold for Probability of Default (PD) changes
² 2023 balance sheet FX rates are taken into account when calculating Stage 2 base for March & June 2024

NPL FLOW FARING AS EXPECTED: STRONG COLLECTION PERFORMANCE REMAINS SUPPORTIVE

NPL EVOLUTION (TL mn) QUARTERLY

| | | | |
|--|-------|-------|-------|
| Net NPL Flow | 4,760 | 1,433 | 1,674 |
| Net NPL Flow Adj. w/ curr. impact, & write-downs | 4,630 | 4,452 | 4,352 |



| | | | | |
|---------------------|------|------|------|-----------------------|
| NPL (nominal TL bn) | 4Q23 | 1Q24 | 2Q24 | 2Q24 (adj. w/ WD*) |
| | 26.2 | 27.6 | 29.3 | 44.6 |
| NPL Ratio | 2.1% | 1.9% | 1.9% | 2.9% |

COVERAGE RATIOS

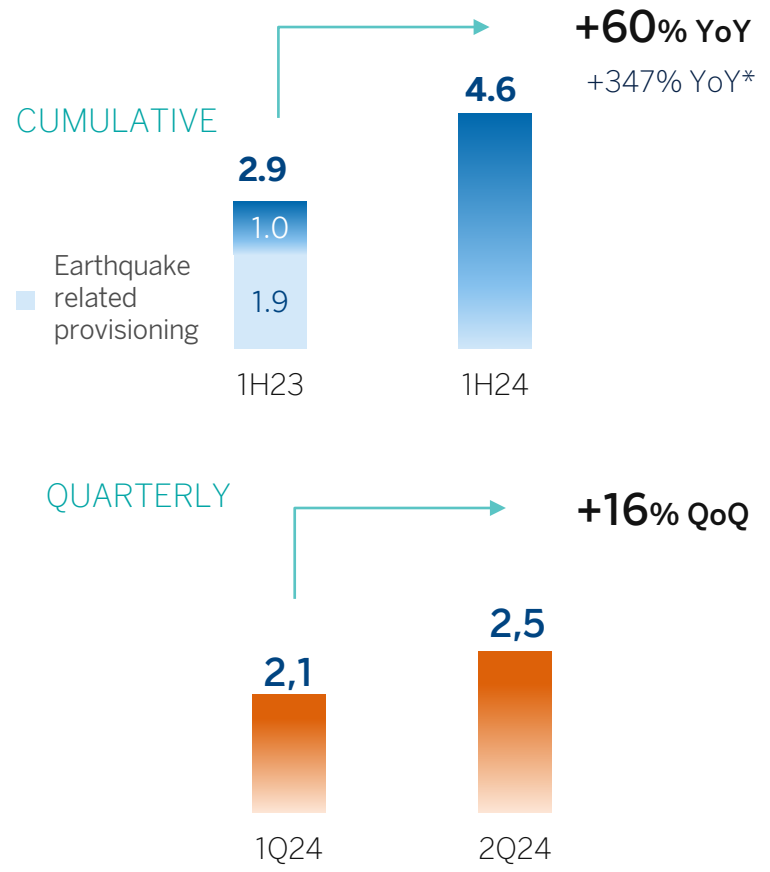
| | 1Q24 | 2Q24 | 2Q24 (adj. w/ WD*) |
|--|-------------|-------------|-----------------------|
| Total Provision (Balance sheet, TL bn) | 53.5 | 55.1 | 70.4 |
| +Stage-1 | 6.5 | 6.9 | |
| +Stage-2 | 29.0 | 29.4 | |
| +Stage-3 | 18.0 | 18.8 | 34.1 |
| Total Coverage | 3.7% | 3.6% | 4.6% |
| +Stage-1 | 0.5% | 0.5% | |
| +Stage-2 | 21.1% | 18.8% | |
| +Stage-3 | 65.3% | 64.2% | 76.5% |

*Adjusted with write-downs since 2019

NPL inflow mainly consists of **unsecured consumer loans**, as expected
 In 1H24, 4.3bn TL NPL sold for a total of 1.9bn TL

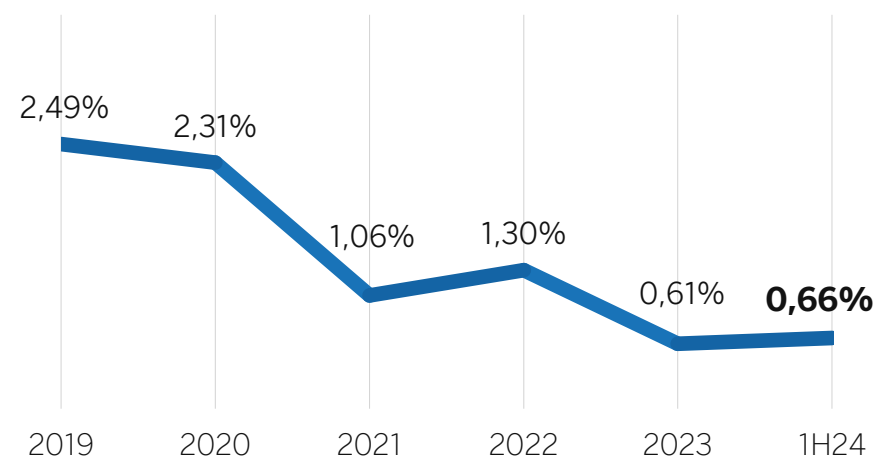
COMMITMENT TO ROBUST PROVISIONING SOLIDIFIES OUR FINANCIAL POSITION

NET PROVISIONS excl. CURRENCY (TL bn)



NET CoR TREND excl. CURRENCY

CUMULATIVE



> Currency depreciation impact: 37bps
No impact on bottom line as it is 100% hedged

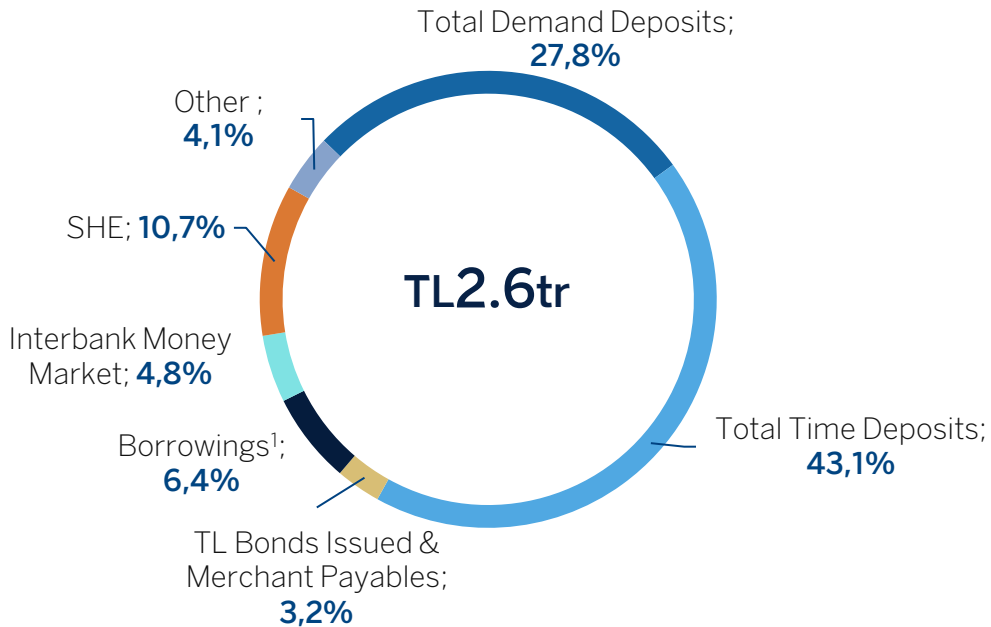
*Excluding Earthquake-related prudent provisioning impact

Normalizing, however still low net CoR mainly with the support of **commercial lending recoveries.**

STRATEGIC FUNDING APPROACH

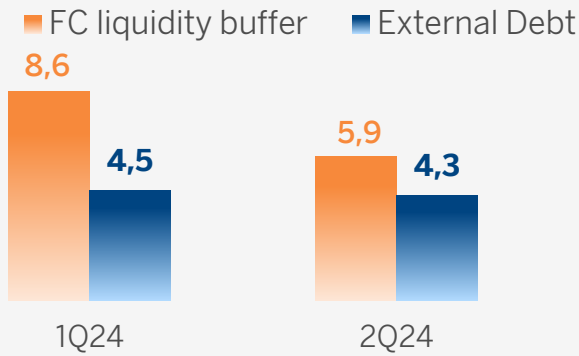
- THE BACKBONE OF OUR SUCCESS

LIABILITIES & SHE BREAKDOWN

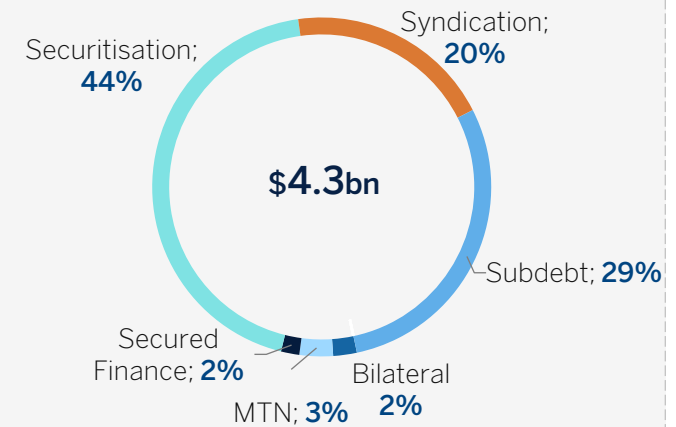


EXTERNAL DEBT VS. FC QUICK LIQUIDITY²

(US\$ bn)



WHOLESALE FUNDING BREAKDOWN



LOW LEVERAGE

8.3X

Debt / Equity

HIGHLY LIQUID BALANCE SHEET

\$1.2bn

Short-term portion of external debt

\$5.9bn

FC Liquidity Buffer

WELL-DIVERSIFIED FUNDING STRUCTURE

24%

ESG-linked fundings share in total wholesale funding. 100% of the new issuances* since 2021 are ESG-linked

¹ Includes funds borrowed, sub-debt & FC securities issued

² FC Liquidity Buffer includes FC reserves under ROM, swaps, money market placements, CBRT eligible unencumbered securities

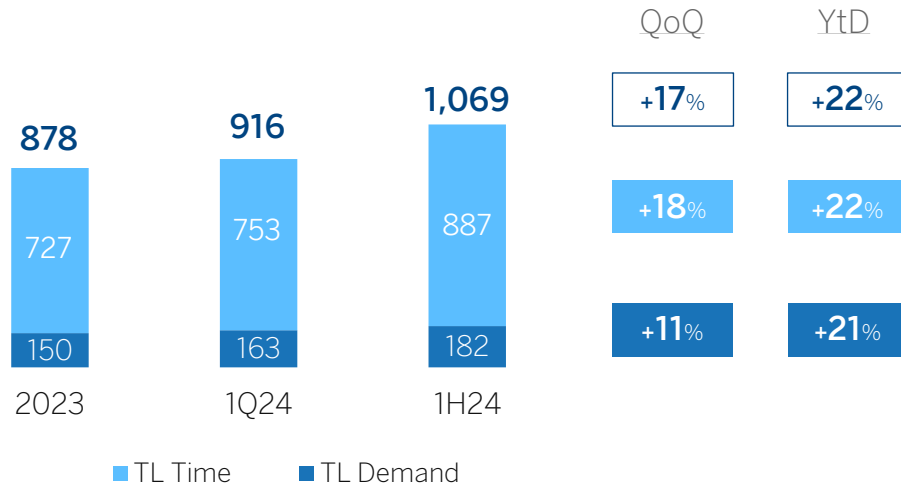
*Excludes secured finance transactions and MTN issuance.

ACCELERATED CONVERSION TO STANDARD TL DEPOSITS

FC DEPOSITS' SHARE IN TOTAL AT ITS HISTORIC LOW

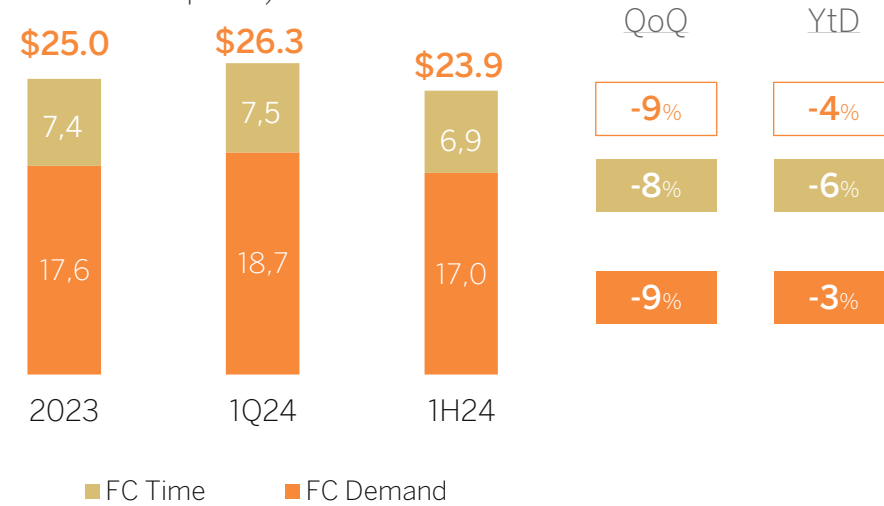
TL CUST. DEPOSITS (TL bn)

(58% of total deposits)



FC CUST. DEPOSITS (US\$ bn)

(42% of total deposits)



STRONG ZERO-COST DEMAND DEPOSIT BASE

39%

Cust. demand deposits share in total
vs. sector: 34%

DECLINING SHARE OF FC-PROTECTED DEPOSITS

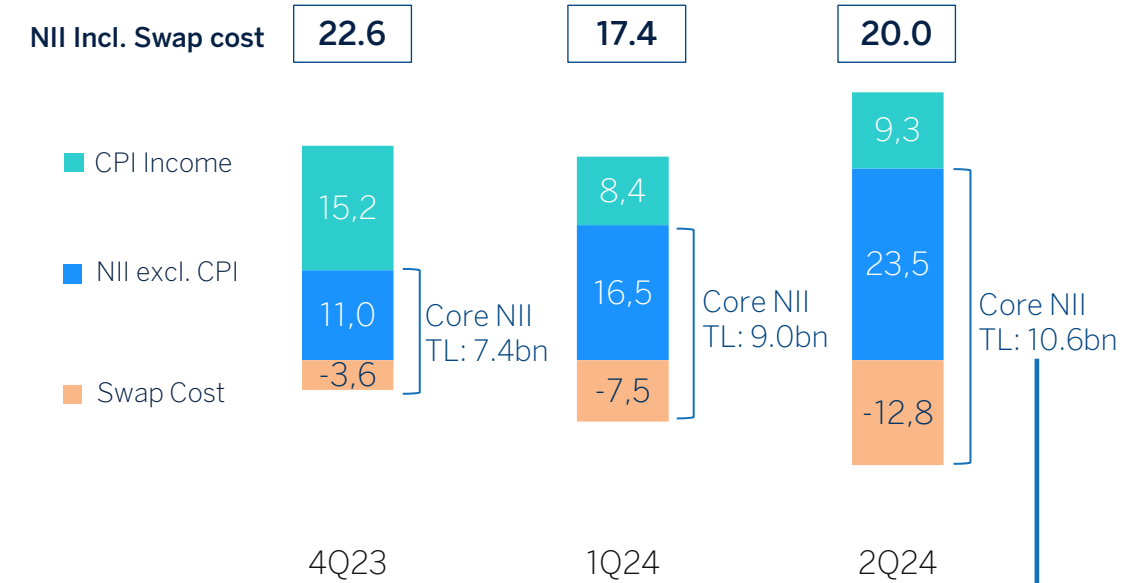
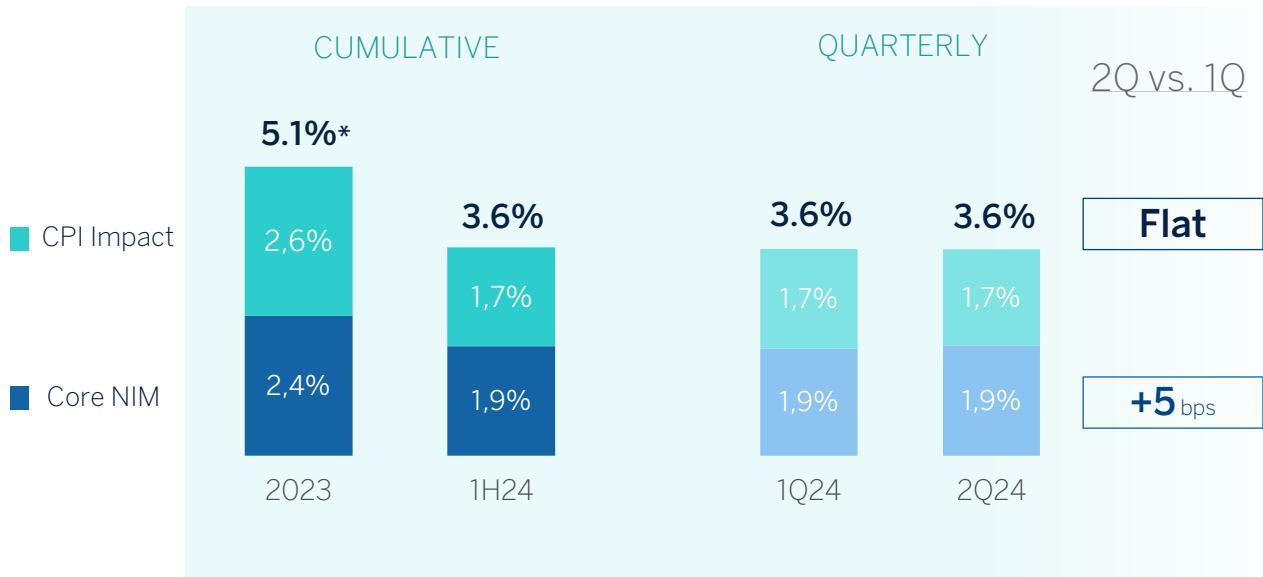
~35%

Share in TL Time deposits
Down from 70% at the end of Sep'23

OUR LEGACY: HIGHEST CORE NII GENERATION CAPABILITY REMAINS

NIM INCL. SWAP COST¹

NET INTEREST INCOME INCL. SWAP COST (TL BILLION)



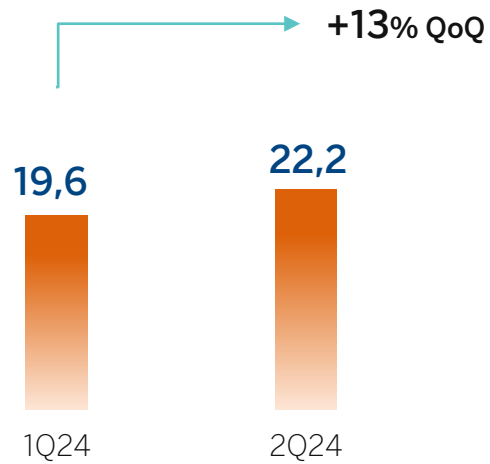
* Including KKM related additional remuneration for 1H23, booked under trading line

- **Improving core NII** even in a challenging quarter owed to;
 - Timely loan growth, repricing & duration gap management
 - Effective management of funding costs
 - Full utilization of CBRT's remuneration potential
- **On track with full year NIM guidance**
- CPI estimate used in CPI linker valuation remained at **40%**.

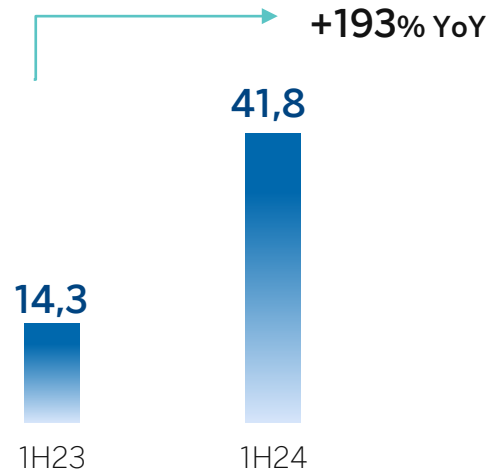
By far the **highest level** among peers

PAYMENT SYSTEM FEES CONTINUE TO DRIVE THE FEE GROWTH

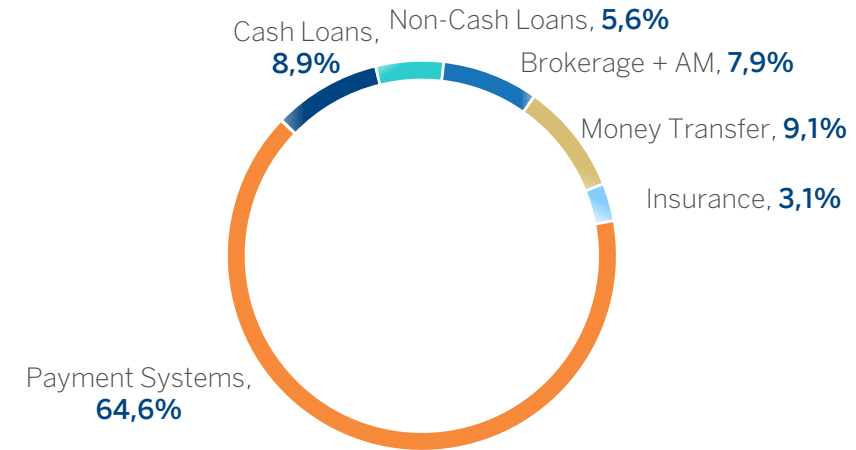
NET FEES & COMMISSIONS (TL bn)
QUARTERLY



CUMULATIVE



NET F&C BREAKDOWN¹



SOLID PRESENCE IN CREDIT CARD BUSINESS

+4.6X YoY
Payment Systems Fees

#1 in Issuing Volume
CC customers and
Acquiring Volume in the quarter

WELL DIVERSIFIED & LUCRATIVE FEE BASE

#1 in TL Cash &
TL Non-Cash Loans
(as of 31.03.2024)

#1 in Money Transfer fees

INCREASING DIGITAL CUSTOMER PENETRATION

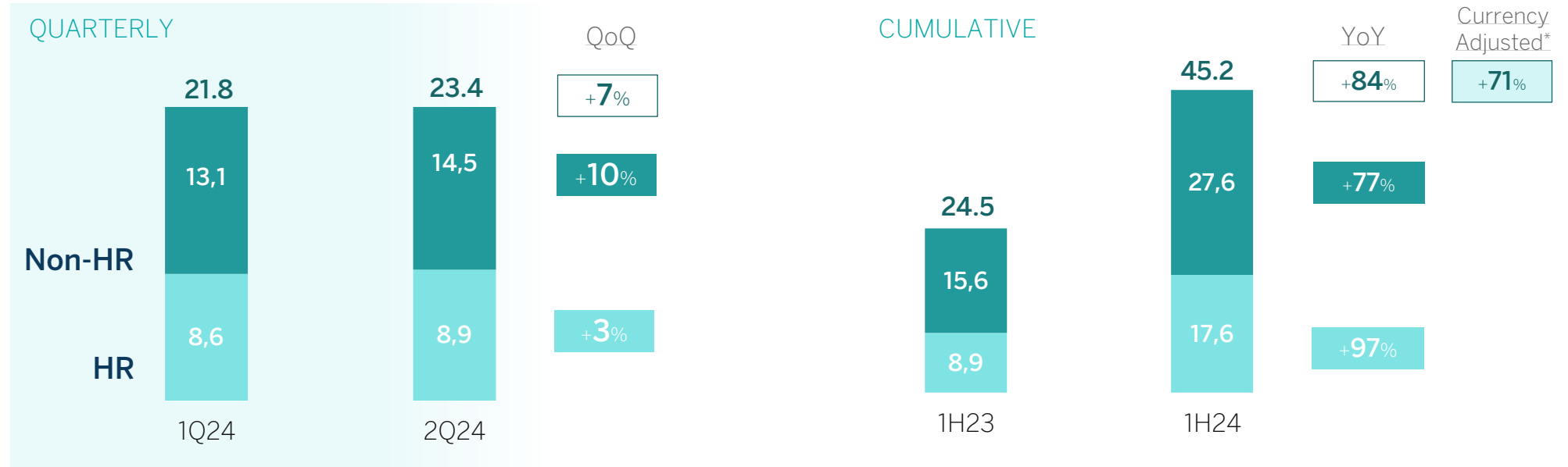
~15.9mn
Digital active customers
Mobile-only customers: 13.0mn

90%
Digital sales in total sales

¹ Net Fees&Comm. breakdown is based on Consolidated Financials. Garanti Pension premiums are shown under Other Income. Rankings are among private banks

OPEX GROWTH INLINE WITH EXPECTATIONS

OPERATING EXPENSES (TL bn)



COST CAUTIOUS BUSINESS GROWTH WILL CONTINUE TO DIFFERENTIATE EFFICIENCY RATIOS

| COST / INCOME | FEES / OPEX | OPEX / AVG. ASSETS |
|---------------|-------------|--------------------|
| 42% | 93% | 3.7% |

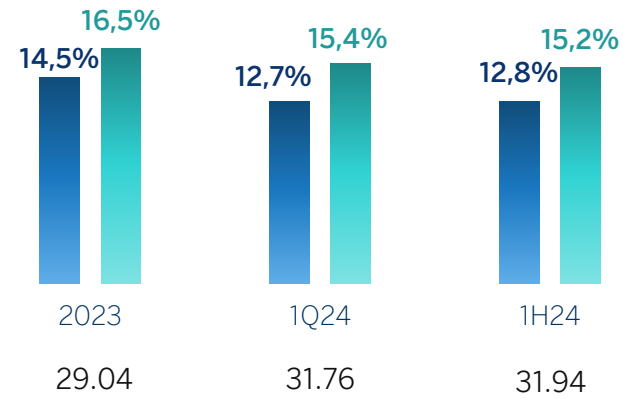
*100% of currency linked expenses are hedged, thus no impact on bottom-line

Note: Income defined as NII inc. Swaps + Net F&C + Dividend Income + Subsidiary Income + Net Trading Income (excludes swaps & currency hedge) + Other income (net of prov. Reversals, free provision reversals and one-off income)

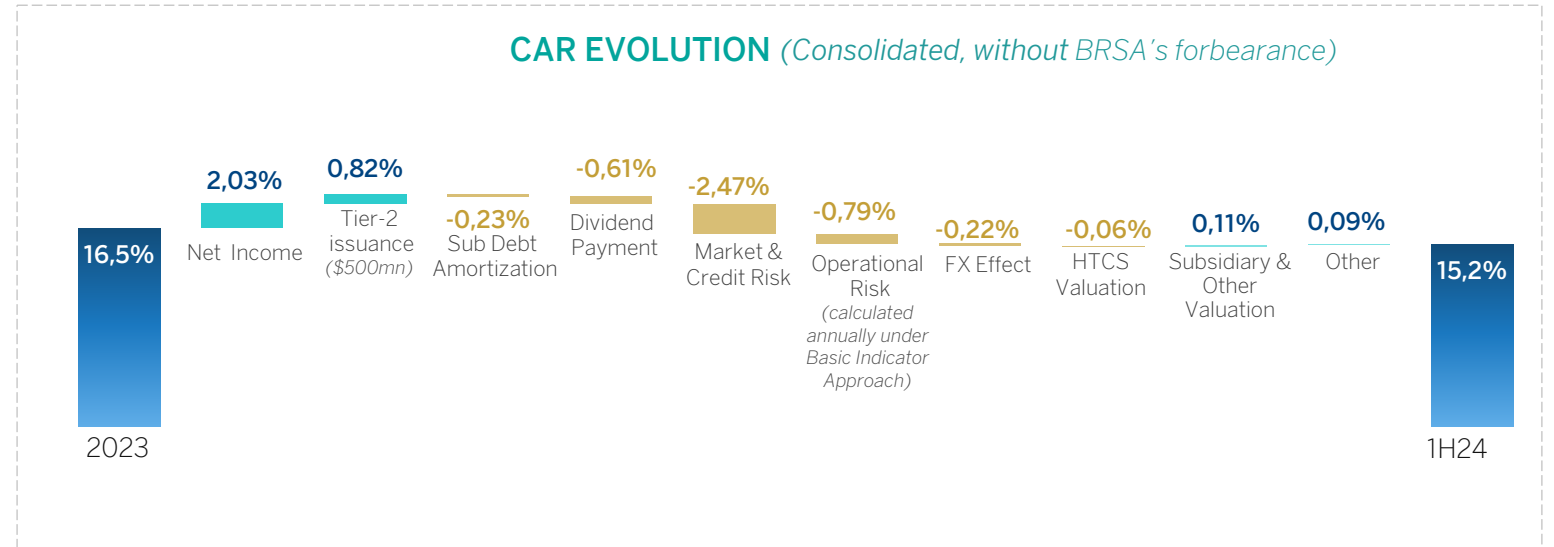
CAPITAL REMAINS STRONG

SOLVENCY RATIOS *(without BRSA's forbearance)*

■ CET1 ■ CAR



CAR EVOLUTION *(Consolidated, without BRSA's forbearance)*



~18,3bps
CAR sensitivity to
10% TL
depreciation

~1%
BRSA
Forbearance
Impact on CAR

TL 65 bn
Excess Capital
(Consolidated
& w/o forbearance)

1 Required Consolidated CAR level = 8.0% + SIFI Buffer for Group 2 (1.5%) + Capital Conservation Buffer (2.5%) + Counter Cyclical Buffer (0.14%); Required Consolidated Tier-I = 6.0% + Buffers; Required Consolidated CET-1 = 4.5% + Buffers

1H24 IN SUMMARY...A GOLD MEDAL WINNER IN FINANCIAL PENTATHLON

| | | | |
|---|--|---|---|
| 1 | SUSTAINED & SEQUENTIALLY INCREASING CORE BANKING REVENUES FEED THE HIGHEST NET INCOME | NET INCOME 44.6 bn TL in 1H24 alludes to 34% ROAE w/ low leverage | HIGH QUALITY EARNINGS +63% 1H YoY growth in core banking revenue |
| 2 | FEES FULLY COVER OPEX | NET FEES & COMMISSIONS 41.8 bn TL in 1H24 Tripled YoY | FEES / OPEX 93% in 1H24 |
| 3 | COMMITMENT TO ROBUST PROVISIONING SOLIDIFIES OUR FINANCIAL POSITION | NET CoR (<i>excl. currency</i>) 66 bps in 1H24 | TOTAL PROVISION ON B/S 55.1 bn TL Highest among private banks |
| 4 | STRONG CAPITAL | CAR <i>(w/o BRSA's forbearance)</i> 15.2% | EXCESS CAPITAL <i>(consolidated, w/o BRSA's forbearance)</i> 65 bn TL |
| 5 | CONTINUED PROGRESS IN BUSINESS GROWTH | # of CUSTOMERS Every 1 out of 2 bank customers has an account with Garanti BBVA | ACTIVE DIGITAL CUSTOMERS 15.9 mn Highest in the sector |

Unmatched leadership will be sustained through agility & financial resilience

Appendix

PG. 20 Sector Breakdown of Gross Loans

PG. 21 FC Loan Breakdown

PG. 22 Maturity Profile of External Debt

PG. 23 Adjusted L/D and Liquidity
Coverage Ratios,

PG. 24 Market Shares

PG. 25 Securities Portfolio

PG. 26 Summary Balance Sheet

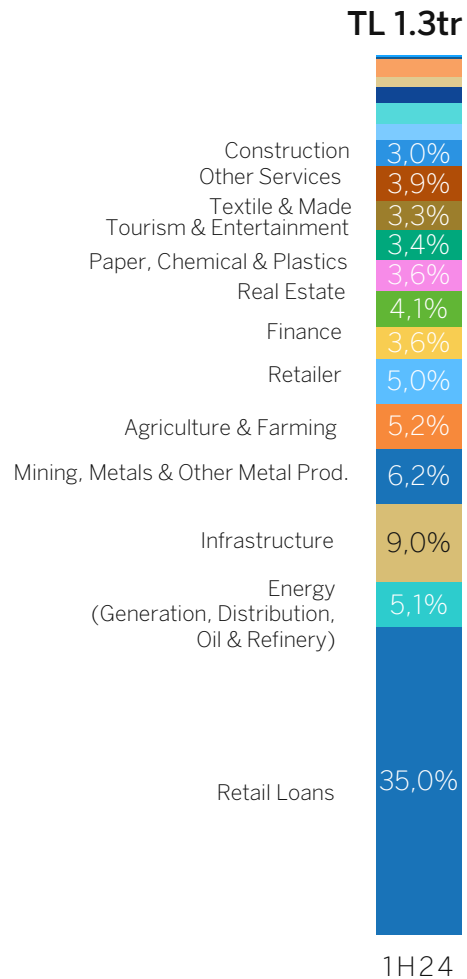
PG. 27 Summary P&L

PG. 28 Key Financial Ratios

PG. 29 Quarterly & Cumulative Net
Cost of Risk

APPENDIX: SECTOR BREAKDOWN OF GROSS LOANS

SECTOR BREAKDOWN OF GROSS LOANS¹



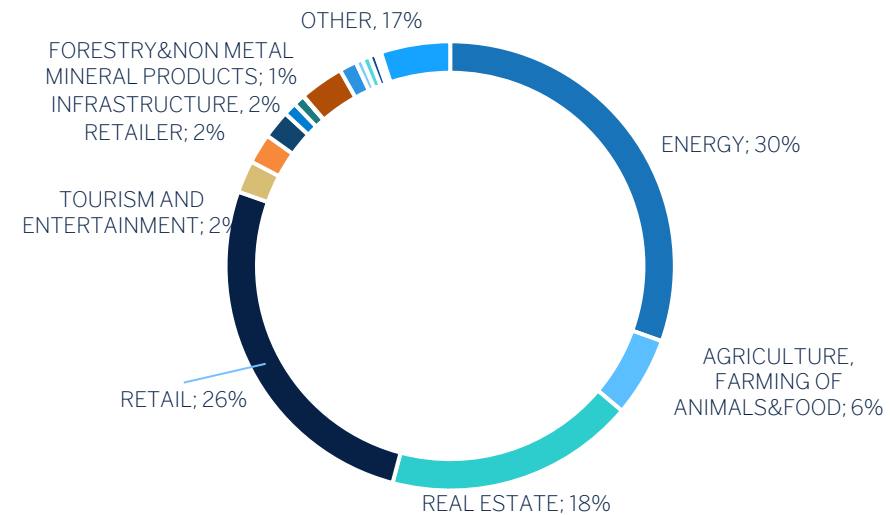
¹ Based on Bank-only MIS data

% SHARE

COVERAGE RATIO

| Key Sectors | % SHARE | | | COVERAGE RATIO | | |
|-------------------------|---------|---------|---------|----------------|---------|---------|
| | Stage 1 | Stage 2 | Stage 3 | Stage 1 | Stage 2 | Stage 3 |
| Retail | 84% | 13% | 3% | 0.6% | 6.6% | 57.3% |
| Energy | 59% | 38% | 3% | 0.3% | 30.8% | 80.6% |
| Construction | 90% | 6% | 4% | 0.3% | 11.5% | 53.8% |
| Textile & Made | 89% | 8% | 2% | 0.5% | 13.2% | 75.0% |
| Tourism & Entertainment | 89% | 9% | 2% | 0.5% | 7.9% | 72.7% |
| Real Estate | 69% | 29% | 1% | 0.3% | 62.0% | 62.6% |

SECTOR BREAKDOWN OF STAGE 2 EXCLUDING SICR¹



APPENDIX: CLOSELY MONITORED AND WELL-PROVISIONED FC LOANS

FC PERFORMING LOANS

(35% of total performing loans)

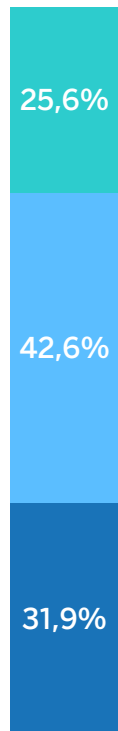
US\$ 15.9 bn

US\$ 5.0bn

■ GBI and GB Romania loan placements
■ Natural hedge

+

US\$ 10.9 bn



Export Loans

■ FX revenue generation

Project Finance Loans

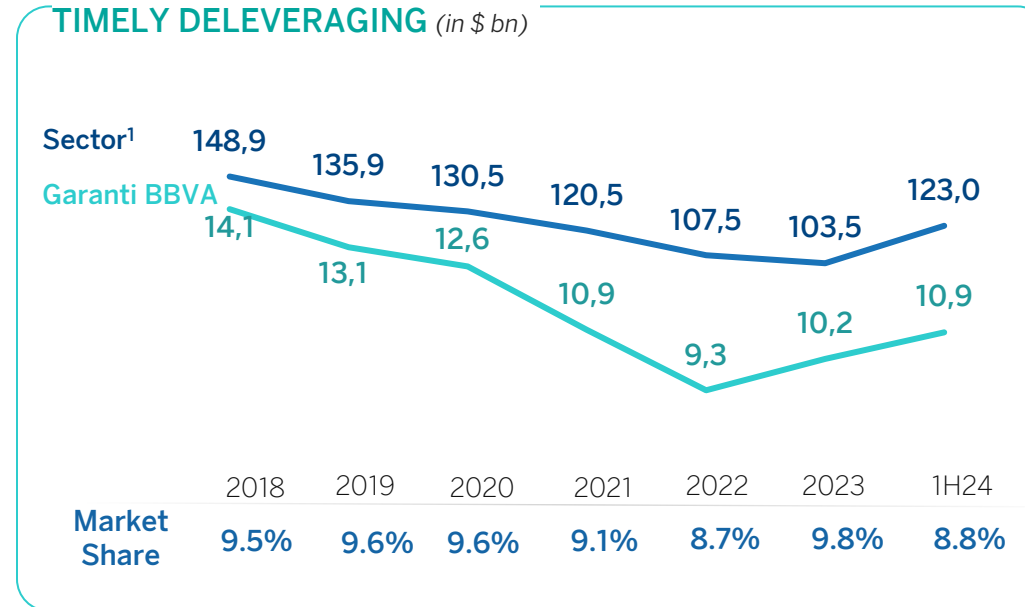
- 67.0% of PF Loans have FX or FX-linked revenues - no currency risk
- 24.0% has lower currency risk
- 9.0% - with some currency risk

Working Capital & Other Loans

- FX loans predominantly to big corporate, commercial clients & multinationals

1H24

MITIGATION OF FX RISK - TIMELY DELEVERAGING (in \$ bn)



- Regular conduct of FX sensitivity analysis for proactive staging and provisioning

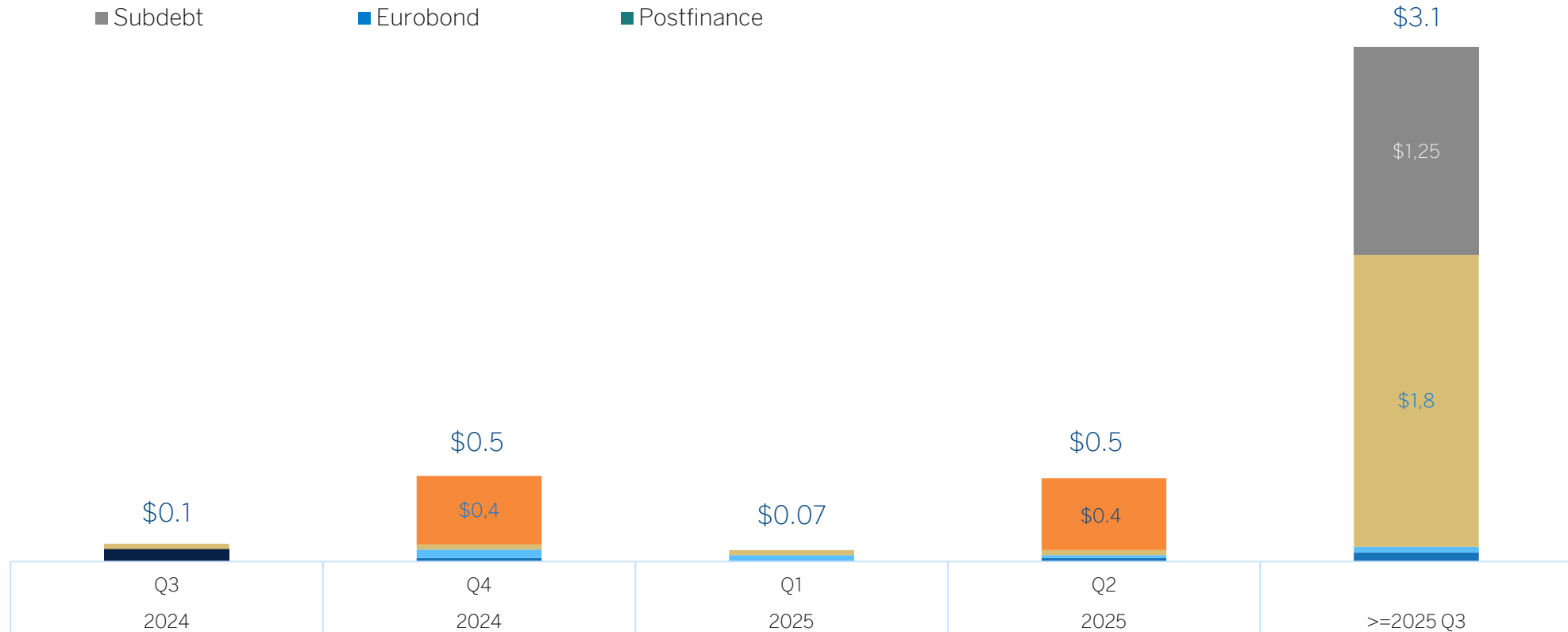
¹ Based on BRSA weekly data , commercial banks

APPENDIX: MATURITY PROFILE OF EXTERNAL DEBT

MATURITY PROFILE OF EXTERNAL DEBT

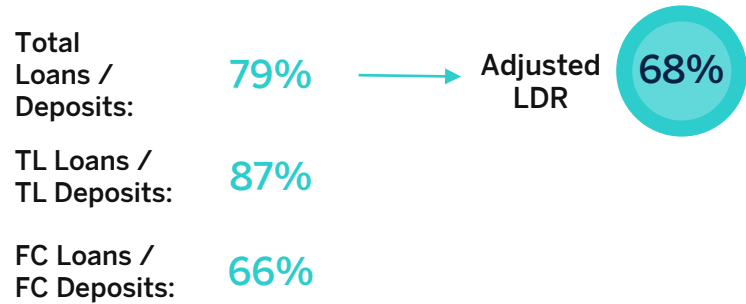
(US\$ billion)

- Bilateral
- MTN
- Covered Bond
- Secured Finance
- Securitisation
- Syndication
- Subdebt
- Eurobond
- Postfinance

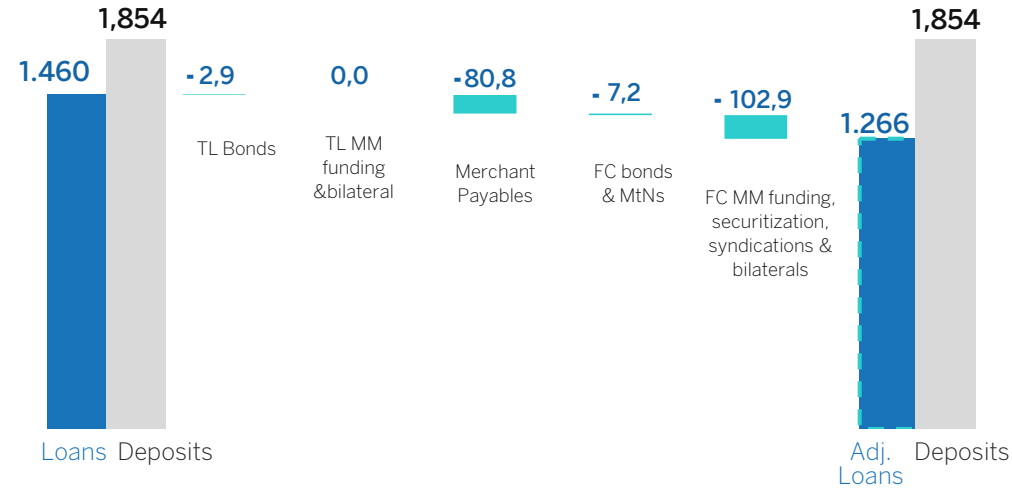


APPENDIX: ADJUSTED LDR AND LIQUIDITY COVERAGE RATIOS

Loans funded via long-term on B/S alternative funding sources ease LDR



(TL billion)



LIQUIDITY COVERAGE RATIOS¹

| | |
|---------------------|------|
| Total LCR | 177% |
| Minimum Requirement | 100% |
| FC LCR | 177% |
| Minimum Requirement | 80% |

¹ Represents the average of June's last week.

APPENDIX: MARKET SHARES

| Market Shares ¹ | Dec-23 | Mar-23 | Jun-24 | QoQ Δ | Rank |
|--|--------|--------|--------|--------------|------|
| Consumer Loans inc. Consumer CCs | 14,9% | 15,3% | 15,7% | 39 bps | #1* |
| Cons. Mortgage Loans | 8,8% | 9,5% | 10,0% | 53 bps | #3* |
| Consumer Auto Loans | 18,4% | 18,9% | 19,1% | 19 bps | #2* |
| Cons. General Purpose Loans | 14,0% | 14,2% | 14,7% | 50 bps | #3* |
| TL Business Banking | 8,1% | 8,9% | 9,2% | 23 bps | #2* |
| # of CC customers ² | 13,5% | 13,5% | 13,7% | 17 bps | #1 |
| Issuing Volume (Cumulative) ² | 17,2% | 16,5% | 16,7% | 14 bps | #1 |
| Acquiring Volume (Cumulative) ² | 16,8% | 16,3% | 16,5% | 14 bps | #2 |

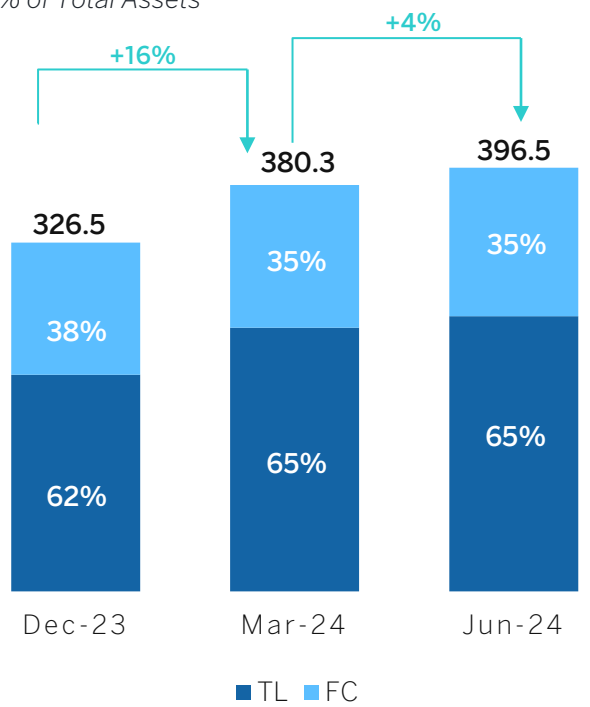
* Rankings are among private banks as of March 2024

¹ Sector figures used in market share calculations are based on bank-only BRSA weekly data as of 28.06.2024, for commercial banks
² Cumulative figures and rankings as of June 2024, as per Interbank Card Center data. Rankings are among private banks.

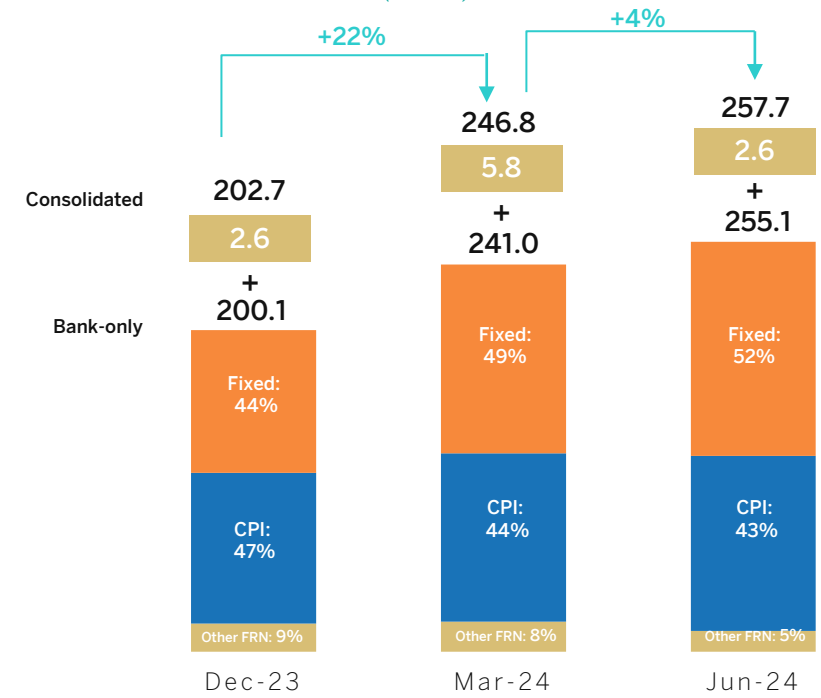
APPENDIX: SECURITIES PORTFOLIO

TOTAL SECURITIES (TL bn)

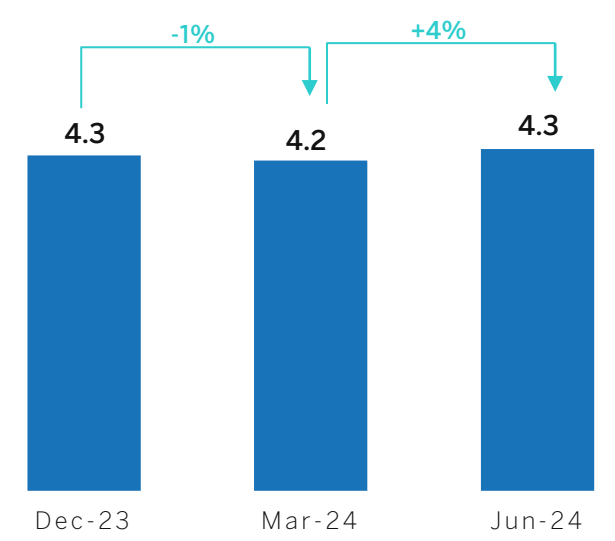
15% of Total Assets



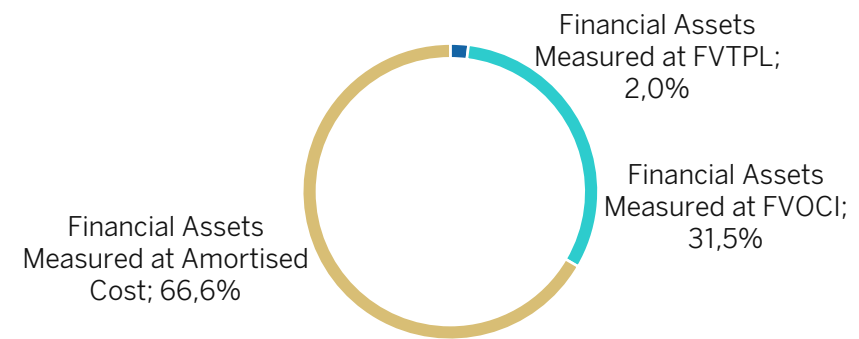
TL SECURITIES (TL bn)



FC SECURITIES (US\$ bn)



SECURITIES COMPOSITION



Note: Fixed - Floating breakdown of securities are based on bank-only financials

APPENDIX: SUMMARY BALANCE SHEET

(TL billion)

| ASSETS | 30.06.2023 | 30.09.2023 | 31.12.2023 | 31.03.2024 | 30.06.2024 |
|---|---------------|----------------|----------------|----------------|----------------|
| Cash & Cash Equivalents | 294.2 | 188.5 | 234.6 | 215.6 | 272.2 |
| Balances at CBRT | 149.9 | 284.2 | 291.7 | 334.8 | 313.1 |
| Securities | 265.6 | 296.3 | 326.5 | 380.3 | 396.6 |
| Gross Loans & Receivables | 1038.6 | 1129.3 | 1259.6 | 1430.3 | 1530.2 |
| +TL Loans | 616.2 | 690.6 | 769.1 | 895.4 | 975.5 |
| TL NPL | 17.3 | 16.5 | 18.6 | 21.7 | 23.7 |
| info: TL Performing Loans | 598.9 | 674.2 | 750.5 | 873.6 | 951.8 |
| +FC Loans (in US\$ terms) | 14.9 | 14.9 | 15.5 | 15.5 | 16.0 |
| FC NPL (in US\$ terms) | 0.1 | 0.1 | 0.2 | 0.1 | 0.1 |
| info: FC Performing Loans (in US\$ terms) | 14.8 | 14.7 | 15.3 | 15.3 | 15.9 |
| info: Performing Loans (TL+FC) | 978.9 | 1069.9 | 1193.8 | 1361.1 | 1459.9 |
| Fixed Assets & Subsidiaries | 23.0 | 25.0 | 32.5 | 34.2 | 41.6 |
| Other | 119.8 | 53.0 | 56.9 | 67.1 | 63.8 |
| TOTAL ASSETS | 1891.1 | 1,976.3 | 2,201.7 | 2,462.5 | 2,617.4 |
| LIABILITIES & SHE | 30.06.2023 | 30.09.2023 | 31.12.2023 | 31.03.2024 | 30.06.2024 |
| Total Deposits | 1400.8 | 1437.2 | 1604.9 | 1753.9 | 1854.1 |
| +Demand Deposits | 570.2 | 615.9 | 662.7 | 760.8 | 726.6 |
| TL Demand | 137.7 | 149.7 | 150.4 | 164.2 | 181.9 |
| FC Demand (in US\$ terms) | 16.8 | 17.4 | 17.6 | 18.8 | 17.1 |
| +Time Deposits | 830.6 | 821.3 | 942.2 | 993.1 | 1127.5 |
| TL Time | 623.7 | 623.0 | 727.6 | 752.7 | 906.2 |
| FC Time (in US\$ terms) | 8.0 | 7.4 | 7.4 | 7.6 | 6.9 |
| Interbank Money Market | 46.2 | 53.0 | 56.0 | 86.6 | 124.9 |
| Bonds Issued | 10.1 | 10.4 | 11.1 | 13.0 | 10.0 |
| Funds Borrowed | 115.4 | 122.2 | 133.1 | 158.6 | 159.8 |
| Other liabilities | 130.1 | 138.2 | 150.9 | 194.3 | 188.3 |
| Shareholders' Equity | 188.5 | 215.4 | 245.6 | 256.1 | 280.3 |
| TOTAL LIABILITIES & SHE | 1891.1 | 1,976.3 | 2,201.7 | 2,462.5 | 2,617.4 |

APPENDIX: SUMMARY P&L

| TL Million | QUARTERLY P&L | | | CUMULATIVE P&L | | |
|--|---------------|---------------|------------|----------------|---------------|------------|
| | 1Q24 | 2Q24 | QoQ | 1H23 | 1H24 | YoY |
| (+) Net Interest Income including Swap costs | 17,434 | 19,950 | 14% | 36,583 | 37,384 | 2% |
| (+) <i>NII excluding CPI linkers' income</i> | 16,528 | 23,462 | 42% | 25,371 | 39,990 | 58% |
| (+) <i>Income on CPI linkers</i> | 8,412 | 9,328 | 11% | 11,405 | 17,740 | 56% |
| (-) <i>Swap Cost</i> | -7,506 | -12,839 | 71% | -193 | -20,345 | 10460% |
| (+) Net Fees & Comm. | 19,626 | 22,207 | 13% | 14,275 | 41,833 | 193% |
| (+) Net Trading & FX gains/losses (excl. Swap costs and currency hedge) | 10,490 | 9,027 | -14% | 10,162 | 19,517 | 92% |
| <i>info: Gain on Currency Hedge¹</i> | 2,471 | 112 | -95% | 8,840 | 2,583 | -71% |
| (+) Income from investments under equity | 752 | 595 | -21% | 903 | 1,347 | 49% |
| (+) Other income (excl. Prov. reversals & one-offs) | 3,928 | 3,217 | -18% | 6,030 | 7,144 | 18% |
| (+) Non-recurring other income | 0 | 746 | <i>n.m</i> | 397 | 746 | 88% |
| (+) <i>Gain on asset sale & Revaluation of real estate</i> | 0 | 746 | <i>n.m</i> | 524 | 746 | 42% |
| (+) <i>Administrative Fine / Reversal</i> | 0 | 0 | <i>n.m</i> | -127 | 0 | <i>n.m</i> |
| (+) <i>Free Provision Reversal</i> | 0 | 0 | <i>n.m</i> | 2,000 | 0 | <i>n.m</i> |
| (-) OPEX | -21,780 | -23,412 | 7% | -24,514 | -45,192 | 84% |
| (-) <i>HR</i> | -8,641 | -8,922 | 3% | -8,923 | -17,562 | 97% |
| (-) <i>Non-HR</i> | -13,139 | -14,490 | 10% | -15,591 | -27,630 | 77% |
| (-) Net Expected Loss (excl. Currency impact) | -2,144 | -2,487 | 16% | -2,890 | -4,631 | 60% |
| (-) <i>Expected Loss</i> | -15,971 | -12,844 | -20% | -22,342 | -28,816 | 29% |
| <i>info: Currency Impact¹</i> | -2,471 | -112 | -95% | -8,840 | -2,583 | -71% |
| (+) <i>Provision Reversal under other Income</i> | 11,357 | 10,245 | -10% | 10,612 | 21,601 | 104% |
| (-) Taxation and other provisions | -5,827 | -7,733 | 33% | -7,136 | -13,560 | 90% |
| (-) <i>Free Provision</i> | 0 | 0 | <i>n.m</i> | 0 | 0 | <i>n.m</i> |
| (-) <i>Taxation</i> | -5,787 | -7,705 | 33% | -7,085 | -13,492 | 90% |
| (-) <i>Other provisions (excl. free prov.)</i> | -40 | -28 | -30% | -52 | -67 | 30% |
| = NET INCOME | 22,480 | 22,110 | -2% | 33,810 | 44,590 | 32% |

¹ Neutral impact at bottom line, as provision increase due to currency depreciation are 100% hedged
(FX gain included in Net trading income line)

APPENDIX: KEY FINANCIAL RATIOS

| | Jun-23 | Sep-23 | Dec-23 | Mar-24 | Jun-24 |
|---|--------|--------|--------|--------|--------|
| Profitability ratios | | | | | |
| ROAE (Cumulative) ¹ | 38.3% | 41.1% | 44.5% | 36.0% | 34.2% |
| ROAA (Cumulative) ¹ | 4.2% | 4.5% | 4.9% | 3.9% | 3.7% |
| Cost/Income | 37.2% | 35.1% | 34.8% | 41.7% | 42.1% |
| Liquidity ratios | | | | | |
| Loans / Deposits | 69.9% | 74.4% | 74.4% | 77.6% | 78.7% |
| TL Loans / TL Deposits | 78.7% | 87.3% | 85.5% | 95.3% | 87.5% |
| Adj. Loans/Deposits (Loans adj. with on-balance sheet alternative funding sources) | 60% | 64% | 64% | 67% | 68% |
| TL Loans / (TL Deposits + TL Bonds + Merchant Payables) | 74.6% | 81.8% | 79.5% | 87.6% | 81.3% |
| FC Loans / FC Deposits | 59.4% | 59.6% | 61.0% | 58.2% | 66.3% |
| Asset quality ratios | | | | | |
| NPL Ratio | 2.1% | 1.9% | 2.1% | 1.9% | 1.9% |
| Coverage Ratio | 4.6% | 4.3% | 4.1% | 3.7% | 3.6% |
| + Stage1 | 0.6% | 0.5% | 0.5% | 0.5% | 0.5% |
| + Stage2 | 20.3% | 20.4% | 21.4% | 21.1% | 18.8% |
| + Stage3 | 70.2% | 69.6% | 67.8% | 65.3% | 64.2% |
| Cumulative Net Cost of Risk (excluding currency impact, bps) ² | 65 | 55 | 61 | 64 | 66 |
| Solvency ratios | | | | | |
| CAR (excl. BRSA Forbearance) | 15.8% | 16.5% | 16.5% | 15.4% | 15.2% |
| Common Equity Tier I Ratio (excl. BRSA Forbearance) | 13.7% | 14.4% | 14.5% | 12.7% | 12.8% |
| Leverage | 9.0x | 8.2x | 8.0x | 8.6x | 8.3x |

¹ Note: Excludes non-recurring items when annualizing Net Income for the remaining quarters of the year in calculating Return On Average Equity (ROAE) and Return On Average Assets (ROAA) for 2Q23, 3Q23, 1Q24 and 2Q24.

Please refer to the Appendix: Summary P&L for non-recurring items

² Neutral impact at bottom line, as provision increase due to currency depreciation are 100% hedged
(FX gain included in Net trading income line)

APPENDIX: QUARTERLY & CUMULATIVE NET CoR

(Million TL)

| Quarterly Net Expected Credit Loss | 3Q23 | 4Q23 | 1Q24 | 2Q24 |
|---|------------------|------------------|------------------|------------------|
| (-) Expected Credit Losses | 7,395 | 9,417 | 15,971 | 12,844 |
| Stage 1 | 1,279 | 2,562 | 4,892 | 1,600 |
| Stage 2 | 4,115 | 1,397 | 5,791 | 6,148 |
| Stage 3 | 2,001 | 5,458 | 5,288 | 5,096 |
| (+) Provision Reversals under other income | 5,423 | 3,907 | 11,357 | 10,245 |
| Stage 1 | 2,893 | 2,356 | 5,284 | 2,930 |
| Stage 2 | 691 | 431 | 2,837 | 4,712 |
| Stage 3 | 1,840 | 1,121 | 3,236 | 2,602 |
| (=) (a) Net Expected Credit Losses | 1,972 | 5,510 | 4,615 | 2,599 |
| (b) Average Gross Loans | 1,083,948 | 1,194,430 | 1,344,959 | 1,480,270 |
| (a/b) Quarterly Total Net CoR (bps) | 72 | 183 | 138 | 71 |
| info: Currency Impact ¹ | 35 | 108 | 74 | 3 |
| Total Net CoR excl. currency impact (bps) | 37 | 75 | 64 | 68 |

(Million TL)

| Cumulative Net Expected Credit Loss | 1H24 |
|---|------------------|
| (-) Expected Credit Losses | 28,816 |
| Stage 1 | 6,492 |
| Stage 2 | 11,939 |
| Stage 3 | 10,384 |
| (+) Provision Reversals under other income | 21,601 |
| Stage 1 | 8,215 |
| Stage 2 | 7,549 |
| Stage 3 | 5,838 |
| (=) (a) Net Expected Credit Losses | 7,214 |
| (b) Average Gross Loans | 1,406,710 |
| (a/b) Cumulative Total Net CoR (bps) | 103 |
| info: Currency Impact ¹ | 37 |
| Total Net CoR excl. currency impact (bps) | 66 |

¹ Neutral impact at bottom line, as provisions due to currency depreciation are 100% hedged (FX gain included in Net trading income line)

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