CUSTOMERS

Garanti BBVA's Position in the Sector

SIGNIFICANTLY HIGHEST BANKING REVENUE (2021, TL BN & 2 YEAR GROWTH)

30.3

36.4%

\$\$GarantiBB∨∧

23.2

21.8%

Peer I

25.5

34.4%

Peer II

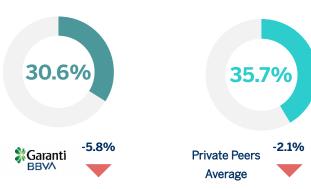
19.7% Peer III

HIGHEST BANKING REVENUE PER BRANCH

GarantiBB∨∧

Private Peers Average

HIGHEST IMPROVEMENT IN COST / INCOME



Note: Banking Revenues = NII – Swap Cost + Net Fees & Commissions

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)

Note: Per bank-only financials for fair comparison.

HIGHEST ROE

19.1%

22.2%

incl. Free Provisions

HIGHEST ROA

2.3%

incl Free Provisions

STRONG CAPITAL BUFFERS **ABOVE THE LEGAL LIMITS**

15.7%

12.5bn TL excess capital

taking into account min. Required level of 12.2%

(Consolidated w/o forbearance)

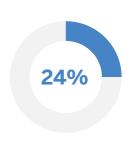
HIGHEST NET INCOME

TL 13.1

TL 15.9 BN

incl Free Provisions

>TL1 Bn gap with the next peer



Net Income **Market Share**

(When adjusted with Garanti BBVA's free provision) **HIGHEST FEES & COMMISSIONS INCOME**

8.5

~TL1Bngap with the next peer 4.7%

~1% gap with the next peer



Fees&Commissions Income **Market Share**

MARGIN

HIGHESTNET INTEREST

22%

Net Interest Income **Market Share**

32 33 Garanti BBVA Integrated Annual Report 2021 Garanti BBVA Integrated Annual Report 2021

ARANTI BBVA

REACHING MORE

CUSTOMERS

LEADERSHIP IN CONSUMER LENDING MARKET SHARE GAIN ACROSS THE BOARD

	Share in TL perf. loans	Market Share	Y-t-D bps	Rank	
CONSUMER LOANS	32%	21%	-11	#1	
MORTGAGE	10%	28%	+82	#1	
GENERAL PURPOSE	22%	19%	+5	#2	
AUTO	1%	35%	+18	#1	
CREDIT CARD BALANCE	18%	22%	+15	#2	
TL BUSINESS	49%	18%	+3	#2	

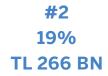
TL LOANS **MARKET SHARE** **HIGHEST DEMAND DEPOSIT**

TL CUSTOMER DEPOSIT

#1

20%

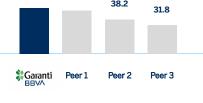
TL 180 BN



Second

Bank in **TL Lending**











Note: Market shares among private banks based on bank-only BRSA data and Interbank Card Center data as of 2021

HIGHEST EVER MARKET SHARES IN BOTH ISSUING & ACQUIRING



HIGHEST COMMISSION CONTRIBUTION

Net Payments System Commissions & Share in Total F&C (2021, TL bn)

