Garanti

BRSA Bank-Only Earnings Presentation

September 30, 2011

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3Q 2011 Macro Highlights

Concerns over the global economy and the EU debt crisis

- Tension rose with developments in developed markets such as:
  - US debt ceiling debate and sovereign downgrade
  - concerns over a double-dip recession in the US
  - Euro Area debt crisis
- Commodity prices were hit by heavy selling late in the quarter
- Europe's leaders announced their plan on October 27 -- The €1 trillion rescue passage will give breathing space while underlying problems still have to be resolved

Rising inflation, solid domestic demand and stubbornly weak TL

- 1H11 GDP growth rate 10.2% - 2Q11 8.8% above expectations of 6.8% -- more pronounced downside risks in Government's growth forecasts due to EU volatility
- Annual inflation fell to 6.15% in September – inflation target challenged by pass-through
- TL depreciated by 12% and 7% against US$ and Euro in 3Q11 -- TL's value against the emerging market currencies stand at all time low since 2003
- CBT cut policy rate by 50 bps to 5.75% on August 4th and started tightening cycle in October – widened interest rate corridor by increasing lending rate to 12.5%
- CBT cut RRR on FX liabilities and brought average to 11%, providing a total of ~US$1.5bn FX liquidity to the market
- CBT allowed banks to maintain up to 10% of TL RRR in FX and FX RRR in gold, effective as of September 16th
- New regulation by BRSA: credit cards with balances not paid up to 50% in the last three months will be restricted to cash withdrawal and limit increases

3Q 2011 Highlights

Balance sheet strength: distinguishing feature of Garanti...

Robust growth performance in lending

- TL loan growth picked up pace in 3Q driven by lucrative retail products & TL commercial loans
  - **TL loan growth 8.6%** in 3Q vs 7.5% in 2Q
  - GPLs (+8% qoq;+40% ytd); CCs (+5% qoq; +16% ytd); mortgages (+2% qoq; +12% ytd)
- FC loans shrank q-o-q due to maturing loans and some corporates shift into TL

FRN heavy securities book remain, although redemption replacements in 3Q, in response to easening policycycle, were w/ fixed rate securities

- FRN mix in total: 56% in 3Q 11 vs. 65% in 1H 11

Asset quality shines

- Significant reduction in NPL stock -- clear evidence of success in collections since 2008
- Gross CoR remained flat -- far better than expected, despite higher general provisioning

Solid funding base - actively managed and diversified

- Timely utilisation of wholesale funding, repos & money market borrowings to support margin
- Larger deposit base supported by sizeable demand deposits
- LtD:76% when mortgages, project finance & investment loans (mat. >4 years) are excluded

Sound solvency with comfortable level of free funds: **CAR: 17%, Leverage:8x**

...leads to consistent delivery of strong results

Strong core banking revenues sustained **-** the quarterly drop in bottom-line due to:

- Income volatility of CPI linkers
- Normalizing collections
- Net trading and fx losses temporarily hitting the quarter
- No positive effect from one-offs

Well-defended margins on the back of timely loan pricings, strong growth in high margin products & effectively managed funding mix

Net fees and commissions: Well-diversified into high growth areas **#1 market share** maintained

Continued commitment to **strict cost discipline and process improvement**

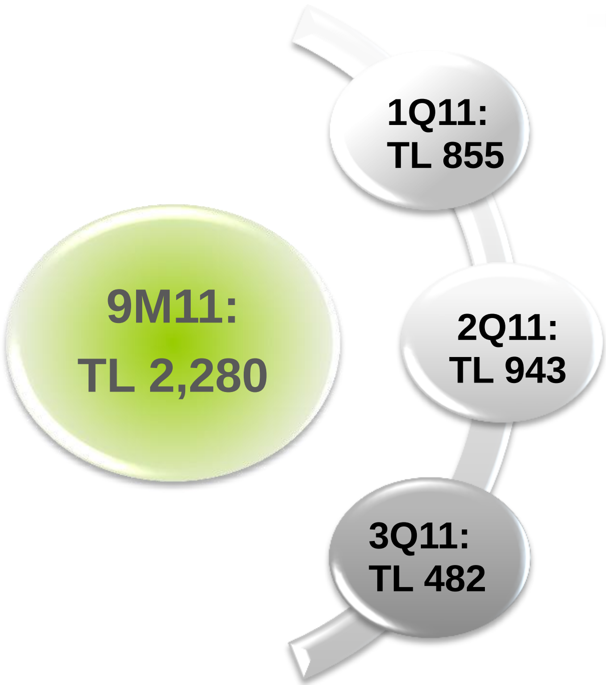
- Opex/ Avg assets: 2.2% in 9M 11 vs 2.7% in 9M 10
- Fees/OPEX: 70% in 9M 11 vs. 63% in 9M 10;
- Investment in distribution network continued (net branch additions: +48 ytd & +17 qoq)

Core banking revenue growth sustained, despite the increasing negative effects of the regulatory changes

ROAE: *18%*

Net Income

TL Million

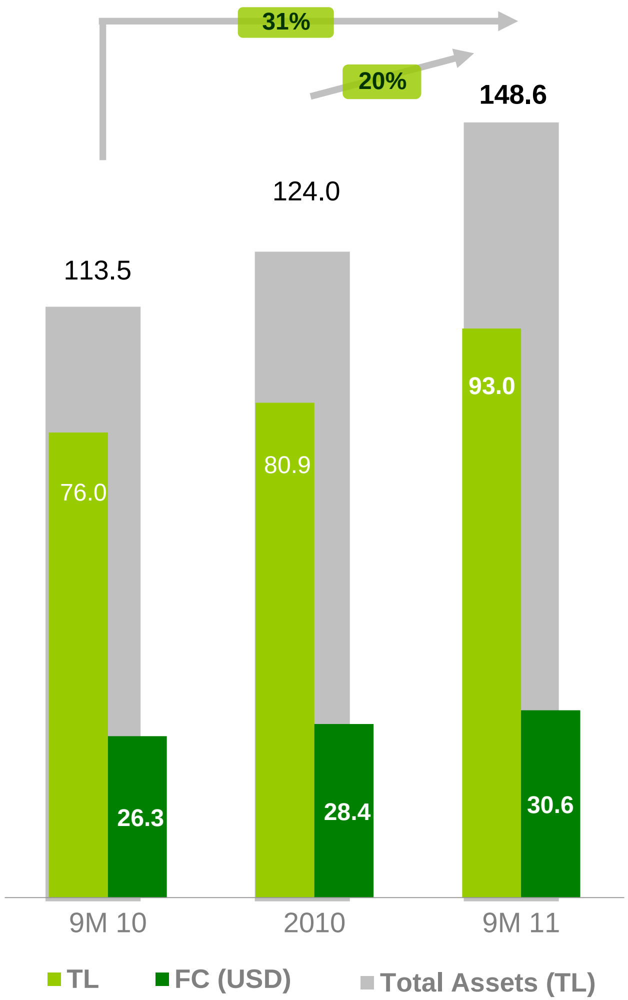


	(TL Million)	2Q 11	3Q 11	Comments
(+)	NII- excl. inc on CPIs	732	821	▶ Well-defended NII - flattish loan-deposit spread q-o-q
(+)	Net fees and commissions	485	517	▶ Diversified & sizable fee base
(-)	Specific LLP & General Prov. -before regulatory effects	-105	-146	▶ Flattish CoR -solid asset quality
=	**CORE BANKING REVENUES**	**1,112**	**1,193**	**STRONG CORE BANKING REVENUES SUSTAINED**
(+)	Income on CPI linkers	354	222	▶ Volatillity in income due to yields based on actual readings w/ 2 mo. lag
(+)	Regulatory effects[1] on general provision	-90	-22	▶ Increased requirement on general provisioning
(+)	Trading & FX gains	61	-67	
(+)	Collections	82	43	▶ Normalizing collections as B/S clean-up is near completion
(+)	Other inc. -before one-offs	28	17	
(-)	OPEX	-713	-761	▶ Strict execution of efficiency improvement project
(-)	Taxation and other provisions	-191	-143	
(+)	One-offs (post -tax)	301	0	▶ No positive contribution from one-offs in 3Q
=	**NET INCOME**	**943**	**482**	

1The effect of BRSA's recent regulations on general reserve rates for extended loans and GPLs.

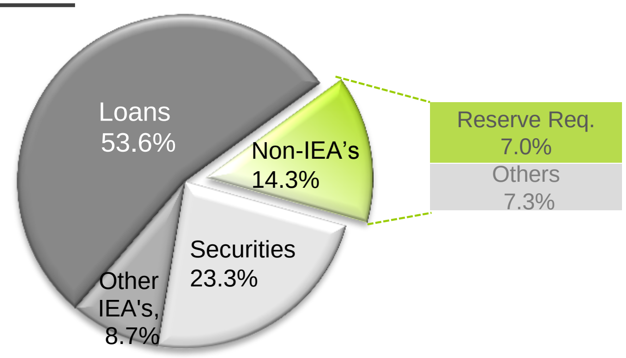
Higher yielding and more liquid asset growth

Total Assets



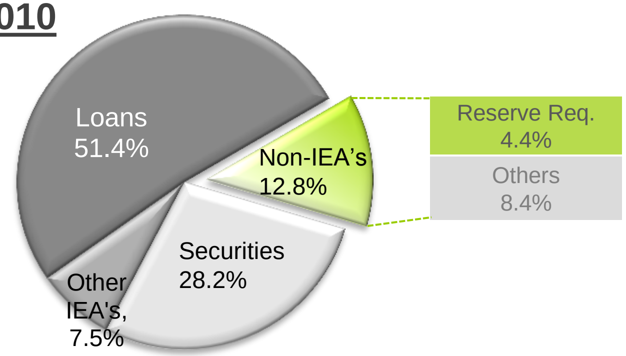
Composition of Assets[1]

9M 11



IEA / Assets: 85.7%

2010



IEA / Assets: 87.2%

Growth:

9M 11

Loans[3]: 25%

Securities: -4%

Loans/Assets

54%

vs.

51% at YE 10

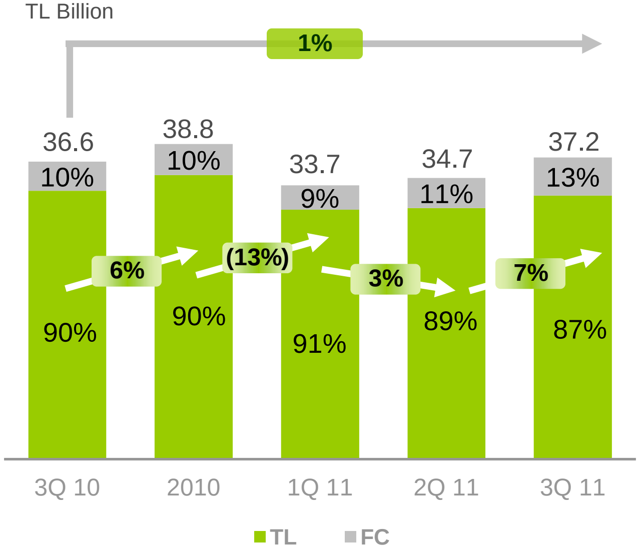
Liquidity Ratio[2]

31%

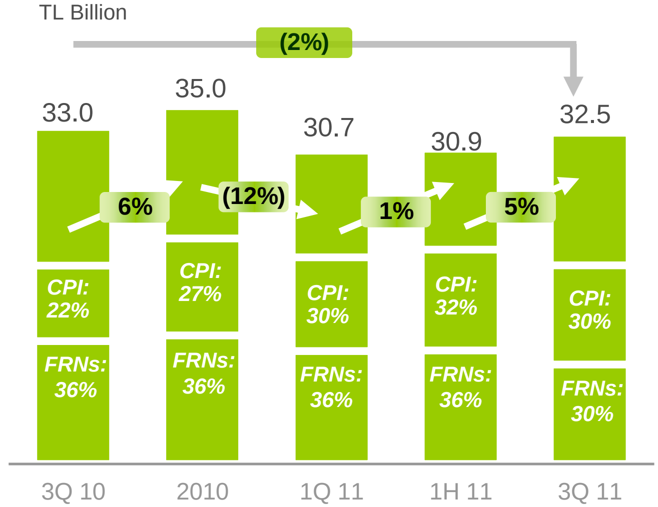
1 Accrued interest on B/S items are shown in non-IEAs
2 (Cash and banks + trading securities +AFS)/Total Assets
3 Performing cash loans

FRN heavy securities book remain -- although at a lower weight in response to easening policy cycle

Total Securities



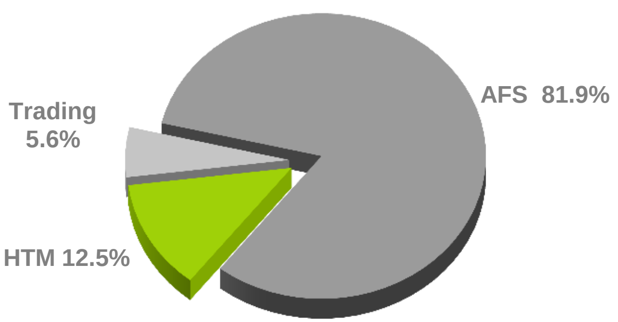
TL Securities



Securities[2]/Assets

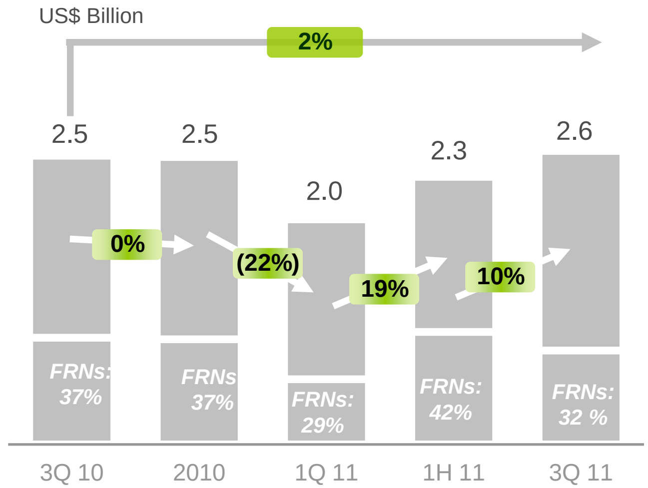
23% down from **28%** at **YE 10**

Total Securities Composition



"Unrealized gain as of Sept. 30, 2011: ~TL 1 bn[1]"

FC Securities



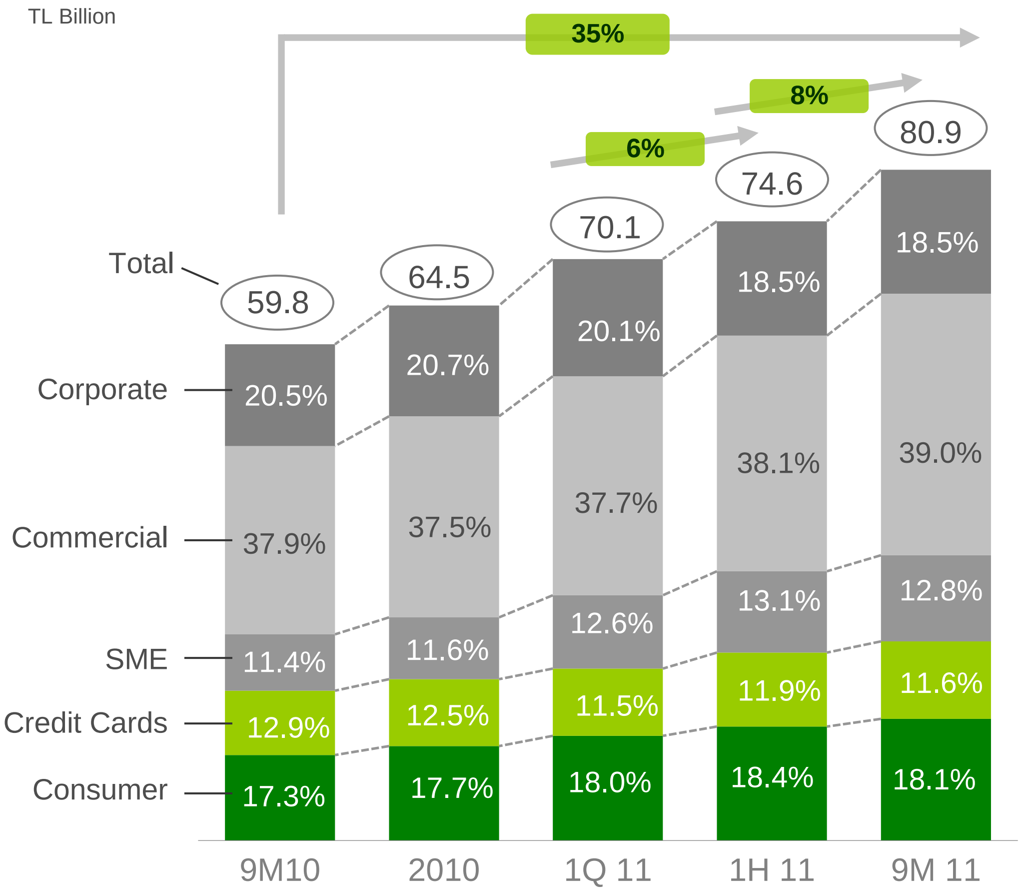
FRN mix in total

56% from **65%** at **1H 11** and **60%** at **YE 10**

1 Based on bank-only MIS data
2 Excluding accruals
Note: Fixed / Floating breakdown of securities portfolio is based on bank-only MIS data

Robust growth performance in lending…

Total Loan[1] Growth & Loans by LOB[2]



	9M10	2010	1Q 11	1H 11	9M 11
TL (% in total)	59%	57%	58%	58%	59%
FC (% in total)	41%	43%	42%	42%	41%

TL Loan Growth[3]: Q-o-Q

9% vs. Sector's 7%

- TL lending growth in 3Q picked up pace as pricing gap vs. sector got narrower
- Strong and healthy growth without sacrificing loan yields

FC Loan Growth[3]: Q-o-Q

-5% vs. Sector's -1%

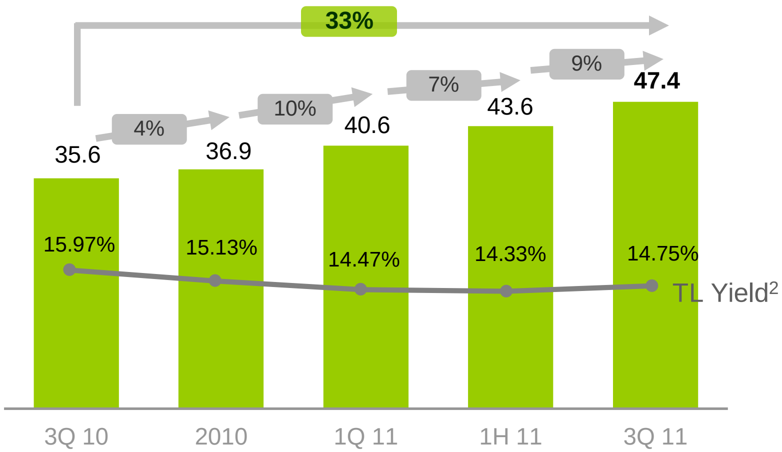
- Shifts from FC loans to TL by corporates due to depreciating TL & maturing FC loans resulted in squeeze

1 Performing cash loans
2 Based on bank-only MIS data
3 Sector data is based on BRSA weekly data for commercial banks only

... along with the increased weight of higher yielding products resulted in eye-catching growth in lending revenues

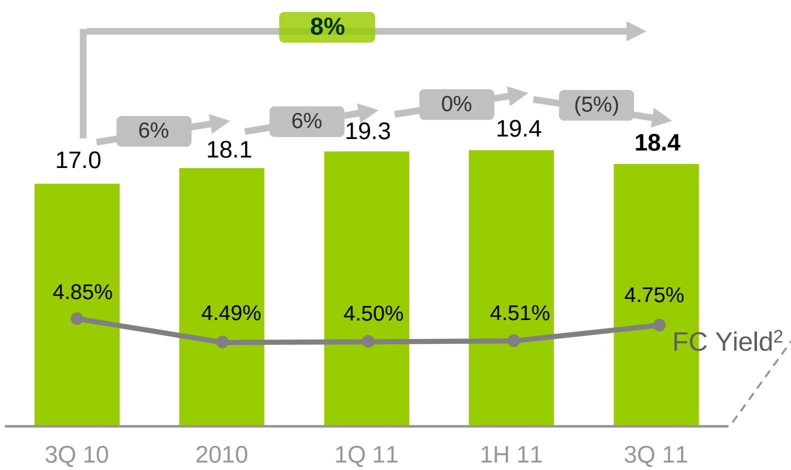
TL Loans[1]

TL Billion



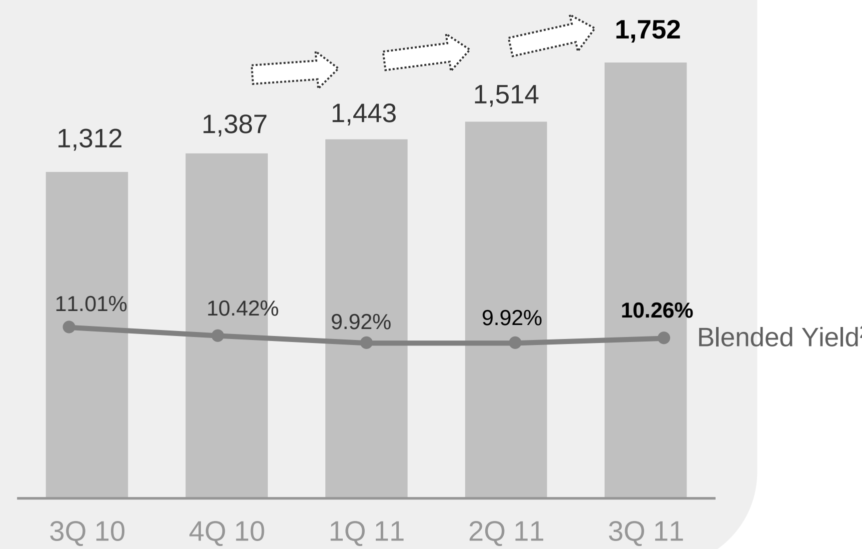
FC Loans[1]

US$ Billion



Interest Income on loans (quarterly)

TL Million



Pro-active & timely loan re-pricing…

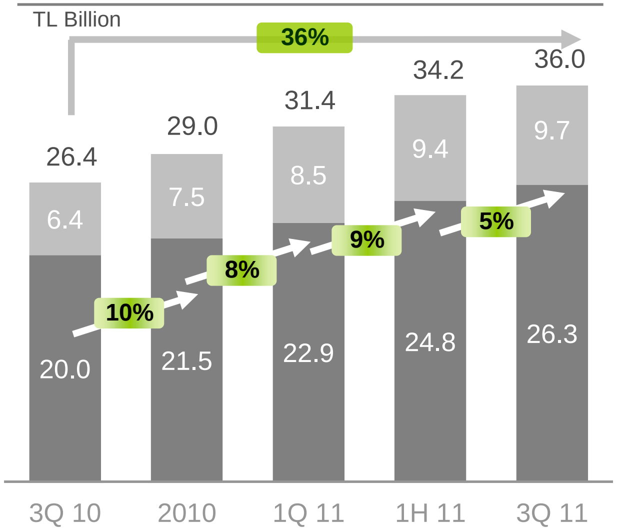
~600 bps ytd increase in loan pricing[3]

… reflected in loan yields

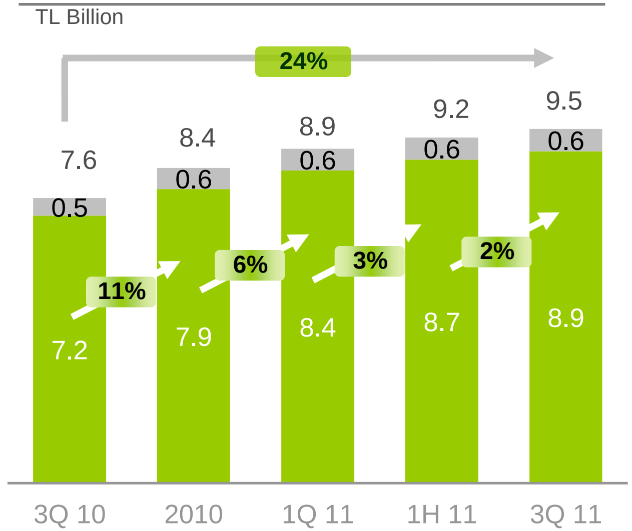
1 Performing cash loans
2 Based on MIS data and calculated using daily averages
3 Based on MIS data

In retail lending emphasis was on high-margin products

Retail Loans[1]



Mortgage Loan Growth



Consumer Loans

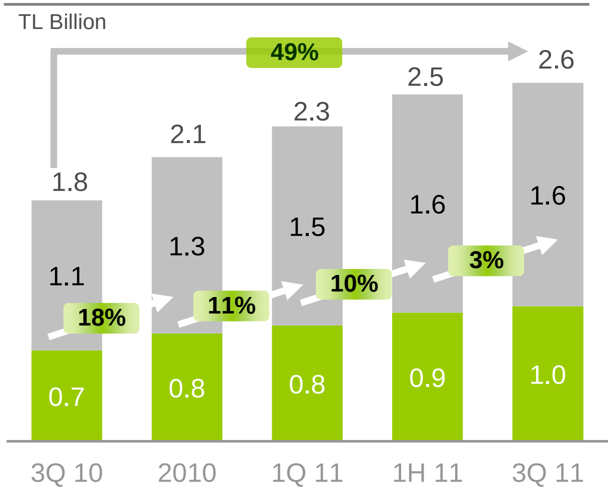
Commercial Installment Loans

GPL market share increase

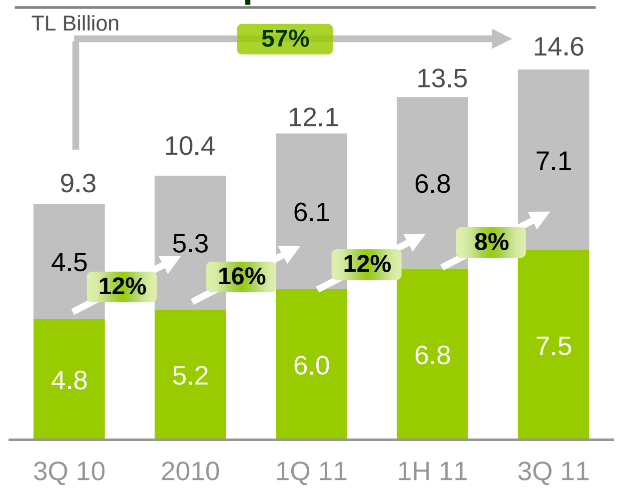
Ytd

~50bps

Auto Loan Growth



General Purpose[5] Loan Growth



Market Shares[2,3]

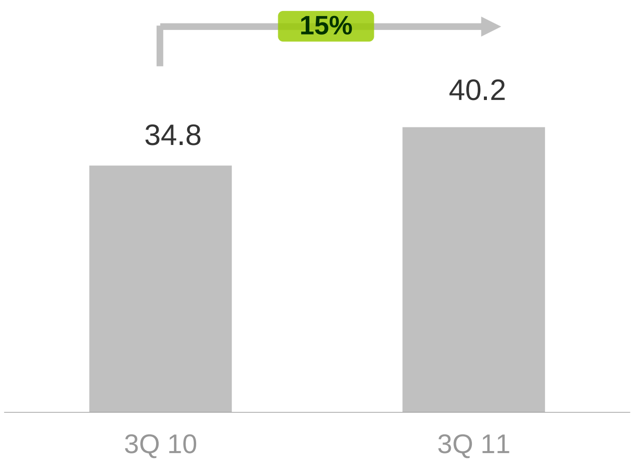
	QtD	Sep 11	Rank[4]
Mortgage	⬌	13.3%	#1
Auto	⬇	15.0%	#3
General Purpose[5]	⬆	10.7%	#2
Retail[1]	⬌	12.9%	#2

1 Including consumer, commercial installment, overdraft accounts, credit cards and other
2 Including consumer and commercial installment loans
3 Sector figures are based on bank-only BRSA weekly data, commercial banks only
4 As of 1H11 among private banks 5 Including other loans and overdrafts

Strength in cards business – a good contributor to sustainable revenues

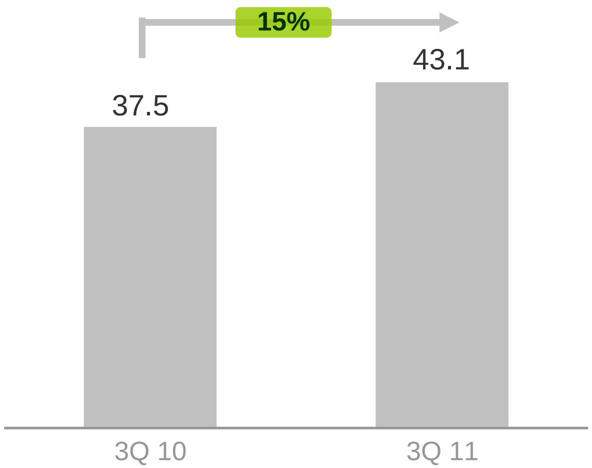
Issuing Volume

TL Billion



Acquiring Volume

TL Billion



#1 in Card Business

Per Credit Card Spending (TL, Sep 11[2])

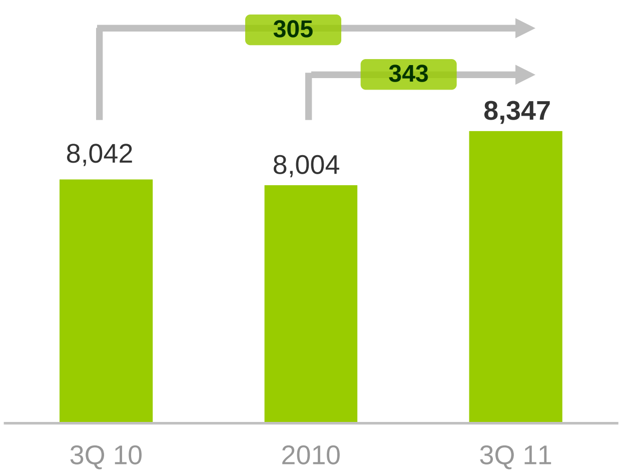
Per Debit Card Spending

>2 times the sector

... with the ultimate aim of creating cashless society

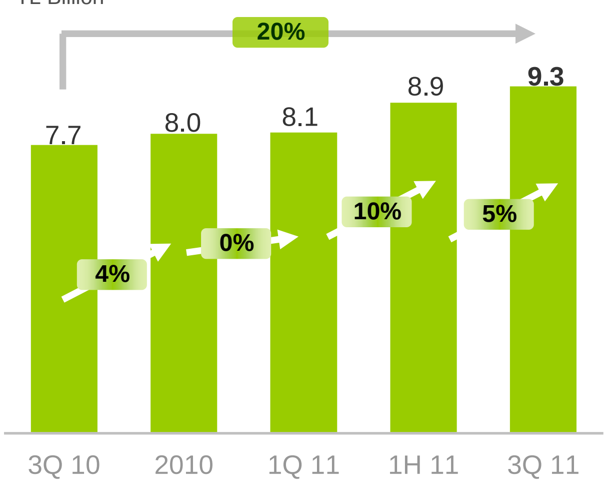
No. of Credit Cards

In Thousand



Credit Card Balances

TL Billion



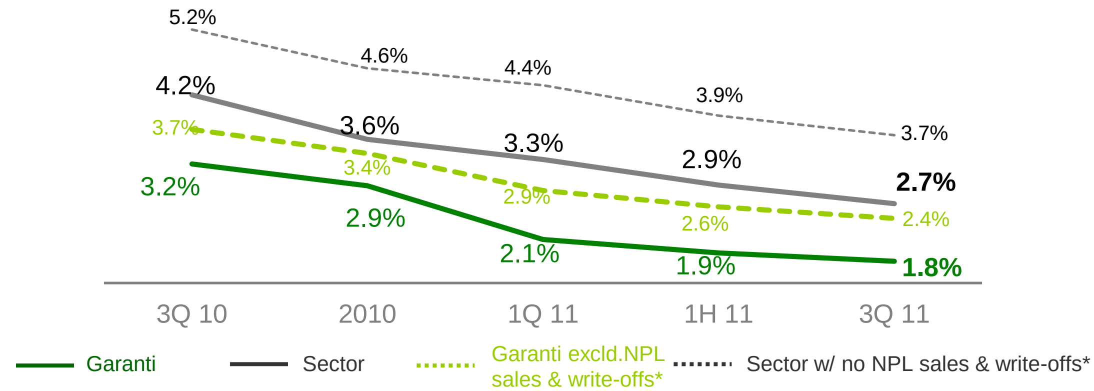
Market Shares

	YTD ∆	Sep 11	Rank
Acquiring	-128 bps	20.1%	#2
Issuing	-111 bps	19.0%	#1
# of Credit Cards	-40 bps	16.6%	#1
POS[1]	+118 bps	23.4%	#1
ATM	-58 bps	10.3%	#4

1 Including shared POS
2 Annualized

Asset quality shines with significant gap vs. sector

NPL Ratio[1]



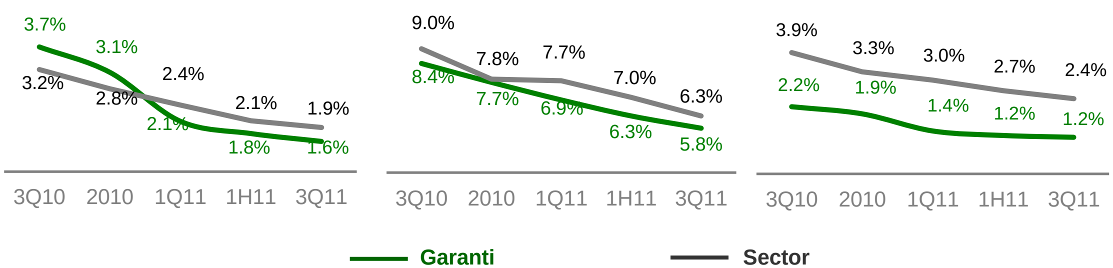
* Adjusted with write-offs in 2008,2009,2010 and 9M 11. 2010 and 9M11 sector NPL sales & write-offs total: TL ~2.7 bn and ~TL 1.1 bn, respectively
Garanti sold NPLs in 1Q 11 amounting to TL 484mn, of which TL 200mn relates to the NPL portfolio with 100% coverage and the rest being from previously written-off NPLs. Gross income booked amounts TL 54mn.

NPL Categorisation[1]

Retail Banking
(Consumer & SME Personal)
***21%** of Garanti's Total Loans*

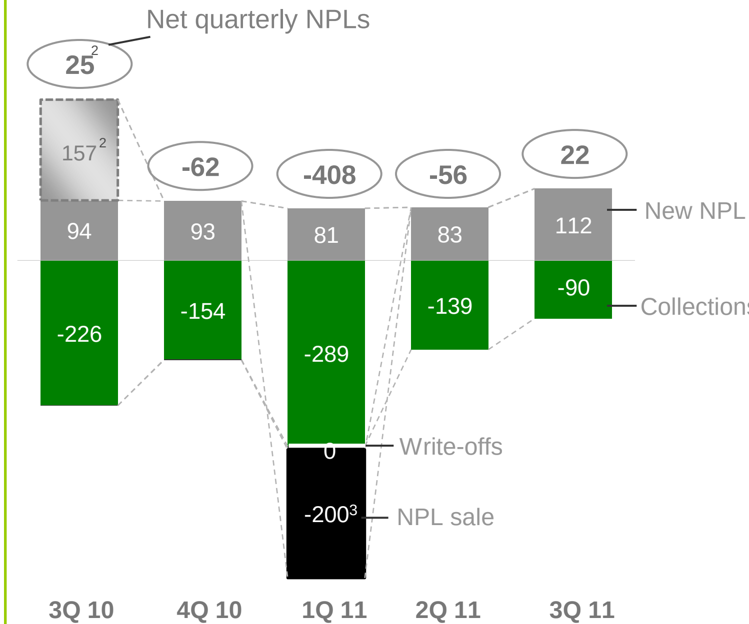
Credit Cards
***12%** of Garanti's Total Loans*

Business Banking
(Including SME Business)
***67%** of Garanti's Total Loans*



Net NPLs (quarterly)

TL Million



Normalizing Collections

as balance sheet clean-up is near completion

Nominal NPL stock decline ytd

11%* vs.
sector's 1%*

-- *clear evidence of success in collections since 2008.*

1 Sector figures are per BRSA bank-only data. NPL categorisation is based on bank-only data
2 Including NPL inflows in 3Q 2010, amounting to TL157 mn, which are related to a few commercial files with highly strong collateralization
3 Garanti NPL sale equals TL484 mn, of which TL200 mn relates to NPL portfolio with 100% coverage and the remaining TL284 mn being from the previously written-off NPLs.
Source: BRSA, TBA & CBT

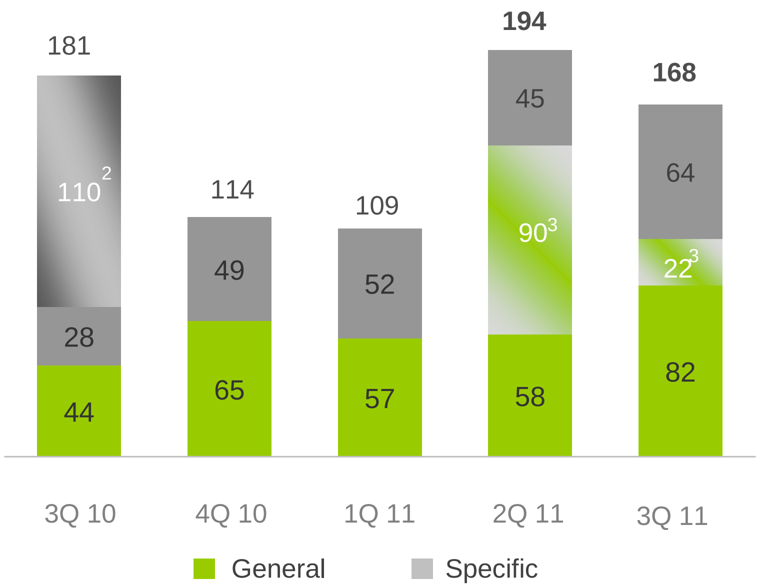
Gross CoR remained flat -- far better than expected, despite higher general provisioning

Quarterly Loan-Loss Provisions

TL Million

Coverage Ratio

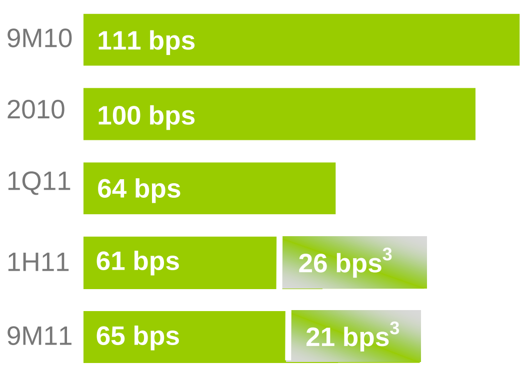
	Sept 10	Dec 10	Mar 11	Jun 11	Sept 11
Sector[1]	86%	86%	86%	87%	83%
Garanti	81%	82%	82%	82%	82%



Coverage ratio remains strong

82%

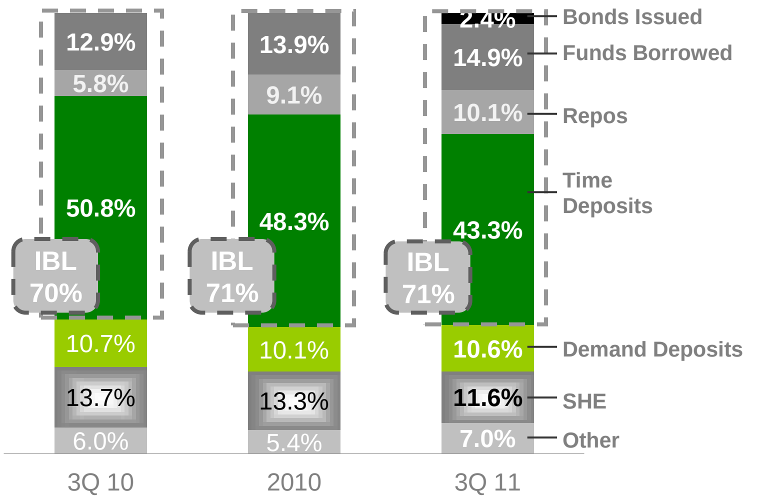
Cost of Risk



1 Sector figures are per BRSA weekly data, commercial banks only
2 TL110 mn of provisions resulting from NPL inflows in 3Q 10, which are related to a few commercial files with highly strong collateralization
3 The effect of BRSA's recent regulations on general reserve rates for extended loans and GPLs.

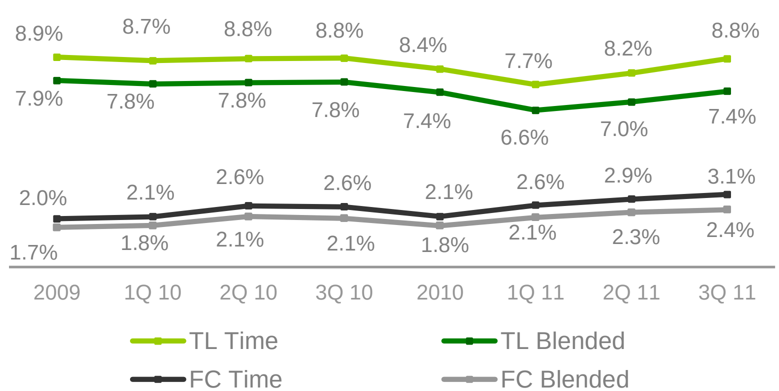
Solid funding base - actively managed and diversified

Composition of Liabilities



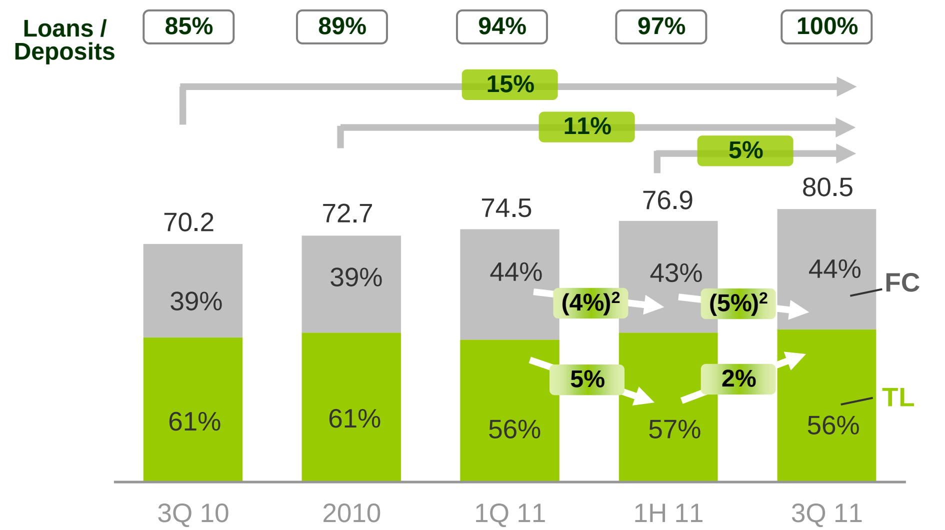
Cost of Deposits[1]

Quarterly Averages



Total Deposits

TL Billion



Loans/Deposits

76% *when mortgages, project finance & investment loans (maturity>4yrs) are excluded*

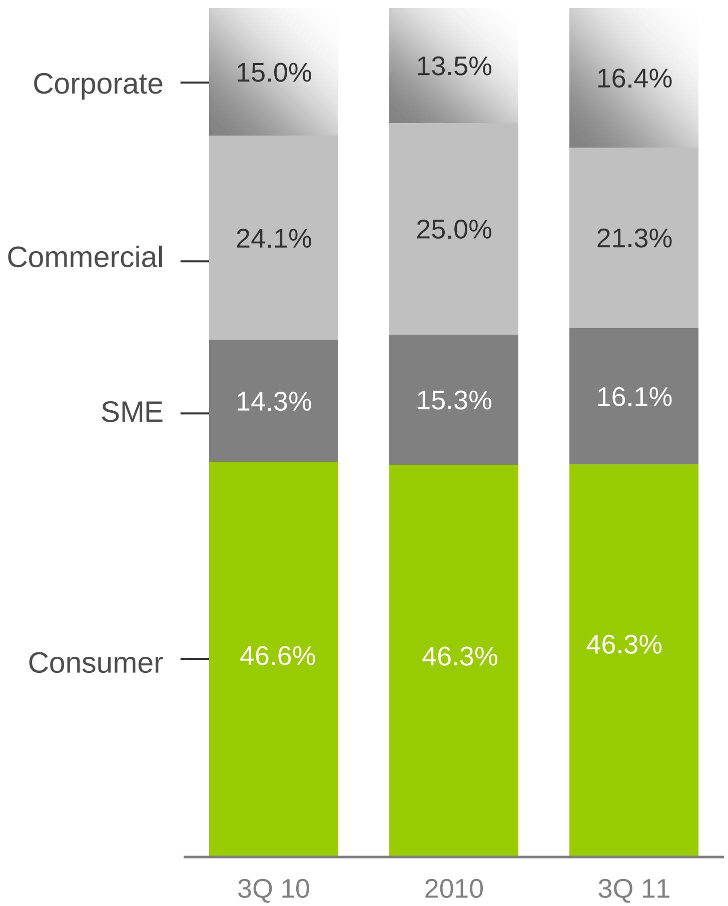
Even though the cost of deposits have been on a declining trend since June 11, the level it reached at end of 1H11 affected the quarterly average negatively

1 Based on bank-only MIS data
2 Growth in USD terms

Sizeable growth in demand deposits mirror the success in customer-focused business model

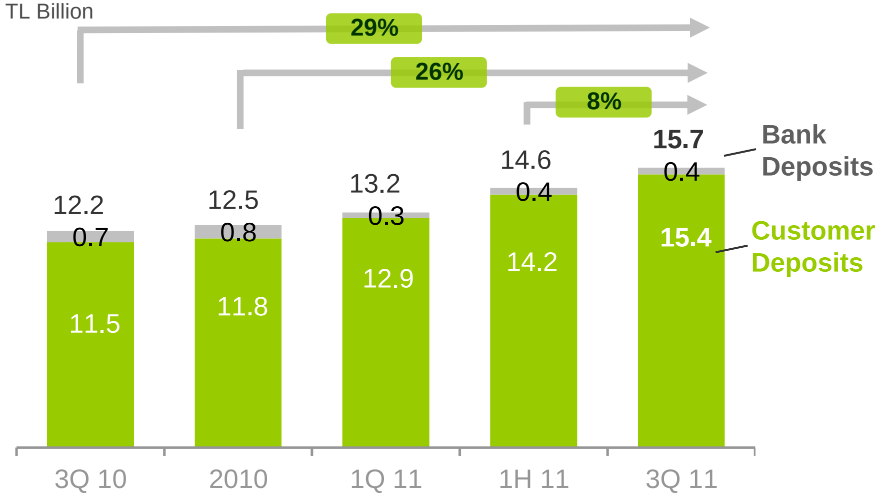
Deposits by LOB[1]

(Excluding bank deposits)



Demand Deposits

TL Billion



Customer Demand Deposits[2]

YTD Growth **31%**

14.8% **Market share**

Sizeable demand deposit level strengthened

Demand Deposits / Total Deposits:

20% vs. Sector's 16%[2]

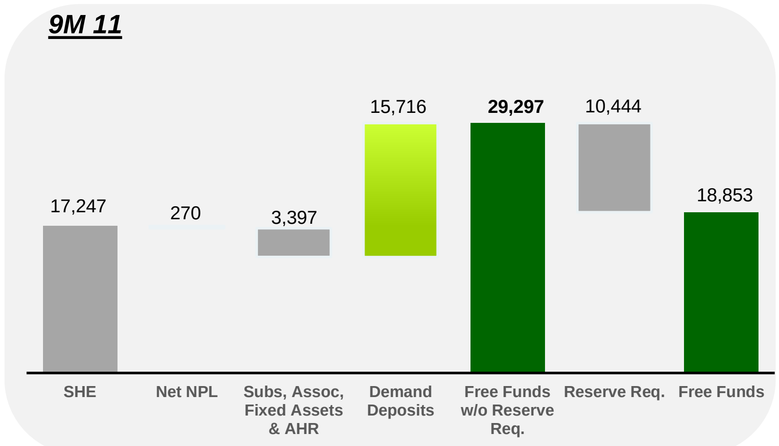
1 Based on bank-only MIS data
2 Sector data is based on BRSA weekly data for commercial banks only

Sound solvency with comfortable levels of free funds

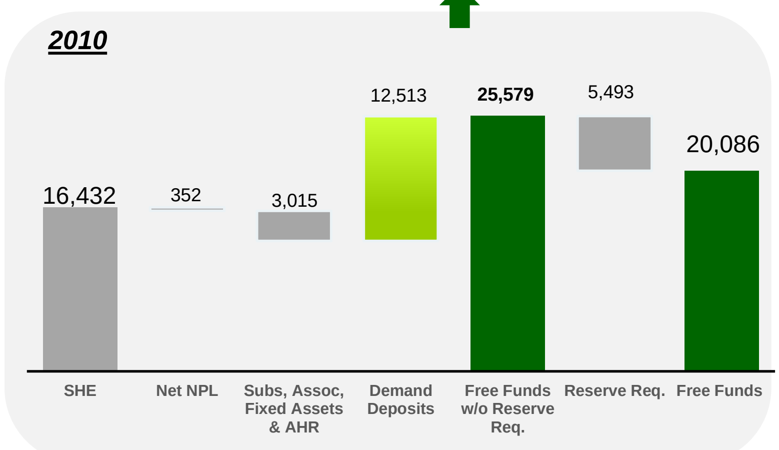
CAR

Free Funds Evolution

TL Million



+TL 3.7 bn



Free Funds/ IEAs

15%

vs.

12% in 1H 11

Easing on RRRs in 3Q & higher demand deposit levels boosted free funds

Leverage Ratio

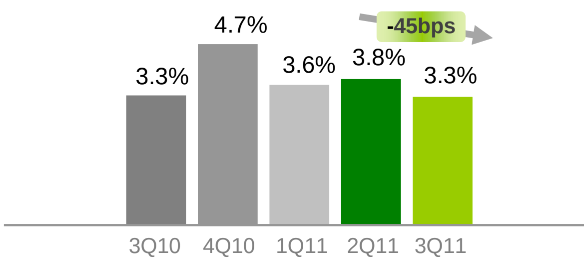
7.6x

Note: Free Funds: Free Equity + Demand Deposits
Free Equity = SHE - (Net NPL+ Investment in Associates and Subsidiaries + Tangible and Intangible Assets+ AHR+ Reserve Requirements)

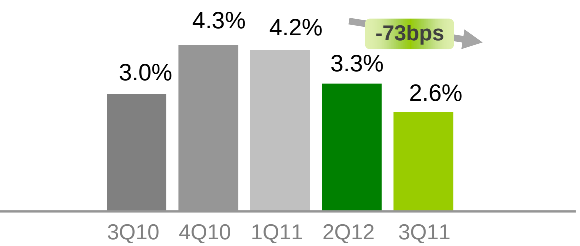
NIM sustained when excluding the income volatility of CPI linkers

Quarterly NIM (Net Interest Income / Average IEAs)

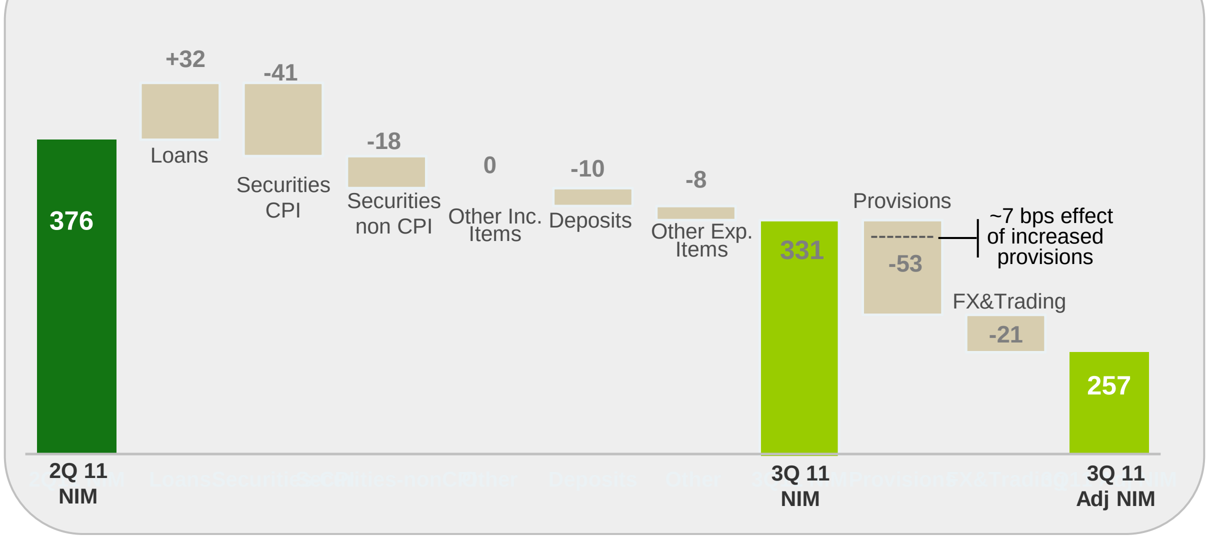
NIM



Adjusted NIM



Q-o-Q Evolution of Margin Components (in bps)



3Q 11 over 2Q 11:

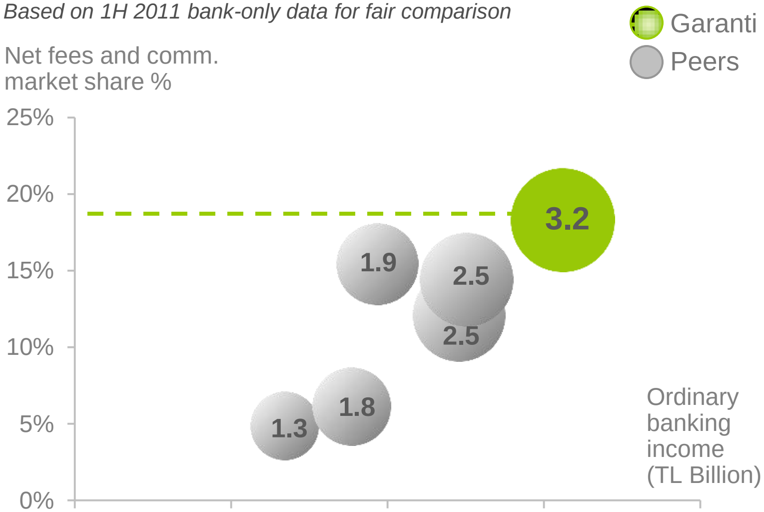
- ***Increasing asset yields'*** *impact on margin* ***+14 bps*** *-- excluding the volatility of CPI linkers*
- ***Increasing funding costs'*** *impact on margin* ***-17 bps***
- ***NIM*** *flat q-o-q* ***(however down by ~45 bps when volatility from CPI linkers included)***
- ***Adjusted NIM*** *down by* ***73 bps*** *mainly due to net trading and fx losses temporarily hitting the quarter & effects of recent regulation on general provisioning*

Source:BRSA bank-only financials
Adjustments to NIM: Net Interest Income/ Average IEA adjusted by FX gain/loss, provision for loans and securities, and net trading income/loss

Double digit growth momentum in Net Fees and Comm., a core banking income

Ordinary Banking Income[1] Generation

Based on 1H 2011 bank-only data for fair comparison



Strong presence in brokerage
Market share **>6%**

#1 in bancassurance

Leader in interbank money transfer

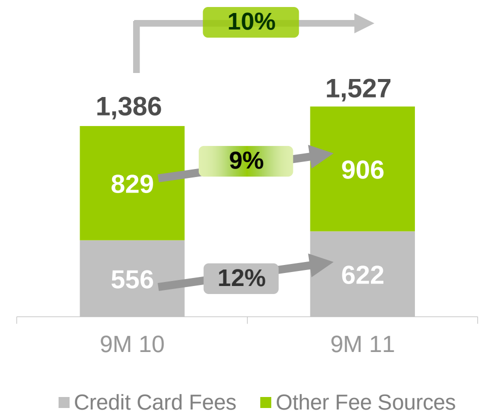
18% market share
vs. Peer avg. **~10%**

Highest payment systems commissions per volume

1.7% *vs. Peer avg.* ***1.3%***[5]

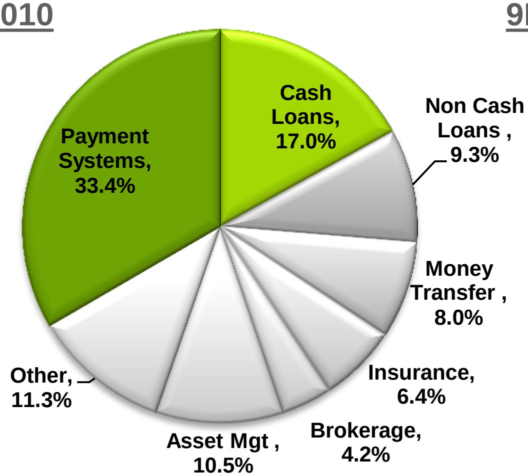
Net Fees & Commissions[2]

TL Million

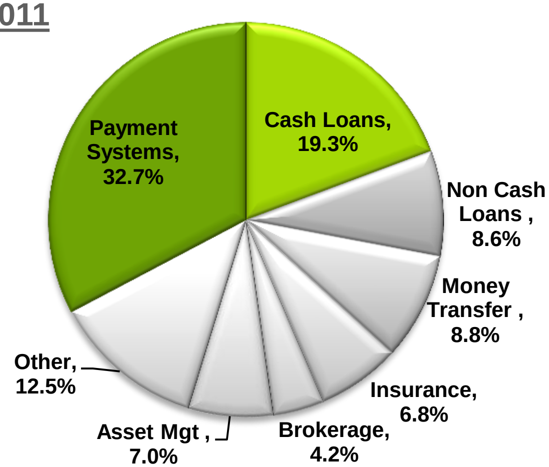


Net Fees & Commissions Breakdown[3,4]

9M 2010



9M 2011



Growth Areas (%)	Y-o-Y
Money transfer	25%
Insurance	21%
Brokerage	13%
Payment Systems	11%

1 Defined as; net interest income adjusted with provisions for loans and securities, net FX and trading gains + net fees and commissions
2 As per new BRSA classification in P/ L, excludes net fees and commissions received from cash loans amounting TL 132mn for 9M 11 and TL 80mn for 9M 10
3 Include consumer loan fees as well as other cash loan fees now classified as interest on loans in income statement amounting TL 132mn for 9M 11 and TL 80mn for 9M 10
4 Bank-only MIS data 5 Peer average as of 1H 2011

Balance sheet strength leads to consistent delivery of strong results

	(TL Million)	9M 10	9M 11	% Change
(+)	NII- excl. inc on RRs and CPIs	2,664	2,393	-10%
(+)	Net fees and commissions	1,386	1,527	10% ✓
(-)	Specific LLP & General Prov. -before regulatory effects	-460	-361	-22%
=	**CORE BANKING REVENUES**	**3,590**	**3,559**	**-1%** ✓
(+)	Income on RR	83	0	n.m !
(+)	Income on CPI linkers	728	739	1% ✓
(+)	Regulatory effects[1] on general provision	0	-112	n.m
(+)	Trading & FX gains	348	259	-26% !
(+)	Collections	481	330	-31% !
(+)	Other income -before one-offs	51	63	23%
(-)	OPEX	-2,212	-2,179	-1% ✓
(-)	Taxation and other provisions	-622	-633	2%
(+)	One-offs (post -tax)	0	254	n.m
(+)	*-NPL sale*	*0*	*43*	n.m
(+)	*-Eureko, Mastercard & Visa stake sale*	*0*	*216*	n.m
(+)	*-Subsidiary valuation*	*0*	*85*	n.m
(-)	*-Free provisions*	*0*	*-90*	n.m
=	**NET INCOME**	**2,447**	**2,280**	**-7%**

Fees/Opex:

70%

up from
63% at 9M 10

Opex/Avg. Assets:

2.2%

down from
2.7% at 9M 10

Cost/Income[2]:

45%

1The effect of BRSA's recent regulations on general reserve rates for extended loans and GPLs.
2 Normalized for one-off effects. Please see slide 29 in appendix section for the non-recurring items

Appendix

Balance Sheet - Summary

	(TL Million)	December 2010	June 2011	September 2011	YTD Change
Assets	Cash & Banks[1]	10,338	11,313	14,003	35%
	Reserve Requirements	5,493	14,306	10,444	90%
	Securities	38,818	34,660	37,157	(4%)
	Performing Loans	64,476	74,625	80,863	25%
	Fixed Assets & Subsidiaries	2,916	3,208	3,315	14%
	Other	1,933	2,477	2,861	48%
	TOTAL ASSETS	**123,974**	**140,589**	**148,644**	**20%**
Liabilities & SHE	Deposits	72,658	76,940	80,469	11%
	Repos & Interbank	11,254	13,220	15,037	34%
	Bonds Issued	0	3,427	3,626	n/m
	Funds Borrowed[2]	17,518	22,301	22,431	28%
	Other	6,112	7,742	9,833	61%
	SHE	16,432	16,959	17,247	5%
	TOTAL LIABILITIES & SHE	**123,974**	**140,589**	**148,644**	**20%**

1 Includes banks, interbank, other financial institutions
2 Includes funds borrowed and sub-debt

Quarterly Income Statement

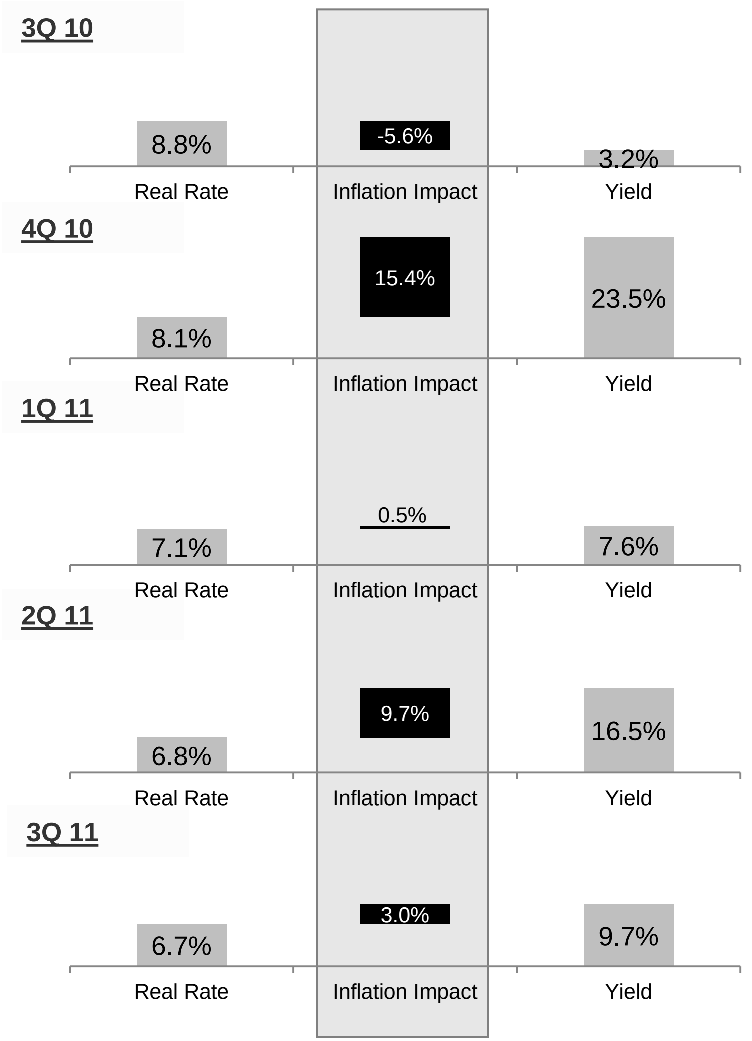
(TL million)	3Q 11	2Q 11	1Q 11	4Q 10	3Q 10	2Q 10	1Q 10
NII- excl. inc on RRs and CPIs	821	732	839	831	787	869	1,008
Net fees and commissions	517	485	525	430	458	453	476
Specific LLP & General Prov. -before regulatory effects	-146	-105	-110	-115	-182	-81	-197
CORE BANKING REVENUES	**1,193**	**1,112**	**1,255**	**1,145**	**1,063**	**1,240**	**1,286**
Income on RR	0	0	0	4	29	28	26
Income on CPI linkers	222	354	163	445	52	328	348
Regulatory effects[1] on general provision	-22	-90	0	0	0	0	0
Trading & FX gains	-67	61	264	15	102	74	173
Collections	43	82	205	97	133	143	205
Other income -before one-offs	17	28	18	14	17	22	12
OPEX	-761	-713	-705	-850	-729	-708	-775
Taxation and other provisions	-143	-191	-298	-191	-146	-206	-269
One-offs (post -tax)	0	301	-47	0	0	0	0
-NPL sale	*0*	*0*	*43*	*0*	*0*	*0*	*0*
-Eureko, Mastercard & Visa stake sale	*0*	*216*	*0*	*0*	*0*	*0*	*0*
-Subsidiary valuation	*0*	*85*	*0*	*0*	*0*	*0*	*0*
-Free provisions	*0*	*0*	*-90*	*0*	*0*	*0*	*0*
NET INCOME	**482**	**943**	**855**	**681**	**522**	**920**	**1,005**

1The effect of BRSA's recent regulations on general reserve rates for extended loans and GPLs.

Long-term strategy of investing in CPI linkers as a hedge for expected reversal in market indicators

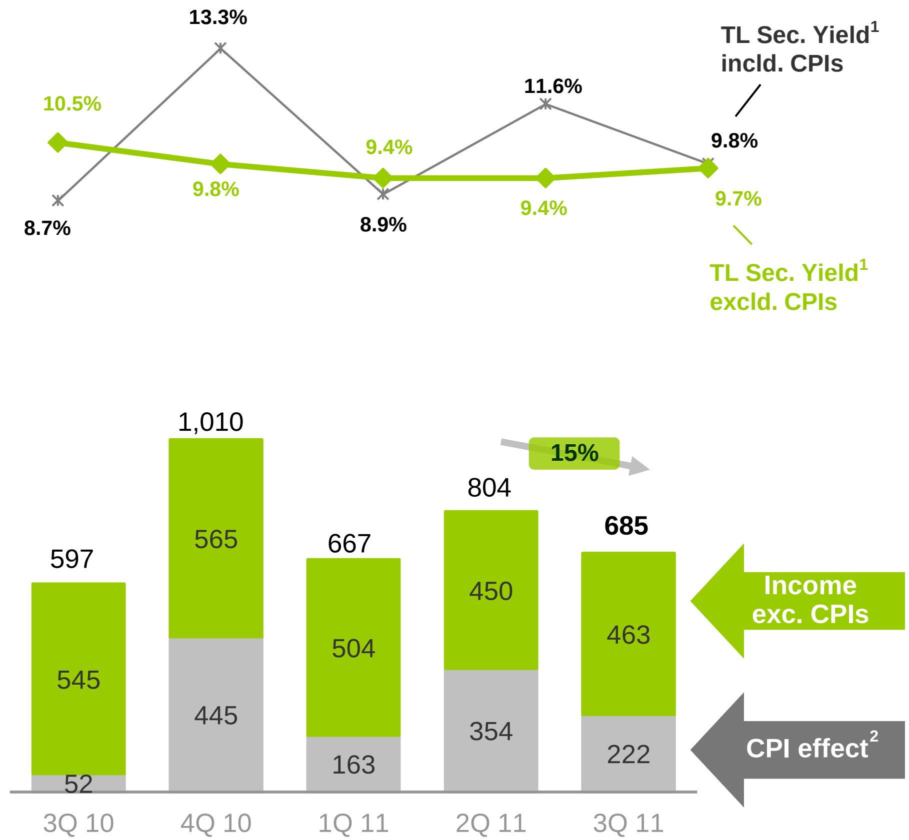
Drivers of the Yields on CPI Linkers[1]

% average per annum



Interest Income & Yields on TL Securities

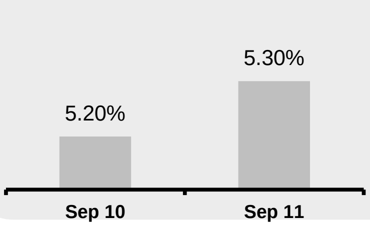
TL Million



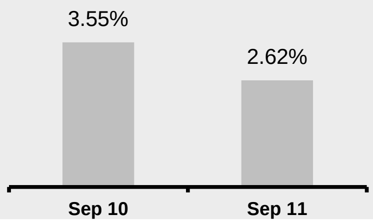
1 Based on bank-only MIS data
2 Per valuation method based on actual monthly inflation readings

Cumulative Margin Analysis

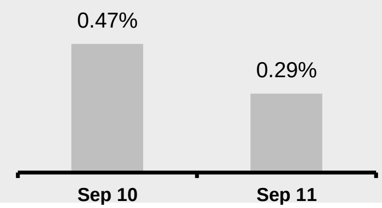
Int. Income on loans
% of Avg. Interest Earning Assets



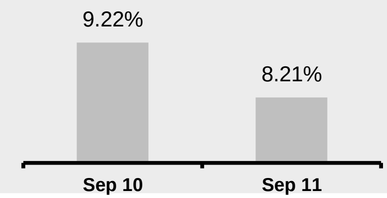
Int. Income on securities
% of Avg. Interest Earning Assets



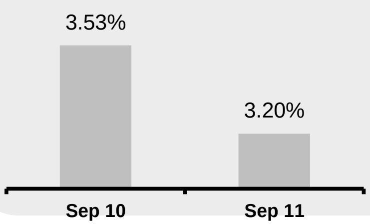
Int. Income - other
% of Avg. Interest Earning Assets



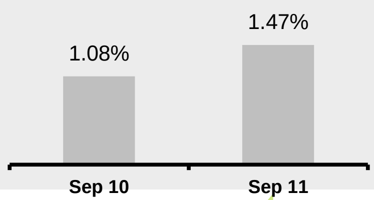
Total Int. Income
% of Avg. Interest Earning Assets



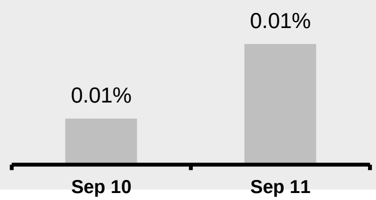
Int. Expense on deposits
% of Avg. Interest Earning Assets



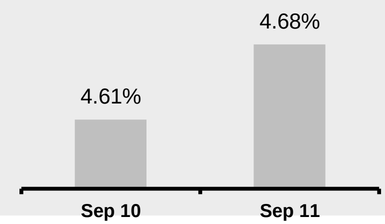
Int. Expense on Borrowings*
% of Avg. Interest Earning Assets



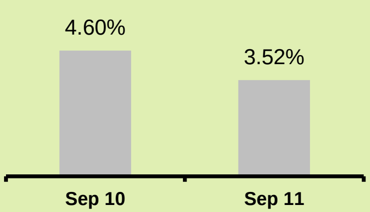
Int. Expense - other
% of Avg. Interest Earning Assets



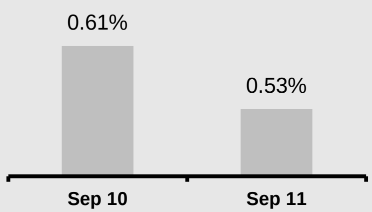
Total Int. Expense
% of Avg. Interest Earning Assets



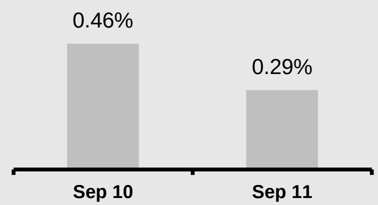
Net Int. Margin
% of Avg. Interest Earning Assets



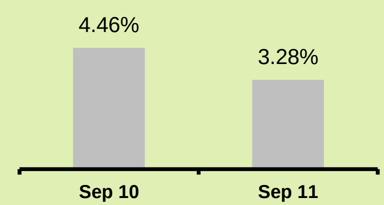
Prov. for Loans & Securities
% of Avg. Interest Earning Assets



Net FX & Trading gains
% of Avg. Interest Earning Assets



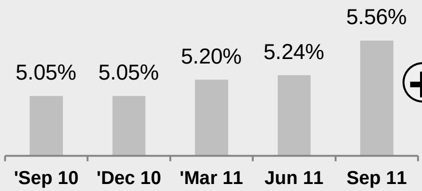
Net Int. Margin - Adjusted
% of Avg. Interest Earning Assets



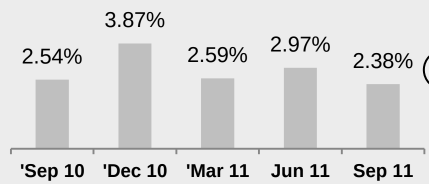
Note: Cumulative NIM analysis
Source:BRSA bank-only financials
Adjustments to NIM: Net Interest Income/ Average IEA adjusted by FX gain/loss, provision for loans and securities, and net trading income/loss
* Funds borrowed and repos

Quarterly Margin Analysis

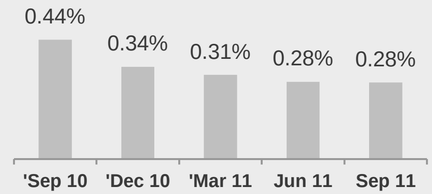
Int. Income on loans
% of Avg. Interest Earning Assets



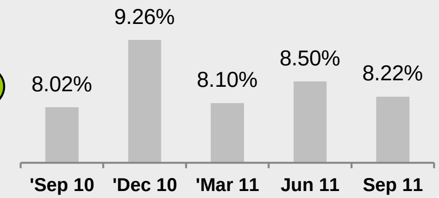
Int. Income on securities
% of Avg. Interest Earning Assets



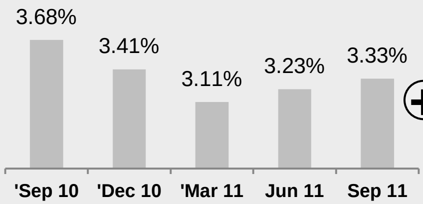
Int. Income - other
% of Avg. Interest Earning Assets



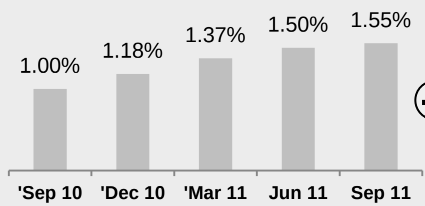
Total Int. Income
% of Avg. Interest Earning Assets



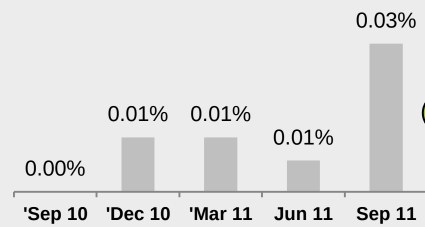
Int. Expense on deposits
% of Avg. Interest Earning Assets



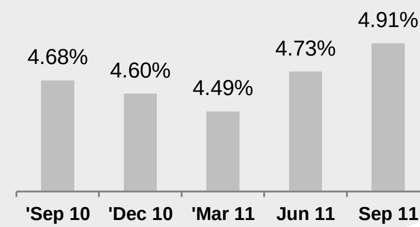
Int. Expense on Borrowings*
% of Avg. Interest Earning Assets



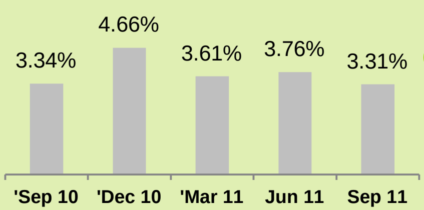
Int. Expense - other
% of Avg. Interest Earning Assets



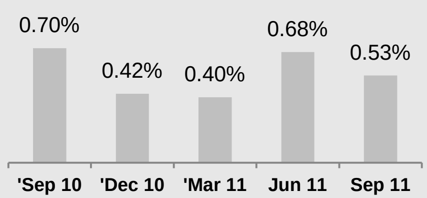
Total Int. Expense
% of Avg. Interest Earning Assets



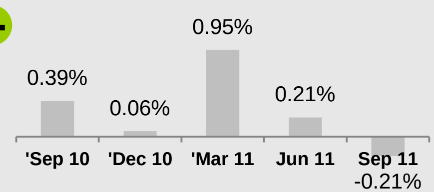
Net Int. Margin
% of Avg. Interest Earning Assets



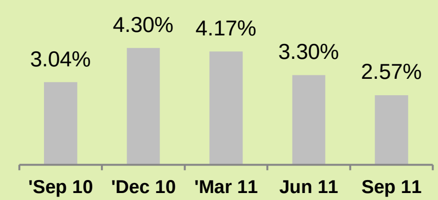
Prov. for Loans & Securities
% of Avg. Interest Earning Assets



Net FX & Trading gains
% of Avg. Interest Earning Assets



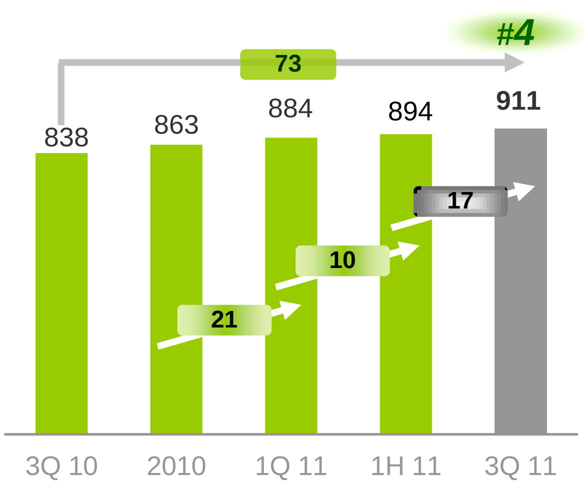
Net Int. Margin - Adjusted
% of Avg. Interest Earning Assets



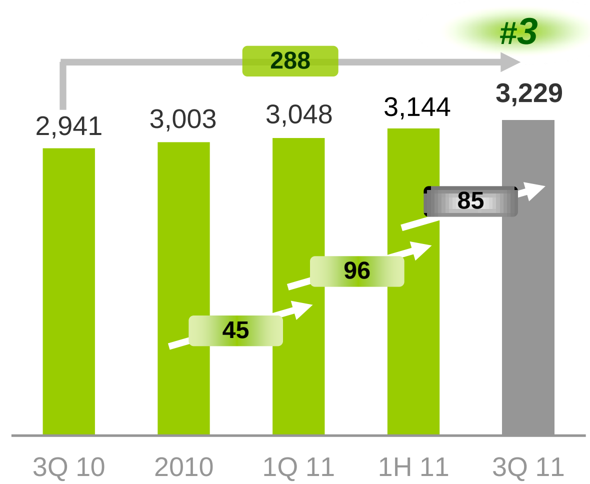
Note: Quarterly NIM analysis
Source:BRSA bank-only financials
Adjustments to NIM: Net Interest Income/ Average IEA adjusted by FX gain/loss, provision for loans and securities, and net trading income/loss
* Funds borrowed and repos

Further strengthening of retail network...

Number of Branches

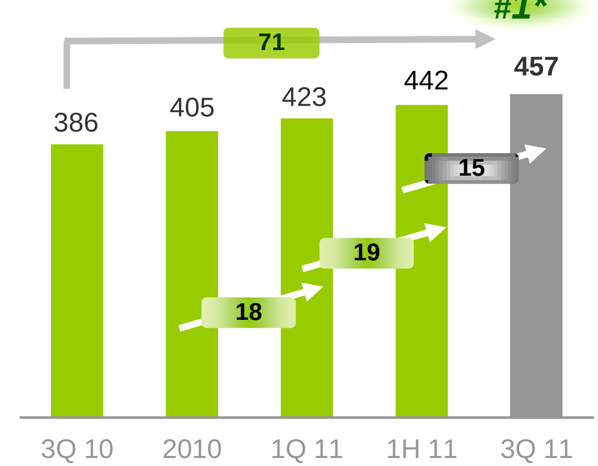


Number of ATMs



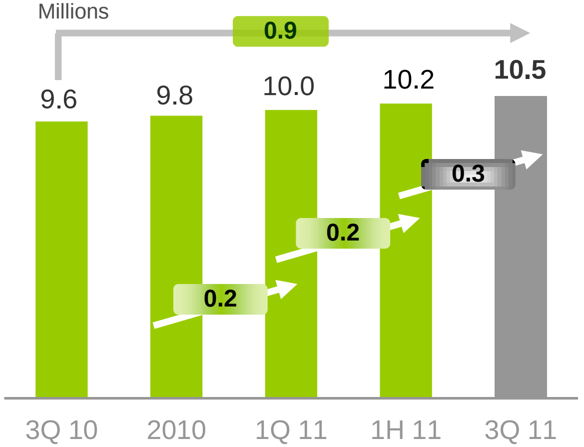
Number of POS

Thousand



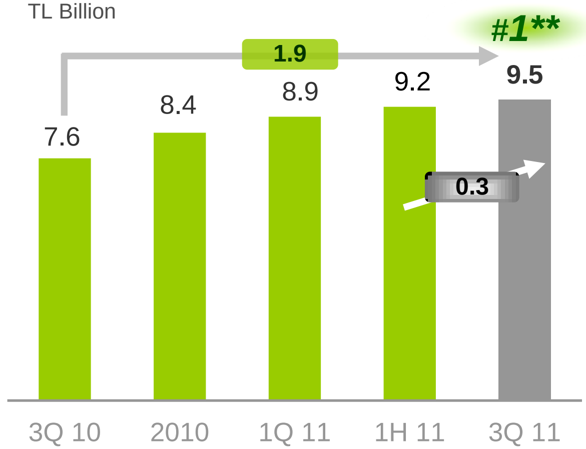
Number of Customers

Millions



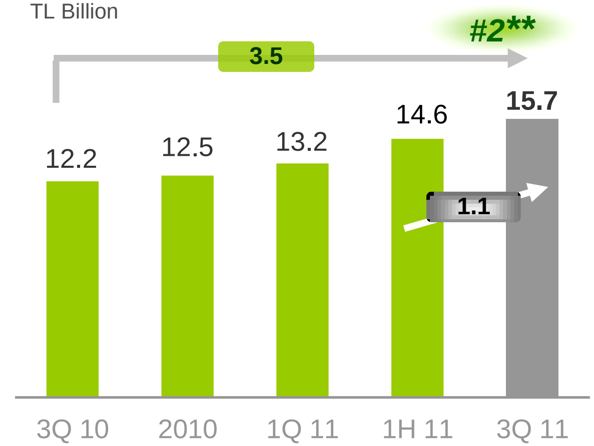
Mortgages

TL Billion



Demand Deposits (customer+bank)

TL Billion



*Including shared POS
**Mortgage and demand deposit ranks are as of 2Q 11
Note: Ranks are among private banks

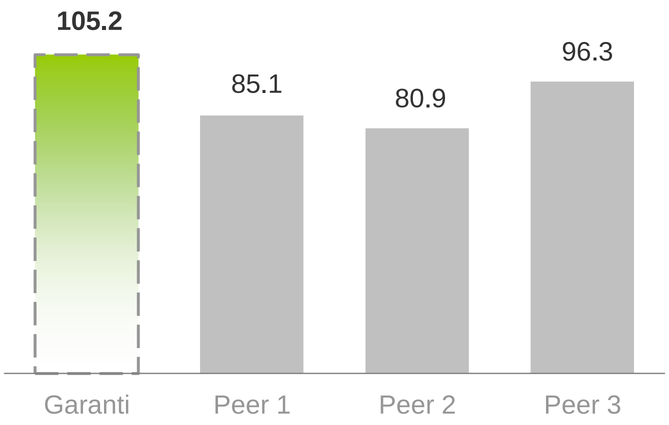
...while preserving the highest efficiencies

Ordinary Banking Income per Branch

1H 2011, TL million

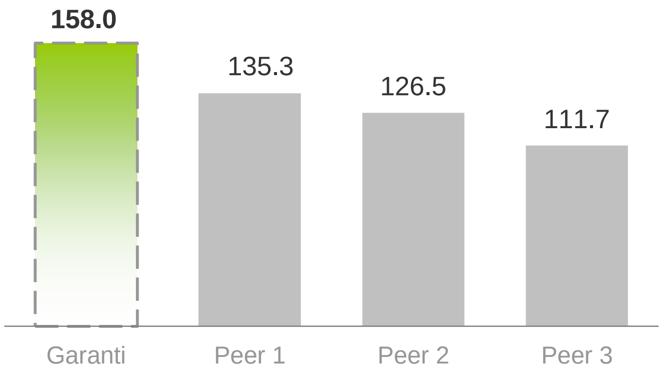
Loans per Branch[1]

1H 2011, TL million



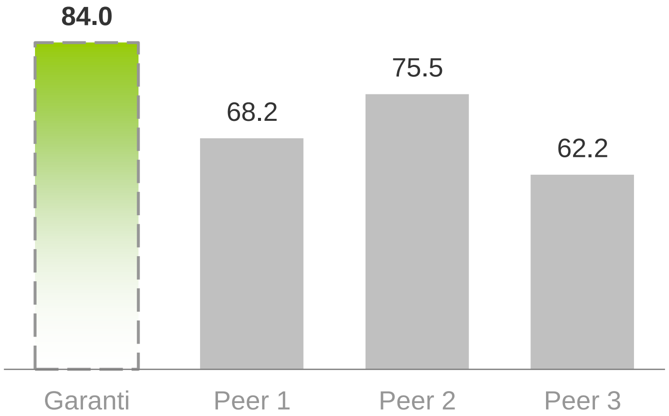
Assets per Branch

1H 2011, TL million



Customer Deposits per Branch

1H 2011, TL million



1 Total loans = Cash+Non-cash loans
Note: Figures are bank-only for fair comparison

Key financial ratios

	Sep 10	Dec 10	Mar 11	Jun 11	Sep 11
Profitability ratios					
ROAE	22.5%	21.0%	20.5%	19.8%	17.6%
ROAA	3.0%	2.8%	2.7%	2.5%	2.2%
Cost/Income[1]	41.9%	43.7%	37.0%	41.1%	45.0%
NIM (Cumulative)	4.6%	4.6%	3.6%	3.7%	3.5%
Adjusted NIM (Cumulative)	4.5%	4.4%	4.2%	3.7%	3.3%
Liquidity ratios					
Liquidity ratio	35%	35%	31%	29%	31%
Loans/Deposits	85.3%	88.7%	94.0%	97.0%	100.5%
Asset quality ratios					
NPL Ratio	3.2%	2.9%	2.1%	1.9%	1.8%
Coverage	81%	82%	82%	82%	82%
Cost of Risk (bps)	111	100	64	87	86
Solvency ratios					
CAR	19.8%	19.6%	18.2%	18.0%	16.9%
Tier I Ratio	17.1%	16.9%	15.9%	15.8%	14.8%
Leverage	6.3x	6.5x	6.7x	7.3x	7.6x

1 Normalized for one-off effects. Please see slide 29 in appendix section for the non-recurring items

Details of selected items in funding base

Bonds issued:

1Q 11:

- ✓ TL 1 billion bond with 1 year maturity, at a cost of 7.68%

2Q 11:

- ✓ TL 750 million bond with 6M maturity, at a cost of 8.41%
- ✓ TL 750 million bond with 6M maturity, at a cost of 8.54%
- ✓ US$ 500 million Eurobond with 10 year maturity, fixed coupon 6.25%
- ✓ US$ 300 million Eurobond with 5 year maturity, floating 3M LIBOR + 2.5%

Funds borrowed:

2Q 11:

- ✓ Secured € 1 billion 1 year syndicated loan, comprising two separate tranches in the amount of € 782.5 million and US$ 304.5 million. The all-in cost has been realized as EURIBOR+1.1% and LIBOR+1.1%, respectively.
- ✓ Borrowed € 50 million and US$ 225 million with 5 year maturity under Diversified Payment Rights securitization program

Non-recurring items

1Q 2011:

1) A part of the non-performing loan portfolio amounting to TL 483.9 million was sold to a local asset management company at a sale price of TL 53.9 million.
    a) Other income: TL 53.9 million
    b) Tax expense: TL 10.8 million

2) As of the balance sheet date, financial statements include a general reserve amounting to TL 420 million, provided by the Bank management in line with conservatism principle considering the circumstances which may arise from any changes in the economy or market conditions.
    a) Other provisions: TL 90 million

2Q 2011:

1) Garanti exercised the put option to sell 20% of the share capital of Eureko Sigorta A.Ş. to Eureko B.V.
    a) Other income: TL +147.4 million
    b) Taxation expense: TL 7.4 million

2) Sale of Visa and MasterCard stake
    a) Other income: TL +79.6 million
    b) Tax expense: TL 4 million

3) Subsidiary valuation
    a) Other income: TL +85.4 million

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