



1Q20 EARNINGS PRESENTATION

Based on BRSA Unconsolidated Financials
April 29th, 2020

AGENDA



WHERE WE ARE STANDING NOW AFTER THE OUTBREAK OF COVID-19

Strong start to the year partially offset the impact

0%
2020E GDP GROWTH
(from initial exp. of 4%)

CVD-19 shock is expected to deepen in 2Q and to recover thereafter

V-SHAPED
recovery
baseline scenario

Support comes from various channels

Monetary, Banking & Fiscal RESPONSES

The net energy importer condition will support the ease in inflation and current account balance

7.5%
2020E INFLATION
(from initial exp. of 8.5%)

Series of precautions, enhanced safety measures, remote working infrastructure, quick activation of business continuity plan, increasing digital banking usage

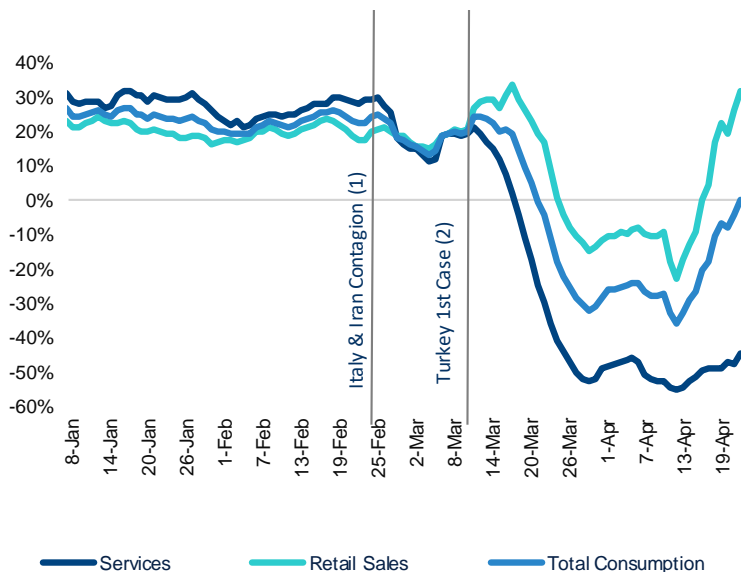
PRIORITIZE HEALTH of our employees, customers & society

Grace period & limit offerings, loan restructurings

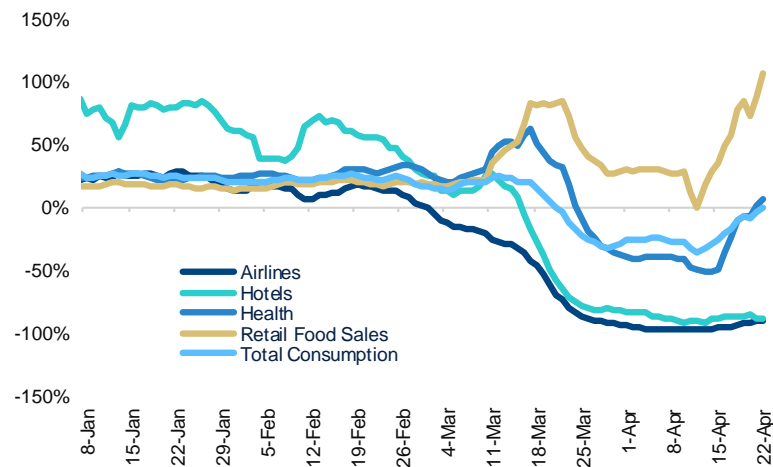
FINANCIAL SUPPORT to contribute in mitigating CVD-19 impact

OUR DAILY BIG DATA INDICATORS SUGGEST THAT CONSUMPTION WILL ADJUST RAPIDLY BUT NOT HOMOGENOUSLY..

GARANTI BBVA BIG DATA CONSUMPTION AGREGGATES
(Cumulative 1week, YoY)

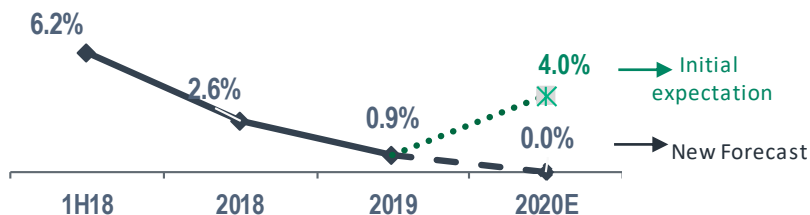


GARANTI BBVA BIG DATA CONSUMPTION ITEM
(Cumulative 1week, YoY)



COVID PANDEMIC HIT THE WORLD ECONOMY, AS WELL AS THE TURKISH ECONOMY THROUGH SUPPLY, DEMAND & FINANCIAL CHANNELS

ANNUAL GDP GROWTH

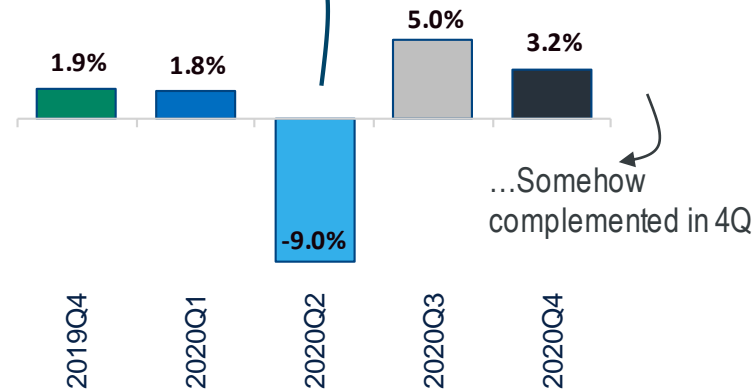


- ▶ Solid start to the year (1Q forecast: ~6% YoY) serves as a buffer for the rest of the year
- ▶ GDP is expected to reach its potential growth rate of 5% in 2021

QUARTERLY GDP GROWTH ASSUMPTIONS

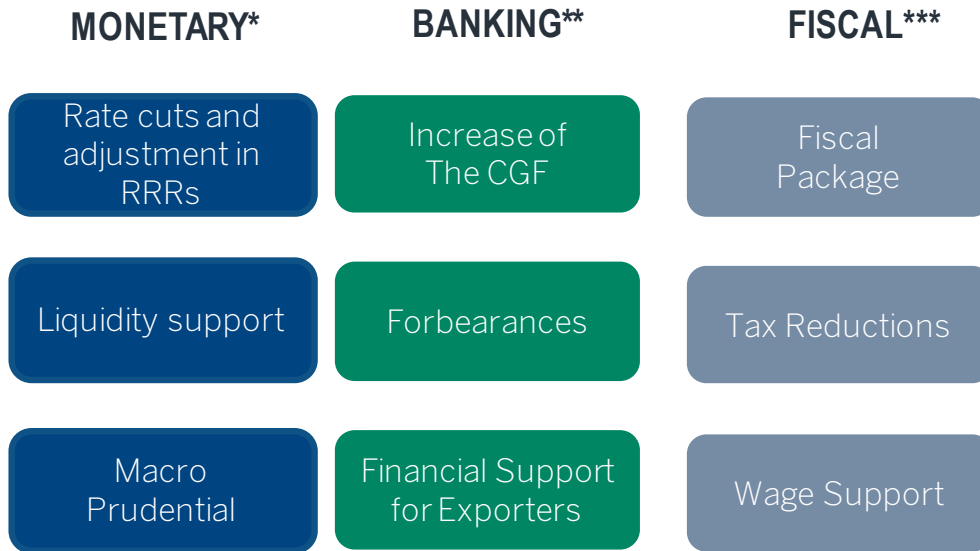
Big Hit is coming in 2Q. It is expected to be four times larger than the adjustment during 2018 Sudden Stop

which will be followed by sharp but not full recovery in 3Q...

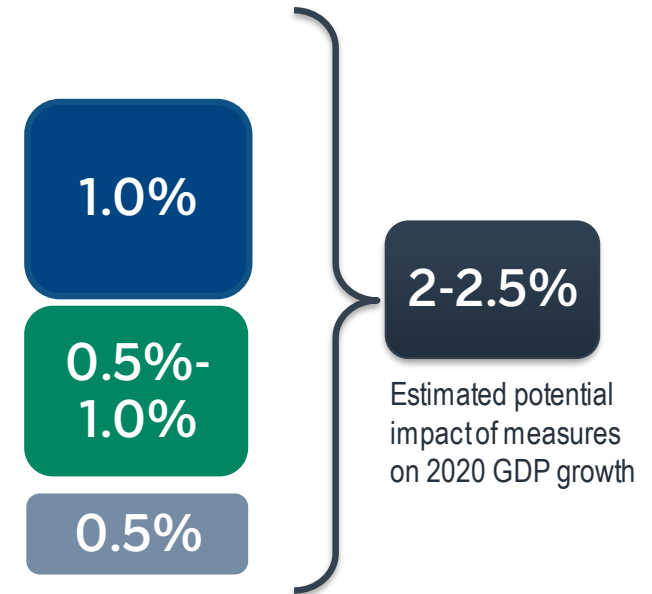


TIMELY MEASURES TO MITIGATE THE IMPACT

MEASURES TO SUPPORT THE ECONOMY



POTENTIAL IMPACT ON GDP 2020



*Monetary measures are (i) front-loaded rate cuts and adjustment in RRRs, (ii) the flexibility in TL and FX liquidity management given to the banks, (iii) targeted additional liquidity facilities to banks to secure uninterrupted credit flow to the corporate sector (limited to 25% of the system's total funding need).

**Banking measures are (i) The Treasury's guarantee limit for CGF loans increased to 50bnTL from 25bnTL. On March 30, 2020; a total of TL 64bn loan limits were already allocated to the sector (ii) The extension of NPL recognition day, other facilities providing relief for CAR and Liquidity requirements of the banks, (iii) Banks ease their financial standards, delay loan principal and interest payments of the companies whose cash flows deteriorated and provide inventory financing and boost cash flow of exporting firms via rediscount credits.

***Fiscal measures are (i) A new package called «Economic Stability Shield» with a cost of 100bnTL (2% of GDP), (ii) April, May and June concise tax withholding, value added tax (VAT) and insurance premium payments will be postponed for six months for certain sectors. For domestic air transportation, VAT rate is reduced from 18% to 1% for three months. Accommodation tax will not be applied until November, (iii) Minimum wage support to be continued. Work Allowances will be initiated and the processes required to benefit from it will be facilitated and accelerated.

OUR RESPONSE TO COVID-19 PANDEMIC

Prioritizing health and safety of our employees, customers and stakeholders

FOR OUR EMPLOYEES

- ✓ **Travel ban and cancellation of face-to-face meetings, trainings, customer visits** as of the beginning of March
- ✓ **Transition to remote working since March 17**
 - 92% of employees at HQ
 - 61% of branch employees
 - 100% of call center operators
- ✓ Covid-19 Inventory is built to **daily track health conditions** of our employees and their families
- ✓ **Strengthened remote working infrastructure for all roles**
 - Employees fully equipped with corporate devices when necessary
- ✓ **Enhanced security & safety measures** (i.e. Reduced branch service hours & branch density, Thermal testing, providing hand sanitizer, masks etc.)
- ✓ **Incentivizing employees** who have to work due to cash transactions of customers and ensuring security

FOR OUR CUSTOMERS AND COMMUNITIES

- ✓ **Financial support to society**
 - **10 million TL donation** to support public hospitals and **30 million TL worth of ventilators** donated to the MoH.
- ✓ **Full financial support to our customers**
 - **Loan restructuring & 3 months postponement** of principal and interest payments upon request
 - **“Skip Statement” was enabled** for customers to postpone their 3 monthly statements w/o min. payment obligation
 - **Retail credit cards min. payment requirement reduced** to %20
 - **CGF loan package utilization** (1-year maturity loan at 9.5% interest rate with 3 months grace period)
 - **Extension of commercial loans’ principal payments** up to 6 months
 - **Additional limit offerings to our SME customers**
 - **Fee exceptions for money transactions** in digital channels
- ✓ **Promoting digital channel usage**
 - **Increasing daily cash withdrawal limits** at ATMs.
 - **Postponing installments and extending maturities** available on digital channels
 - **Pension payroll transfer enabled through digital channels**, incentivized w/additional Bonus

ADVANCED TECHNOLOGICAL INFRASTRUCTURE & BUSINESS-IT ALIGNMENT

ONCE AGAIN PAID OFF – *Business continuity and uninterrupted customer service*

Solid growth in digital customer base

- ▶ Highest MoM increase achieved in March 2020

8.7mn

ACTIVE DIGITAL CUSTOMERS

8.1mn

ACTIVE MOBILE CUSTOMERS

Robust infrastructure

- ▶ No system interruption despite **record high number of unique customer logins** per day (3.2mn)
- ▶ Nearly 15k Garanti employees fully equipped to function from their homes to continuously serve and meet customers' need
- ▶ More than 1,000 call center agents became home agents within only 10 days
- ▶ Home agents could comfortably meet customer calls despite the volume that more than doubled (record high daily volumes)

Rich functionality

- ▶ ~500 functions available in mobile banking app

Fast response to market needs

- ▶ Loan postponement feature developed for digital channels
- ▶ Lead the sector in terms of swift and timely move to remote work setup

AGENDA

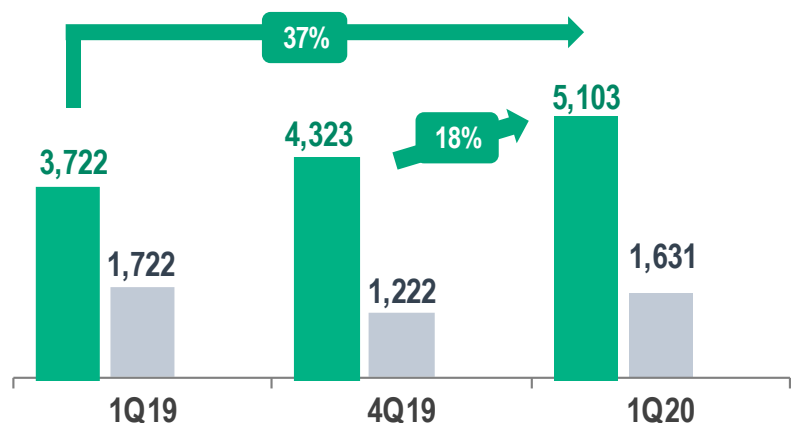


STRONG REVENUE GENERATION CAPABILITY ENABLED US TO FURTHER STRENGTHEN PROVISIONS IN THIS UNPRECEDENTED PERIOD

NET INCOME & PRE-PROVISION INCOME¹

(TL million)

■ Pre-provision Income
■ Net Income



- ▶ IFRS9 model re-run with new macro forecast & pre-emptive increase in loan-loss provisions
- ▶ Maintained **TL 2.5bn free provision** in the balance sheet

ROAE

12.1%

ROAA

1.6%

CAR*

without
BRSA's
forbearance

18.2%

CET-1*

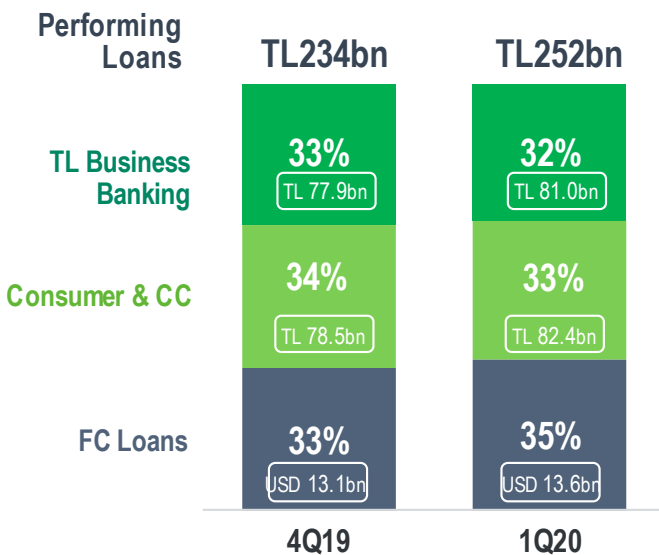
without
BRSA's
forbearance

15.5%

¹ Please refer to page 31 for detailed breakdown of pre-provision income and revenues
*with BRSA's forbearance measures: CAR:19,1%, CET1: 16,3%.

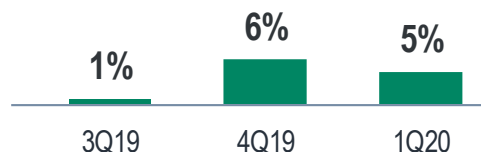
SOLID START TO THE YEAR IN TERMS OF LENDING ACTIVITY...

PERFORMING LOAN PORTFOLIO (60.5% of Total Assets)



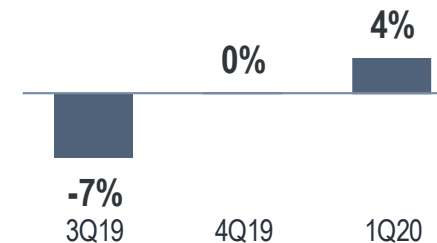
TL PERFORMING LOANS

Quarterly Growth



FC PERFORMING LOANS

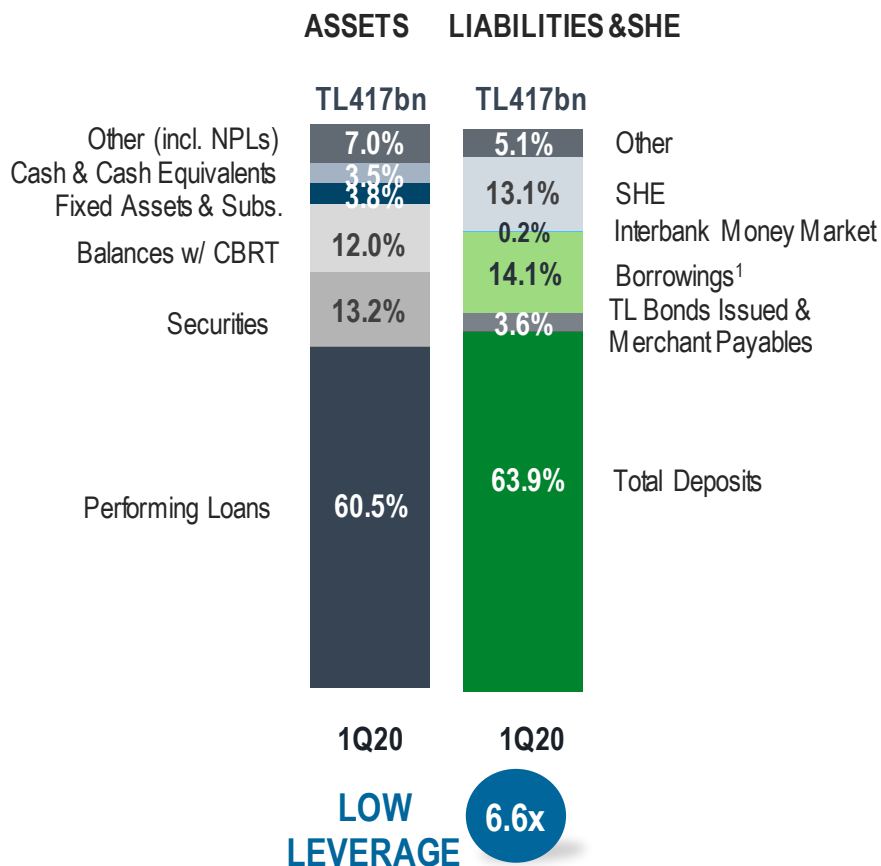
Quarterly Growth in US\$ terms



- ▶ In consumer lending, GPLs & Mortgages led the growth. 47% of GPLs are granted to salary customers
- ▶ **TL Business loans** expected to gain momentum in the following quarters, due to the new **limit increase in the CGF scheme**
 - + TL24bn CGF guarantee limit allocated under OPEX and check payment package
 - + TL3.6bn guarantee limit assigned to Garanti BBVA
- ▶ **Export driven FC loan growth** observed in 1Q. Going forward, **redemptions** are expected to move FC loan growth into negative territory

Note: Business banking loans represent total loans excluding creditcards and consumer loans
 Performing loans = Loans - Non performing loans.
 Please refer to appendix page 30 for TL and FC breakdown of NPLs

HIGHLY LIQUID BALANCE SHEET WITH LOW LEVERAGE



EXTERNAL DEBT VS. FC QUICK LIQUIDITY (USD bn)

ST external dues

\$2.6bn

Comfortable FC liquidity buffer²

\$10.2bn

- Lower dependency on external borrowing due to shrinking FC loan portfolio since 2013:
 - CAGR: FC loans: -5% vs. FC borrowings: -9%

LIQUIDITY COVERAGE RATIOS³

Total LCR 157%

Minimum Requirement 100%

FC LCR 290%

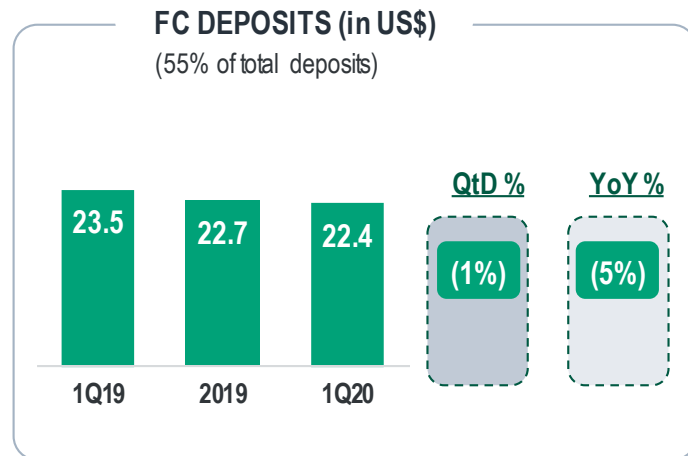
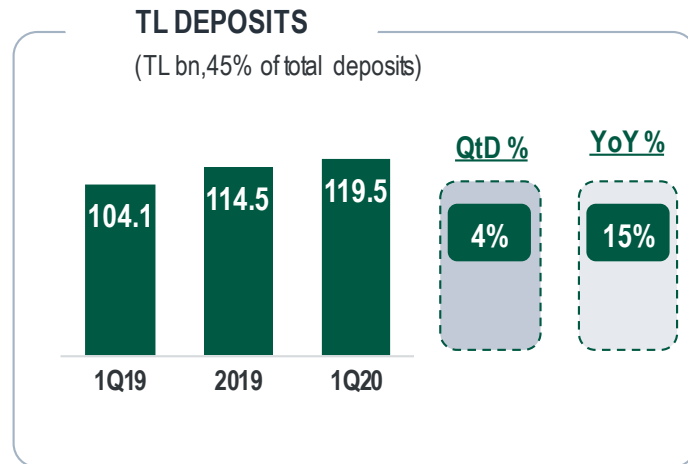
Minimum Requirement 80%

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

³ Represents the average of March's last week. As per regulation dated 26 March, 2020, min. Required levels were suspended until 31 December 2020.

WELL MANAGED, LOW COST DEPOSIT BASE



HIGH SHARE OF DEMAND DEPOSITS

indicates customers' preference as the main bank

+17%
Ytd Growth
in demand deposits on top of
41% growth in 2019

DEMAND DEPOSITS / TOTAL DEPOSITS: **34%** vs. sector's 26%

STICKY & LOW COST DEPOSITS

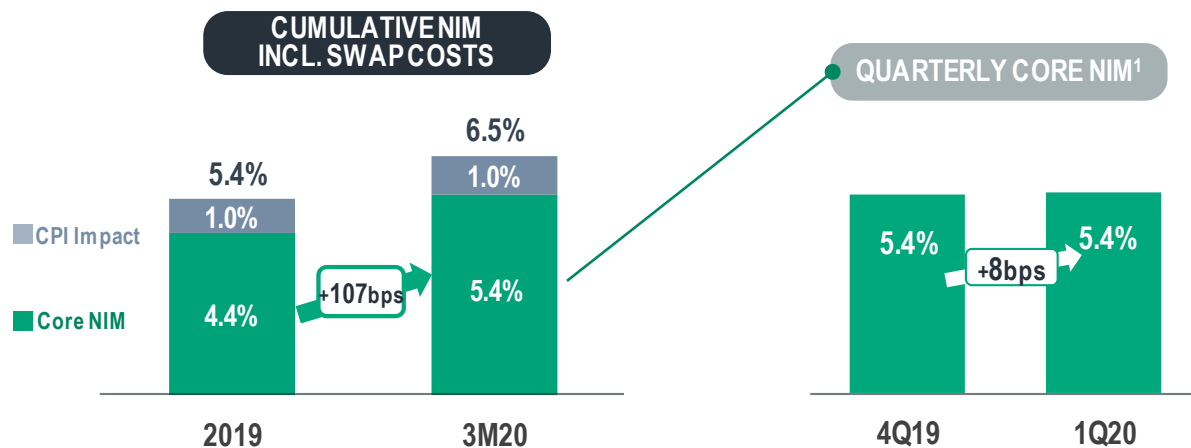
SHARE OF SME & RETAIL DEPOSITS¹

78% IN TL CUST. DEPOSITS

73% IN FC CUST. DEPOSITS

¹ Based on bank-only MIS data.
Note: Sector data is based on BRSA weekly data, for commercial banks only.

LOWER FUNDING COSTS AND LAGGED DROP IN LOAN YIELDS SUPPORT CUMULATIVE MARGIN EXPANSION



CPI		
(used in CPI Linker valuation)	8.5%	8.5%
CPI Volume (Avg.)	TL28bn	TL29bn

Spreads are coming down from its high base:

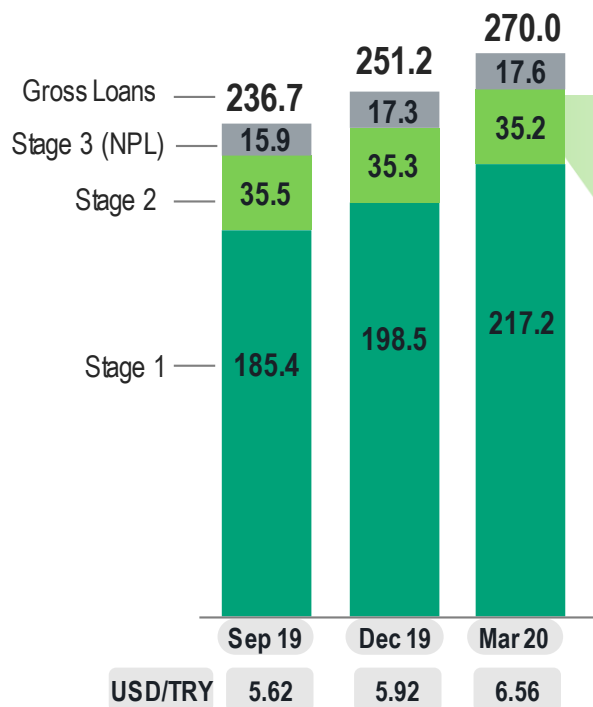
- ▶ Lower loan rates and repricing activities pressuring TL loan yields, impact will be more visible in the coming quarters
- ▶ Pace of deposit cost drop will be much lower.
- ▶ Low economic activity due to covid-19 is affecting negatively the consumer loan demand. Yet, business banking loan growth will be higher due to increasing liquidity and working capital needs

¹ Core NIM = NIM including Swap costs and excluding CPI linker gains

FURTHER STRENGTHENED BALANCE SHEET...

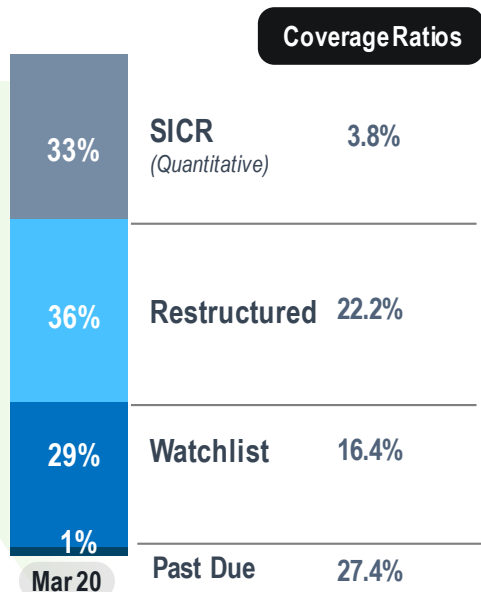
LOAN PORTFOLIO BREAKDOWN

(Billion TL)



STAGE-2 BREAKDOWN

- 13% OF GROSS LOANS



▶ 75% of SICR is not delinquent at all

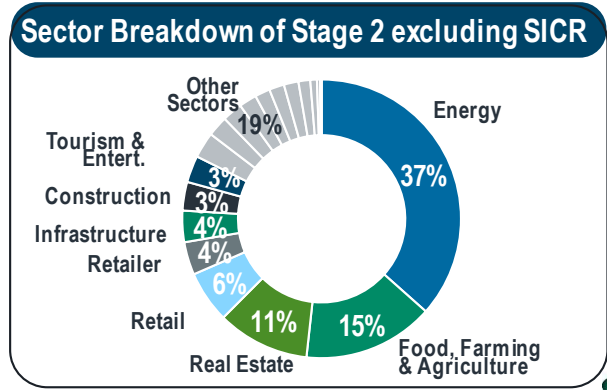
▶ Restructured/refinanced loans are followed under Stage 2 for minimum 2 years or for life-time.

▶ Files are moved to **Watchlist proactively** as a result of advanced risk assessments, as was our common practice in the past

▶ 30-90 days past due files (following the new regulation)* moved to watchlist & SICR buckets.

Coverage Ratios			
Total	6.3%	6.2%	6.7%
Stage 1	0.5%	0.5%	0.6%
Stage 2	11.4%	10.9%	14.5%
Stage 3	62.0%	62.1%	65.5%

▶ Total provision in the balance sheet increased by TL 2.3bn to TL 18bn



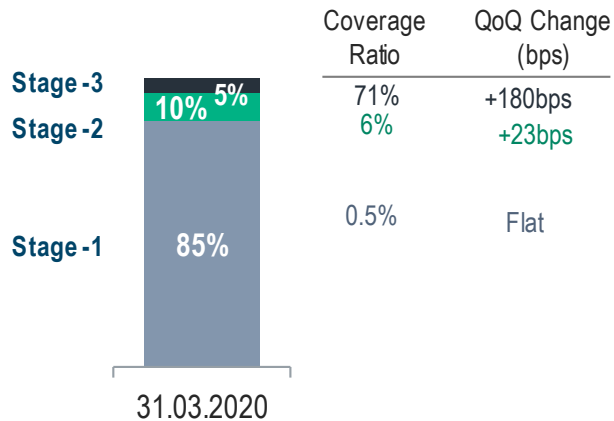
Note: SICR: Significant Increase in Credit Risk per our threshold for Probability of Default (PD) changes

*Stage-2 past due definition changed to 90-180 days after regulation change of increased NPL recognition day to 180 days.

...WITH PRUDENT COVERAGE INCREASE POST COVID-19 PANDEMIC

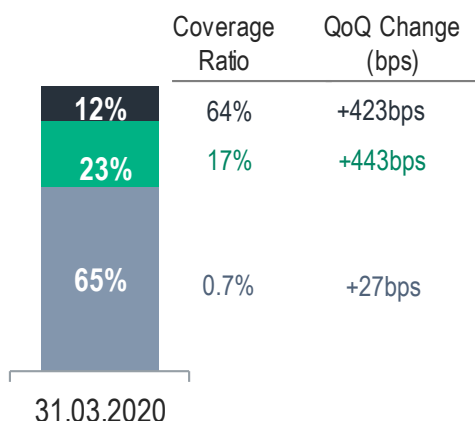
Retail

--- 26% of Gross Loans



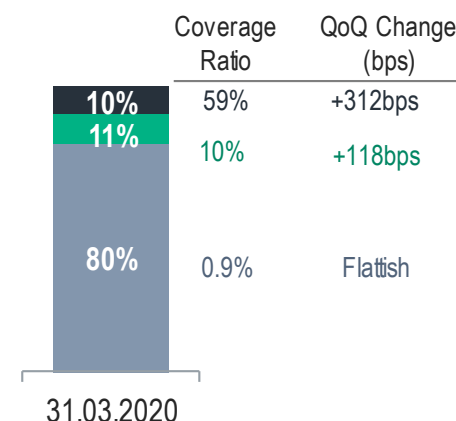
Energy Loans

--- 14% of Gross Loans



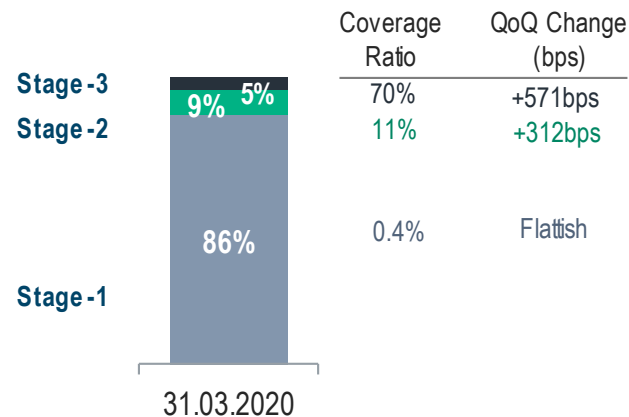
Construction

--- 4% of Gross Loans



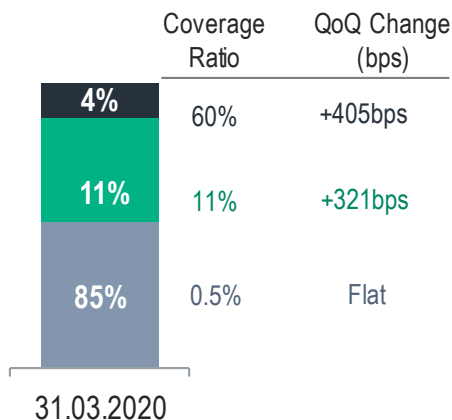
Textile & Made

--- 4% of Gross Loans



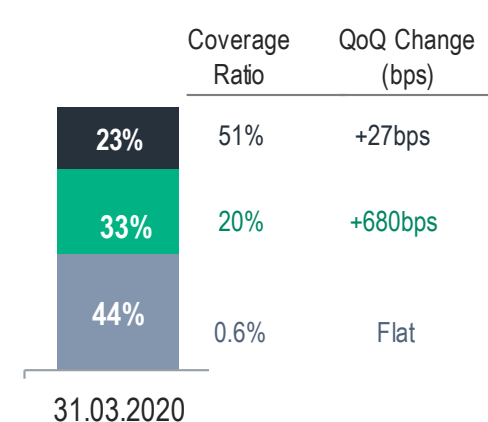
Tourism & Entertainment

--- 4% of Gross Loans



Real Estate

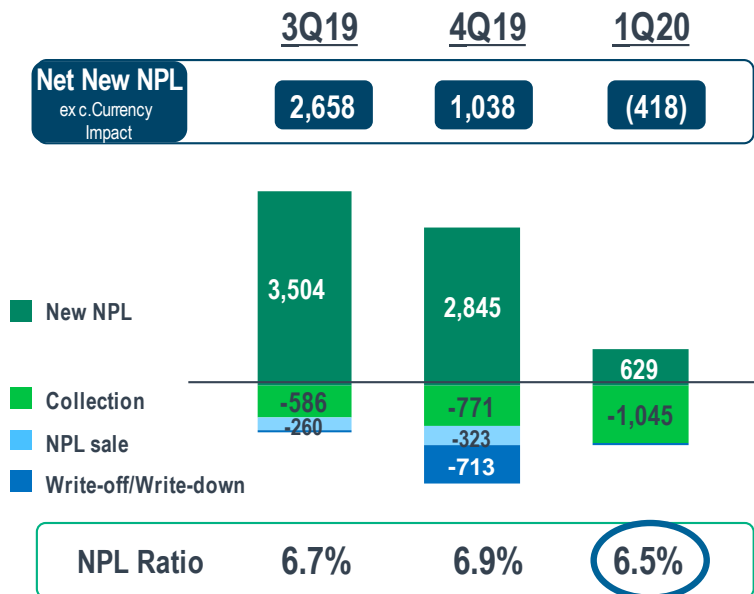
--- 3% of Gross Loans



COVID-19 RELATED NPL IMPACT IS INEVITABLE AND FULL REALIZATION LIKELY WILL BE SEEN BY YEAR-END

NPL EVOLUTION¹

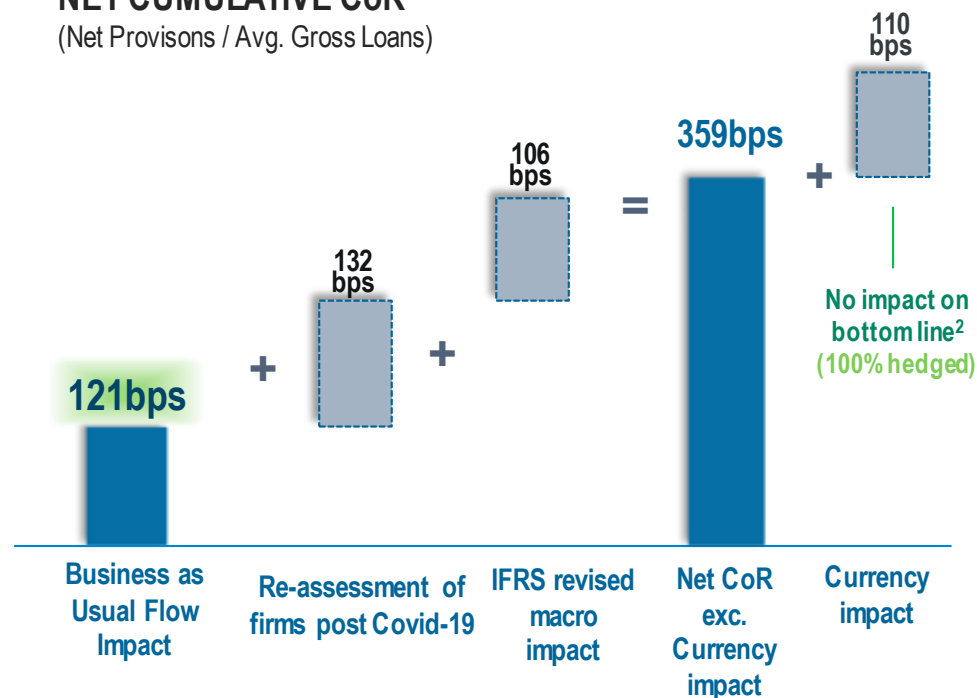
(TL million)



BRSA new NPL regulation (increasing NPL recognition day to 180 days from 90 days) has ~15bps positive impact on 1Q20 NPL ratio

NET CUMULATIVE CoR

(Net Provisions / Avg. Gross Loans)

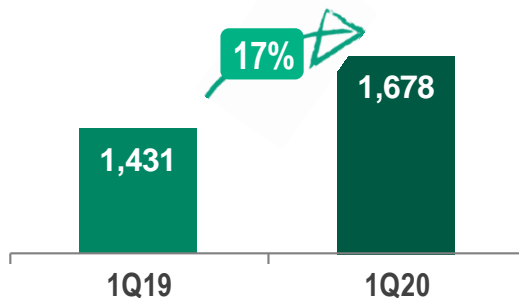


¹ NPL evolution excludes currency impact

² Currency depreciation impact of TL 716mn in 3M20 was offset via trading gain

HIGHER THAN EXPECTED GROWTH SUPPORTED BY INCREASING LOAN ORIGINATIONS, YET RISKS ARE ON DOWNSIDE GOING FORWARD

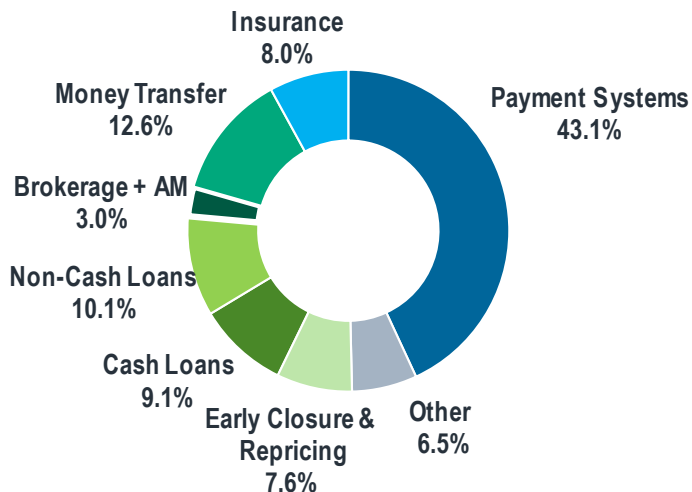
NET FEES & COMMISSIONS
(TL Million)



1Q20 Robust performance underpinned by increasing loan originations

1Q20 Onwards Fee regulation impact and lower economic activity due to covid-19 pandemic pose a clear downside risk on our full-year growth guidance

NET F&C BREAKDOWN¹

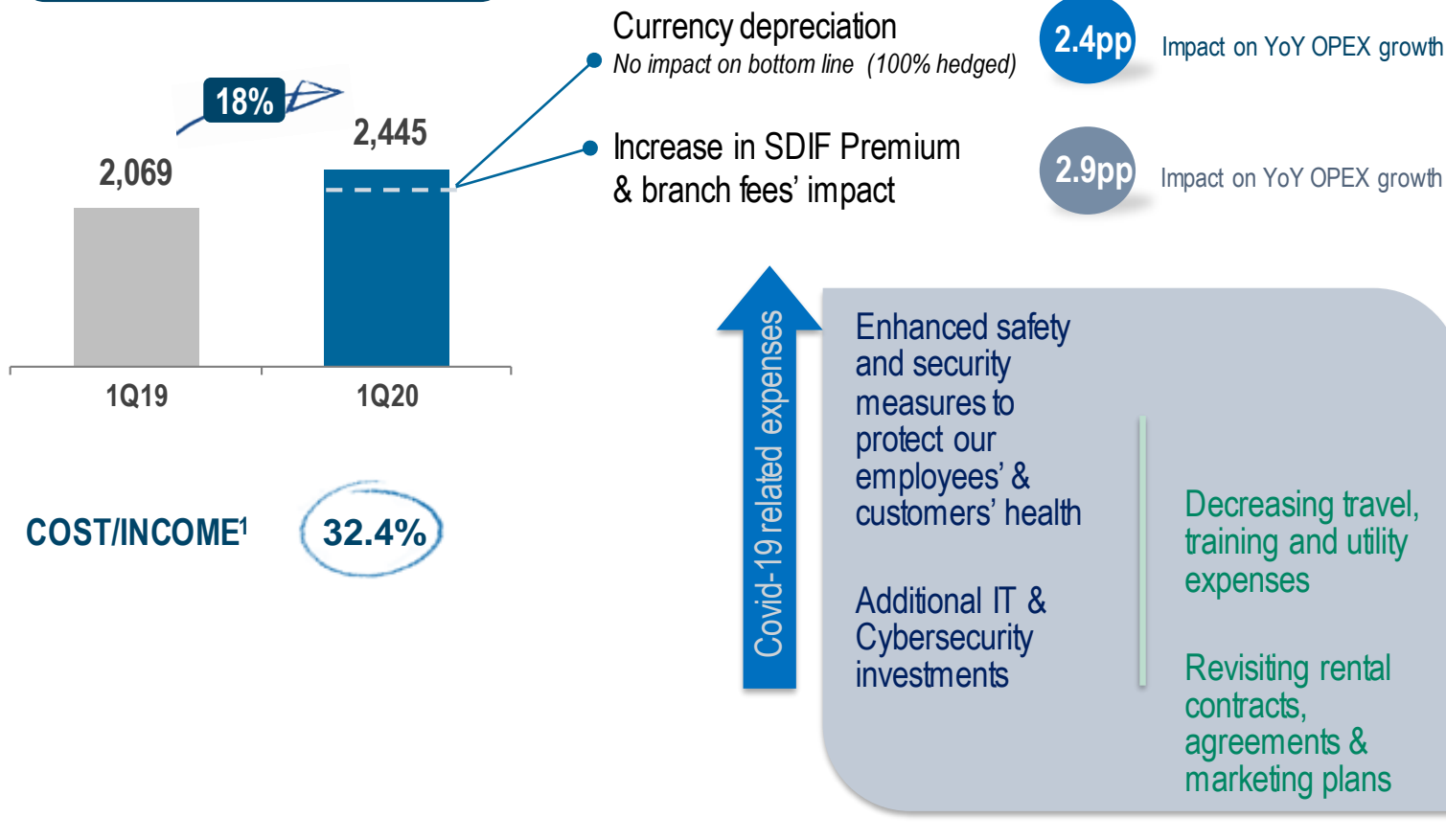


Category	Annual Growth	Notes
Payment Systems	-11%	Impact of merchant fee regulation effective as of Nov. 01, 2019 and regulation on cash advance fees, effective as of March 01, 2020
Money Transfer	+5%	Limited growth due to introduced cap on Money transfer fees, effective as of March 01, 2020
Insurance	+88%	Increased consumer loan originations supported the base and more than offset the pressure coming from payment systems
Cash & Non-cash Loans	+48%	

¹ Net Fees&Comm. breakdown is based on MIS data.

OPERATING EXPENSES UNDER CONTROL. TIGHTENED COST MANAGEMENT POST COVID-19 WILL SUPPORT THE EXPENSE BASE

OPERATING EXPENSES (TL Million)

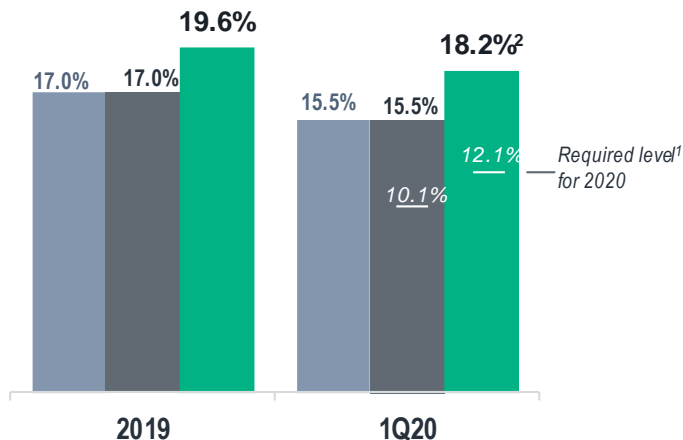


¹ Income defined as NII inc. Swaps + Net F&C + Dividend Income + Subsidiary Income + Net Trading Income (excludes swaps & currency hedge) + Other income (net of prov. Reversals)

STRONG CAPITAL BUFFERS PRESERVED

SOLVENCY RATIOS

■ CET-1 ■ Tier 1 ■ CAR



TL 2.5bn Free Provisions

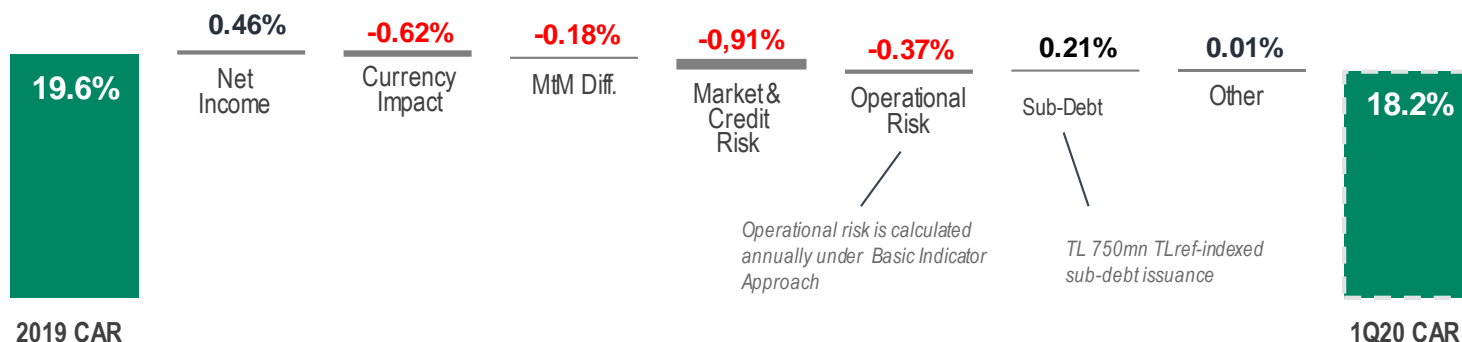
Bank-only: TL22bn Excess Capital
 taking into account minimum required level of 12.0% for 2020
 Consolidated: TL17bn

USDTRY

5.62

6.56

Impacts on CAR



1 Required Consolidated CAR level = 8.0% + SIFI Buffer for Group 3 (1.5%) + Capital Conservation Buffer (2.5%) + Counter Cyclical Buffer (0.141%); Required Consolidated Tier-1 = 6.0% + Buffers; Required Consolidated CET-1 = 4.5% + Buffers

2 Calculated without the forbearance introduced by BRSA. With forbearance; CAR: 19.1%, CET1: 16.3%

AGENDA



POST COVID ENVIRONMENT CREATE DOWNSIDE RISKS ON ROE, YET THE IMPACT DEPENDS ON THE DURATION OF THE PANDEMIC

2020 Operating Plan Projections announced on 08 Jan'20

TL Loans (YoY) **High-teens**

FC Loans (in US\$, yoy) **Shrinkage**

NPL ratio **~ 6.5%**

Net Cost of Risk
(excl.currency impact) **~ 200bps**

NIM Incl. Swap Cost
Excl. CPI **70-80bps expansion**

Fee Growth (YoY) **High-single digit**

OPEX Growth (YoY) **Low-teens**

ROAE High-teens

Current Expectations / Trends

Expected investment loans likely to be postponed. Loan utilizations under CGF package will support the lending activity

Asset quality deterioration is inevitable. Necessary coverage and provisioning requirements may end up to be higher than our guidance due to the pandemic

Declining spreads, downward repricing and low economic activity due to covid-19 pandemic create a downside risk on our full year guidance

Fee regulation impact and lower economic activity due to covid-19 pandemic pose a clear downside risk on our full-year growth guidance

Operating expenses under control. Tightened cost management post covid-19 will support the expense base

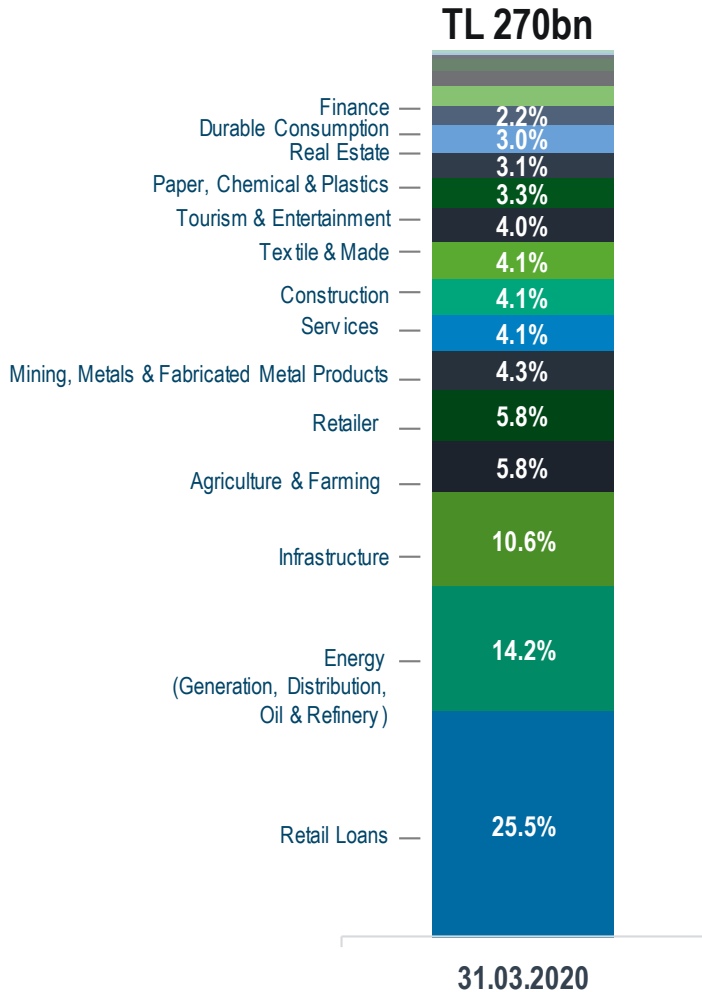
Downside risk on guidance, yet the impact depends on the duration of the pandemic

APPENDIX

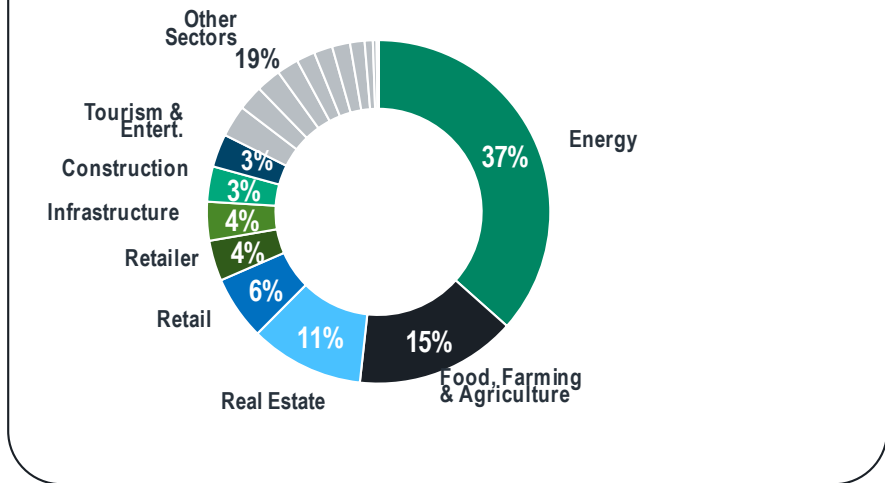
Pg. 24	Sector Breakdown of Gross Loans
Pg. 25	Structure of FC Loan Portfolio
Pg. 26	Maturity Profile & Liquidity Buffers
Pg. 27	Adjusted L/D and Liquidity Coverage Ratios
Pg. 28	Consumer Loans & TL Business Banking Loans
Pg. 29	Securities portfolio
Pg. 30	Summary Balance Sheet
Pg. 31	Summary P&L
Pg. 32	Key Financial Ratios
Pg. 33	Quarterly & Cumulative Net Cost of Risk

WELL-DIVERSIFIED PORTFOLIO WITH STRONG COVERAGE

SECTOR BREAKDOWN OF GROSS LOANS¹



Sector Breakdown of Stage 2 excluding SICR¹



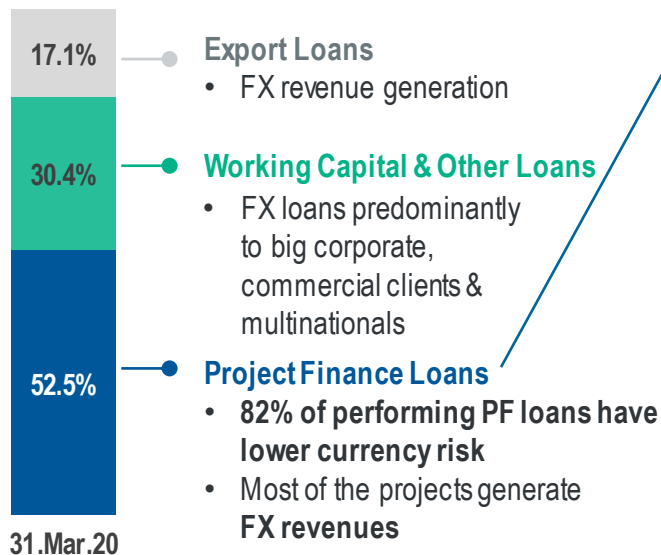
¹ Based on Bank-only MIS data

APPENDIX: STRUCTURE OF FC LOAN PORTFOLIO

FC PERFORMING LOANS

– 35% OF TOTAL PERFORMING LOANS

US\$ 13.6 bn ► Unconsolidated FC Performing Loans



Export Loans

- FX revenue generation

Working Capital & Other Loans

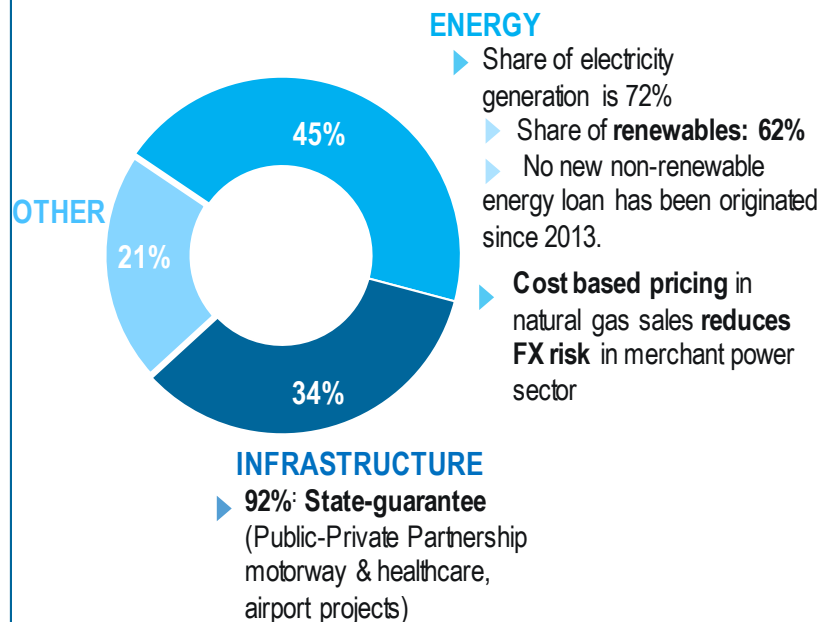
- FX loans predominantly to big corporate, commercial clients & multinationals

Project Finance Loans

- 82% of performing PF loans have lower currency risk
- Most of the projects generate FX revenues

« FX sensitivity analysis are regularly conducted as part of the proactive staging and provisioning practices »

BREAKDOWN OF UNCONSOLIDATED PF LOANS



ENERGY

- Share of electricity generation is 72%
- Share of renewables: 62%
- No new non-renewable energy loan has been originated since 2013.
- Cost based pricing in natural gas sales reduces FX risk in merchant power sector

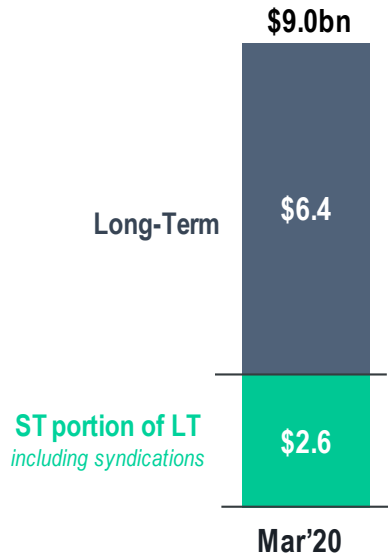
INFRASTRUCTURE

- 92% State-guarantee (Public-Private Partnership motorway & healthcare, airport projects)

APPENDIX: COMFORTABLE LIQUIDITY & MANAGEABLE EXTERNAL DEBT STOCK

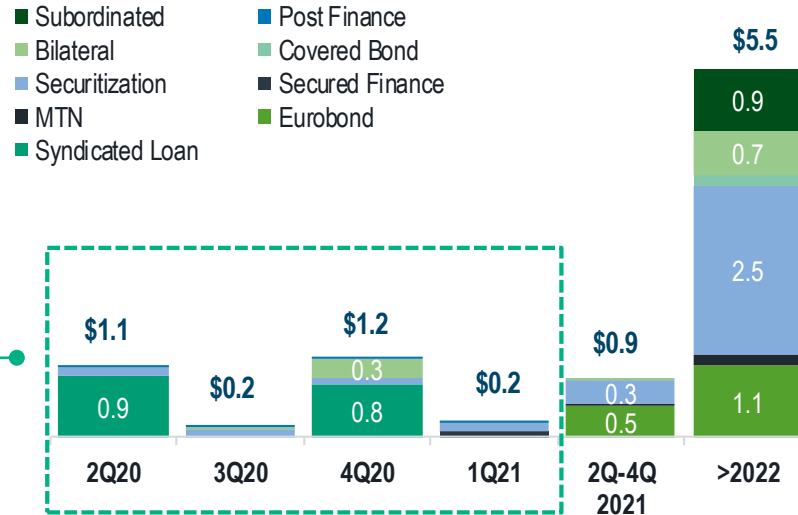
GARANTI'S EXTERNAL DEBT¹

(US\$ billion)



MATURITY PROFILE OF EXTERNAL DEBT

(US\$ billion)



ST external dues

\$2.6bn

Comfortable FC liquidity buffer²

\$10.2bn

¹ Excludes cash collateralized borrowings

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

APPENDIX: ADJUSTED LDR AND LIQUIDITY COVERAGE RATIOS

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

Total
Loans /
Deposits:

95%



Adjusted
LDR

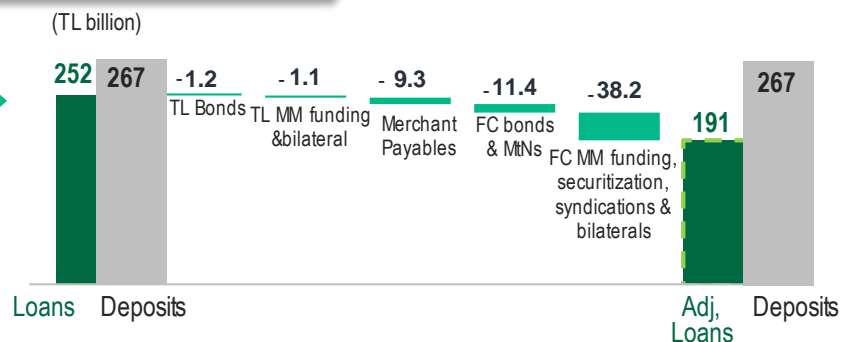


TL Loans /
TL Deposits:

137%

FC Loans /
FC Deposits:

60%



LIQUIDITY COVERAGE RATIOS³

Total LCR

157%

Minimum Requirement

100%

FC LCR

290%

Minimum Requirement

80%

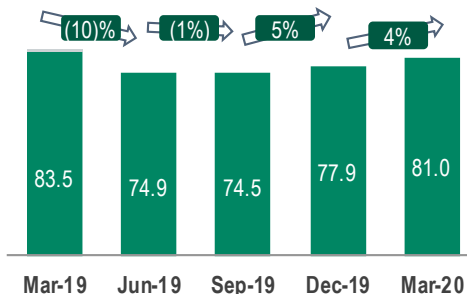
¹ Represents the average of March's last week. As per regulation dated 26 March, 2020, min. Required levels were suspended until 31 December 2020.

APPENDIX: CONSUMER & TL BUSINESS BANKING LOANS

TL BUSINESS BANKING

(TL billion)

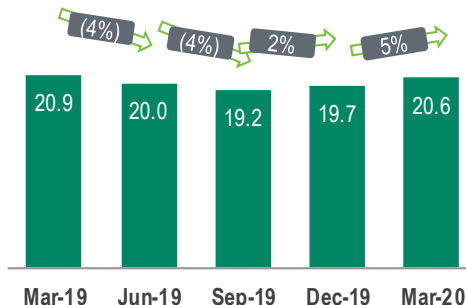
(3%)
YoY



CONS. MORTGAGE LOANS

(TL billion)

(1%)
YoY



Market Shares³

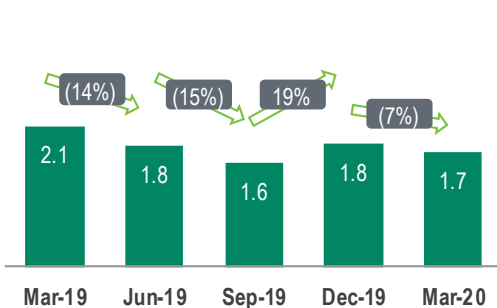
	Mar '20	QoQ	Rank
Consumer Loans inc Consumer CCs	12.9%	-21bps	#1*
Cons. Mortgage	10.5%	-6bps	#1*
Cons. Auto	35.3%	-163bps	#1*
Consumer GPLs	12.0%	+19bps	#2*
TL Business Banking	7.9%	-52bps	#3*
# of CC customers ²	13.8%	Flat	#1
Issuing Volume ² (Cumulative)	18.1%	-60bps	#1
Acquiring Volume ² (Cumulative)	16.9%	-126bps	#2

* Rankings are among private banks as of Dec19

CONSUMER AUTO LOANS

(TL billion)

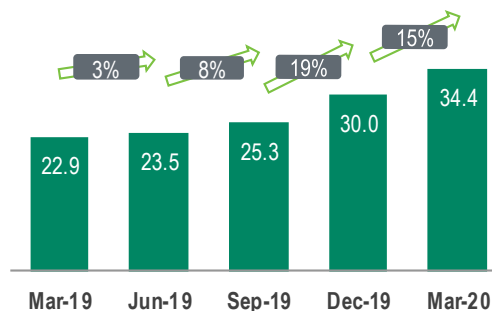
(18%)
YoY



CONSUMER GENERAL PURPOSE LOANS¹

(TL billion)

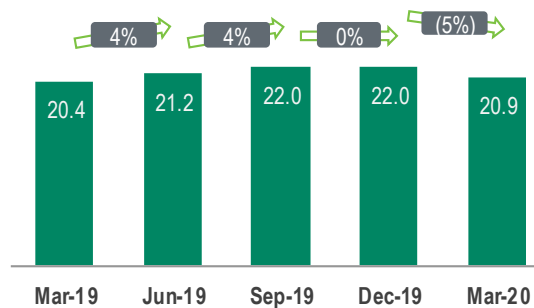
+50%
YoY



CONSUMER CREDIT CARD BALANCES

(TL billion)

+3%
YoY



1 Including other loans and overdrafts

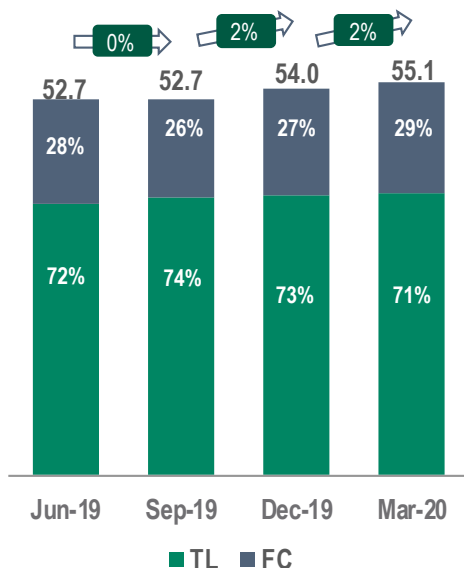
2 Cumulative figures and rankings as of March 2020, as per Interbank Card Center data,

3 Sector figures used in market share calculations are based on bank-only BRSA weekly data as of 27.03.2020, for commercial banks

APPENDIX: SECURITIES PORTFOLIO

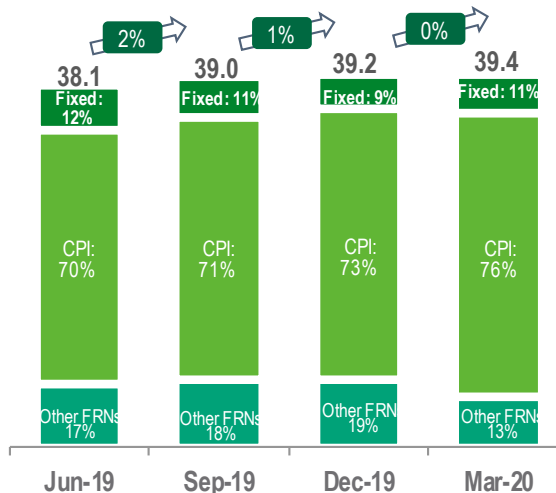
Total Securities (TL billion)

13% of Total Assets

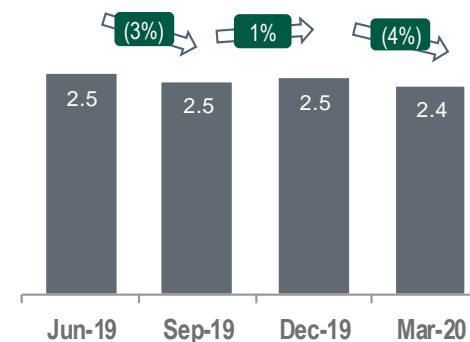


TL Securities (TL billion)

CPI Linkers: TL 30bn

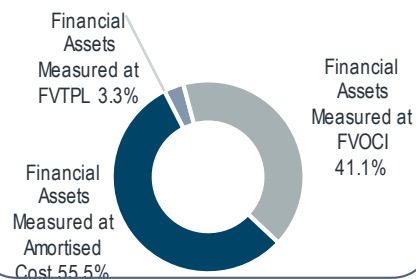


FC Securities (US\$ billion)



- ▶ **Garanti's total redemption in 2020 is ~TRY 10 Bn** (TRY 5.5 Bn CPI Linker, TRY 3.7 Bn FRN, TRY 0.8 Bn Fixed Coupon Bond)
- ▶ **Sizeable FRN and CPI Linker redemptions are in Mar & Apr with a total amount of ~TRY 9 Bn.**
- ▶ Hence, there will be capacity for re-investment

Securities Composition



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

APPENDIX: SUMMARY BALANCE SHEET

TL Billion

ASSETS	31.03.2019	30.06.2019	30.09.2019	31.12.2019	31.03.2020
Cash & Cash Equivalents	26.8	26.4	31.1	28.3	15.8
Balances at CBRT	42.8	48.9	38.0	35.6	50.2
Securities	50.6	52.7	52.7	54.0	55.1
Gross Loans	247.2	240.0	236.7	251.2	270.0
+ TL Loans	162.5	154.8	157.7	167.0	174.0
TL NPL	8.2	8.6	10.3	10.6	10.6
info: TL Performing Loans	154.3	146.2	147.4	156.4	163.5
+ FC Loans (in US\$ terms)	15.1	14.8	14.1	14.2	14.6
FC NPL (in US\$ terms)	0.8	0.8	1.0	1.1	1.1
info: FC Performing Loans (in US\$ terms)	14.3	14.0	13.1	13.1	13.6
info: Performing Loans (TL+FC)	234.4	226.6	220.8	233.9	252.4
Fixed Assets & Subsidiaries	13.5	14.1	13.9	14.6	14.7
Other	3.5	1.6	1.8	7.4	11.6
TOTAL ASSETS	384.4	383.7	374.3	391.2	417.4

LIABILITIES & SHE	31.03.2019	30.06.2019	30.09.2019	31.12.2019	31.03.2020
Total Deposits	236.2	231.8	231.1	248.8	266.7
+ Demand Deposits	65.5	65.7	69.1	76.4	89.4
TL Demand	22.2	23.4	25.7	30.7	33.2
FC Demand (in US\$ terms)	7.7	7.4	7.7	7.7	8.6
+ Time Deposits	170.6	166.1	162.0	172.4	177.3
TL Time	81.9	79.1	80.2	83.8	86.2
FC Time (in US\$ terms)	15.8	15.1	14.6	15.0	13.9
Interbank Money Market	0.4	0.5	0.4	0.5	0.8
Bonds Issued	22.6	24.6	17.7	16.4	16.9
Funds Borrowed	51.2	48.9	41.9	44.1	47.4
Other liabilities	25.8	27.5	31.7	27.6	30.7
Shareholders' Equity	48.2	50.3	51.5	53.8	54.9
TOTAL LIABILITIES & SHE	384.4	383.7	374.3	391.2	417.4

APPENDIX: SUMMARY P&L

TL Million	QUARTERLY P&L			CUMULATIVE P&L		
	4Q19	1Q20	QoQ	3M19	3M20	YoY
(+) Net Interest Income including Swap costs	4,487	5,014	12%	3,867	5,014	30%
(+) <i>NII excluding CPI linkers' income</i>	4,849	4,850	0%	3,506	4,850	38%
(+) <i>Income on CPI linkers</i>	374	794	112%	990	794	-20%
(-) <i>Swap Cost</i>	-736	-630	-14%	-629	-630	0%
(+) Net Fees & Comm.	1,606	1,678	4%	1,431	1,678	17%
(+) Net Trading & FX gains/losses (excl. Swap costs and currency hedge)	338	444	31%	175	444	154%
<i>info: Gain on Currency Hedge</i>	364	716	97%	284	716	152%
(+) Income on subsidiaries	153	321	109%	250	321	28%
(+) Other income (excl. Prov. reversals & one-offs)	96	91	-4%	69	91	32%
= REVENUES	6,681	7,548	13%	5,791	7,548	30%
(+) Non-recurring other income	25	0	<i>n.m</i>	0	0	<i>n.m</i>
(+) <i>Administrative fine reversal</i>	0	0	<i>n.m</i>	0	0	<i>n.m</i>
(+) <i>Gain from NPL sale</i>	25	0	<i>n.m</i>	0	0	<i>n.m</i>
(-) OPEX	-2,383	-2,445	3%	-2,069	-2,445	18%
(-) <i>HR</i>	-879	-895	2%	-865	-895	3%
(-) <i>Non-HR</i>	-1,504	-1,550	3%	-1,204	-1,550	29%
= PRE-PROVISION INCOME	4,323	5,103	18%	3,722	5,103	37%
(-) Net Expected Loss (excl. Currency impact)	-2,082	-2,328	12%	-1,351	-2,328	72%
(-) <i>Expected Loss</i>	-2,782	-4,861	75%	-3,207	-4,861	52%
<i>info: Currency Impact</i>	-364	-716	97%	-284	-716	152%
(+) <i>Provision Reversal under other Income</i>	336	1,817	441%	1,571	1,817	16%
(-) Taxation and other provisions	-1,018	-1,144	12%	-649	-1,144	76%
(-) <i>Free Provision</i>	-150	0	<i>n.m</i>	-100	0	<i>n.m</i>
(-) <i>Taxation</i>	-507	-415	-18%	-406	-415	2%
(-) <i>Other provisions (excl. free prov.)</i>	-362	-728	101%	-143	-728	410%
= NET INCOME	1,222	1,631	33%	1,722	1,631	-5%

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

	Mar-19	Jun-19	Sep-19	Dec-19	Mar-20
Profitability ratios					
ROAE (Cumulative) ¹	15.4%	15.2%	13.4%	12.3%	12.1%
ROAA (Cumulative) ¹	2.0%	2.0%	1.8%	1.6%	1.6%
Cost/Income	35.7%	37.3%	36.8%	36.4%	32.4%
Quarterly NIM incl. Swap costs	5.2%	5.2%	5.1%	5.8%	6.5%
Quarterly NIM incl. Swap costs excl. CPI linkers	3.9%	3.9%	4.2%	5.4%	5.4%
Cumulative NIM incl. Swap costs	5.2%	5.2%	5.2%	5.3%	6.5%
Cumulative NIM incl. Swap costs excl. CPI linkers	3.9%	3.9%	4.0%	4.4%	5.4%
Liquidity ratios					
Loans / Deposits	99.3%	97.8%	95.6%	94.0%	94.7%
TL Loans / TL Deposits	148.2%	142.5%	139.1%	136.6%	136.8%
Adj. Loans/Deposits (Loans adj. with on-balance sheet alternative funding sources)	68%	66%	68%	70%	72%
TL Loans / (TL Deposits + TL Bonds + Merchant Payables)	127.8%	120.4%	120.2%	119.9%	121.7%
FC Loans / FC Deposits	60.6%	62.3%	58.7%	57.7%	60.4%
Asset quality ratios					
NPL Ratio	5.2%	5.6%	6.7%	6.9%	6.5%
Coverage Ratio	5.2%	5.6%	6.3%	6.2%	6.7%
+ Stage1	0.5%	0.5%	0.5%	0.5%	0.6%
+ Stage2	11.5%	12.0%	11.4%	10.9%	14.5%
+ Stage3	59.2%	58.2%	62.0%	62.1%	65.5%
Cumulative Net Cost of Risk (excluding currency impact, bps)	229	201	251	272	359
Solvency ratios					
CAR	17.0%	18.0%	19.9%	19.6%	18.2%
Common Equity Tier I Ratio	14.7%	15.6%	17.4%	17.0%	15.5%
Leverage	7.0x	6.6x	6.3x	6.3x	6.6x

¹ 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 1Q19, 1H19 and 9M19.

APPENDIX: QUARTERLY & CUMULATIVE NET CoR

(Million TL)

Quarterly Net Expected Credit Loss	2Q19	3Q19	4Q19	1Q20
(-) Expected Credit Losses	1,916	2,797	2,782	4,861
Stage 1	157	142	455	1,315
Stage 2	883	196	123	1,861
Stage 3	876	2,459	2,204	1,685
(+) Provision Reversals under other income	734	871	336	1,817
Stage 1	186	108	118	767
Stage 2	306	463	103	437
Stage 3	242	299	115	613
(=) (a) Net Expected Credit Losses	1,182	1,925	2,446	3,044
(b) Average Gross Loans	243,590	238,362	243,945	260,593
(a/b) Quarterly Total Net CoR (bps)	195	320	398	470
info: Currency Impact¹	24	-	27	59
Total Net CoR exc. currency impact (bps)	171	347	339	359

(Million TL)

Cumulative Net Expected Credit Loss	3M20
(-) Expected Credit Losses	4,861
Stage 1	1,315
Stage 2	1,861
Stage 3	1,685
(+) Provision Reversals under other income	1,817
Stage 1	767
Stage 2	437
Stage 3	613
(=) (a) Net Expected Credit Losses	3,044
(b) Average Gross Loans	260,593
(a/b) Cumulative Total Net CoR (bps)	470
info: Currency Impact¹	110
Total Net CoR exc. currency impact (bps)	359

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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