Grapikredi

1H24 EARNINGS

Strategic pillars solidifying the outlook for upcoming periods

Strong Customer Base

>16 million and counting +1 million new customer acquisition ytd AUM driven acquisition rather than free-lending More room to penetrate & long lasting relations

Highest # of salary & pension customers >6 million

>60% of customers are efficient in terms
 penetrated products

Widespread customer base

Supporting margin management especially cost of funding

Increasing # of transactions

+1.5x since 2022

Individual driven high demand deposit share $Total \rightarrow 43^{\%}$ $TL \rightarrow 24^{\%}$ $FC \rightarrow 73^{\%}$ Individual TL demand deposit market share

+522^{bps} since 2022

Repricing for the Future

Widening in TL duration mismatch Extending duration of TL assets & Reducing duration of TL liabilities

TL loan pricing

~250^{bps} higher for new flow vs sector throughout June

Controlled TL deposit pricing

~140^{bps} below sector throughout June

Focus in lucrative FC loan growth

18[%] ytd growth in FC loans with hefty high single-digit spreads

External Borrowings ~7 bln USD external funding in a year

Sound Asset Quality

A well covered portfolio

Total coverage at **3.5**[%] **~100 bln TL** provision set aside since 2017

NPL inflows under control

Net inflows / Gross loans¹ at **1.6**%

Strengthening collection performance Collection ratio² at **50**[%] (2022: 24[%])

Salary customer support

Share of salary customers in GPLs **~60**[%] GPL life-time P/D **< 1**[%]

Credit Cards

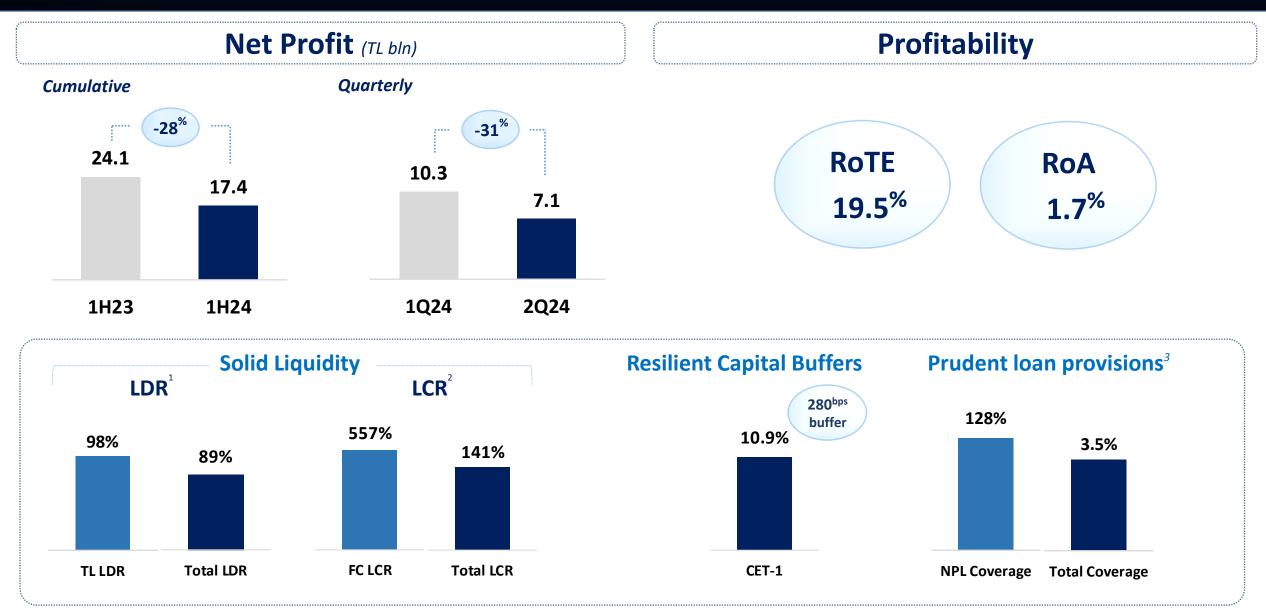
Credit Card NPL ratio below sector average³ at **1.4**[%]

Low Concentration in Loans

Highest sectoral loan book concentration ~6%

1. Previous year-end gross loans, 2. Collections/NPL Stock, NPL stock refers to previous year-end NPL stock. 3. Sector refers to deposit banks.

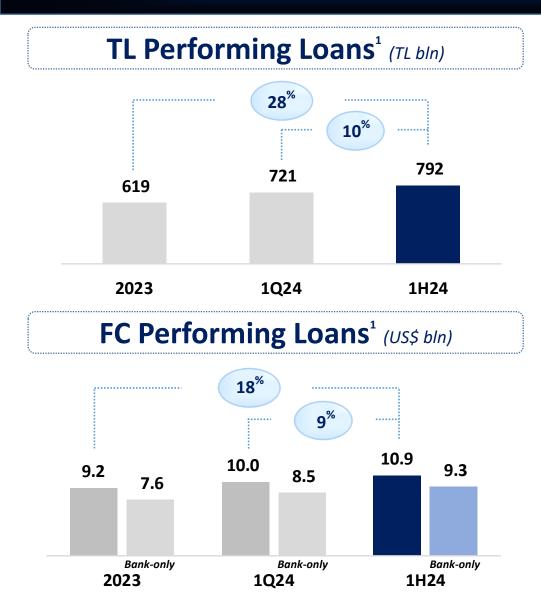
Robust fundamentals for normalisation, macro backdrop weighs on net profit in 1H



Notes:

1. LDR= Loans / (Deposits + TL Bonds). 2.3 months average. 3. Based on Bank-only BRSA financials.

Selective and lucrative small ticket focus with longer tenors



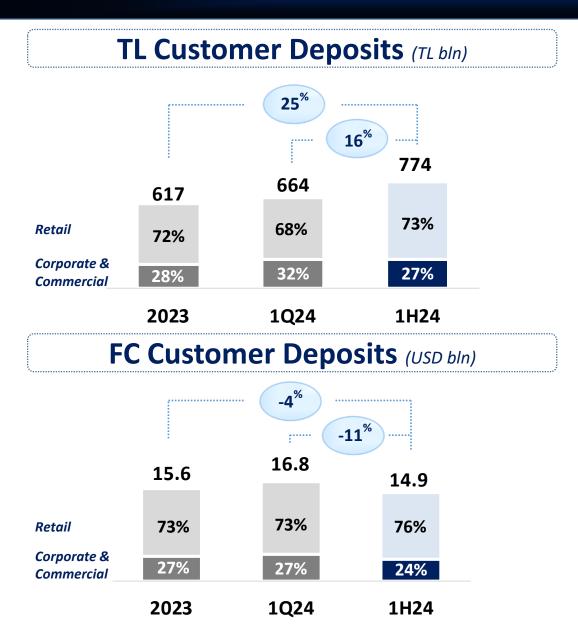


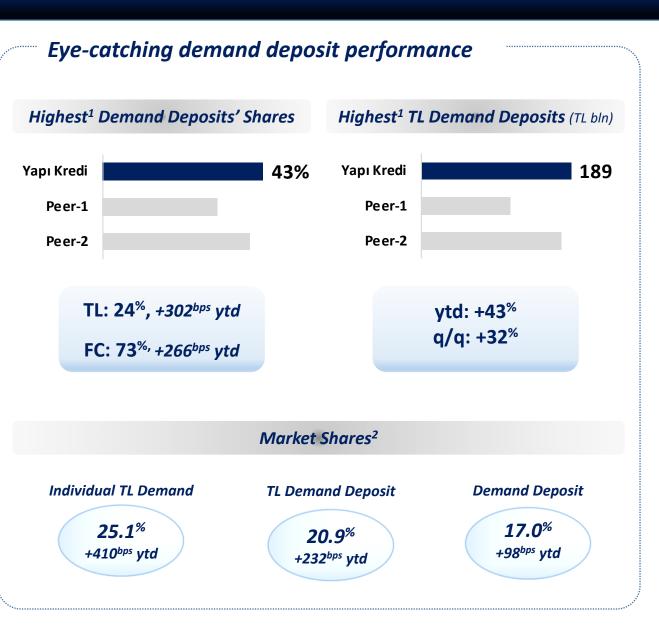
Notes:

1. Loans exclude loans provided to financial institutions; adjusted for the FX indexed loans.

2. Among private banks as of 28 June 2024 BRSA weekly sector data.

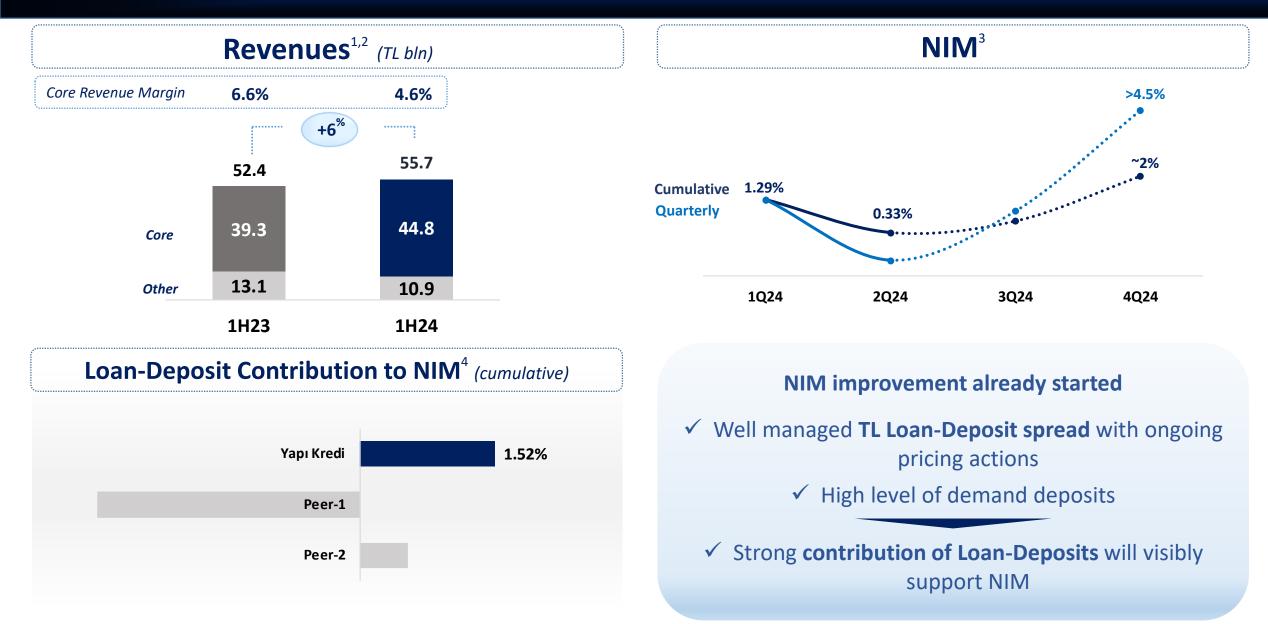
Increase in customer penetration further supports demand deposit base





1. Based on BRSA financials as of 1H24 for peers announced . 2. Among private banks as based on 28 June 2024 BRSA weekly sector data so far.

Kick starting the NIM improvement, effective loan-deposit pricing intact



Strength in fees thanks to consistantly increasing number of transactions

Net Fee & Commission Income (TL bln)



Investment

4%

Bancassurance Products

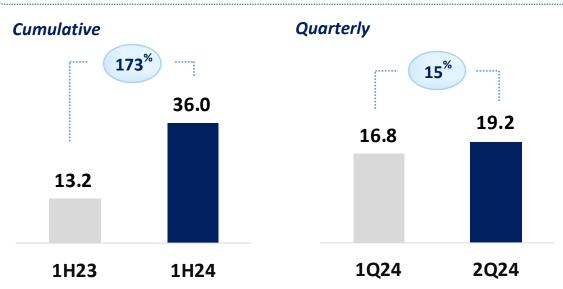
5%

Money Transfer

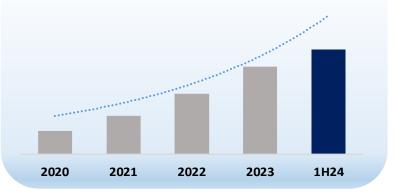
7%

Lending Related

16%



Number of Transactions¹ (monthly average)





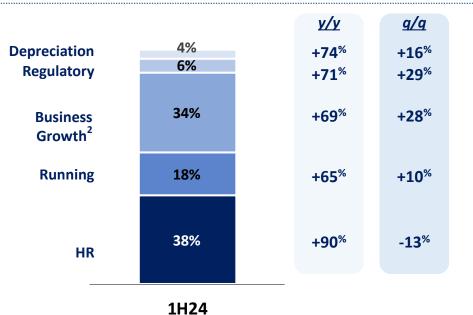
Payment Systems

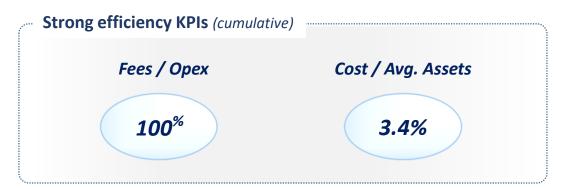
68%

Cost growth contained, fees fully cover opex



Cost Breakdown¹

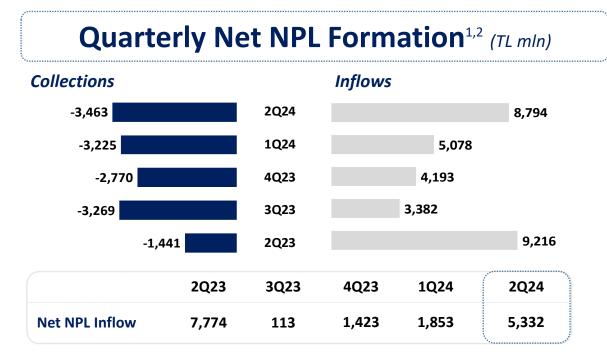


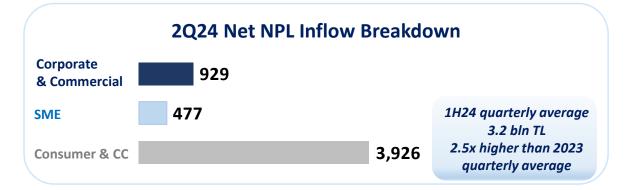


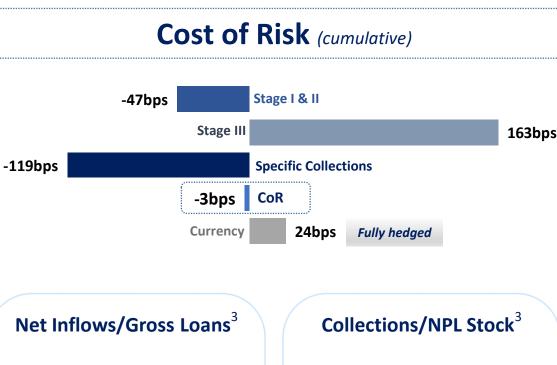
Notes:

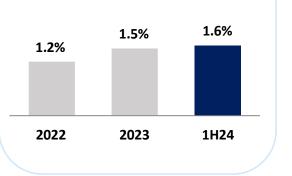
- 1. Based on Bank-only financials, MIS data.
- 2. Including customer acquisition costs, World points and advertisement.

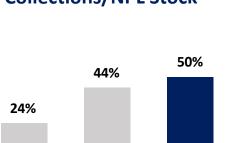
Inflows under control and strong support from collections sustain











2023

1H24

2022

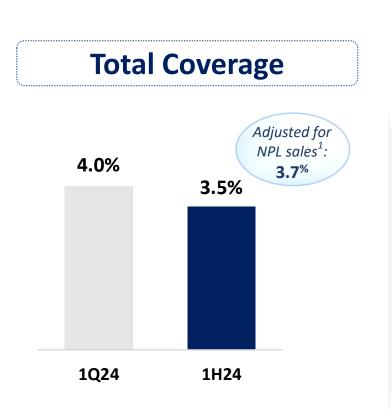
Notes:

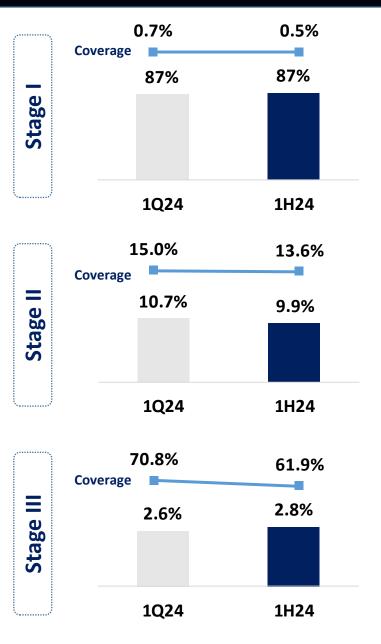
Based on Bank-only BRSA financials.

2. Excluding the positive impact of NPL sales & write-offs ; NPL Sales 1H24: 2.1 bln TL (1Q24: 1 bln TL, 2Q24: 1.1 bln TL).

3. Gross Loans and NPL Stok as of previous year-end.

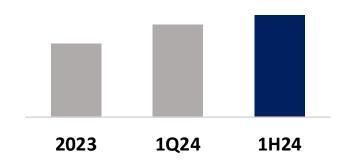
Ongoing prudency in provisioning, further increase in unsecured consumer loan coverage



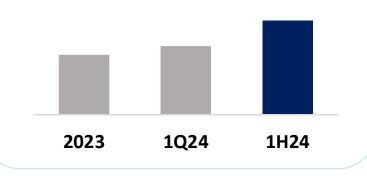


Increasing Coverage of Unsecured Consumer Loans in-line with Prudency





Credit Card Loans Coverage²

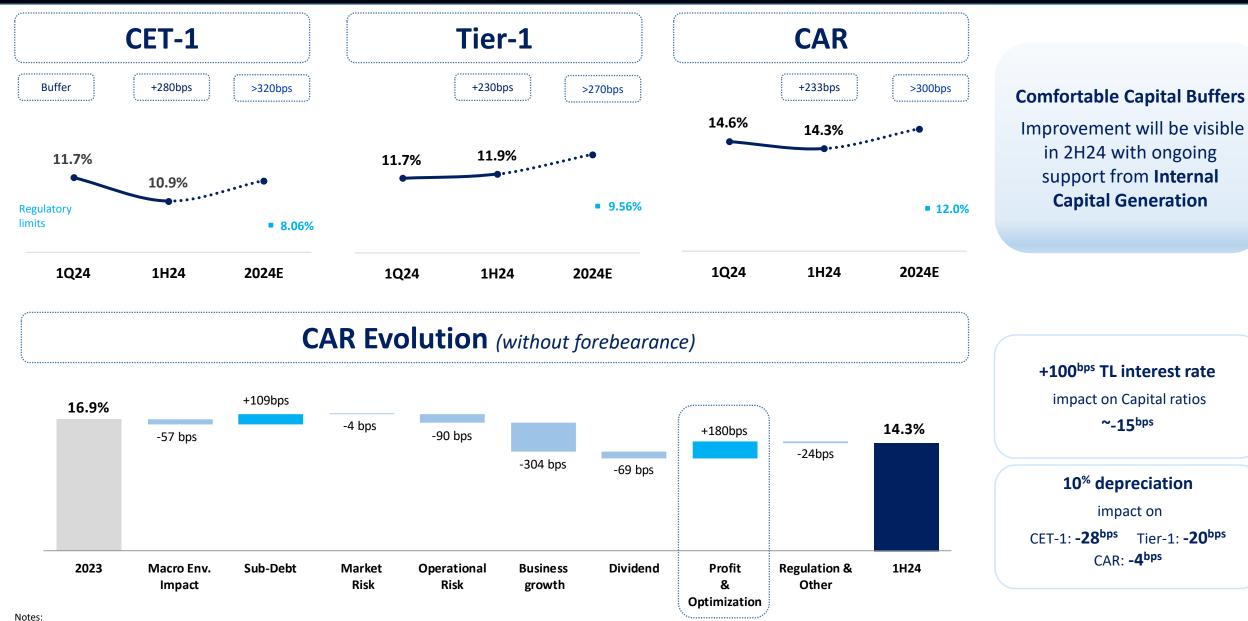


Note: Based on Bank-only BRSA financial

1. Adjusted with NPL Sales 1H24: 2.1 bln TL (1Q24: 1 bln TL, 2Q24: 1.1 bln TL)

2. Based on MIS data excluding NPL sales

Capital buffers remain intact, internal capital generation support will sustain in 2H



Capital Conservation Buffer: 2.5%; Counter-Cyclical Buffer: 0.058%; SIFI Buffer: 1.0%

2024 Guidance Revision: In the year of transition, getting ready for normalisation

		2024 New	2024 Old	Revision
Volumes	TL Loan Growth	Real Loan Growth	Real Loan Growth	 Maintained
volumes	FC Loan Growth	Double-Digit Increase	Low-Single Digit Increase	n Revised Up
	NIM	~2% (Exit: >4.5%)	> 4.5%	Revised Down
Revenues	Core Revenue Margin	~6%	> 8%	Revised Down
	Fee Growth	> 100%	> 80%	Revised Up
Costs	Cost growth	< 65%	< 80%	Versient Revised Down
Asset Quality	Total CoR	< 75bps	~100bps	Revised Down

RoTE: Mid-to-High Twenties

(Inf. Acc. 2024 RoTE: Positive)

Old: Inf. Acc. RoTE: Improvement



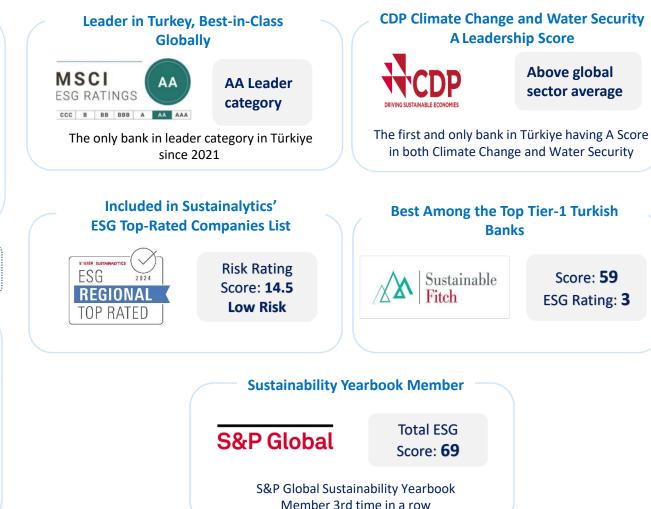


Sustainability

Net-Zero Banking & Sustainable Finance

- Obtained SBTi verification in July 2024 (highest lending portfolio target coverage among Turkish banks)
- Committed to Net-Zero Banking Alliance (NBZA) in July 2023
- Measuring Scope-3 Category 15: Investments emissions according to PCAF since 2021
- 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

Ratings



Indices & Initiatives



Above global

sector average

Score: 59

ESG Rating: 3

Macro Environment						
	2022	2023	1H24			
GDP Growth (y/y)	5.5%	4.5%	-			
CPI Inflation (y/y)	64.3%	64.8%	71.6%			
CAD ¹ /GDP ²	-5.1%	-4.0%	-2.1%			
Budget Deficit/GDP ²	-0.9%	-5.2%	-4.8%			
USD/TL (eop)	18.70	29.44	32.83			
2Y Benchmark Bond Rate (eop)	8.8%	39.7%	41.6%			

Banking Sector - Private Banks

	2022	2023	1H24
Loan Growth (ytd)	52%	51%	24%
TL	76%	52%	22%
FC (USD)	-15%	-7%	16%
Cust. Deposit Growth (ytd)	59%	61%	14%
TL	152%	83%	20%
FC (USD)	-20%	-13%	-6%
NPL Ratio	2.7%	2.1%	1.9%
CAR ³	21.6%	20.3%	17.5%
RoTE	48.2%	39.2%	28.8%
			-

Notes:

All macro data as of June 2024 unless otherwise stated

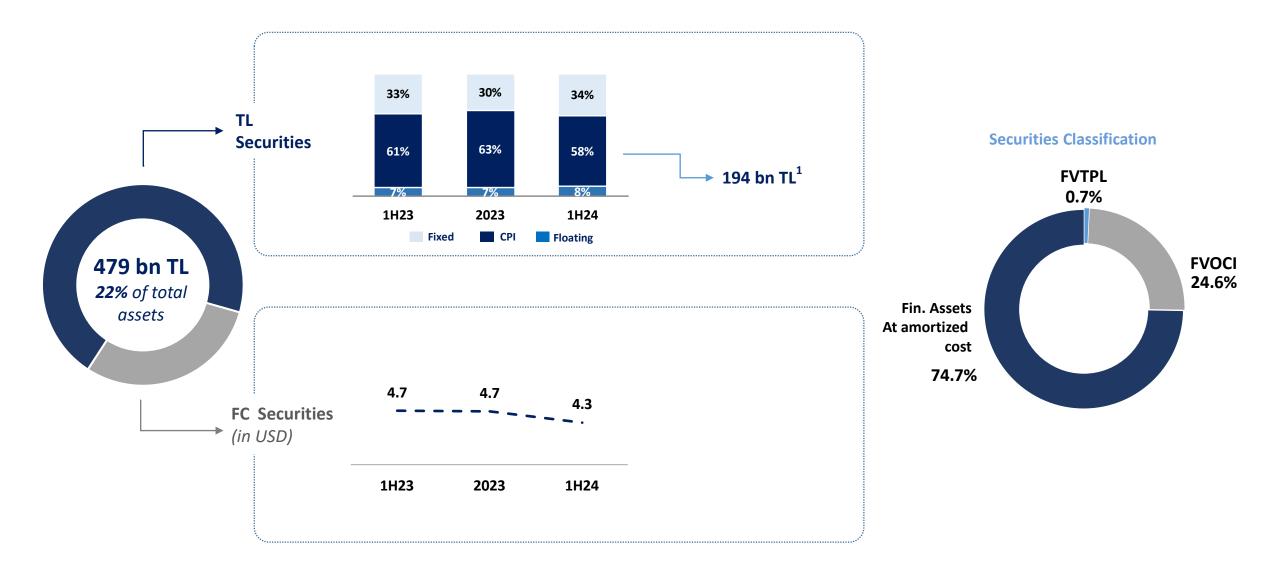
Banking sector volumes based on BRSA weekly data as of 28 June 2024

1. CAD indicates Current Account Deficit as of May'24

2. 2Q24 GDP Forecast

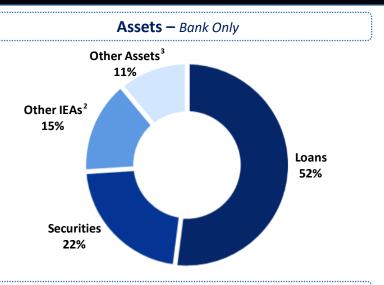
3. CAR includes regulatory forbearances

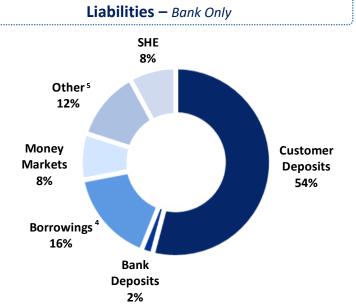
Securities portfolio



Consolidated balance sheet

TL bln	1H23	2023	1Q24	1H24	q/q	ytd	y/y
Total Assets	1,482	1,863	2,144	2,320	8%	25%	57%
			-				
Loans ¹	709	890	1,045	1,149	10%	29%	62%
TL Loans	465	619	721	792	10%	28%	70%
FC Loans (\$)	9	9	10	11	9%	18%	15%
Securities	332	417	480	496	3%	19%	50%
TL Securities	201	266	322	338	5%	27%	68%
FC Securities (\$)	5	5	5	5	-1%	-6%	-5%
Customer Deposits	941	1,076	1,206	1,264	5%	17%	34%
TL Customer Deposits	537	617	664	774	16%	25%	44%
FC Customer Deposits (\$)	16	16	17	15	-11%	-4%	-5%
Borrowings	252	366	430	482	12%	32%	92%
TL Borrowings	20	25	27	61	124%	145%	197%
FC Borrowings (\$)	9	12	12	13	3%	11%	43%
Shareholders' Equity	139	179	181	183	1%	2%	31%
Assets Under Management	173	238	315	371	18%	56%	115%





Notes:

1. Loans indicate performing loans excluding loans provided to financial institutions. TL and FC Loans are adjusted for the FX indexed loans

- 2. Other interest earning assets (IEAs) include Balances with the Central Bank Turkey, banks and other financial institutions, money markets, factoring receivables, financial lease receivables
- 3. 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
- 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

4.

5.

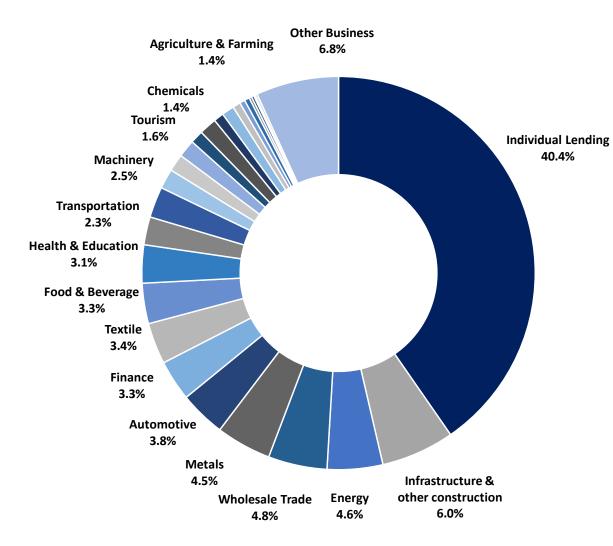
Consolidated income statement

TL million	1Q24	2Q24	q/q	1H23	1H24	y/y
Net Interest Income including swap costs	8,182	613	n.m	26,115	8,795	-66%
o/w NII	25,356	20,117	-21%	23,903	45,473	90%
o/w Swap costs	-17,175	-19,504	14%	2,213	-36,678	n.m.
Fees & Commissions	16,757	19,201	15%	13,189	35,958	173%
Core Revenues	24,939	19,813	-21%	39,304	44,753	14%
Operating Costs	17,343	18,548	7%	20,124	35,891	78%
Core Operating Income	7,596	1,266	-83%	19,180	8,862	-54%
Trading and FX gains/losses	7,154	3,543	-50%	16,450	10,697	-35%
Trading excl. ECL hedge	6,023	3,345	-44%	11,593	9,368	-19%
ECL hedging	1,131	198	-82%	4,857	1,329	-73%
Other income	477	1,056	121%	1,483	1,532	3%
o/w income from subs	325	416	28%	509	741	45%
Pre-provision Profit	15,227	5,864	-61%	37,113	21,091	-43%
ECL net of collections	3,338	-2,193	n.m	6,060	1,145	-81%
ECL (excl. currency impact)	2,207	-2,391	n.m	1,203	-184	n.m
o/w Collections/Provision Reversals (-)	-8,899	-7,847	-12%	-9,257	-16,747	81%
Provisions for Risks and Charges & Other	87	-51	n.m	80	36	-55%
Pre-tax Income	11,802	8,108	-31%	30,973	19,910	-36%
Tax	1,499	1,005	-33%	6,856	2,504	-63%
Net Income	10,302	7,103	-31%	24,117	17,406	-28%

Bank-only income statement

TL million	1Q24	2Q24	q/q	1H23	1H24	y/y
Net Interest Income including swap costs	5,433	-2,509	n.m	23,492	2,924	-88%
o/w NII	22,628	17,026	-25%	21,428	39,654	85%
o/w Swap costs	-17,195	-19,534	14%	2,063	-36,729	n.m.
Fees & Commissions	15,557	18,141	17%	11,727	33,699	187%
Core Revenues	20,990	15,633	-26%	35,219	36,623	4%
Operating Costs	16,384	17,535	7%	19,248	33,919	76%
Core Operating Income	4,606	-1,902	n.m	15,971	2,704	-83%
Trading and FX gains/losses	6,944	3,440	-50%	15,779	10,384	-34%
Trading excl. ECL hedge	5,813	3,242	-44%	10,923	9,055	-17%
ECL hedging	1,131	198	-82%	4,857	1,329	-73%
Other income	2,818	3,490	24%	4,430	6,308	42%
o/w income from subs	2,596	2,934	13%	3,429	5,531	61%
Pre-provision Profit	14,368	5,028	-65%	36,180	19,396	-46%
ECL net of collections	3,378	-2,072	<u>n.m</u>	6,113	1,306	-79%
ECL (excl. currency impact)	2,247	-2,270	n.m	1,256	-23	n.m
o/w Collections/Provision Reversals (-)	-8,645	-7,689	-11%	-8,967	-16,334	82%
Provisions for Risks and Charges & Other	73	-55	n.m	46	18	-60%
Pre-tax Income	10,918	7,154	-34%	30,021	18,072	-40%
Тах	616	52	-92%	5,904	668	-89%
Net Income	10,302	7,103	-31%	24,116	17,405	-28%

Sectoral breakdown of loans



- Well-diversified loan portfolio
- The Share of Energy Loans in total down by 8 pp since 2018
- The Share of Infrastructure and Other Construction in total down by 5 pp since 2018
- 7% share of SMEs in cash loans

ECL details

TL million	1Q24	2Q24	1H24 17,892	
Provisions	12,237	5,655		
Stage-1	3,550	-1,965	1,585	
Stage-2	4,789	2,318	7,107	
Stage-3	3,898	5,302	9,200	
Currency Impact	-1,131	-198	-1,329	
Provision Reversals	-6,170	-3,865	-10,036	
Collections	-2,729	-3,982	-6,711	
ECL	2,207	-2,391	-184	

Details of main borrowings

	Syndications	 ~ U\$\$ 1.69 bin Nov'23: U\$\$ 359 mln and € 372,5 mln, all-in cost at SOFR+ 3.50% and Euribor+ 3.25% for 367 days. 39 banks from 22 countries Sustainability Linked May'24: U\$\$ 442,5 mln and € 454,5 mln, all-in cost at SOFR+ 2.50% and Euribor+ 2.25% for 367 days. 46 banks from 25 countries Sustainable Loan 2224
	AT1	 US\$ 500 mln outstanding Apr'24: US\$ 500 mln market transaction, callable at 5.25 years and every interest payment date onwards, perpetual, 9.743% (coupon rate)
ional	Subordinated Transactions	 US\$ 1.15 bln outstanding Jan'21: US\$ 500 mln market transaction, 10NC5, 7.875% (coupon rate)- Basel III Compliant Jan'24: US\$ 650 mln market transaction, 10NC5, 9.25% (coupon rate)- Basel III Compliant
International	Foreign and Local Currency Bonds / Bills	US\$ 1.30 bln Eurobonds ■ Mar'19: US\$ 500 mln, 8.25% (coupon rate), 5.5 years ■ Sep'23: US\$ 500 mln, 9.25% (coupon rate), 5 years- Sustainable > Nov'23: US\$ 300 mln, 8.75% (yield rate), 5 years- Tap
	Covered Bond	 TL 400 mln outstanding Dec'19: Mortgage-backed with 5 years maturity
	DPRs	 US\$ 2.85 bln total outstanding Sep'23: US\$ 714.4 mln and € 100 mln with maturities varying between 5 and 8 years and with 6 different investors Oct'23: US\$ 175 mln with 5 years maturity and with 2 different investors
Domestic	Local Currency Bonds / Bills	TL 9.11 bin total Feb'24: TL 261 mln, 3-month maturity Feb'24: TL 312 mln, 1-year maturity, TLREF index + 50 bps Mar'24: TL 700 mln, 6-month maturity, TLREF index + 50 bps Apr'24: TL 3.52 bln, 3-month maturity 2024 Jun'24: TL 2.09 bln, 3-month maturity 2024
	Subordinated Bonds	 TL 800 mln total Jul'19: TL 500 mln, 10-year maturity, TLREF index + 193 bps Oct'19: TL 300 mln, 10-year maturity, TLREF index + 130 bps

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