

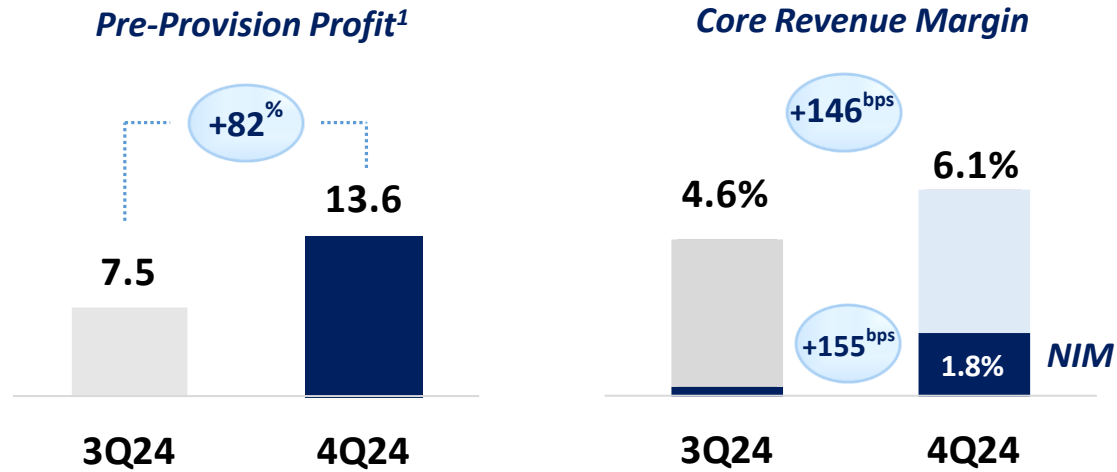


# 2024 EARNINGS & 2025 GUIDANCE

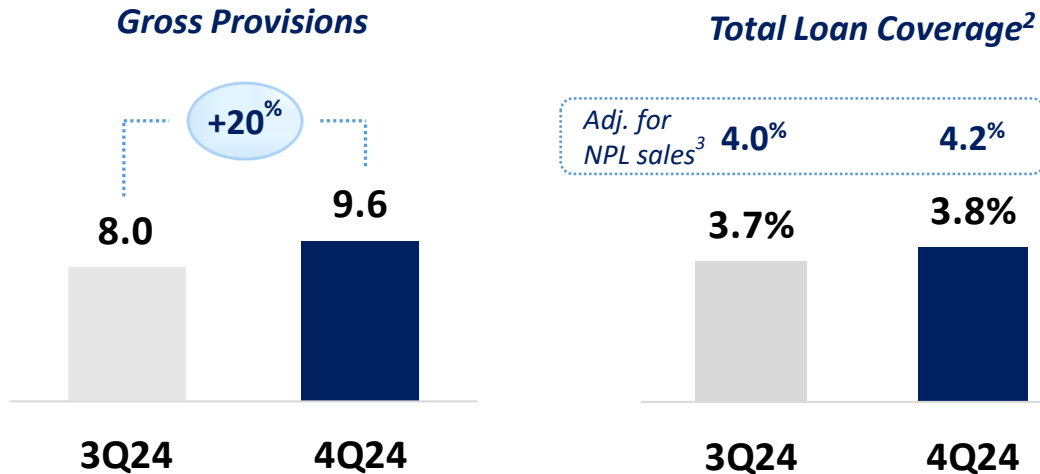
# Pre-tax income surged q/q

Jump in top-line through 155bps widening in NIM provided room for further coverage increase

## Ongoing improvement in top-line



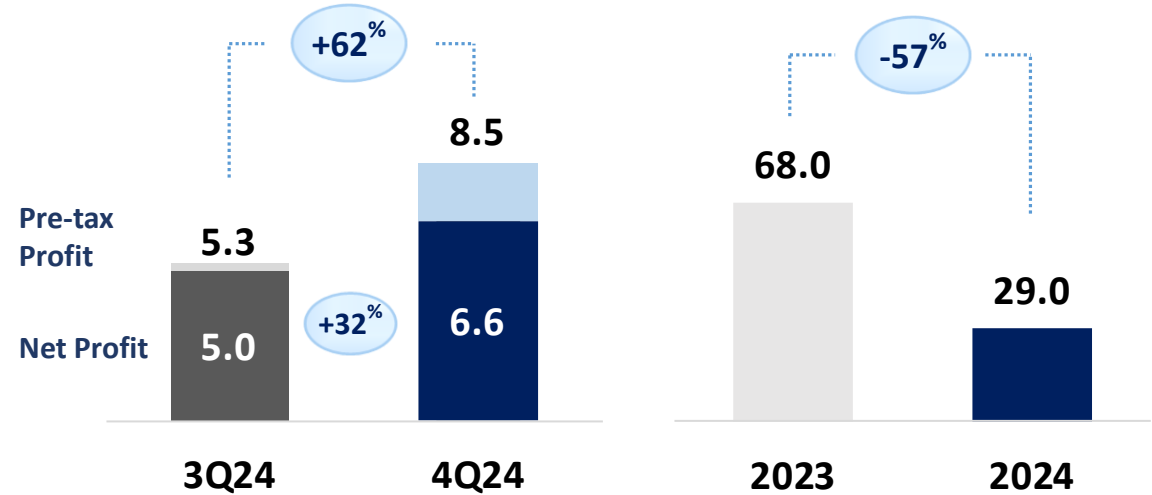
## Prudent provisioning



## Profit (TL bln)

### Quarterly

### Cumulative (Net Profit)



**RoTE**  
15.8%

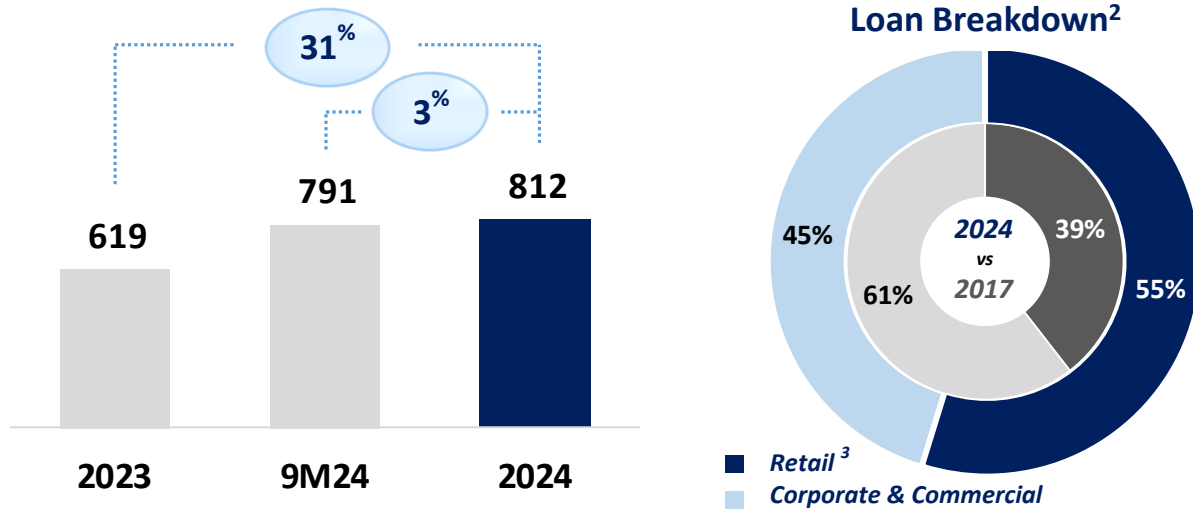
**RoA**  
1.3%

Notes:

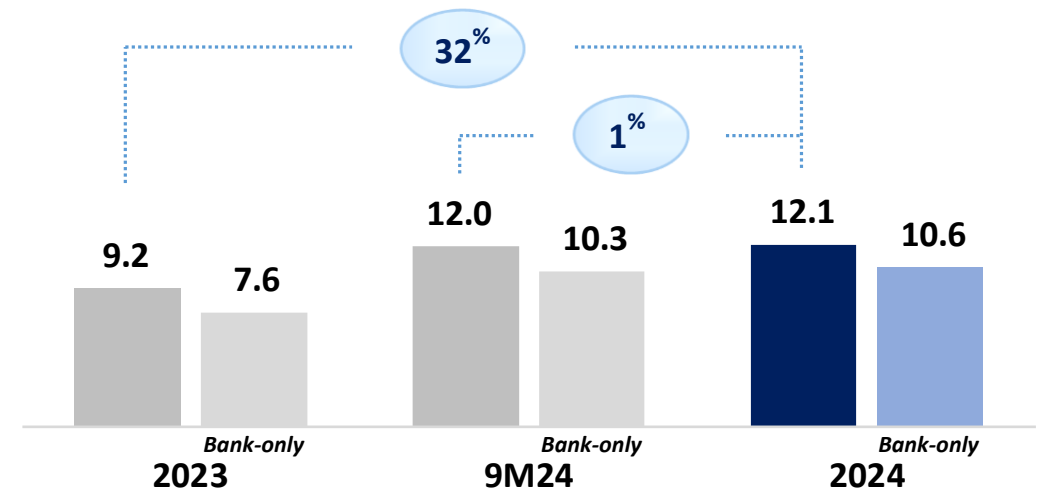
1. PPP (Pre-Provision Profit): NII+ Fees + Opex + Net Trading + Subsidiary & Dividend income – ECL hedge – collections 2. Based on bank-only BRSA financials 3. NPL Sales 2024: 5.7 bln TL (1Q24: 1 bln TL, 2Q24: 1.1 bln TL, 3Q24: 1.9 bln TL, 4Q24: 1.7bln TL)

# Proactive pricing strategies effectively bolstering yield performance

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



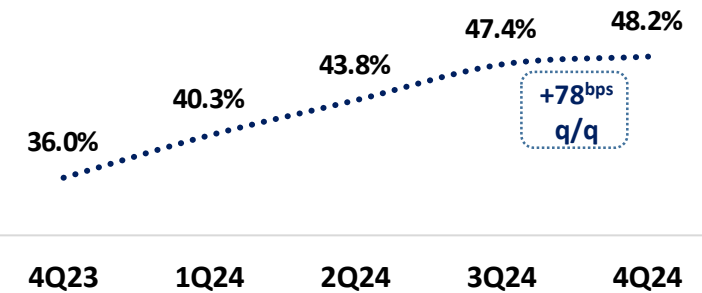
## FC Performing Loans<sup>1</sup> (US\$ bln)



### Active TL loan pricing actions supporting the yields

- ✓ TL consumer loan<sup>4</sup> rates ~700bps above the sector in 4Q
- ✓ TL commercial loan<sup>4;5</sup> rates ~300bps above the sector in 4Q

### Quarterly TL Loan Yield Evolution<sup>6</sup>

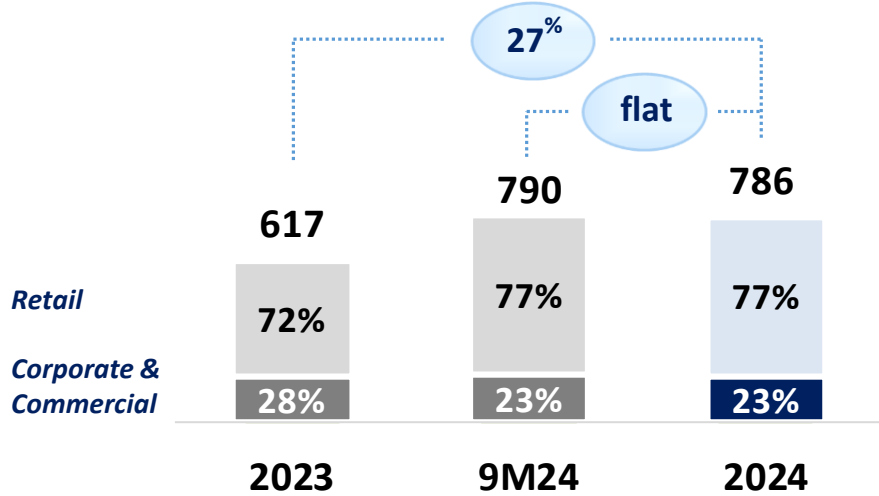


Notes:

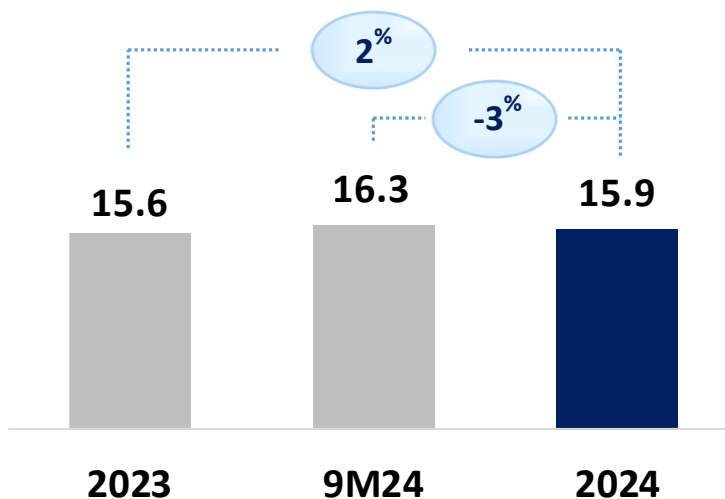
1. Loans exclude loans provided to financial institutions; adjusted for the FX indexed loans, 2. Based on bank-only BRSA financials, 3. Includes individual & SME lending, 4. Based on CBT weekly data average, difference based on simple rates, 5. Excluding commercial credit cards and overdraft, 6. Credit card related differences adjusted.

# Contribution from robust demand deposit base on top of agile time deposit pricing

## TL Customer Deposits (TL bln)



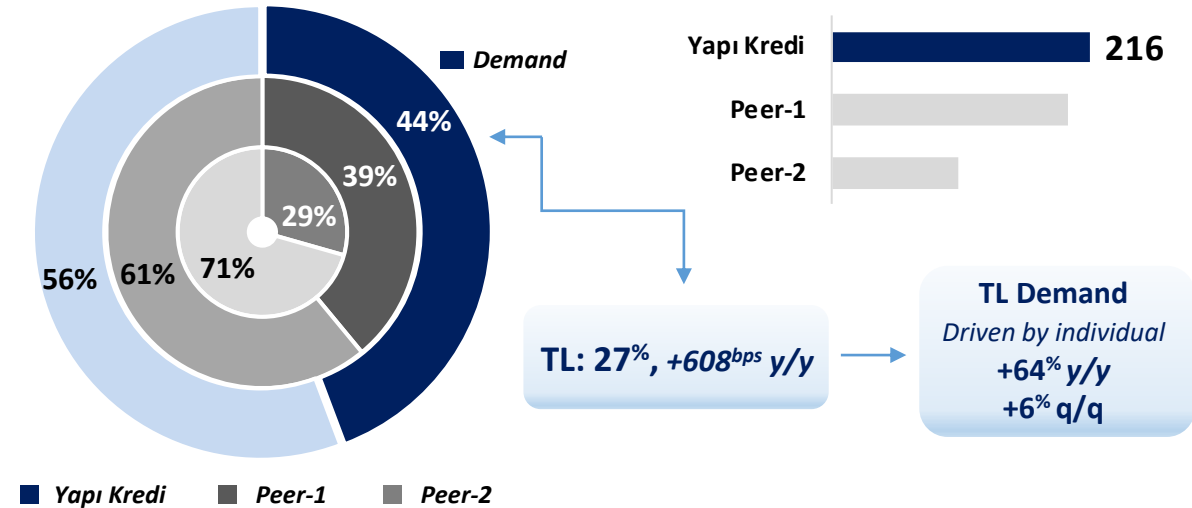
## FC Customer Deposits (USD bln)



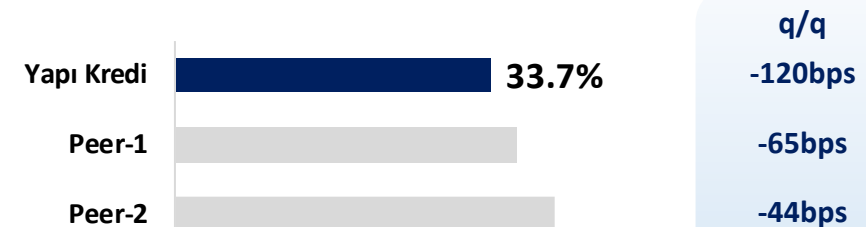
## Best-in Class Demand Deposit Share

Highest<sup>1</sup> Demand Deposits' Share

Highest<sup>1</sup> TL Demand Deposit (TL bln)



## Best-in-class TL Deposit Cost<sup>1</sup>



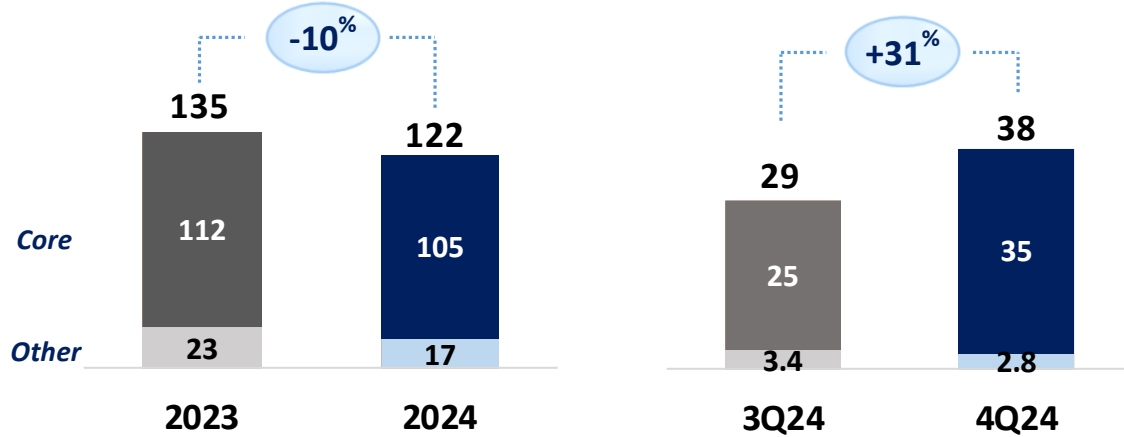
1. Based on BRSA financials as of 2024 for peers announced so far.

# Eye-catching NIM expansion resulting in improvement in quarterly core revenues

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

### Cumulative

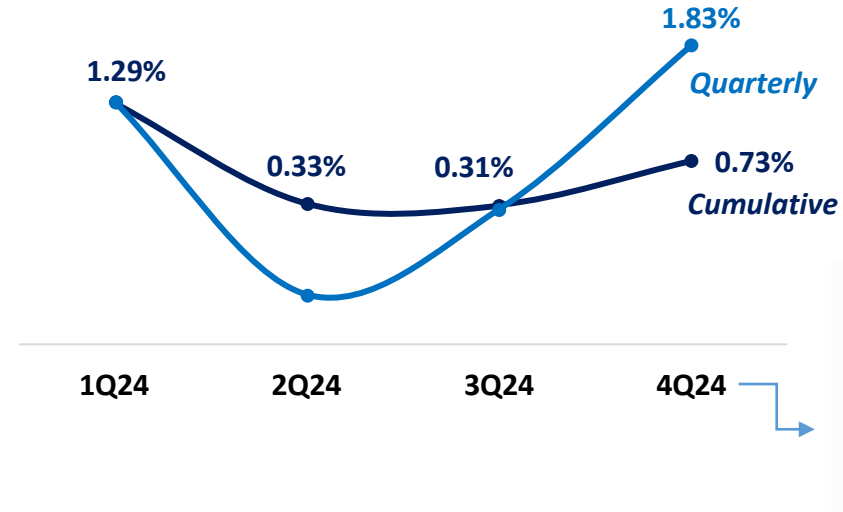
Core Revenue Margin **8.2%** **5.1%**



### Quarterly

Core Revenue Margin **4.6%** **6.1%** **↑ +146<sup>bps</sup>**

## NIM<sup>3</sup>



**+155<sup>bps</sup> q/q**  
highest NIM expansion among peers<sup>4</sup>

Exit NIM ~2%

Oct Nov Dec

TL Loan / Deposit Spread widened **+180<sup>bps</sup> q/q**  
way above peers<sup>4</sup>

Effective funding cost management

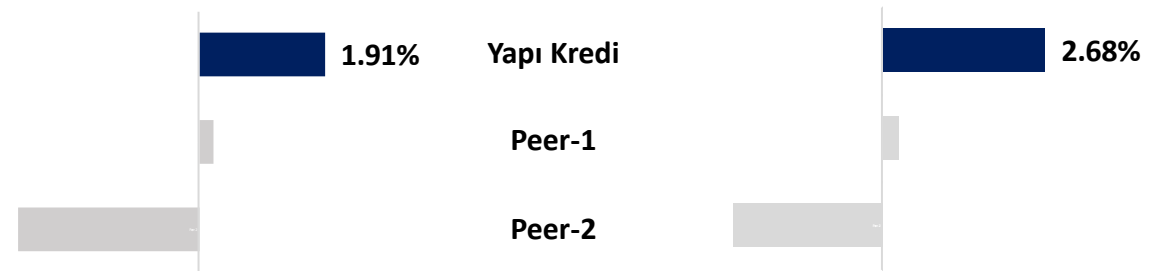
TL deposit cost: **-120<sup>bps</sup> q/q**; 66<sup>bps</sup> better than peers<sup>4</sup>

Active Loan Repricing

TL loan yield: **+60<sup>bps</sup> q/q**; 20<sup>bps</sup> above peers<sup>4</sup>

Highest Loan-Deposit contribution to NIM among peers<sup>4</sup>  
Set for the Future

### Cumulative



### Quarterly

Notes:

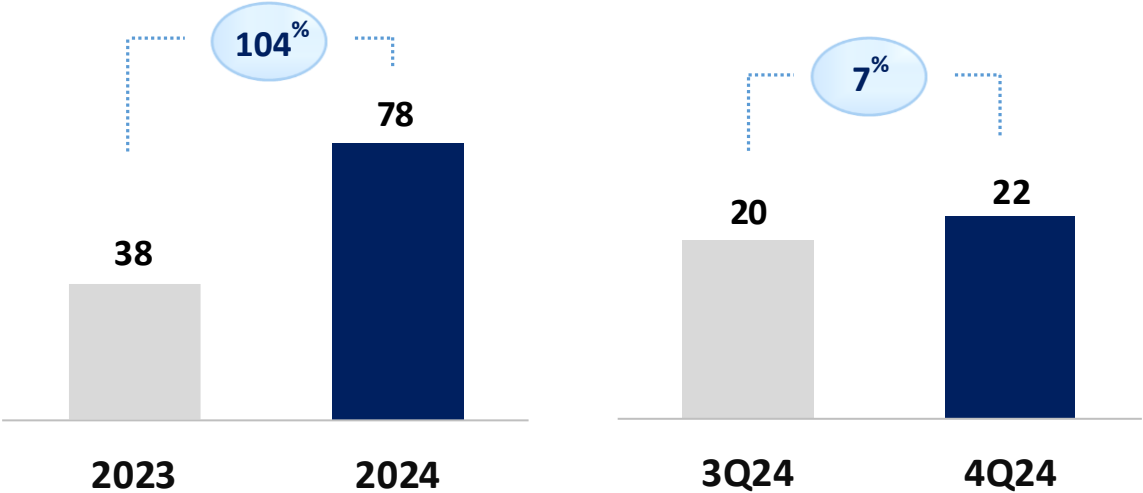
1. Revenues and other revenues exclude ECL collection income and trading income to hedge FC ECL, 2. Core Revenues = NII + swap costs + net fee income, 3. Based on Bank-Only financials, 4. Based on BRSA financials as of 2024 for peers announced so far.

# Customer acquisition effort pays off, across the board improvement in fees

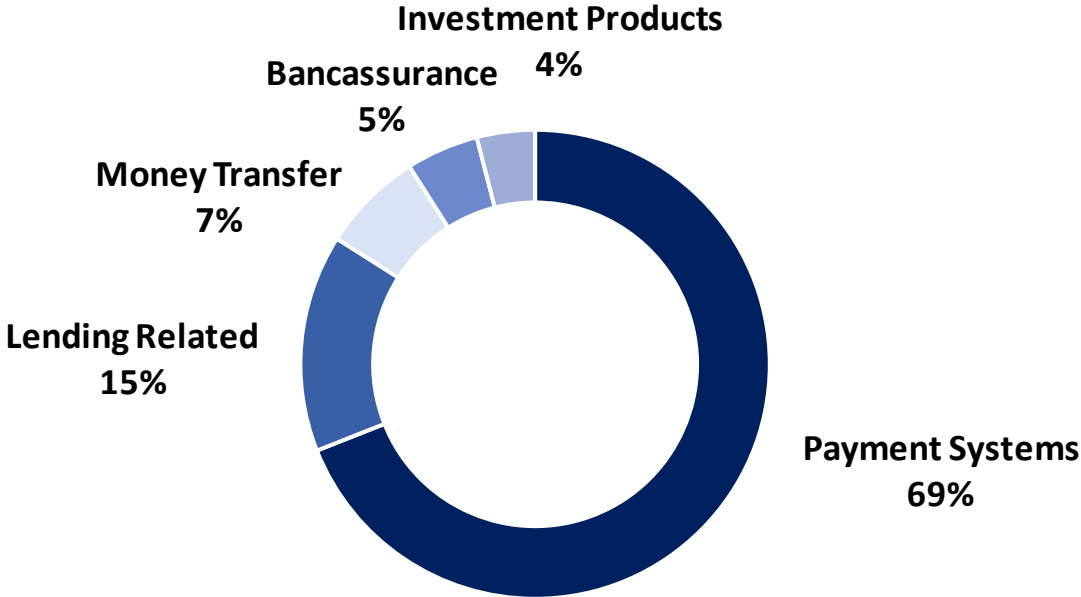
## Net Fee & Commission Income (TL bln)

Cumulative

Quarterly



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



Support from payment systems coupled with increase in # of transactions supported by customer penetration (change y/y)

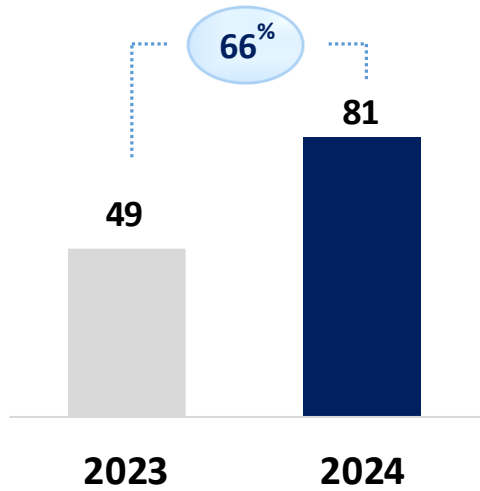
Category	Change y/y
Payment Systems	+183%
Lending Related	+16%
Money Transfers	+74%
Bancassurance	+64%
Investment Products	+48%

Notes:  
1. Based on MIS, Bank-Only financials.

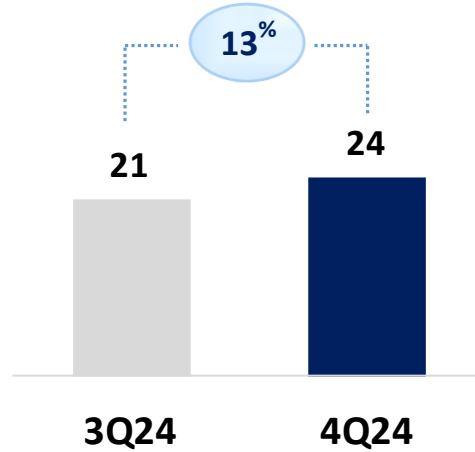
# Running costs held below average inflation, no sacrifice from human capital

## Operating Costs<sup>1</sup> (TL bln)

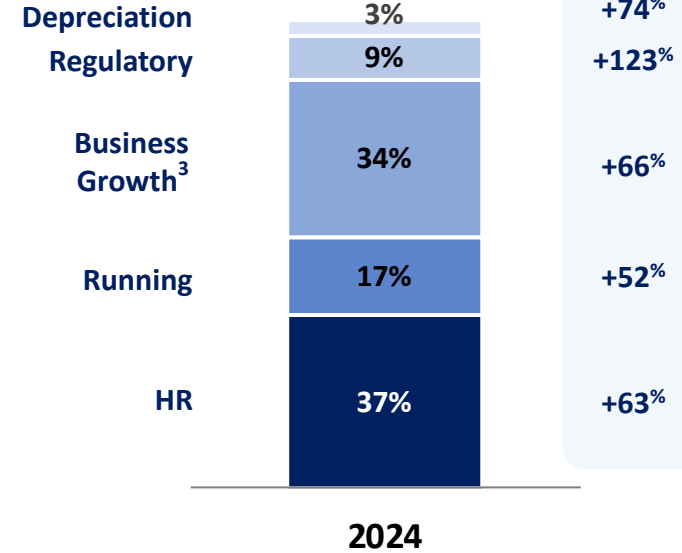
Cumulative



Quarterly

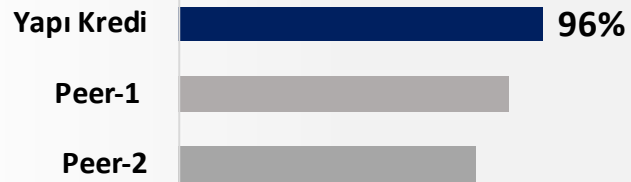


## Cost Breakdown<sup>2</sup>

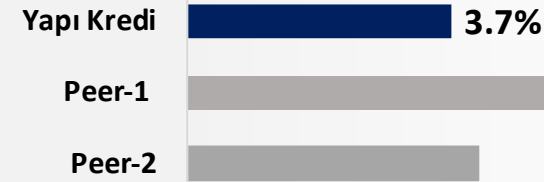


## Best-in class<sup>4</sup> efficiency KPIs (cumulative)

Fees / Opex



Cost / Avg. Assets

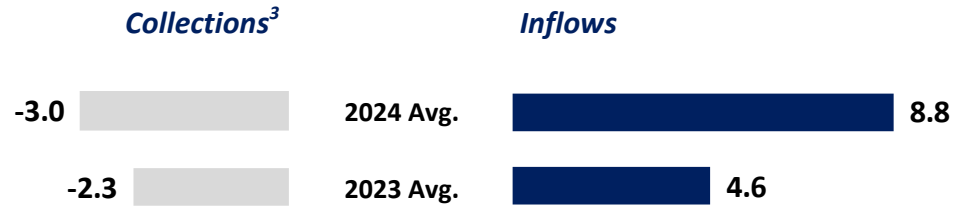


Notes:

1. Excluding pension fund provisions, 2. Based on Bank-only financials, MIS data. 3. Including customer acquisition costs, World points and advertisement, 4. Based on BRSA financials as of 2024 for peers announced so far.

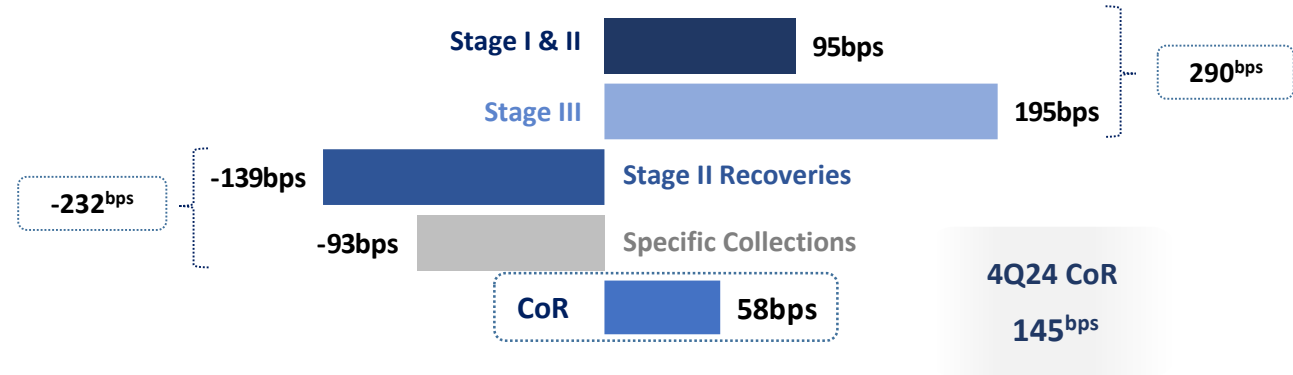
# NPL formation from unsecured loans sustains albeit well below sector

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



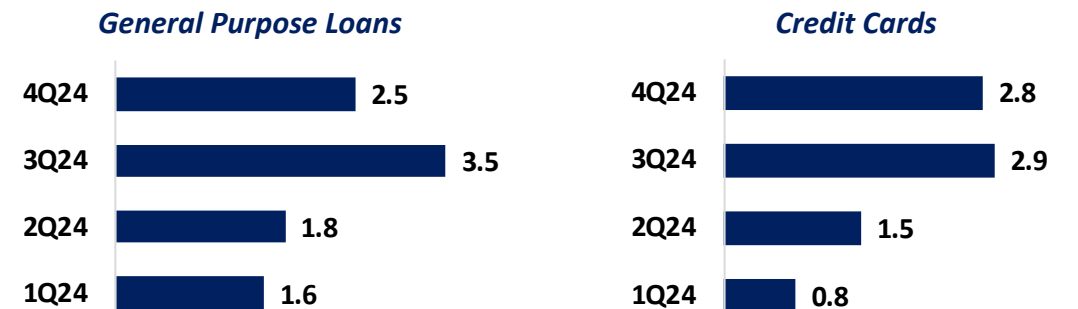
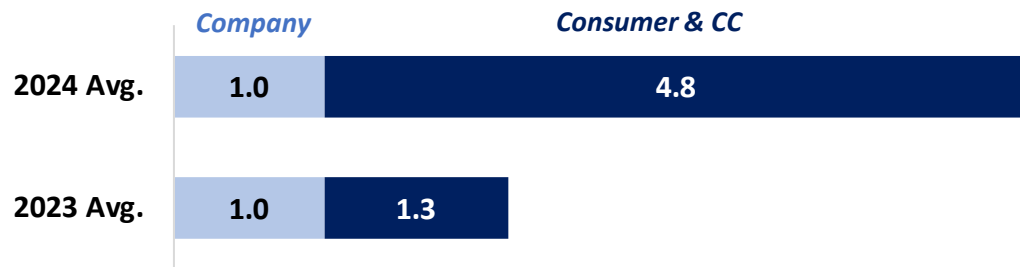
	2023 Avg.	2024 Avg.	1Q24	2Q24	3Q24	4Q24
Net NPL Inflow	2.3	5.8	1.9	5.3	7.9	8.0

## Cost of Risk (cumulative)



## Net NPL Inflow Breakdown (quarterly averages; TL bln)

Net NPL Inflow increase driven by unsecured consumer loans, yet quarterly net inflows stabilized



Notes:

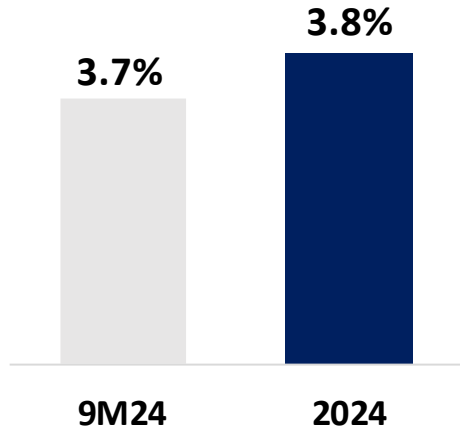
1. Based on Bank-only BRSR financials, 2. Excluding the positive impact of NPL sales & write-offs; NPL Sales 2024: 5.7 bln TL (1Q24: 1 bln TL, 2Q24: 1.1 bln TL, 3Q24: 1.9 bln TL, 4Q24: 1.7bln TL),

3. Adjusted for one big ticket reclassification to Stage-2 from Stage-3.



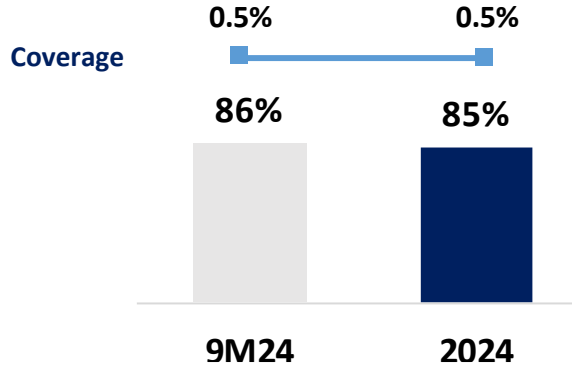
# Prudency sustained: Further enhanced coverage levels

## Total Coverage

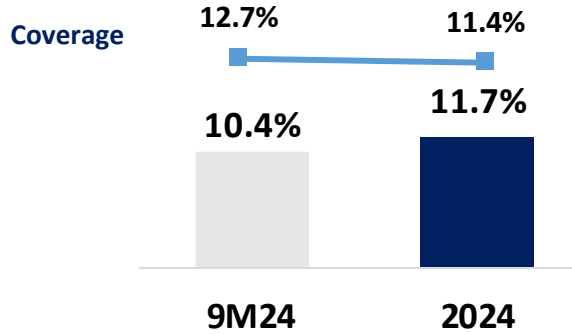


Adj. for NPL sales<sup>1</sup> 4.0% 4.2%

### Stage I

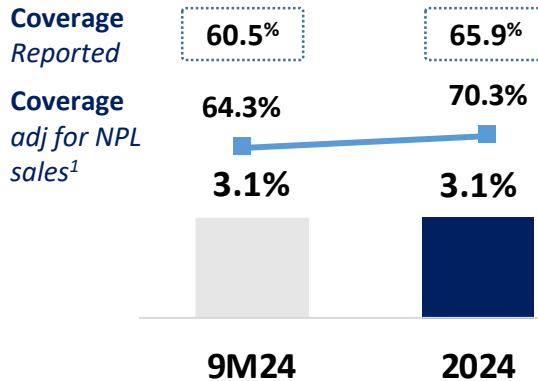


### Stage II



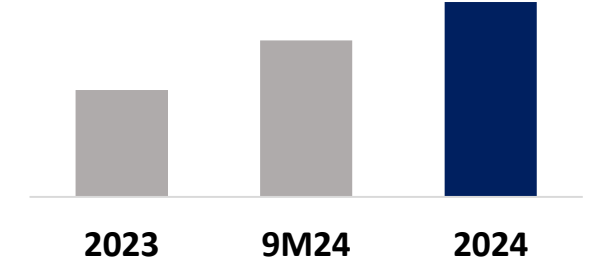
Increase due to one big-ticket reclassification to Stage II from Stage III

### Stage III

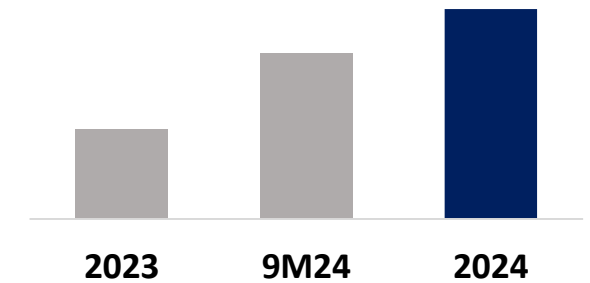


## Further Increasing Coverage of Unsecured Consumer Loans

### Consumer Loans Coverage<sup>2</sup>



### Credit Card Loans Coverage<sup>2</sup>



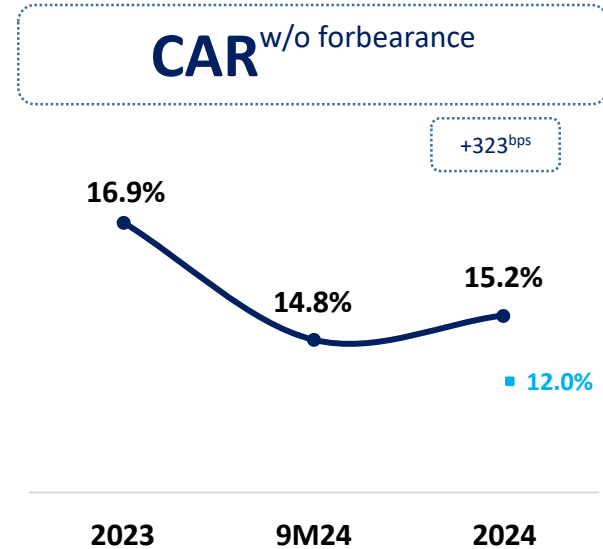
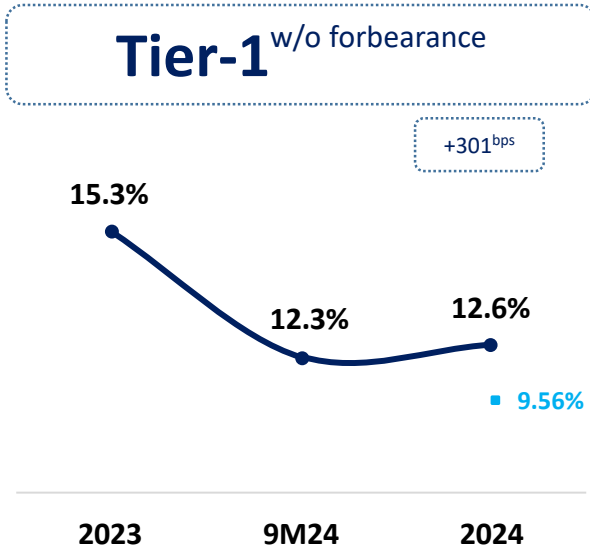
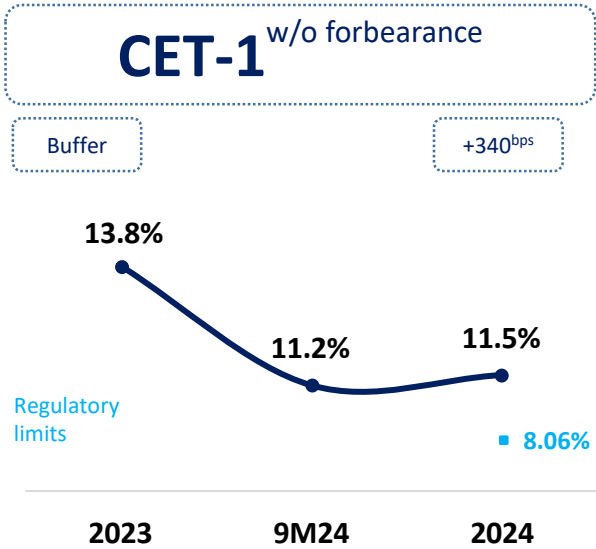
Note:

Based on Bank-only BRSA financial

1. NPL Sales 2024: 5.7 bln TL (1Q24: 1 bln TL, 2Q24: 1.1 bln TL, 3Q24: 1.9 bln TL, 4Q24: 1.7 bln TL)

2. Based on MIS data excluding NPL sales

# Internal capital generation kick started supporting solvency



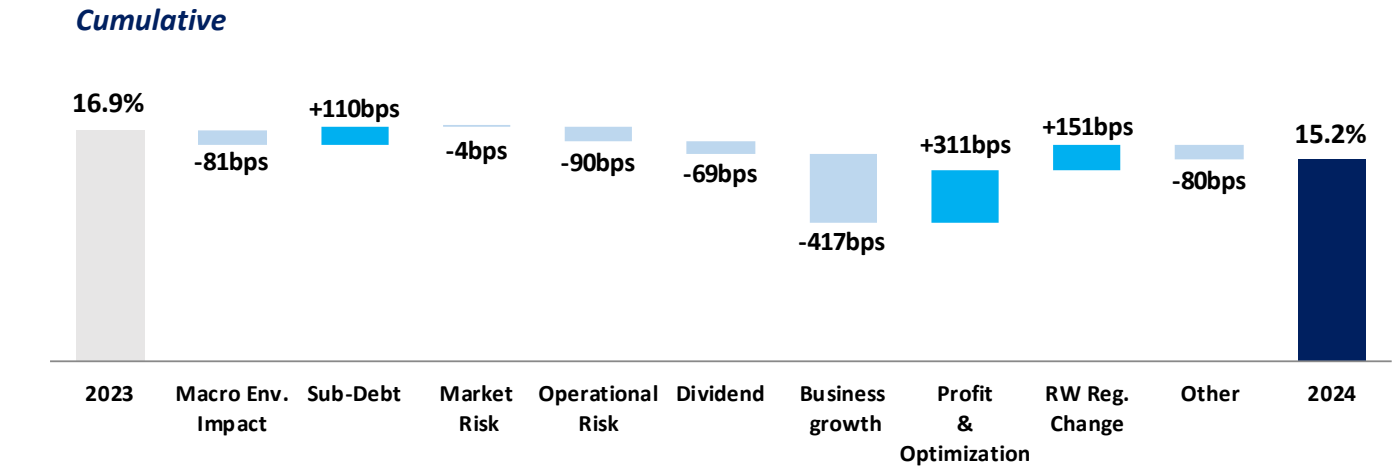
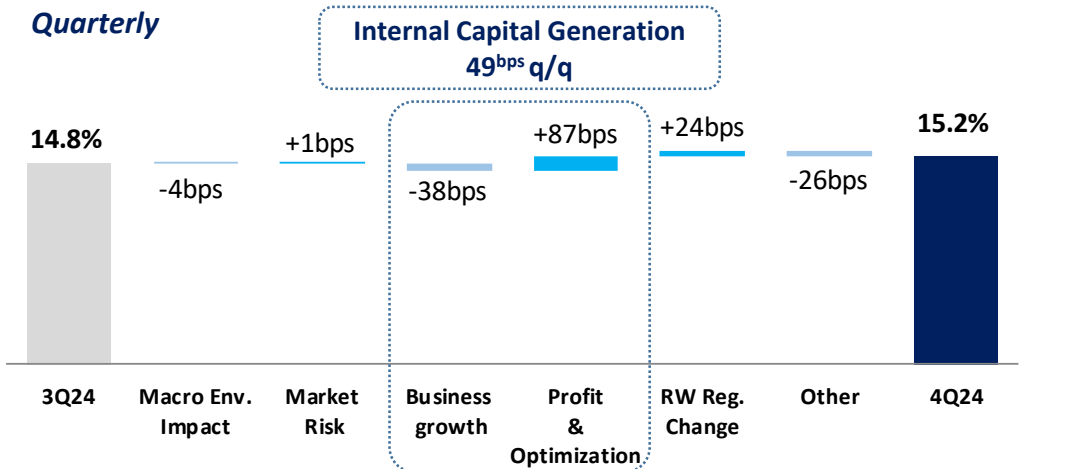
### Sensitivities

First +100bps TL interest rate impact on Capital ratios ~-15bps

First 10% depreciation impact  
 CET-1: -34bps Tier-1: -27bps  
 CAR: -10bps  
 Breakeven USD/TL: ~85

Breakeven NPL Ratio ~7% vs Recent: 3.1%

## CAR Evolution *without forbearance*



Notes:  
 Capital Conservation Buffer: 2.5%; Counter-Cyclical Buffer: 0.056%; SIFI Buffer: 1.0%

# 2024 Realization

*Lower RoTE given tighter than expected monetary policy & ongoing regulatory measures*

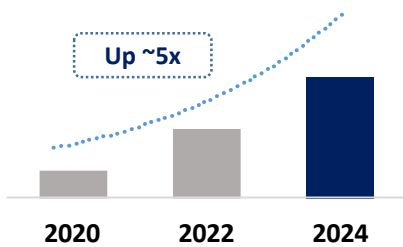
		2024 Guidance	2024 Actual	
Volumes	Total Loan Growth (ytd)	~Inflation	39%	✓
	TL Loan Growth (ytd)	Real Loan Growth	31%	↓
	FC Loan Growth (ytd)	Double-Digit Increase	32%	↑
Revenues	NIM (bank-only)	~2% (Exit: >4.5%)	0.73%	↓
	Core Revenue Margin	~6%	5.1%	↓
	Fee Growth	> 100%	104%	✓
Costs	Cost growth	< 65%	66%	✓
Asset Quality	Total CoR	< 75bps	58bps	↑
Profitability	RoTE	Mid-to-High Twenties	16%	↓

# Yapı Kredi: Best positioned for normalization

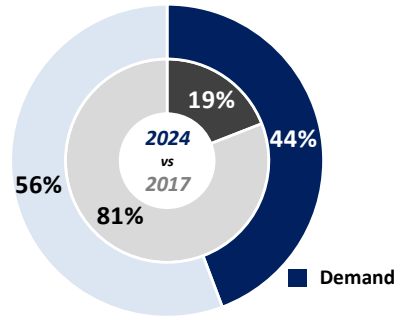
## Strong Customer Franchise

>16.5 million customers  
>60% of customers are efficient in terms penetrated products

# of Transactions<sup>1</sup>



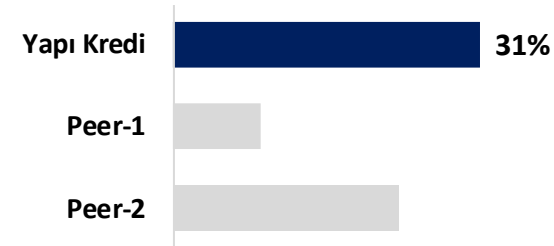
Demand Deposit Share



## Well Positioned Balance Sheet

Highest share of Non-Deposit Funding in Liabilities  
Set to Reprice

Highest TL L/D spread widening among peers<sup>2</sup>

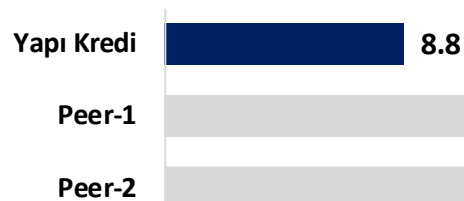


Best-in-class TL deposit pricing<sup>3</sup>  
~100bps below sector through 4Q24

New TL loan pricing<sup>3</sup>  
~500bps above sector through 4Q24

## Sound Asset Quality<sup>4</sup>

NPL Inflow below peers<sup>2</sup> - TL bln, quarterly avg.  
Prudence in coverage sustained



Highest<sup>2</sup> Total Coverage  
3.8%

Share of Salary customers in GPLs  
>60%

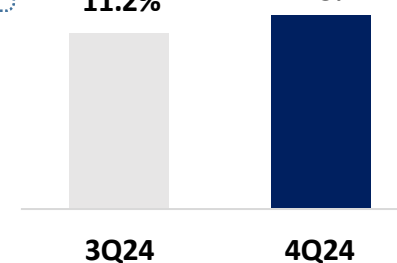
Credit Card NPL ratio below private banks

Further coverage increase in unsecured consumer loans

## Comfortable Capitalization<sup>5</sup>

Buffers 318bps 340bps

CET-1 11.2% 11.5%



Internal Capital Generation kick-started

+49bps q/q  
Profit-Business Growth

Break-even points

USD/TL: ~85  
(~140% depreciation)

NPL ratio: ~7%  
(~400bps increase)

Notes:

1. Monthly average based on MIS, Bank-Only financials, 2. Based on BRSA financials as of 2024 for peers announced so far, 3. Based on CBT weekly data average, difference based on simple rates, 4. Based on Bank-only BRSA financials, 5. Excluding regulatory forbearance.

# 2025 Guidance: Set to Deliver

		2025	Guidance Drivers
Volumes	TL Loan Growth	< Average inflation	<ul style="list-style-type: none"> <li>Tightening regulations to sustain; therefore TL loan growth to be lower than average inflation</li> </ul>
	FC Loan Growth	Mid-teens	<ul style="list-style-type: none"> <li>Pick up in FC loan demand will be capped by regulations</li> </ul>
Revenues	NIM	~300bps improvement	<ul style="list-style-type: none"> <li>Strong NIM improvement thanks to sustained widening in TL Loan-Deposit spread</li> </ul>
	Fee Growth	25%-30%	<ul style="list-style-type: none"> <li>Impact of lower merchant commissions offset by diversification and increase in # of transactions with strong customer base</li> </ul>
Costs	Cost growth	< 50%	<ul style="list-style-type: none"> <li>No sacrifice from HR &amp; growth related costs alongside inflation pass-through</li> </ul>
Asset Quality	Total CoR	150-175bps	<ul style="list-style-type: none"> <li>Increase in NPL inflows through unsecured consumer loans will be partially offset by sustained strength in collections</li> </ul>

**RoTE: Mid-Twenties**

**Q&A**



**ANNEX**



# Macro environment and banking sector

## Macro Environment

	2022	2023	2024
<b>GDP Growth (y/y)<sup>1</sup></b>	5.5%	5.1%	3.2%
<b>CPI Inflation (y/y)</b>	64.3%	64.8%	44.4%
<b>CAD<sup>2</sup>/GDP<sup>3</sup></b>	-5.1%	-3.6%	-0.6%
<b>Budget Deficit/GDP<sup>3</sup></b>	-0.9%	-5.2%	-4.9%
<b>USD/TL (eop)</b>	18.70	29.44	35.28
<b>2Y Benchmark Bond Rate (eop)</b>	8.8%	39.7%	40.6%

## Banking Sector - Private Banks

	2022	2023	2024
<b>Loan Growth (y/y)</b>	<b>52%</b>	<b>51%</b>	<b>42%</b>
TL	76%	52%	40%
FC (USD)	-15%	-7%	24%
<b>Cust. Deposit Growth (y/y)</b>	<b>59%</b>	<b>61%</b>	<b>28%</b>
TL	152%	83%	39%
FC (USD)	-20%	-13%	-6%
<b>NPL Ratio</b>	<b>2.7%</b>	<b>2.1%</b>	<b>2.2%</b>
<b>CAR<sup>4</sup></b>	<b>21.6%</b>	<b>20.3%</b>	<b>20.6%</b>
<b>RoTE</b>	<b>48.2%</b>	<b>39.2%</b>	<b>25.1%</b>

### Notes:

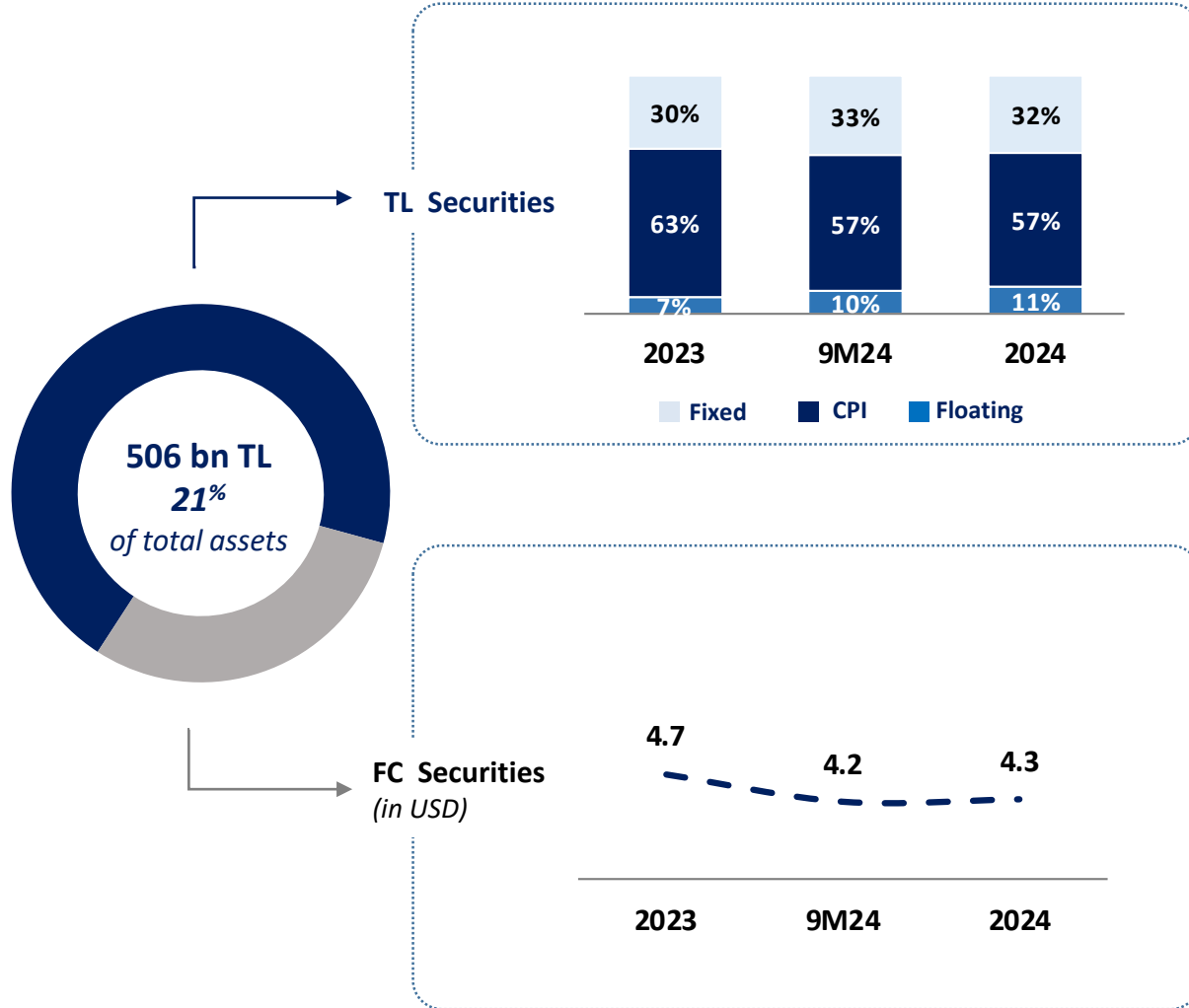
All macro data as of December 2024 unless otherwise stated

Banking sector volumes based on BRSA weekly data as of 27 December 2024

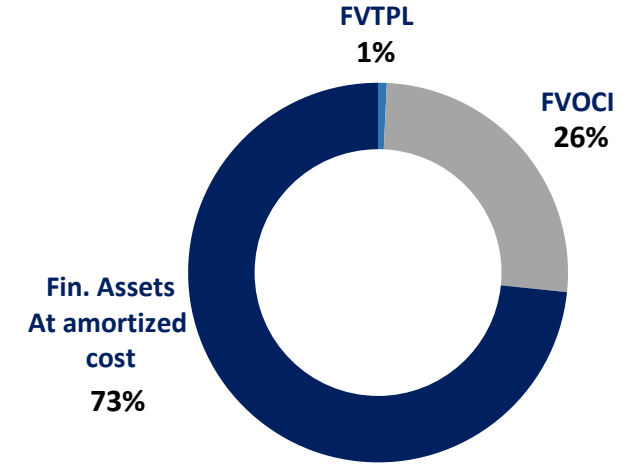
1. As of 9M24
2. CAD indicates Current Account Deficit as of November'24
3. 4Q24 GDP Forecast
4. CAR includes regulatory forbearances



# Securities portfolio



## Securities Classification



### Net Interest Income from CPI linkers<sup>1</sup> (TL million)

Quarterly	1Q24	2Q24	3Q24	4Q24
Interest Income	17,136	16,958	19,356	17,930
Interest Expense <sup>2</sup>	-8,426	-9,858	-9,801	-9,337
<b>NII</b>	<b>8,710</b>	<b>7,101</b>	<b>9,555</b>	<b>8,593</b>

Cumulative	2023	2024
Interest Income	61,246	71,380
Interest Expense <sup>2</sup>	-10,106	-37,422
<b>NII</b>	<b>51,139</b>	<b>33,958</b>

October-to-October CPI realization of linkers: 2024: 48.5%

Notes:

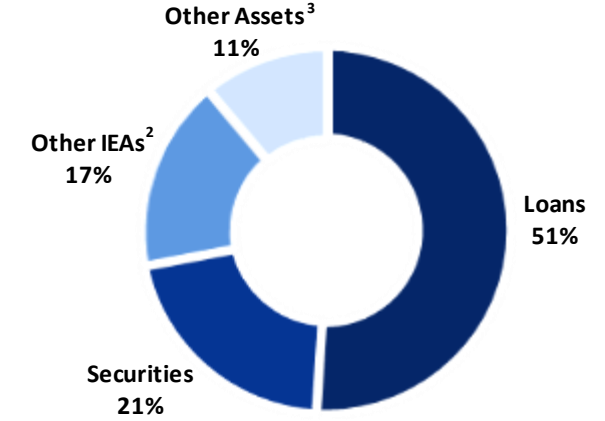
Based on BRSA Bank-Only financials

- Interest income from CPI linkers includes only inflation impact on principal amount and does not include the interest income from fixed coupon rate
- Interest expense is calculated from the nominal amount and the cost is based on compounded repo funding rate

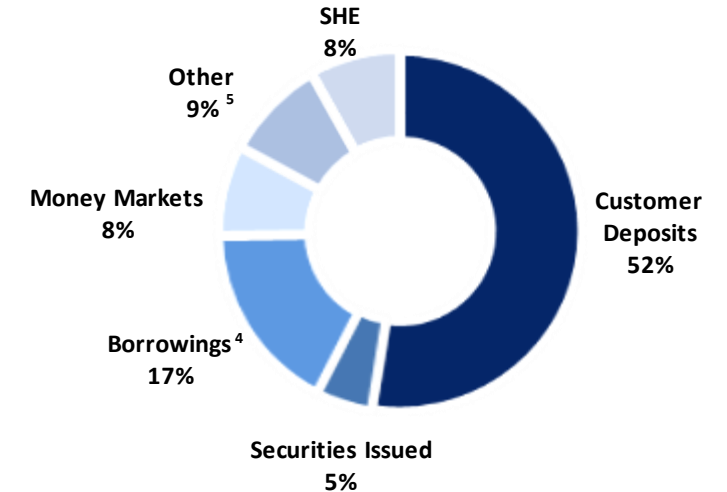
# Consolidated balance sheet

TL bln	2023	9M24	2024	q/q	y/y
<b>Total Assets</b>	<b>1,863</b>	<b>2,490</b>	<b>2,554</b>	<b>3%</b>	<b>37%</b>
<b>Loans<sup>1</sup></b>	<b>890</b>	<b>1,200</b>	<b>1,239</b>	<b>3%</b>	<b>39%</b>
TL Loans	619	791	812	3%	31%
FC Loans (\$)	9	12	12	1%	32%
<b>Securities</b>	<b>417</b>	<b>505</b>	<b>525</b>	<b>4%</b>	<b>26%</b>
TL Securities	266	342	356	4%	34%
FC Securities (\$)	5	5	5	0%	-7%
<b>Customer Deposits</b>	<b>1,076</b>	<b>1,347</b>	<b>1,348</b>	<b>0%</b>	<b>25%</b>
TL Customer Deposits	617	790	786	0%	27%
FC Customer Deposits (\$)	16	16	16	-3%	2%
<b>Money Markets</b>	<b>63</b>	<b>217</b>	<b>196</b>	<b>-10%</b>	<b>209%</b>
<b>Borrowings</b>	<b>366</b>	<b>518</b>	<b>586</b>	<b>13%</b>	<b>60%</b>
TL Borrowings	25	68	103	53%	317%
FC Borrowings (\$)	12	13	14	3%	18%
<b>Shareholders' Equity</b>	<b>179</b>	<b>191</b>	<b>193</b>	<b>1%</b>	<b>8%</b>
<b>Assets Under Management</b>	<b>238</b>	<b>425</b>	<b>501</b>	<b>18%</b>	<b>111%</b>

## Assets – Bank Only



## Liabilities – Bank Only



### Notes:

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

- 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	3Q24	4Q24	q/q	2023	2024	y/y
<b>Net Interest Income including swap costs</b>	<b>5,043</b>	<b>13,309</b>	<b>164%</b>	<b>73,778</b>	<b>27,147</b>	<b>-63%</b>
<i>o/w NII</i>	17,708	25,466	44%	79,417	88,647	12%
<i>o/w Swap costs</i>	-12,665	-12,157	-4%	-5,639	-61,500	n.m.
<i>Additional Info: Interest Income from CPI-linkers <sup>1</sup></i>	19,356	17,930	-7%	61,246	71,380	17%
<b>Fees &amp; Commissions</b>	<b>20,199</b>	<b>21,542</b>	<b>7%</b>	<b>38,160</b>	<b>77,698</b>	<b>104%</b>
<b>Core Revenues</b>	<b>25,242</b>	<b>34,851</b>	<b>38%</b>	<b>111,938</b>	<b>104,846</b>	<b>-6%</b>
<b>Operating Costs</b>	<b>-21,206</b>	<b>-24,061</b>	<b>13%</b>	<b>-48,803</b>	<b>-81,157</b>	<b>66%</b>
<b>Core Operating Income</b>	<b>4,036</b>	<b>10,790</b>	<b>167%</b>	<b>63,135</b>	<b>23,688</b>	<b>-62%</b>
<b>Trading excl. ECL hedge</b>	<b>2,707</b>	<b>1,841</b>	<b>-32%</b>	<b>19,733</b>	<b>13,916</b>	<b>-29%</b>
<b>Other income</b>	<b>722</b>	<b>954</b>	<b>32%</b>	<b>3,505</b>	<b>3,208</b>	<b>-8%</b>
<b>Pre-provision Profit</b>	<b>7,465</b>	<b>13,585</b>	<b>82%</b>	<b>86,372</b>	<b>40,813</b>	<b>-53%</b>
<b>ECL (net; excl. currency impact)</b>	<b>-2,176</b>	<b>-4,872</b>	<b>124%</b>	<b>-1,138</b>	<b>-6,864</b>	<b>503%</b>
<i>o/w Stage 3 Provisions</i>	-6,413	-7,416	16%	-11,698	-23,029	97%
<i>o/w Stage 1 + Stage 2 Provisions</i>	-2,376	-2,307	-3%	-12,527	-13,375	7%
<i>o/w Currency Impact</i>	743	77	-90%	7,195	2,150	-70%
<i>o/w Collections/Provision Reversals</i>	5,870	4,774	-19%	15,892	27,391	72%
<b>Provisions for Risks and Charges &amp; Other</b>	<b>-30</b>	<b>-188</b>	<b>n.m.</b>	<b>-206</b>	<b>-255</b>	<b>24%</b>
<b>Pre-tax Income</b>	<b>5,259</b>	<b>8,525</b>	<b>62%</b>	<b>85,029</b>	<b>33,694</b>	<b>-60%</b>
<b>Tax</b>	<b>-258</b>	<b>-1,913</b>	<b>642%</b>	<b>-17,019</b>	<b>-4,675</b>	<b>-73%</b>
<b>Net Income</b>	<b>5,001</b>	<b>6,612</b>	<b>32%</b>	<b>68,010</b>	<b>29,019</b>	<b>-57%</b>

Notes:

n.m.: not meaningful

1. Interest income from CPI linkers includes only inflation impact

# Bank-only income statement

TL million	3Q24	4Q24	q/q	2023	2024	y/y
<b>Net Interest Income including swap costs</b>	<b>1,376</b>	<b>9,559</b>	<b>595%</b>	<b>66,984</b>	<b>13,859</b>	<b>-79%</b>
<i>o/w NII</i>	14,158	22,102	56%	72,902	75,914	4%
<i>o/w Swap costs</i>	-12,782	-12,543	-2%	-5,918	-62,054	n.m.
<i>Additional Info: Interest Income from CPI-linkers <sup>1</sup></i>	19,356	17,930	-7%	61,246	71,380	17%
<b>Fees &amp; Commissions</b>	<b>18,942</b>	<b>20,457</b>	<b>8%</b>	<b>34,482</b>	<b>73,097</b>	<b>112%</b>
<b>Core Revenues</b>	<b>20,318</b>	<b>30,016</b>	<b>48%</b>	<b>101,466</b>	<b>86,957</b>	<b>-14%</b>
<b>Operating Costs</b>	<b>-20,197</b>	<b>-23,104</b>	<b>14%</b>	<b>-46,427</b>	<b>-77,220</b>	<b>66%</b>
<b>Core Operating Income</b>	<b>121</b>	<b>6,912</b>	<b>n.m</b>	<b>55,039</b>	<b>9,737</b>	<b>-82%</b>
<b>Trading excl. ECL hedge</b>	<b>2,590</b>	<b>1,830</b>	<b>-29%</b>	<b>18,634</b>	<b>13,474</b>	<b>-28%</b>
<b>Other income</b>	<b>3,720</b>	<b>3,525</b>	<b>-5%</b>	<b>10,142</b>	<b>13,552</b>	<b>34%</b>
<i>o/w income from subs</i>	3,371	2,863	-15%	8,215	11,765	43%
<b>Pre-provision Profit</b>	<b>6,430</b>	<b>12,266</b>	<b>91%</b>	<b>83,816</b>	<b>36,763</b>	<b>-56%</b>
<b>ECL (net; excl. currency impact)</b>	<b>-2,317</b>	<b>-4,519</b>	<b>95%</b>	<b>-1,113</b>	<b>-6,812</b>	<b>512%</b>
<i>o/w Stage 3 Provisions</i>	-6,353	-7,052	11%	-11,619	-22,535	94%
<i>o/w Stage 1 + Stage 2 Provisions</i>	-2,401	-2,249	-6%	-12,153	-13,160	8%
<i>o/w Currency Impact</i>	743	77	-90%	7,195	2,150	-70%
<i>o/w Collections/Provision Reversals</i>	5,694	4,704	-17%	15,464	26,733	73%
<b>Provisions for Risks and Charges &amp; Other</b>	<b>-23</b>	<b>-183</b>	<b>692%</b>	<b>-152</b>	<b>-224</b>	<b>47%</b>
<b>Pre-tax Income</b>	<b>4,091</b>	<b>7,564</b>	<b>85%</b>	<b>82,551</b>	<b>29,727</b>	<b>-64%</b>
<b>Tax</b>	<b>910</b>	<b>-953</b>	<b>n.m</b>	<b>-14,542</b>	<b>-710</b>	<b>n.m</b>
<b>Net Income</b>	<b>5,001</b>	<b>6,611</b>	<b>32%</b>	<b>68,009</b>	<b>29,017</b>	<b>-57%</b>

Notes:

n.m.: not meaningful

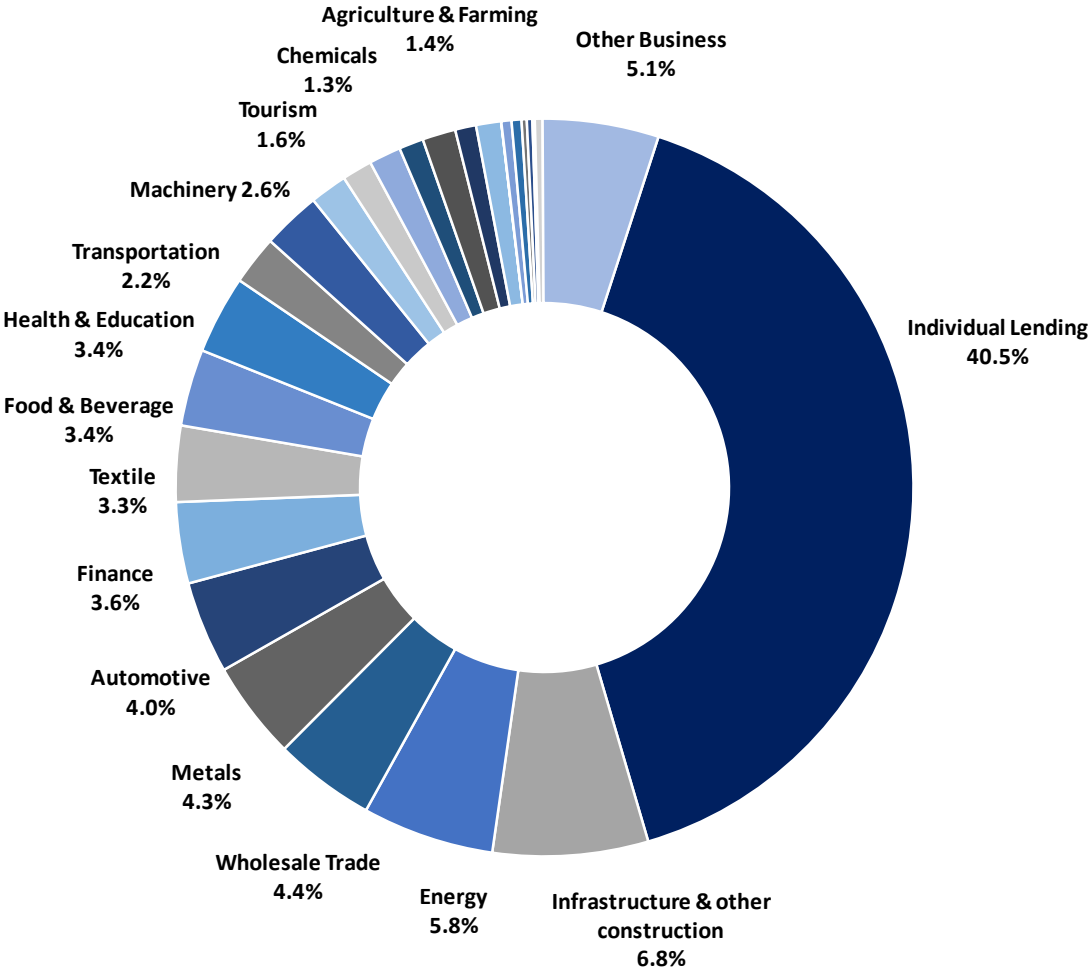
1. Interest income from CPI linkers includes only inflation impact

# ECL details

TL million	1Q24	2Q24	3Q24	4Q24	2024
<b>Provisions</b>	<b>12,237</b>	<b>5,655</b>	<b>8,789</b>	<b>9,723</b>	<b>36,404</b>
<i>Stage-1</i>	<i>3,550</i>	<i>-1,965</i>	<i>-954</i>	<i>290</i>	<i>921</i>
<i>Stage-2</i>	<i>4,789</i>	<i>2,318</i>	<i>3,330</i>	<i>2,017</i>	<i>12,454</i>
<i>Stage-3</i>	<i>3,898</i>	<i>5,302</i>	<i>6,413</i>	<i>7,416</i>	<i>23,029</i>
Currency Impact	-1,131	-198	-743	-77	-2,150
Provision Reversals	-6,170	-3,865	-4,076	-2,288	-16,400
Collections	-2,729	-3,982	-1,794	-2,486	-10,991
<b>ECL</b>	<b>2,207</b>	<b>-2,391</b>	<b>2,176</b>	<b>4,872</b>	<b>6,864</b>

Notes:  
Based on consolidated financials.

# Sectoral breakdown of loans



- *Well-diversified loan portfolio*
- *The Share of Energy Loans in total down by 7 pp since 2018*
- *The Share of Infrastructure and Other Construction in total down by 4 pp since 2018*
- *9% share of SMEs in cash loans*

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

## 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
- **No financing** for new thermal coal-related power & mining
- 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:



PRINCIPLES FOR RESPONSIBLE BANKING



Included in 2023 Bloomberg Gender Equality Index



BIST SUSTAINABILITY INDEX CONSTITUENT COMPANY



FTSE4Good



Global Compact Network Türkiye



Finance for Biodiversity Pledge

The first Turkish Bank to become a signatory



## Ratings

Leader in Türkiye, Best-in-Class Globally



AA Leader category

The only bank in leader category in Türkiye since 2021

CDP Climate Change and Water Security A Leadership Score



Above global sector average

The first and only bank in Türkiye having A Score in both Climate Change and Water Security

Included in Sustainalytics' ESG Top-Rated Companies List



Risk Rating Score: 15.8 Low Risk

Best Among the Top Tier-1 Turkish Banks



Score: 60 ESG Rating: 3

Sustainability Yearbook Member

S&P Global

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





Total ESG Score: 67

Forbes 2024 WORLD'S BEST EMPLOYERS

POWERED BY STATISTA

Included in the «World's Best Employers» list announced annually by Forbes.

# Details of main borrowings

International	Syndications	<p>US\$ 1.95 bln</p> <ul style="list-style-type: none"> <li>■ <b>May'24:</b> US\$ 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 <i>Sustainable</i></li> <li>■ <b>Nov'24:</b> US\$ 605.4 mln and € 410,1 mln, all-in cost at SOFR+ 1.75% and Euribor+ 1.50% for 367 days. 45 banks from 24 countries <i>Sustainable</i> </li> </ul>
	AT1	<p>US\$ 500 mln outstanding</p> <ul style="list-style-type: none"> <li>■ <b>Apr'24:</b> US\$ 500 mln market transaction, callable at 5.25 years and every interest payment date onwards, perpetual, 9.743% (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\$ 1.30 bln Eurobonds</p> <ul style="list-style-type: none"> <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> <li>■ <b>Sep'24:</b> US\$ 500 mln, 7.125% (coupon rate), 5 years</li> </ul>
	DPRs	<p>~ US\$ 2.67 bln 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 6.77 bln total</p> <ul style="list-style-type: none"> <li>■ <b>Feb'24:</b> TL 312 mln, 1-year maturity, TLREF index + 50 bps</li> <li>■ <b>Oct'24 :</b> TL 961 mln, 3-month maturity </li> <li>■ <b>Nov'24:</b> TL 2.36 bln, 3-month maturity </li> <li>■ <b>Dec'24:</b> TL 3.14 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>



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