Earnings Presentation

December 31, 2015

BRSA Consolidated Financials

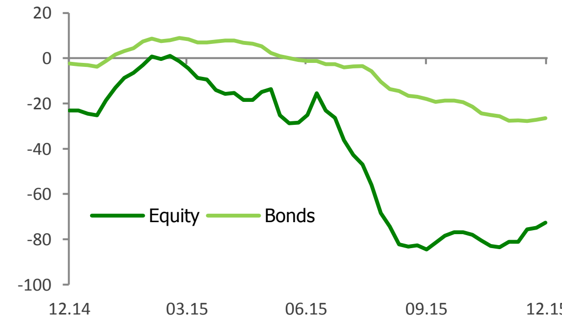
Garanti

2015 – Political & geopolitical concerns exacerbated in another year of high global volatility & uncertainties

	9M15	4Q15
Global Outlook	• **ECB's sizeable QE announcement** supported sentiment. Yet, **Grexit concerns** & **slowdown in Chinese economy** increased volatility across global markets especially in 2Q & 3Q. • **US data flow** shaped sentiment as each data was taken as an indicator to expect the **Fed's timing of first rate hike** within the frame of monetary policy normalization expectation.	• **Fed raised its federal funds rate by 25 bps**, bringing an end to the seven-year period of near-zero interest rates. • **ECB extended quantitative easing** by six months until at least March 2017. • **Falling oil prices hit commodity exporter EM economies**, as oil prices ended the year below US$ 40, the lowest level since 2009. • **Weak macroeconomic data in China** continued to take a toll on global equities.
Domestic Outlook	• **CBRT decreased its policy rate, upper & lower band** of the corridor in 1Q[1]. • **Unresolved general elections** & geopolitical concerns weighed on sentiment. • **TL depreciated by 23% against US$ in 9M** on average due to global EM currency weakness & ongoing political noise in domestic market. • Despite uncertainties & volatility, **economic activity was resilient –** GDP growth 3.4%.	• Turkey was unable to take full advantage of falling oil prices due to **prevailing political & geopolitical uncertainties.** • Contrary to expectations, following Fed's rate hike **CBRT kept interest rates unchanged.** • Despite low commodity prices, **inflation exceeded expectations** due to food inflation & currency pass through. • **Domestic & external demand** continued to support growth in 4Q15 .
Banking Sector	• **Significant dollarization.** • **High retail loan growth** due to front loaded demand, especially in 1H. • Uncertainty & volatility caused **delay in investment and project finance loans**. • **Increasing funding costs** due to continued tight monetary policies & fierce competition pressured banking spreads.	• **Retail loan growth was muted in 4Q**. TL deposits market remained competitive. FC deposits lost ground in 4Q **due to de-dollarization**. • Basel III alignment – (i) **revised regulations on capital** (ii) **IRB guidelines** on application and validation process, pre-application process will start in 2016.

EM Fund Flows (12M Cumulative, US$bn)

Decreasing investor risk appetite weighed on EM portfolio flows. Cumulative portfolio outflows from EMs reached US$100 billion in 2015



Macroeconomic Indicators

GDP growth beat expectations in 3Q. Primary indicators suggest upside risk on 2015 FY estimate

	1Q15	2Q15	3Q15	4Q15
GDP Growth (yoy)	2.3%	3.1%	3.4%	2.8%*
Inflation (yoy)	7.6%	7.2%	8.0%	8.8%
Benchmark (Qtr.avg.)	8.0%	9.7%	10.5%	10.6%
CBRT funding rate (Qtr.avg.)	8.0%	8.3%	8.7%	8.8%
CAD/GDP (yoy)	-5.8%	-5.8%	-5.5%	-5.0%*
US$/TL[2] (Qtr.avg.)	2.47	2.67	2.85	2.91

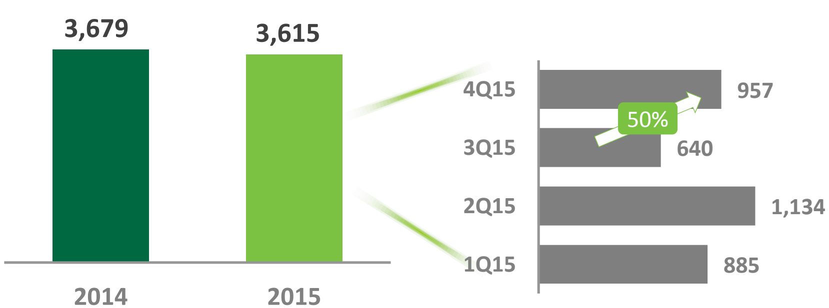
1 CBRT cut its policy rate in 1Q by a total 75 bps to 7.50%, upper band lowered by 50bps to 10.75% and lower band rate also cut by 25 bps to 7.25%.
2 CBRT ask rate * Garanti Estimate

Strong core banking performance: Increased NIM, strong collections and sustained fee income

Net Income (TL million)

2015 vs. 2014 Net Income (TL million)

(TL Million)	2014	2015	∆ Mn	∆YoY
(+) NII adj. w/ Swap Costs	7,936	9,384	1,448	18%
(+) Net fees and comm.	2,990	2,965	-25	-1%
(-) Specific Prov.	-1,428	-1,862	434	30%
(-) General Prov.	-461	-598	137	30%
(+) Collections	341	536	195	57%
(+) Trading & FX gains	374	43	-331	-89%
(+) Other income	735	979	244	33%
(-) OPEX	-5,422	-6,605	1,184	22%
(-) Other provisions & Taxation	-1,387	-1,227	-160	-12%
= NET INCOME reported	**3,679**	**3,615**	-64	-2%



Superior NIM: +25bps YoY; **Swap Adj. NIM**: **+9bps** YoY

Sustained robust fee base despite the regulatory pressures

Outstanding collection performance

Proactive risk assessment

Regulatory charges

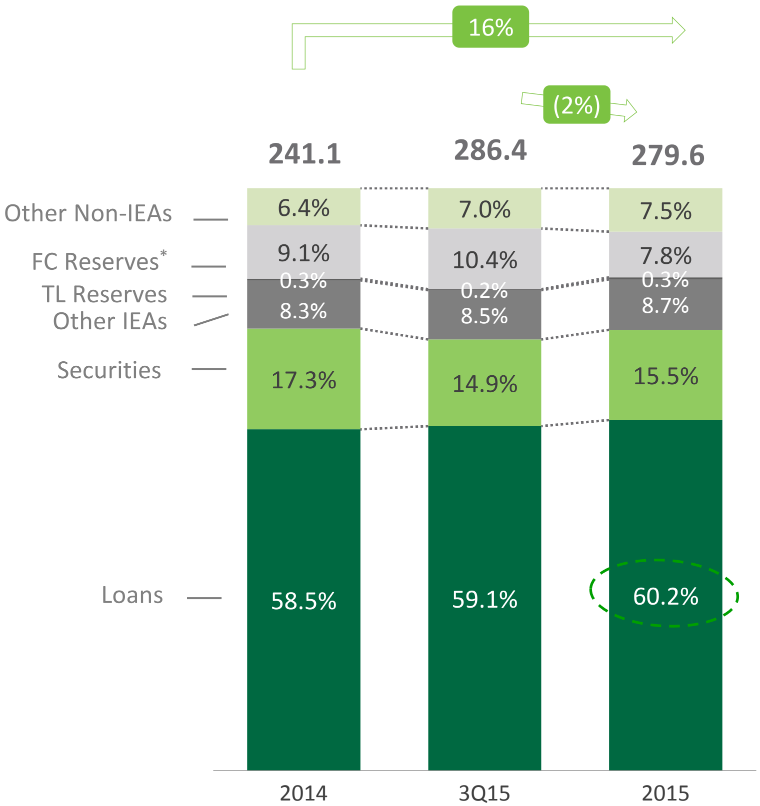
2015 ROAE* **14.5%**

2015 ROAA* **1.6%**

* Excludes fee rebates, regulatory effects on general provisions, income on NPL sales, administrative & tax fines and free provisions

Modest asset growth while increasing the weight of sustainable revenue generators

Composition of Assets[1] (%, TL billion)



	2014	3Q15	2015
TL (% in total)	55%	50%	53%
FC (% in total)	45%	50%	47%

Growth

- **Asset growth** remained **lending driven** throughout 2015 with **opportunistic additions to securities portfolio**

	1Q15	2Q15	3Q15	4Q15	2015
Assets	+5%	+2%	+11%	(2%)	+16%
Currency adjusted[3]	0%	1%	4%	0%	5%
Loans[2]	+8%	+4%	+8%	(1%)	+19%
Currency adjusted[3]	3%	3%	3%	1%	9%
Securities	(4%)	+4%	+1%	+4%	+4%
Currency adjusted[3]	(7%)	3%	(3%)	5%	(3%)

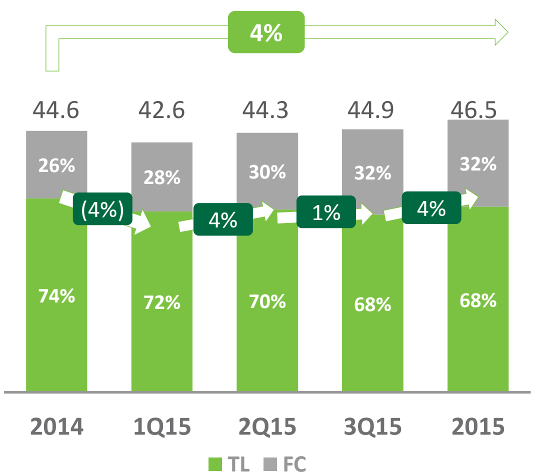
IEA/Assets:
85%

Loans[1,2]/Assets:
60%

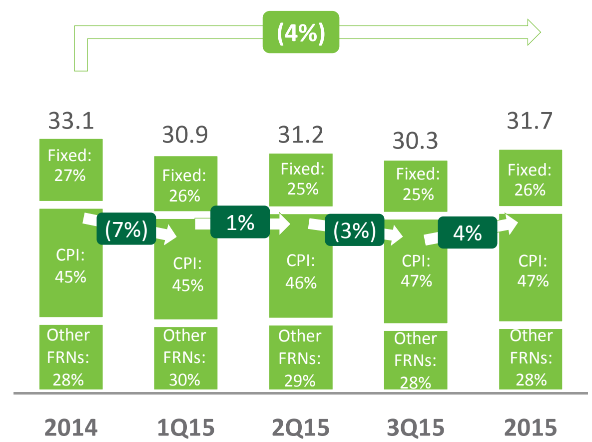
1 Accrued interest on B/S items are shown in non-IEAs
2 Performing cash loans
3 Currency adj. growth is calculated with 2014 YE USD/TL exchange rate of 2.305.
* CBRT started remunerating TL reserves in 1Q 15 & FC reserves in 2Q15. However, the rate introduced on FC reserves is quite symbolic, generating non-material income as opposed to its large share in the asset mix. Therefore, FC reserves considered as non-IEAs also for 2015

Securities portfolio continued to help ride out the volatility

Total Securities (TL billion)



TL Securities (TL billion)

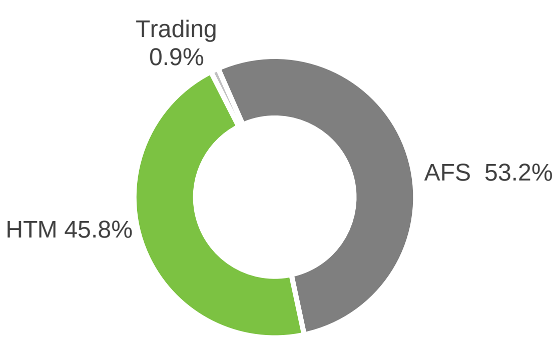


Securities[1]/Assets:
~15%
hovering around its lowest level

FRN heavy securities portfolio

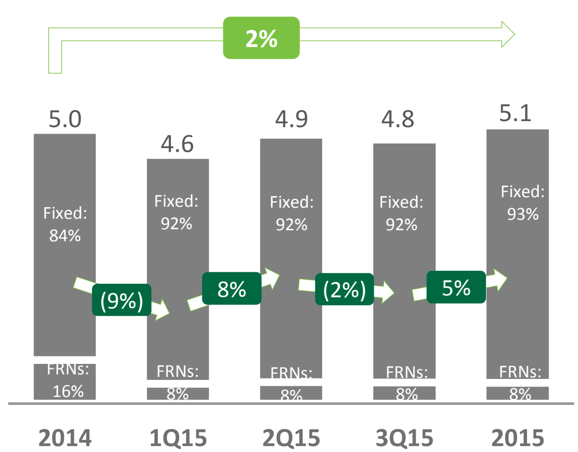
FRN weight in Total: 57% TL: 74%

Total Securities Composition



Unrealized MtM loss (pre-tax) ~TL 403mn as of YE15 vs. ~TL 1.0 bn loss in 9M15 and TL79mn gain at YE14

FC Securities (US$ billion)



In 2015;

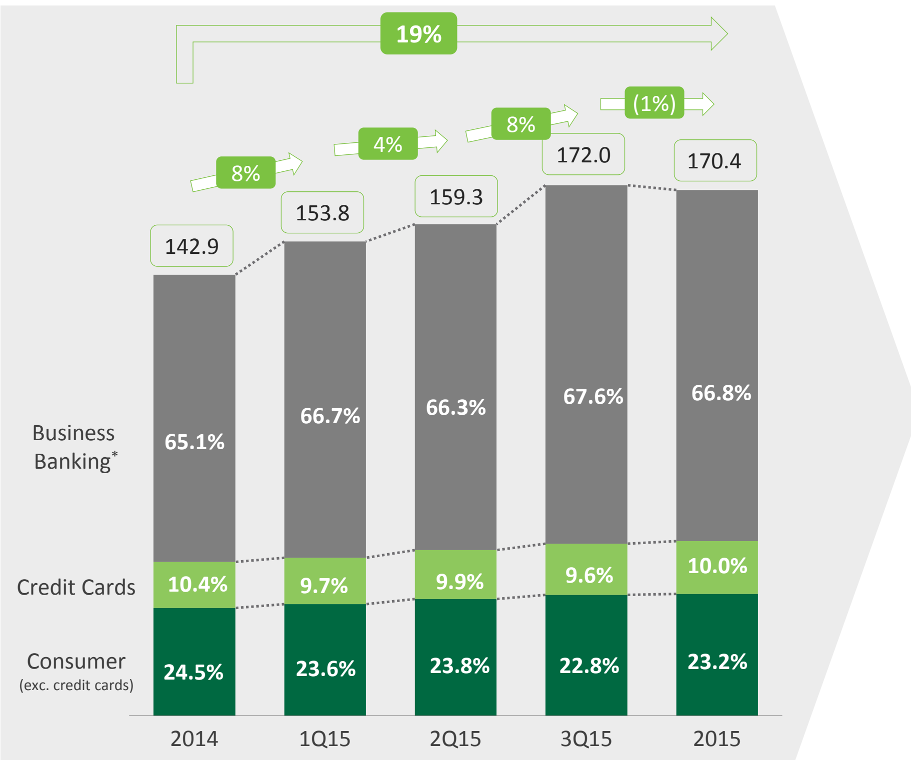
- TL securities -- **redemptions** mostly **replaced with** new additions to **CPI linkers** to strengthen hedge position against volatility

- FC securities -- **Eurobond additions** at attractive rates

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

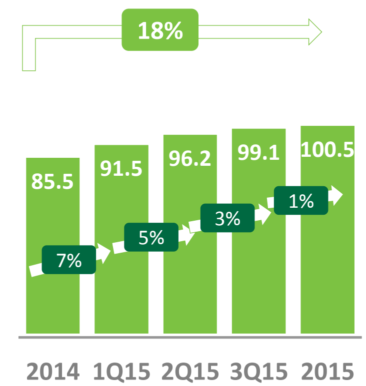
Selective lending growth with primary focus on profitability

Total Loans[1] Breakdown (TL billion)



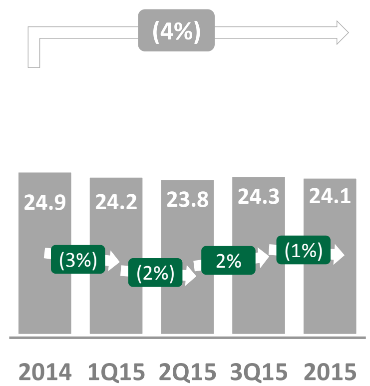
	2014	1Q15	2Q15	3Q15	2015
TL (% in total)	60%	60%	60%	58%	59%
FC (% in total)	40%	40%	40%	42%	41%
US$/TL	2.305	2.575	2.655	3.005	2.908

TL Loans[1] (TL billion)



- **Relatively lower growth in 2H vs. 1H is due to front loaded demand** in large ticket consumer loans and business banking as currency was depreciating

FC Loans[1] (US$ billion)

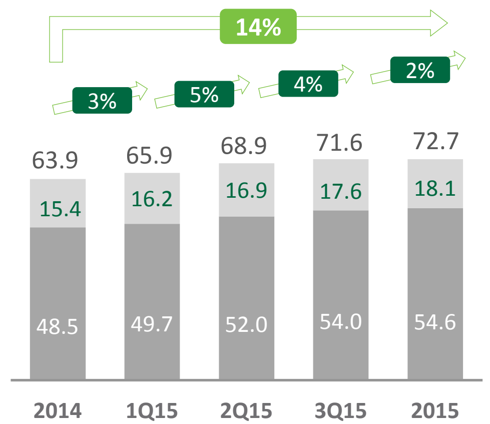


- **Stagnant FC lending** growth in 2015 due to **prevailing volatility and uncertainties**.

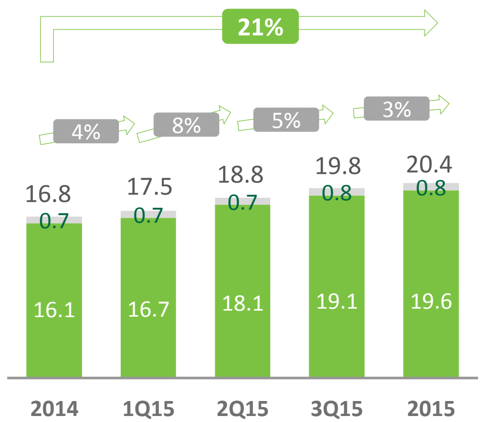
1 Performing cash loans
* Business banking loans represent total loans excluding credit cards and consumer loans

Healthy market share gains in key lucrative products

Retail Loans[1] (TL billion)



Mortgage (TL billion)



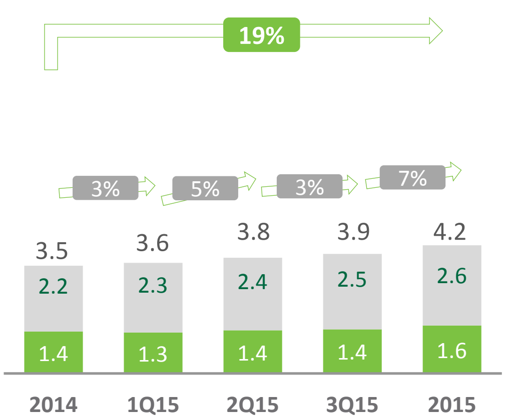
Consumer Loans   Commercial Instalment Loans

Market Shares

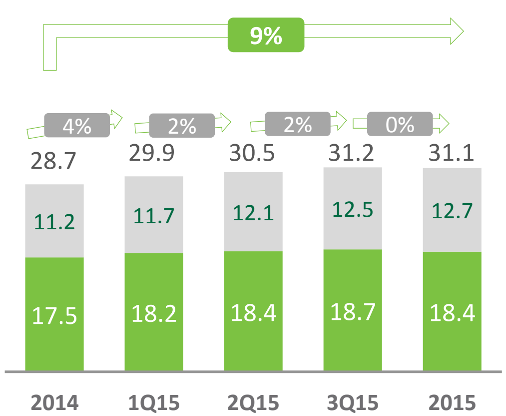
…strengthened leading positions while refraining from pricing competition…

	Dec'15	QoQ	YoY	Rank
Consumer Loans	14.3%	+8bps	+48bps	#1
Cons. Mortgage	14.3%	+16bps	+60bps	#1
Cons. Auto	27.0%	+180bps	+510bps	#1
Corporate CCs	12.4%	+42bps	+128bps	#2
# of CC customers	14.5%[3]	+11bps	+20bps	#1[3]
Issuing Vol.	19.2%[3]	+7bps	+94bps	#2[3]
Acquiring Vol.	20.6%[3]	+3bps	+77bps	#2[3]

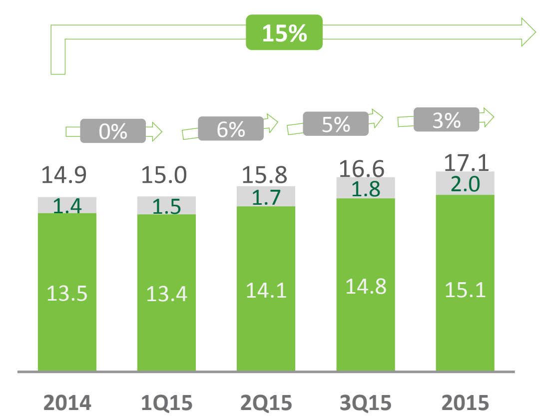
Auto Loans (TL billion)



General Purpose Loans[2] (TL billion)



Credit Card Balances (TL billion)

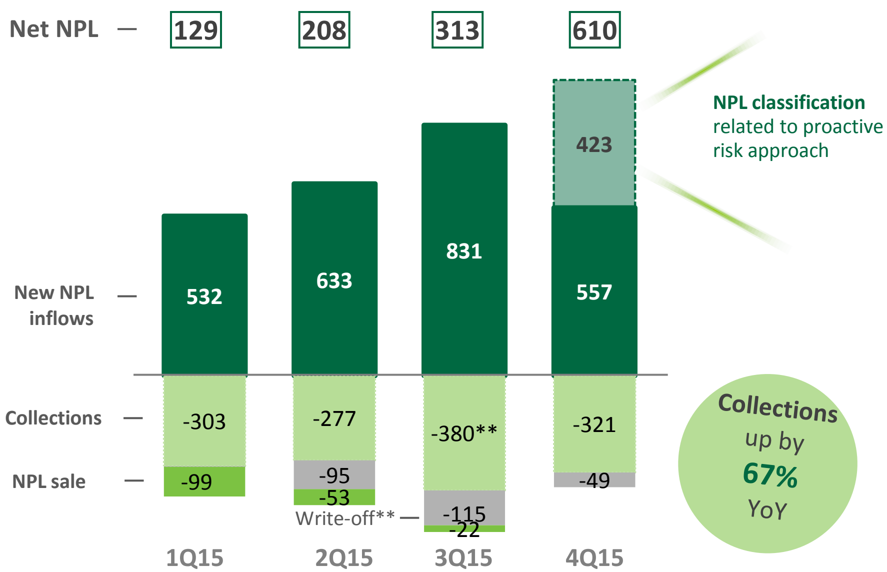


Consumer Loans   Commercial Instalment Loans

1 Including consumer, commercial instalment, overdraft accounts, credit cards and other
2 Including other loans and overdrafts
3 As of December 2015, as per Interbank Card Center data. Rankings are as of December 2015, based on monthly data
Note: (i) Sector figures used in market share calculations are based on bank-only BRSA weekly data as of December 31 ,2015, commercial banks only (ii) Rankings are as of 9M15, among private banks. unless otherwise stated

Proactive approach in risk assessment & outstanding collection performance (+67% YoY) further solidify asset quality

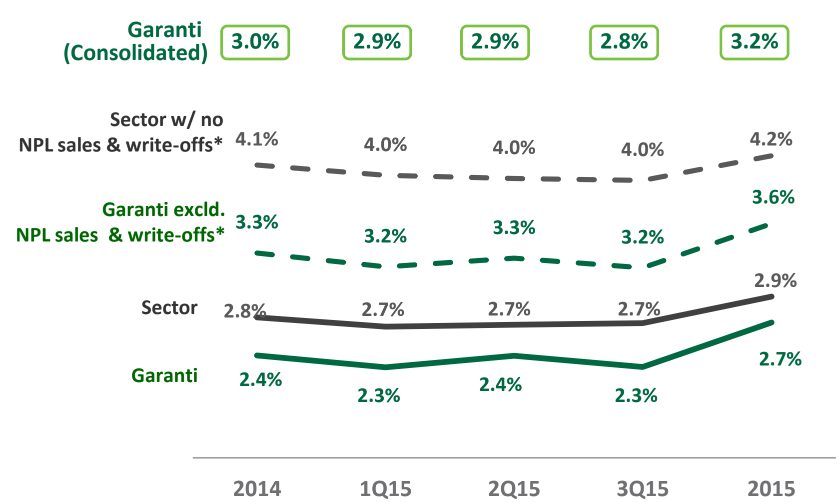
Net Quarterly NPLs (TL million)



***Includes write-off related to collection of a big-ticket commercial file*

NPL ratio[1]

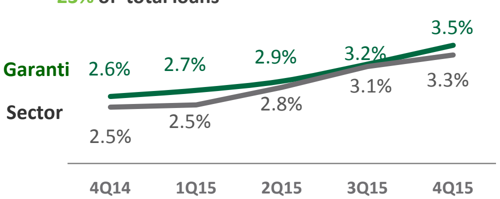
Bank-Only NPL ratio: 2.7%, in-line with bank-only 2015 OP



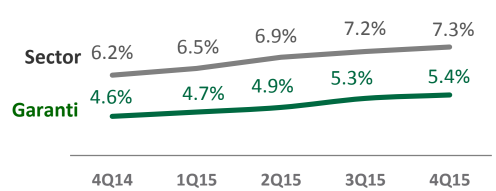
NPL Breakdown[1]

Sector NPL ratios in retail banking & credit cards veiled by heavy NPL sales

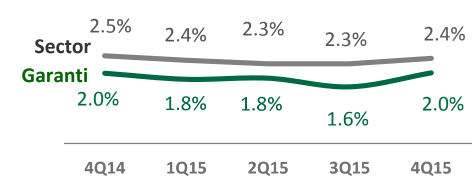
Retail Banking (Consumer & SME Personal)
23% of total loans



Credit Cards
10% of total loans



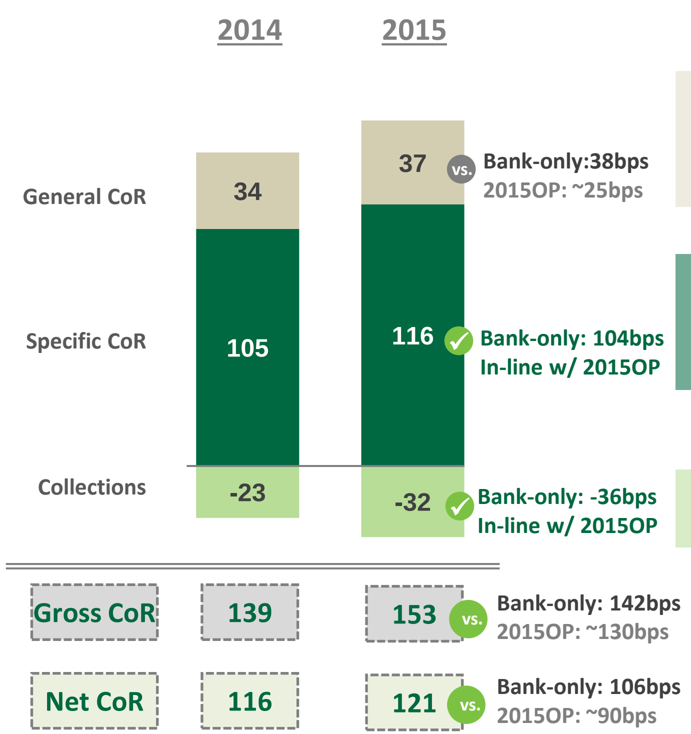
Business Banking (Including SME Business)
67% of total loans



1 NPL ratio and NPL categorization for Garanti and sector figures are per BRSA bank-only data for fair comparison (Sector figures are as of 31 December 2015)
Source: BRSA, TBA ,CBT, TurkStat *Adjusted with write-offs since 2008
**In 3Q15 a big ticket commercial NPL amounting to TL176mn has been partially collected (Collection: TL76mn; Write-off: TL100mn)

Comfortable provisioning level proactively bolstered in 4Q

Components of Cost of Risk (bps)

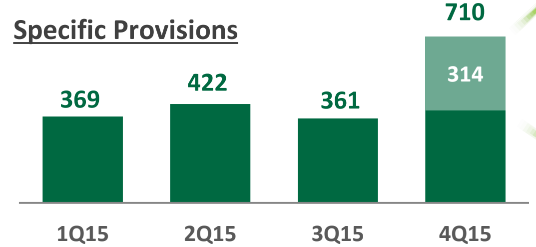


High level of general CoR due to currency depreciation & stronger than expected originations

Additional provisions in 4Q as a result of the proactive risk approach lifted Specific CoR to 2015OP level

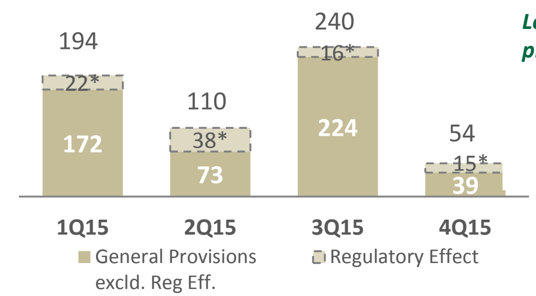
Robust collection performance

Quarterly Provisions (TL million)



Impact of additional provisions (post-tax TL250 mn) ***partially covered by TL120mn free provision release***

Specific Coverage Ratio: 76%;
on a bank-only basis: **81%** vs. sector's 75%[1]

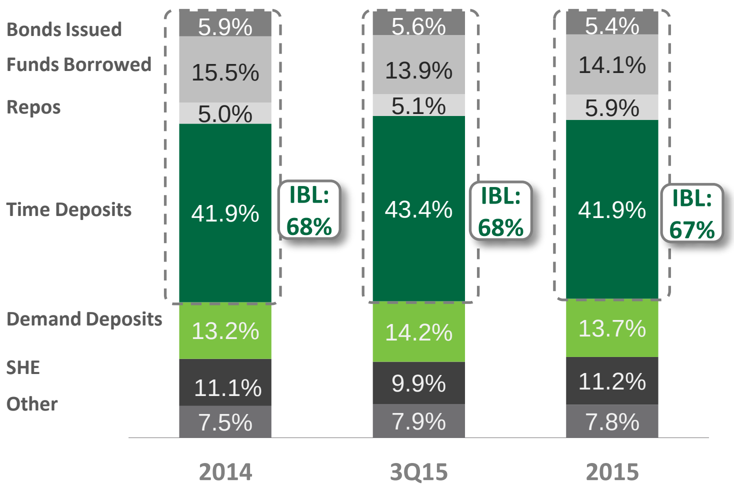


Lower general provisions in 4Q
- *More moderate currency depreciation*
- *Lower originations*

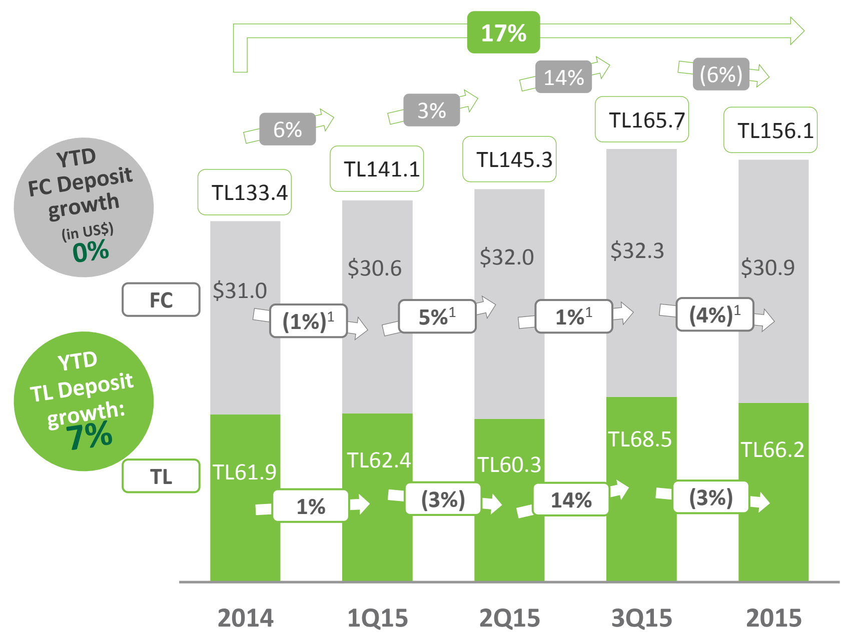
1 Commercial banks only, based on BRSA weekly data as of December 31, 2015
*Effect of additional general provision requirement. From 1Q15 onwards, provision reversals from SME & export loans started to be realized. Positive impact partially offset regulatory charges. Regulatory charges: 1Q15: TL73mn; 2Q15: TL90mn; 3Q15: TL68mn; 4Q15: TL67mn Provision reversals: 1Q15: TL51mn; 2Q15: TL52mn; 3Q15: TL52mn; 4Q15: TL52mn

Deposit remains the major funding source while its growth is actively managed with profitability mindset

Composition of Liabilities



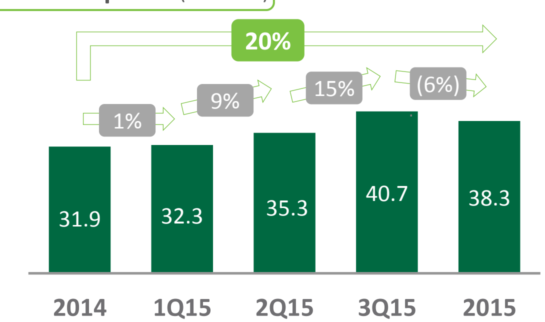
Total Deposits (TL, US$ billion)



- **Demand deposits constitue 25% of total deposits**
  - Bank-only >22% vs. 18% in the sector[3]

- **Refraining from pricing competition** in TL & FC deposits led to deposit shrinkage
  - Sustained focus on sticky & low-cost mass deposits: Share of **SME & Retail deposits** in TL deposits: 79%[2]
  - Opportunistic utilization of other funding sources

Demand Deposits (TL billion)

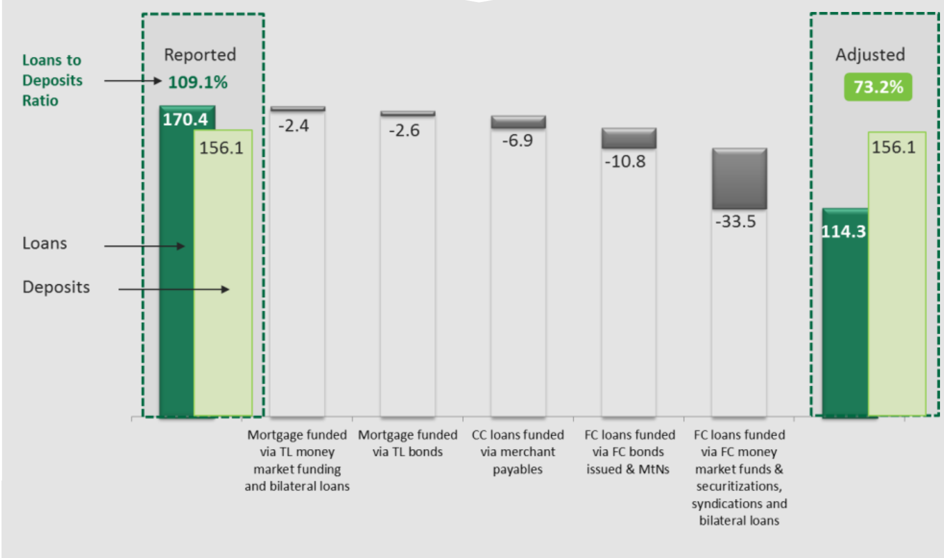


1 Growth figures are based on US$ terms 2 Based on bank-only MIS data
3 Based on bank-only BRSA weekly data as of December 31, 2015 , commercial banks only

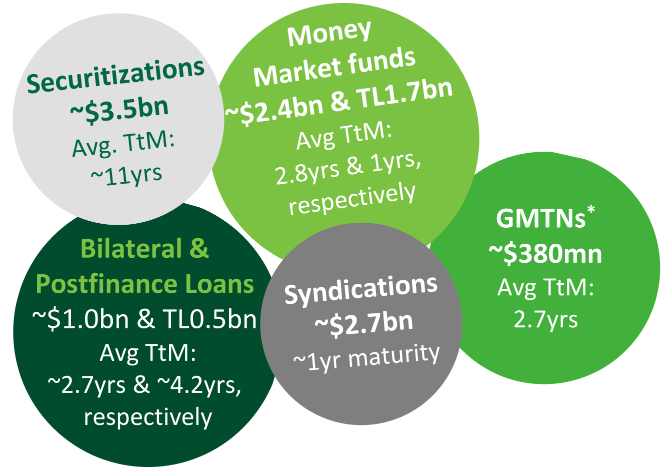
Other on balance sheet funding sources ease LDR

Adjusted LtD ratio (%,TL Billion)

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



Funds Borrowed[1]



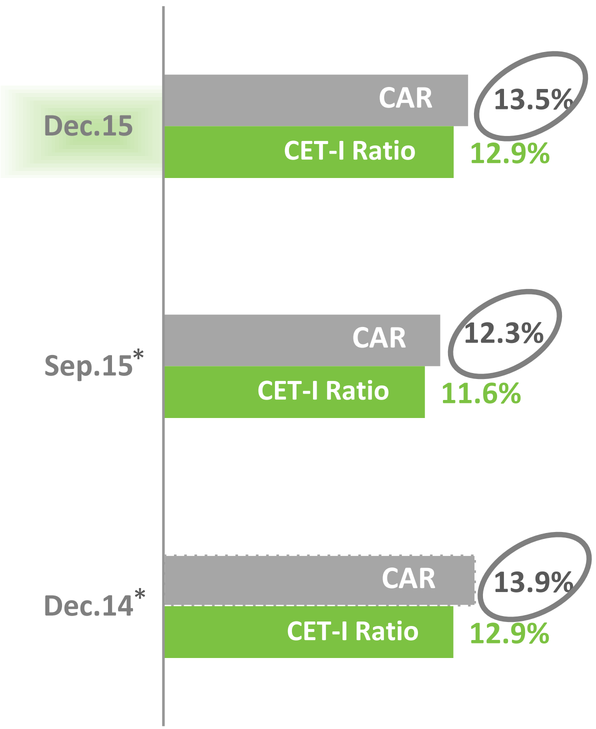
Bond Issuances[1]

- **TL Bond* issuances**: ~TL3bn, Avg TtM ~6mo.
- **TL Eurobond**: TL750mn, @7.38% , Avg TtM ~2yrs
- **FC Eurobonds**: USD3.2bn, Avg TtM ~4yrs

1Bank-only
* Only long term issuances are accounted for in the analysis --TL bonds including TL Eurobond :TL2.6bn and GMTNs ~USD285mn

Capital generative growth strategy assures sound solvency ratios

Capital adequacy ratios (in accordance with Basel III)



QoQ Impacts on CAR:
- Asset revaluation:+65bps
- MtM gains/losses: +22bps
- Currency effect: +20bps

9M Impacts on CAR:
- Dividend payment:-29bps
- MtM losses: -37 bps
- Currency depreciation: -155bps

Highest CET-1 ratio[2]: among peers

Leverage ~8x

> CET-1 capital share in total:
95%
Bank-only: **94%**
vs. sector's **84%**

Possible impact of recent regulations on CAR in 2016[1]

(-) Elimination of free provisions from capital: **~15bps**

(-) Increased risk weightings on FC reserves **~70bps**

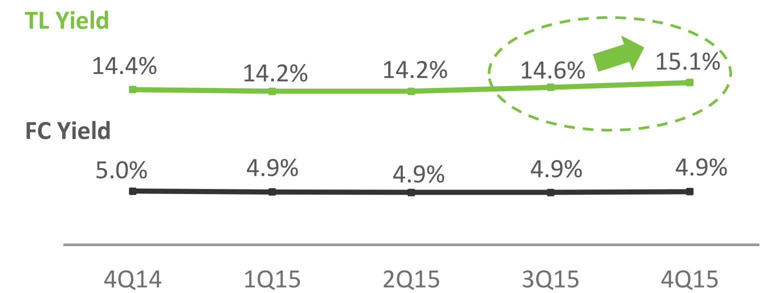
(+) Lower risk weightings on unsecured consumer loans: **~100-120bps**

Upside to 2016 OP

1 Regulation impacts based on current bank-only balance sheet position
2 Based on bank's September 2015 financials
* CAR & CET1 Ratios do not reflect the effect of restatements to financials done at YE-15

Rise in lending yields accelerated in 4Q, negating deposit cost pressure

Loan Yields[1] (Quarterly Averages)

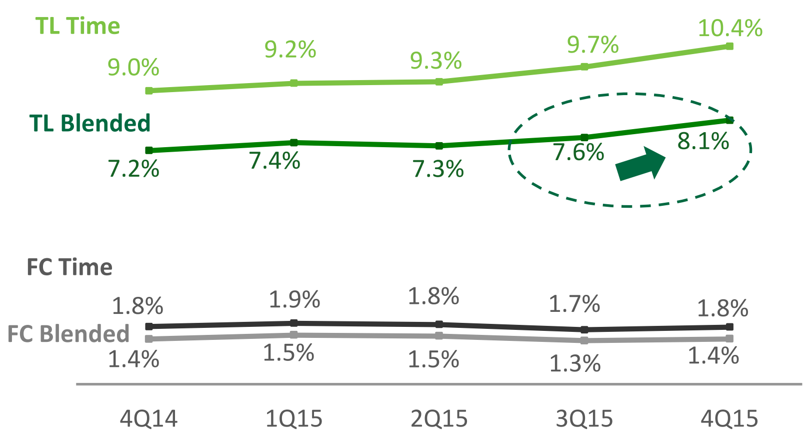


Loan yields
+33bps in 4Q
vs.**+15bps** in 3Q

> **Loan yields go up & at an accelerated pace** as loan re-pricings (+350-400bps) throughout the year become more visible

Loan-to- Time Deposit spread:
Flattish QoQ

Deposit Costs[1] (Quarterly Averages)



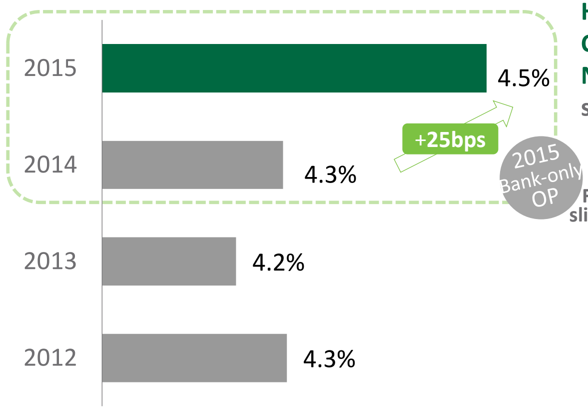
Time Deposits
+31bps in 4Q
vs. Flattish in 3Q

> **High level of funding costs at 3Q-end affecting 4Q average**

1 Based on bank-only MIS data and calculated using daily averages

Superior NIM performance in another challenging and highly competitive environment

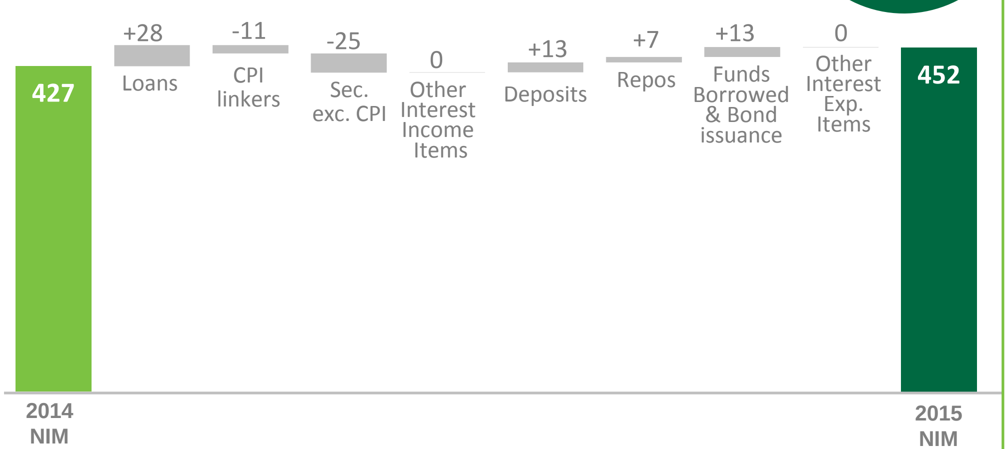
Cumulative NIM



Highest Cumulative NIM expansion since 2012

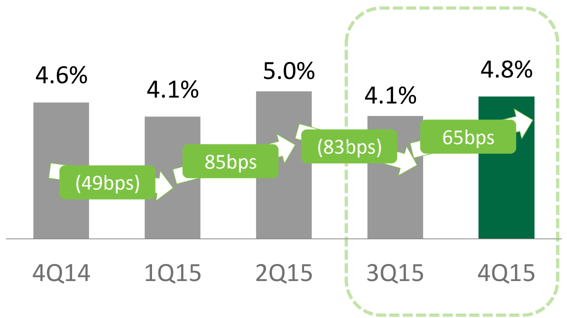
Swap Adj. Cum NIM +9bps

2015 vs. 2014 Margin Evolution (in bps)

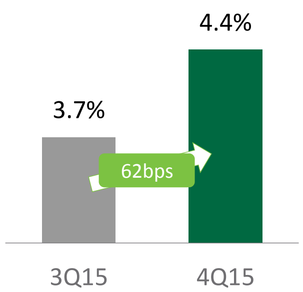


Quarterly NIM

Reported NIM
(Net Interest Income / Average IEAs)

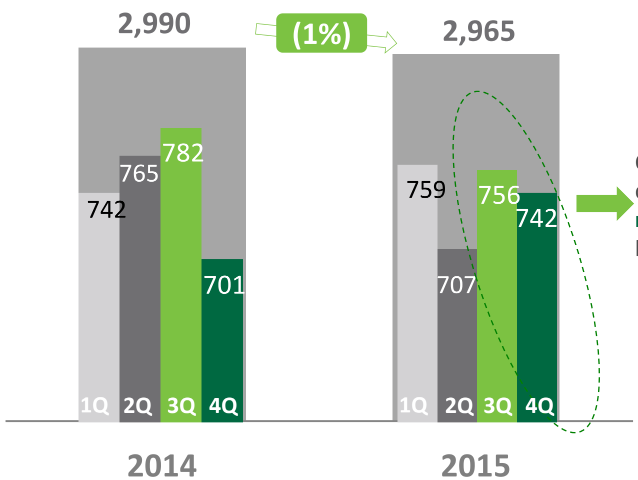


Swap Cost Adjusted NIM
NII Adj. with swap costs / Average IEAs



Sustained strong net fees and commissions base despite the regulatory pressures

Net Fees & Commissions[1] (TL Million)



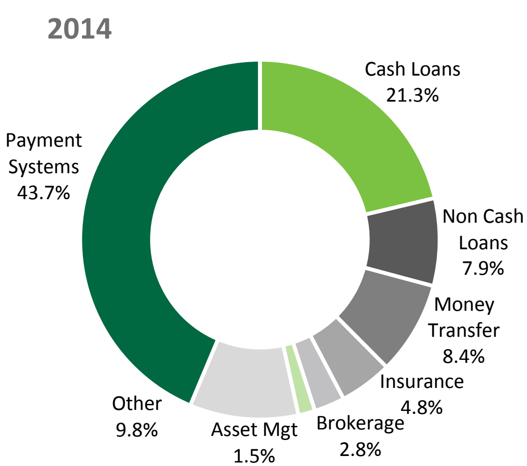
QoQ decrease in fees due to **timing of account maintenance fees** that hit 1Q&3Q

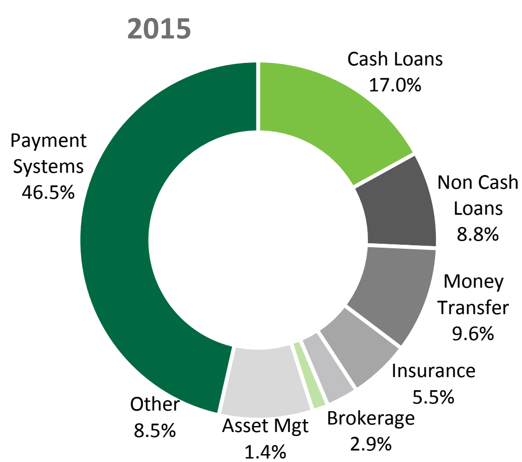
Emphasis placed on diversified fee areas

Fighting regulatory pressures

	Growth[1] (y-o-y)
+ Insurance	16%
+ Money transfer	15%
+ Non-cash Loans	12%
+ Merchant Fees	18%

Net Fees & Commissions Breakdown[1] (%)





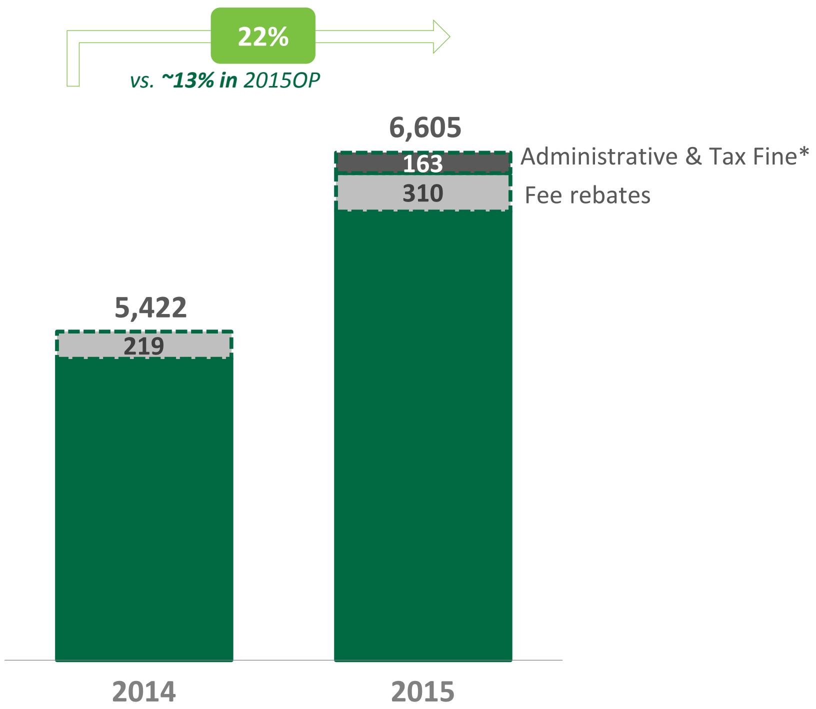
Effective utilization of digital channels

- In non-cash Financial Transactions,
  Online Banking share: 51%
  Mobile Banking share: 29%
  ATM share: 11%
- **Banking Service fees driven via digital channels make up ~37%** & is on an increasing trend
- **Mobile Banking active customers** exceeded **2.5 million**

1 Net Fees and Commissions breakdown» is based on bank-only MIS data

Regulatory charges and currency depreciation weighed on OPEX

Operating Expenses (TL million)



Higher than expected OPEX mainly due to;

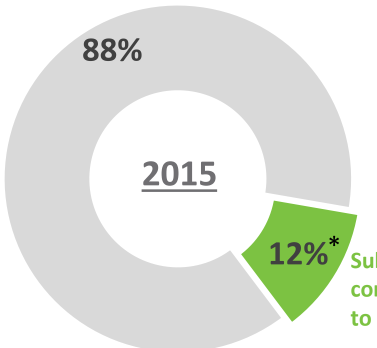
- **Fee rebates**
  More than doubled budgeted amount, in line with the sector trend
  3% impact
- **Higher than expected TL depreciation against US$**
  25% depreciation on average vs. 5% in 2015OP
  2% impact
- **Administrative & Tax Fines**
  TL 163mn vs. TL75mn in 2015OP
  2% impact
- **Higher than budgeted increase in # of employees**
  +656 YoY vs +250 in OP
  2% impact

OPEX[1]/Avg. Assets:
2.3%
Flat vs. 2014

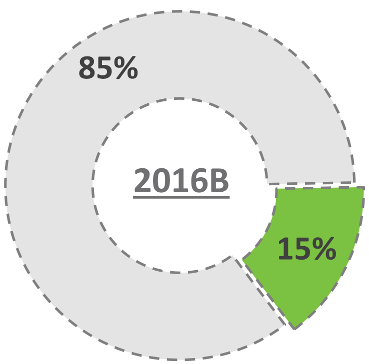
*Administrative fine: TL83mn; Founder Share tax penalty: TL80.5mn
1 Excluding fee rebates and fines

Subsidiaries' contribution remains strong and is on an increasing trend

Consolidated Net Income



Subsidiaries' contribution to Group Net Income



Main Contributors

GarantiBank International N.V.

Net Income Contribution 1.0%* (excl. provisioning* NI contribution: ~5%)

> **15th largest** bank in the Netherlands

> Signed €234mn syndicated loan @ 3M Libor+65bps
-- *25bps lower vs. prior year's facility*
Soon after the syndication close, **GBI's LT deposit rating** was **upgraded by 2 notches** to A3 by Moody's

Garanti Pension Company

Net Income Contribution 5.4%

> **Most profitable pension company** for six consecutive years

> ROAE: **19.8%**

Garanti Leasing

Net Income Contribution 3.1%

> **Substantial market share gains in business volume** (+16bps YoY as of September'15; ranks #2) backed by new product offerings

> ROAE: **14.5%**

GarantiBank Romania

Net Income Contribution 1.6%

> **11th largest bank**[1] in Romania by asset size

> ROAE: **8.5%**

* Contribution was suppressed since 2Q due to proactive risk approach
1 As of September 2015

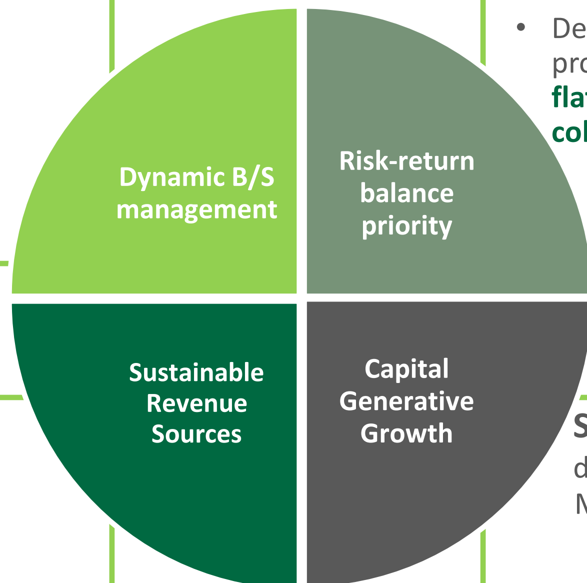
Result: Solid business model assures recurring strong results

Outstanding NIM performance in a challenging year

- Lending growth without sacrificing loan yields
- Actively managed funding mix
- CPI linkers continued to serve as hedge

Proactive risk approach

- Despite proactively increased provisions, **Net Specific CoR remained flattish vs. 2014 backed by robust collections**



Highest fee base among peers with ~14% market share[1]

Preserved strong fee base in 2015 despite regulatory pressures

- **Diversified fee base** assures sustainable fee income generation

Sustained sound solvency ratios despite currency depreciation & MtM losses

- **CET-1 constitutes 95% of capital**, highest among peers[1]
- Upside risk on 2016B CAR post recent regulation on consumer loan risk weightings

1 As of September 2015, Sector figures are per BRSA bank-only monthly data, commercial banks only

Appendix

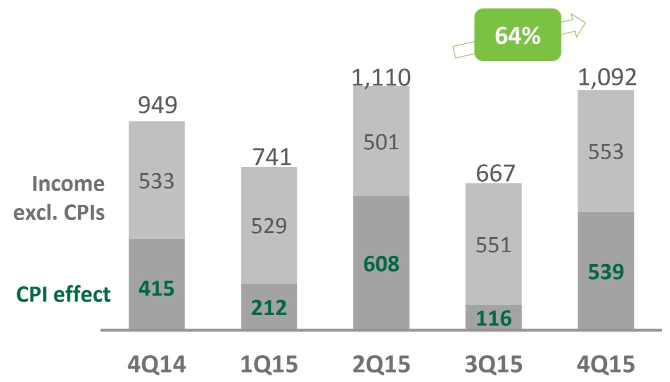
Preserved high contribution from subsidiaries

	Sector Positioning	Asset Contribution	Net Income Contribution	ROAE* (Cum.)	P/L Highlights
GarantiBank International N.V.	> 15th largest bank in the Netherlands > Provides customer-centric transaction banking services in trade & commodity finance, private banking and structured finance > Well-capitalized with 19.04% CAR (Local) > Sound asset quality with 3.8% NPL ratio (Local) > Comfortable level of LtD ratio: 82.2% (Local)	5.7%	1.0% ~5% excluding additional provisions	2.2% ~12% excluding additional provisions	> Proactively bolstered LLP > Core activity supported by trading gains through sale of securities > Increased MTM losses due to market conditions
Garanti Pension Company	> Most profitable company for six consecutive years > #3 in pension fund size (TL7.4bn) with 15.6% market share > Received corporate governance score of 9.18 for its compliance with Capital Markets Board Corporate Governance Principles	0.5%****	5.4%	19.8%	> Increasing technical income from pension business > Superior financial income backed by favorable market conditions
GarantiBank Romania	> Full-fledged banking operations since May 2010 > 11th bank in Romania** by asset size -- aims to be among Top 10 > 98% geographic coverage w/84 branches & 304 ATMs > Well-capitalized with 13,5% CAR (Local as of Nov 30, 2015) > NPL Ratio (Local):10.2% vs. sector's 11.6% (as of Nov 30, 2015***)	2.6%	1.6%	8.5%	> Better-than-expected NII due to better margins > Gain on NPL sales supporting bottom-line > OPEX savings > Higher loan loss provisions due to prudency
Garanti Leasing	> US$599mn Business Volume as of 30.09.2015. > Ranks #2, +16bps YoY mrkt share gains in business vol. as of 3Q15	1.8%	3.1%	14.5%	> Strong balance-sheet management supporting bottom line
Garanti Factoring	> Named as the world's "Best Export Factoring Company" in 2015 > TL17.3bn factoring volume as of 31.12.2015 > Ranks #2 with 14.9% market share** > #1 in the market with 11.8% market share in factoring receivables (17.4% YoY growth; +14bps YoY market share gains) **	1.1%	0.7%	16.6%	>Better-than-expected margins backed by swap utilization
GarantiBank Moscow	> Established in 1996, active in corporate & commercial banking > Serves Russian firms from various sectors, major Turkish comp. as well as Spanish companies active in the Russian market > Well-capitalized with 34.6% CAR (Local) > NPL Ratio : 20.4%	0.2%	-0.2%	-7.0%	> Higher-than- expected funding cost, significant devaluation of RUB, higher loan loss provisions & decreasing volumes due to unfavorable macro conditions arising from geo-political issues
Garanti Securities	> Strong presence in capital markets with 7.0% brokerage market share	0.0%	0.2%	8.4%	> Slightly better gross income than costs
Garanti Asset Management	> Turkey's first asset management company with TL11.8bn of AUM	0.0%	0.2%	22.8%	> Lower-than-expected commission income

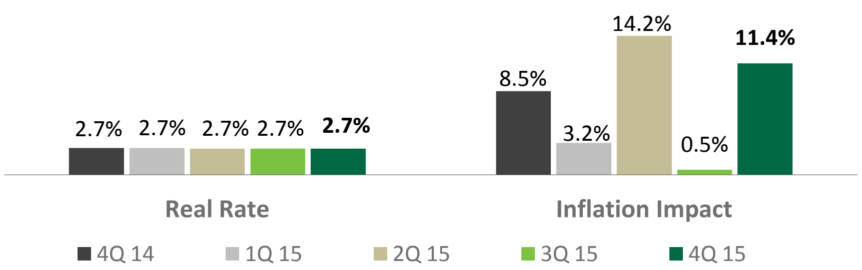
* Calculated as average of quarter-end equities ** As of September 30, 2015. *** Garanti Romania NPL ratio is per bank-only data for fair comparison with sector
**** Starting from December'15, Garanti Pension has netted-off "Client Money" (term is used to describe a variety of arrangements in which the reporting entity holds funds on behalf of clients) both from assets and liabilities. Garanti Pension's asset contribution is affected by the accounting policy change.
Note: Garanti Romania figures are consolidated with other Romanian businesses and Garanti Securities figures are consolidated with Garanti Yatırım Ortaklığı A.Ş.

Yields on securities portfolio

Interest Income on Total Securities (TL million)

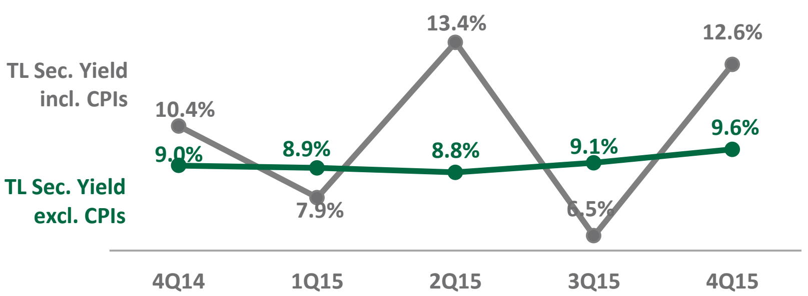


Drivers of the Yields* on CPI Linkers (% average per annum)

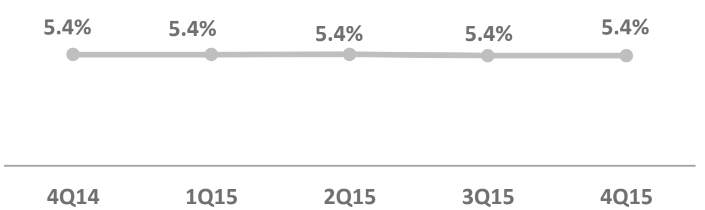


Yields on Securities

TL Securities*



FC Securities*



* Based on bank-only MIS data

Quarterly and Annual Summary Income Statement

TL Million	2014	1Q15	2Q15	3Q15	4Q15	2015
Net Interest Income	8,371	2,165	2,744	2,429	2,920	10,258
- Income on CPI linkers	*1,722*	*212*	*608*	*116*	*539*	*1,475*
- Other	*6,649*	*1,953*	*2,136*	*2,313*	*2,381*	*8,783*
Swap cost	-435	-123	-251	-234	-265	-874
Net fees and comm.	2,990	759	707	756	742	2,965
Specific & General Prov.	-1,889	-563	-532	-601	-764	-2,460
- Specific prov	*-1,428*	*-369*	*-422*	*-361*	*-710*	*-1,862*
- General prov	*-461*	*-194*	*-110*	*-240*	*-54*	*-598*
+Regulatory Impact	*-163*	*-22*	*-38*	*-16*	*-15*	*-91*
+Other	*-298*	*-172*	*-73*	*-224*	*-39*	*-507*
Trading & FX gains	374	129	8	-40	-54	43
Dividend income	2	0	5	0	0	5
Other income	1,074	493	286	309	421	1,510
-Collections	*341*	*212*	*124*	*125*	*75*	*536*
-Free Provision Reversal	*0*	*0*	*0*	*0*	*85*	*85*
-Provision reversal post tangible asset revaluation	*0*	*0*	*0*	*0*	*47*	*47*
-Revaluation surplus on investment property	*38*	*0*	*0*	*0*	*33*	*33*
-NPL sale	*49*	*17*	*6*	*4*	*0*	*27*
-Provision reversal rel.to founder share tax penalty	*0*	*81*	*0*	*0*	*0*	*81*
-Other	*646*	*183*	*157*	*181*	*181*	*702*
OPEX	-5,422	-1,630	-1,501	-1,703	-1,771	-6,605
-Impairment Losses on Tangible Assets	*0*	*0*	*0*	*0*	*-56*	*-56*
-Fee Rebates	*-219*	*-118*	*-66*	*-71*	*-55*	*-310*
-Tax fines	*0*	*-81*	*0*	*-83*	*0*	*-163*
-Other	*-5,203*	*-1,432*	*-1,435*	*-1,549*	*-1,661*	*-6,077*
Other Provision & Taxes	-1,387	-345	-333	-275	-273	-1,227
-Other provisions	*-296*	*-69*	*-29*	*-34*	*-50*	*-182*
+Free provision reversal	*0*	*0*	*0*	*0*	*35*	*35*
+Free provision	*-105*	*-35*	*0*	*0*	*-12*	*-47*
+Other	*-191*	*-34*	*-29*	*-34*	*-73*	*-170*
-Tax	*-1,091*	*-276*	*-304*	*-241*	*-223*	*-1,044*
NET INCOME	**3,679**	**885**	**1,134**	**640**	**957**	**3,615**

Note : 2013YE, 2014YE & 2015 Quarterly financials are restated to reflect the changes in accounting principles explained in Footnote 3.24 of the BRSA Cons. Report

Summary Balance Sheet

(TL million)	**Dec-13**	**Dec-14**	**Mar-15**	**Jun-15**	**Sep-15**	**Dec-15**
Cash &Banks[1]	17,056	17,900	19,887	17,249	27,334	20,387
Reserve Requirements	18,911	20,266	19,844	20,073	21,967	21,286
Securities	39,076	44,617	42,616	44,287	44,861	46,495
Performing Loans	127,964	142,937	153,791	159,338	172,028	170,408
Fixed Assets & Subsidiaries	2,093	2,236	2,206	2,228	2,269	4,126
Deferred Tax	227	476	597	363	386	464
Other	11,973	12,626	14,414	14,947	17,514	16,481
TOTAL ASSETS	**217,300**	**241,058**	**253,356**	**258,485**	**286,359**	**279,647**
Deposits	119,209	133,426	141,090	145,312	165,659	156,134
Repos & Interbank	16,008	12,021	13,212	13,146	14,611	16,568
Bonds Issued	10,791	14,438	14,598	14,985	16,295	15,512
Funds Borrowed[2]	34,133	37,929	37,530	38,467	40,005	39,520
Other	14,092	16,582	19,535	18,814	21,477	20,710
+Miscellaneous Payables	*5,745*	*6,902*	*7,025*	*7,760*	*8,291*	*8,580*
+Other Provisions	*697*	*864*	*826*	*819*	*838*	*745*
+Other	*7,650*	*8,817*	*11,685*	*10,235*	*12,347*	*11,385*
SHE	23,067	26,661	27,391	27,761	28,313	31,204
+Hedging reserves	*-187*	*-187*	*-174*	*-197*	*-268*	*-218*
+Extraordinary reserves	*13,274*	*16,163*	*16,177*	*19,170*	*19,171*	*19,168*
+Current Profit Net Profit/Loss	*3,366*	*3,647*	*876*	*2,002*	*2,633*	*3,581*
+Other	*6,614*	*7,037*	*10,511*	*6,786*	*6,777*	*8,673*
TOTAL LIABILITIES & SHE	**217,300**	**241,058**	**253,356**	**258,485**	**286,359**	**279,647**

1 Includes banks, interbank, other financial institutions
2 Includes funds borrowed & sub-debt
Note : 2013YE, 2014YE & 2015 Quarterly financials are restated to reflect the changes in accounting principles explained in Footnote 3.24 of the BRSA Cons. Report

Key financial ratios

	Mar-15	Jun-15	Sep-15	Dec-15
Profitability ratios				
ROAE (Cumulative)	14.8%	15.8%	13.4%	12.8%
Comparable ROAE[1]	15.3%	16.7%	14.9%	14.5%
ROAA (Cumulative)	1.6%	1.7%	1.4%	1.4%
Comparable ROAA[1]	1.7%	1.8%	1.6%	1.6%
Cost/Income (adjusted for non-recurring items)	51.5%	49.6%	52.5%	53.5%
NIM (Quarterly)	4.1%	5.0%	4.1%	4.8%
Liquidity ratios				
Loans/Deposits	109.0%	109.7%	103.8%	109.1%
Loans/Deposits adj. with on-balance sheet alternative funding sources[2]	76.9%	75.1%	71.6%	73.2%
Asset quality ratios				
NPL Ratio	2.9%	2.9%	2.8%	3.2%
Coverage	75.0%	75.9%	74.6%	76.1%
Gross Cost of Risk (Cumulative-bps)	153	144	143	153
Solvency ratios				
CAR*	13.3%	13.0%	12.3%	13.5%
CET1 Ratio*	12.3%	12.0%	11.6%	12.9%
Leverage	8.2x	8.3x	9.1x	8.0x

1 Excludes fee rebates, regulatory effects on general provisions, income on NPL sales, administrative & tax fines and free provisions
2 Please refer to slide 12 for details
* CAR & CET1 Ratios do not reflect the effect of restatements to financials done at YE15

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Investor Relations
Levent Nispetiye Mah. Aytar Cad. No:2
Beşiktaş 34340 Istanbul – Turkey
Email: investorrelations@garanti.com.tr
Tel: +90 (212) 318 2352
Fax: +90 (212) 216 5902
Internet: www.garantiinvestorrelations.com

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