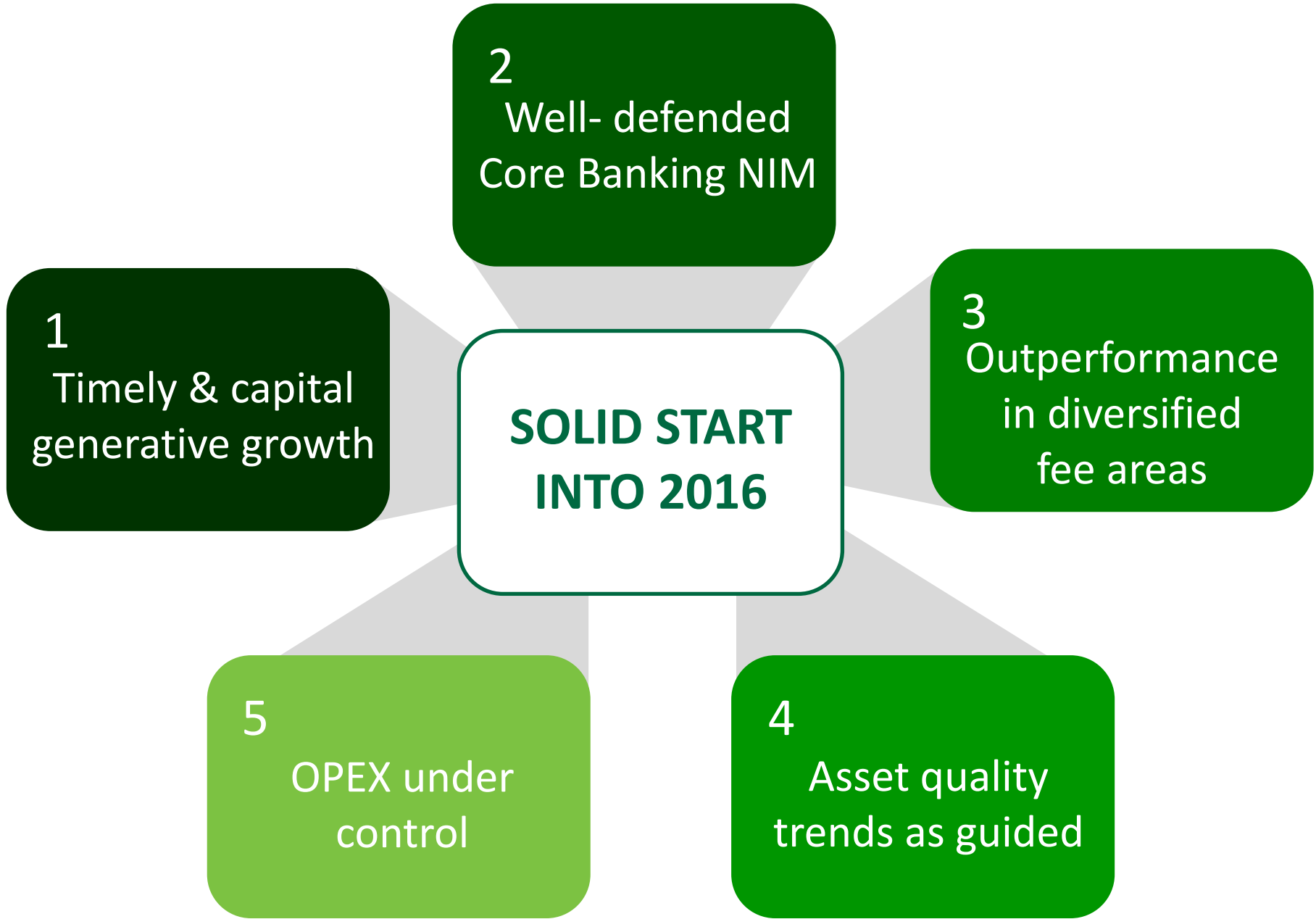


Earnings Presentation

March 31, 2016

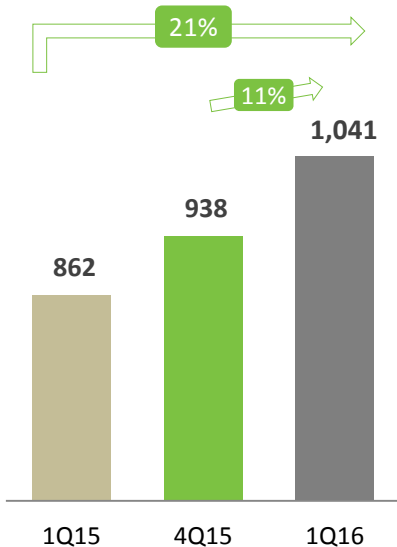
BRSA Bank-only Financials





Solid start into 2016 – Marked by core operating income growth of 33%

Net Income (TL million)



ROAE¹:
14%

ROAA¹:
1.7%

TL Million	1Q 15	4Q 15	1Q 16
(+) NII excld. inc. on CPI linkers	1,721	2,098	2,080
(+) Net Fees & Comm.	753	718	781
(-) Net Specific + General provisions excluding the effect of collateral re-assessment ²	-326	-569	-375
(-) Swap Cost	-123	-265	-266
(-) OPEX	-1,471	-1,574	-1,483
= CORE OPERATING INCOME	554	408	737
(+) Income on CPI linkers	212	539	410
(+) Net Trading & FX gains/losses	101	-87	19
(+) Income on subsidiaries	146	82	142
(+) Other income ³	142	200	64
(+) Provision reversal due to collateral re-assessment	0	0	100
(-) Extra provisions related to collateral re-assessment	0	0	-153
(-) Taxation and other provisions	-292	-204	-278
= NET INCOME	862	938	1,041

- ✓ YoY **21%** NII growth
- ✓ YoY **4%** fee growth
Adj. w/ acct. maintenance fees **12%**
- ✓ Net Specific CoR and Net Total CoR faring **in-line with budget**
- ✓ Swaps utilized opportunistically
- ✓ YoY **33%** growth

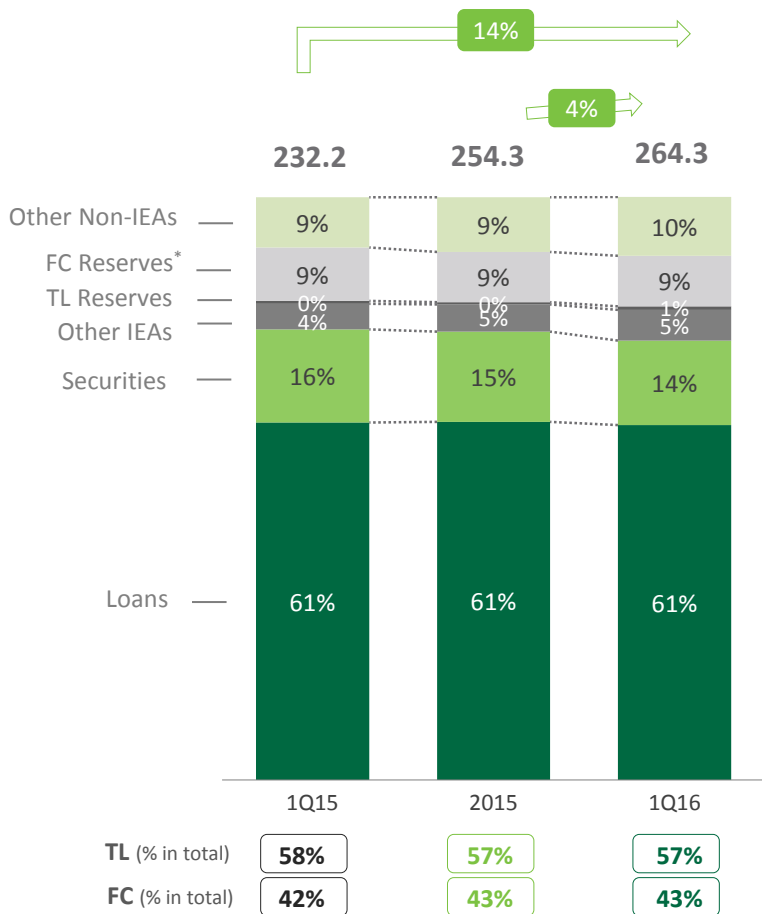
¹ Excludes non-recurring items (Income from NPL sale, fee rebates and extra specific provisions) when annualizing Net Income for the remaining quarters

² Please refer to the page 9 for details

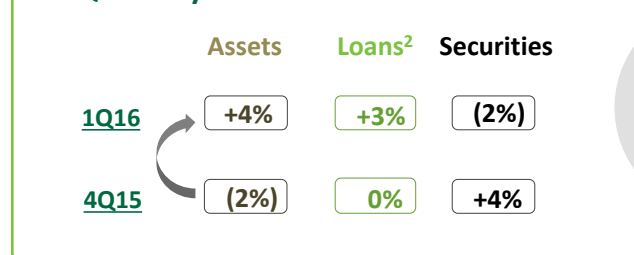
³ Please refer to the page 19 for details

Accelerated asset growth driven by lending

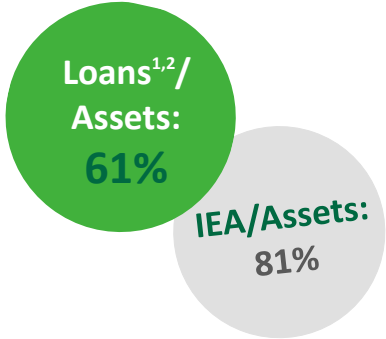
Composition of Assets¹ (% , TL billion)



Quarterly Growth



Increasingly customer driven asset mix



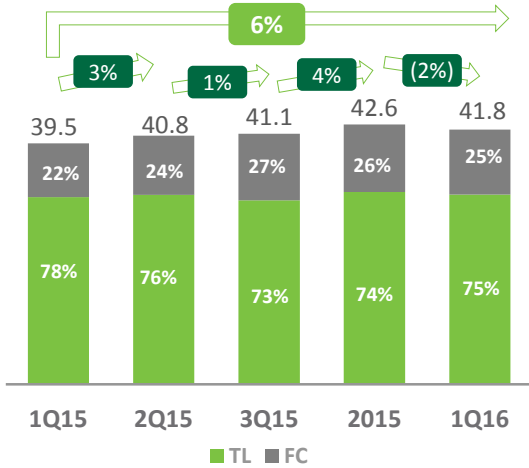
¹ Accrued interest on B/S items are shown in non-IEAs

² Performing cash loans

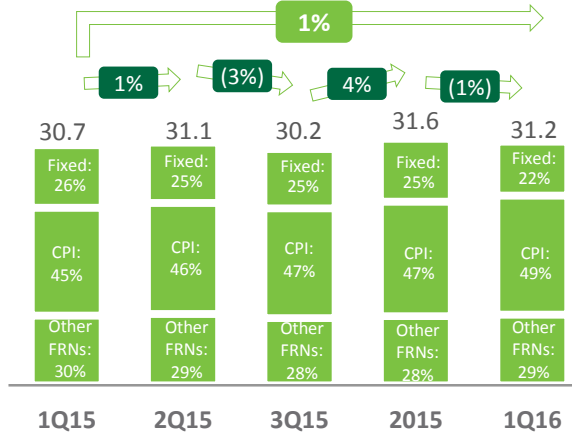
* CBRT started remunerating TL reserves in 1Q15 & FC reserves in 2Q15. However, the rate introduced on FC reserves is quite symbolic, generating non-material income as opposed to its large share in the asset mix. Therefore, FC reserves considered as non-IEAs also for 2015&1Q16

FRN heavy securities portfolio remains as hedge against volatility

Total Securities (TL billion)

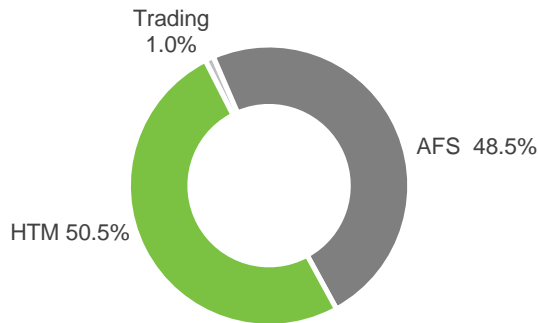


TL Securities (TL billion)

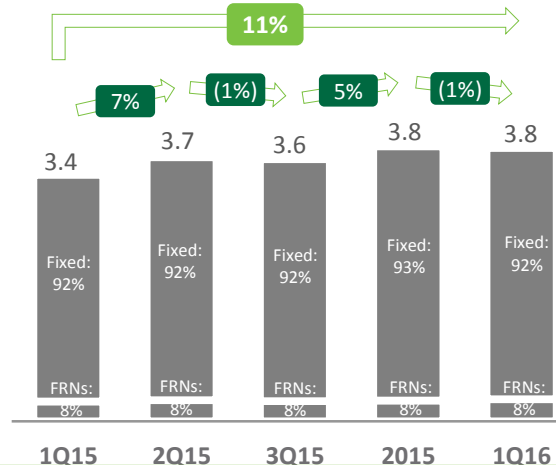


Securities¹/Assets:
14%
hovering at its lowest level

Total Securities Composition



FC Securities (US\$ billion)



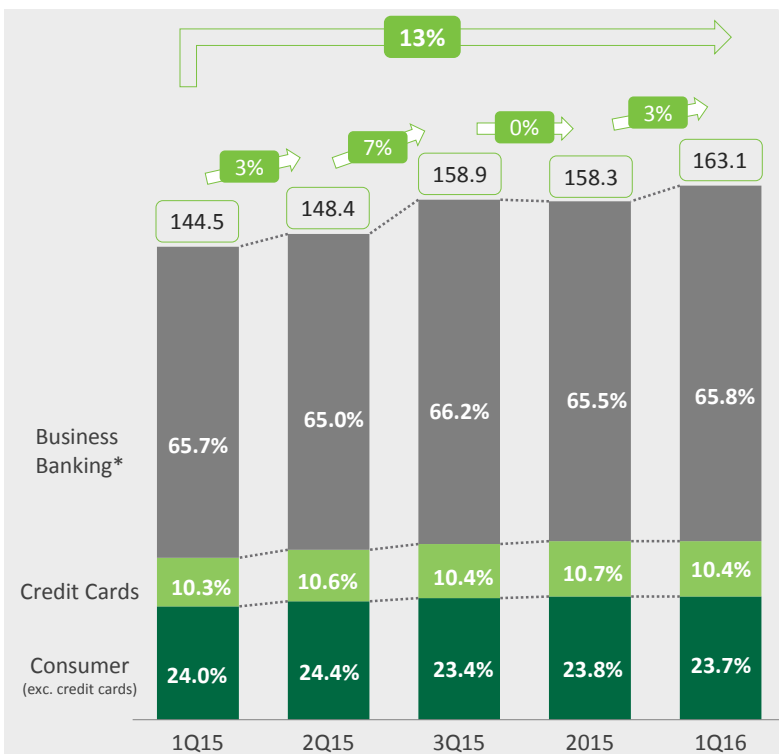
TL FRN in TL total ~78%
vs. 75% in YE15
CPI linkers/ TL Securities 49%

Unrealized MtM loss (pre-tax) ~TL 355mn
as of March-end vs. ~TL 545mn loss in YE15

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

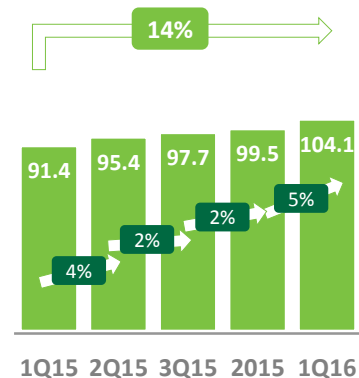
Across the board growth in lending with sustained focus on profitability

Total Loans¹ Breakdown (TL billion)



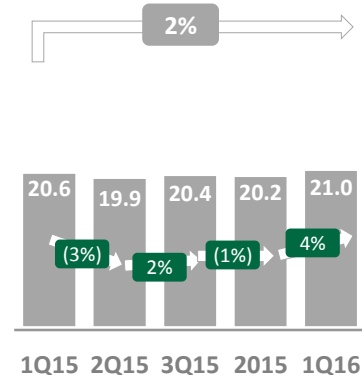
TL (% in total)	63%	64%	62%	63%	64%
FC (% in total)	37%	36%	38%	37%	36%
US\$/TL	2.575	2.655	3.005	2.908	2.812

TL Loans¹ (TL billion)



- Accelerated TL lending growth backed by;
 - >TL Business banking loans: +7% vs. sector's +3%
 - >Lucrative consumer products: Mortgages & GPLs

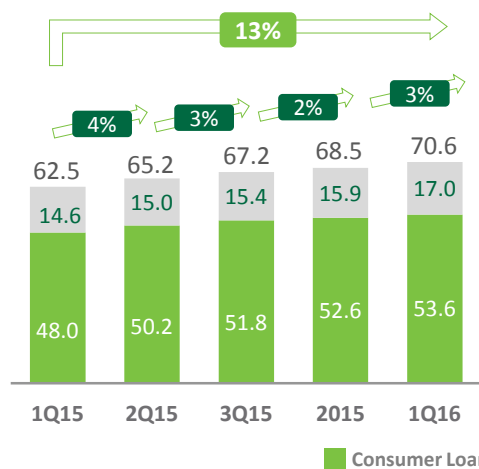
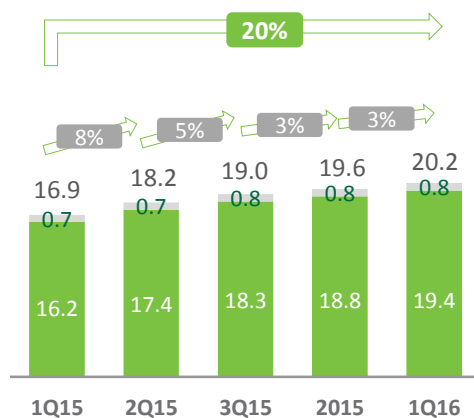
FC Loans¹ (US\$ billion)



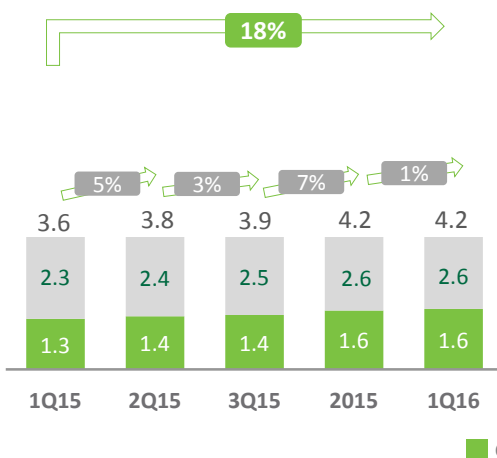
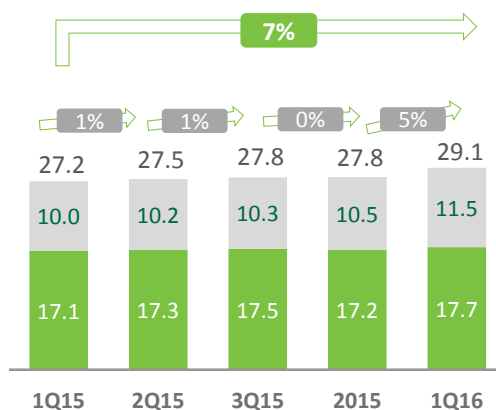
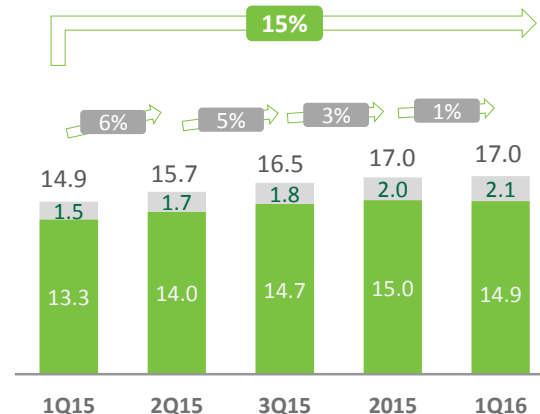
- FC lending growth mainly driven by withdrawals from prior commitments of project finance loans

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

Healthy market share gains across all retail products

Retail Loans¹ (TL billion)

Mortgage Loans (TL billion)

Market Shares

	Mar'16	QoQ	Rank
Consumer Loans	14.5%	+18bps	#1
Cons. Mortgage	14.4%	+12bps	#1
Cons. Auto	28.4%	+139bps	#1
GPLs	9.1%	+39bps	#2
Corporate CCs	13.1%	+75bps	#2
# of CC customers	14.6% ³	+9bps	#1 ³
Issuing Vol.	19.9% ³	+72bps	#1 ³
Acquiring Vol.	20.9% ³	+32bps	#1 ³

Auto Loans (TL billion)

General Purpose Loans² (TL billion)

Credit Card Balances (TL billion)


¹ Including consumer, commercial instalment, overdraft accounts, credit cards and other

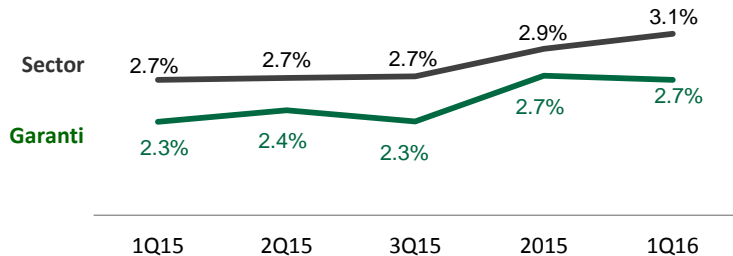
² Including other loans and overdrafts

³ As of March 2016, as per Interbank Card Center data. Rankings are as of March 2016, based on monthly data

Note: (i) Sector figures used in market share calculations are based on bank-only BRSA weekly data as of April 01, 2016, commercial banks only (ii) Rankings are as of 2015, among private banks, unless otherwise stated

Strong asset quality – NPL ratio consistently below sector

NPL ratio¹

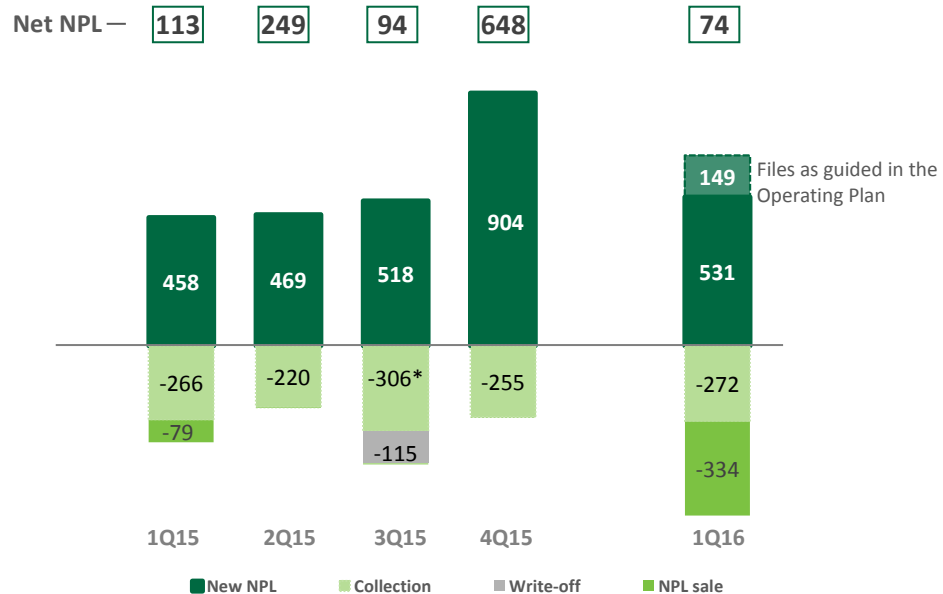


Total Cash Coverage Ratio²: 157%

Specific Coverage Ratio: 81%

vs. sector's: 76%

Net Quarterly NPLs (TL million)



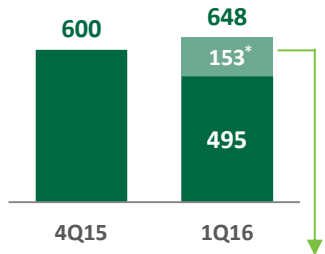
¹ Sector figures are per BRSA bank-only weekly data

² Total cash coverage includes specific, general and free provisions

*In 3Q15 a big ticket commercial NPL amounting to TL176mn has been partially collected (Collection: TL76mn; Write-off: TL100mn)

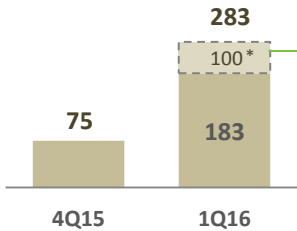
Comfortable provisioning levels preserved

Specific Provisions

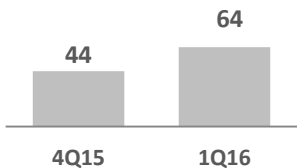


* Effect of collateral re-assessment

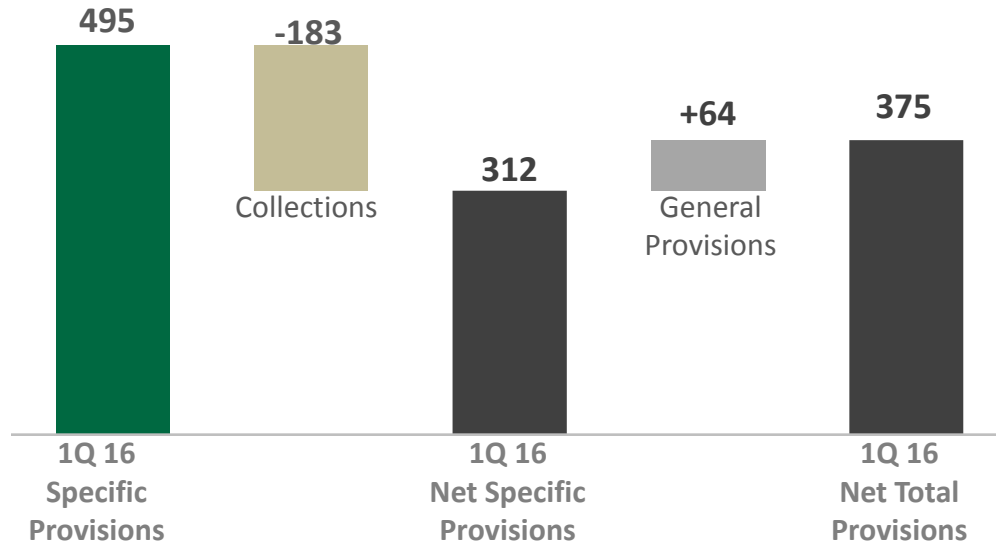
Collections



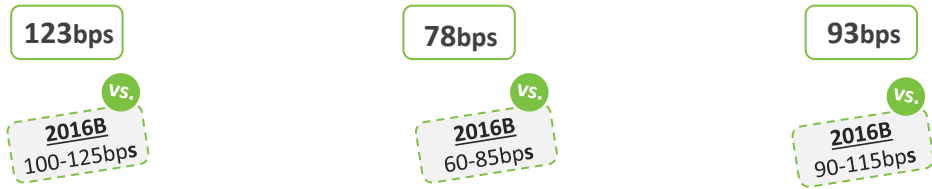
General Provision



1Q16 Net Provisioning Evolution (TL million)

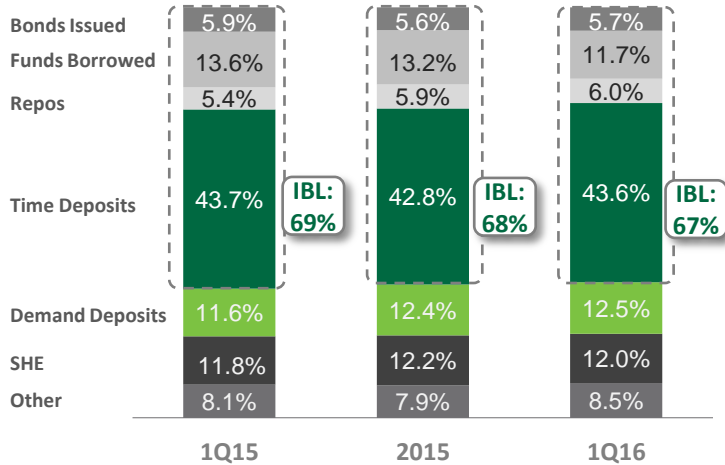


Cost of Risk

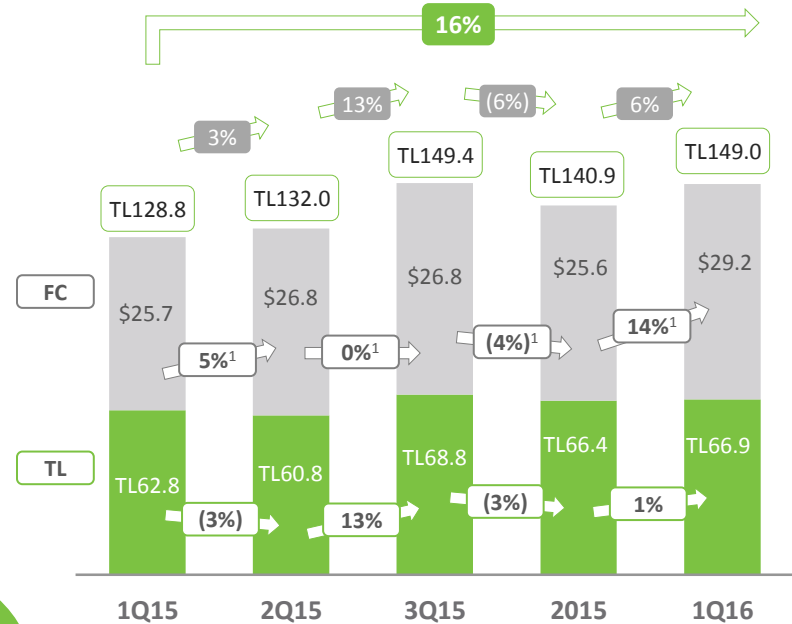


Deposits remain the major funding source while its growth & composition are actively managed with margin focus

Composition of Liabilities



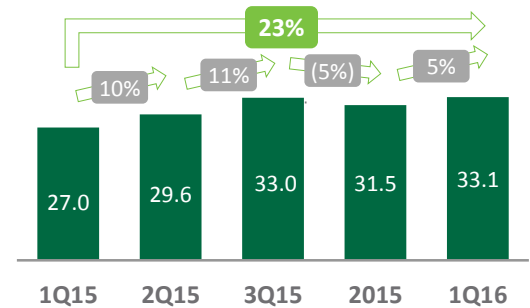
Total Deposits (TL/US\$ billion)



- Demand deposits constitute >22% of total deposits vs. 18% in the sector³
- Active management of funding;
 - ✓ FC-led deposit growth to refrain from pricing competition in TL deposits
 - ✓ Higher level of swap utilization due to cost optimization
 - ✓ Opportunistic utilization of other funding sources

Share of SME & Retail deposits in TL deposits: 82%²

Demand Deposits (TL billion)



1 Growth figures are based on US\$ terms

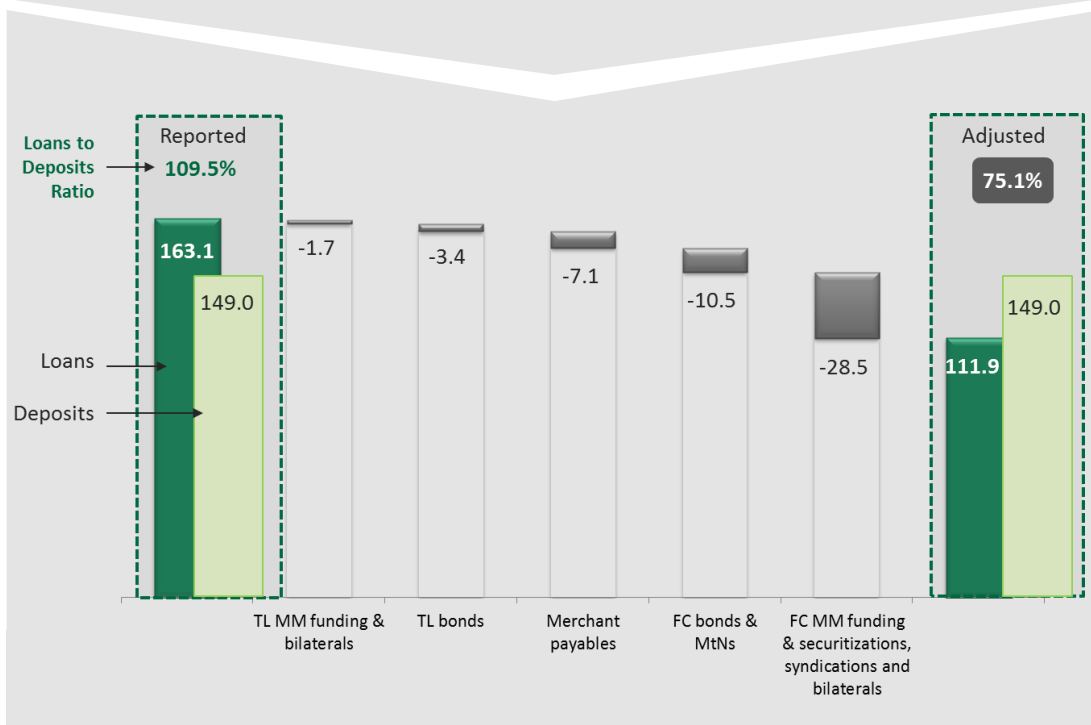
2 Based on bank-only MIS data

3 Based on bank-only BRSA weekly data as of April 1, 2016, commercial banks only

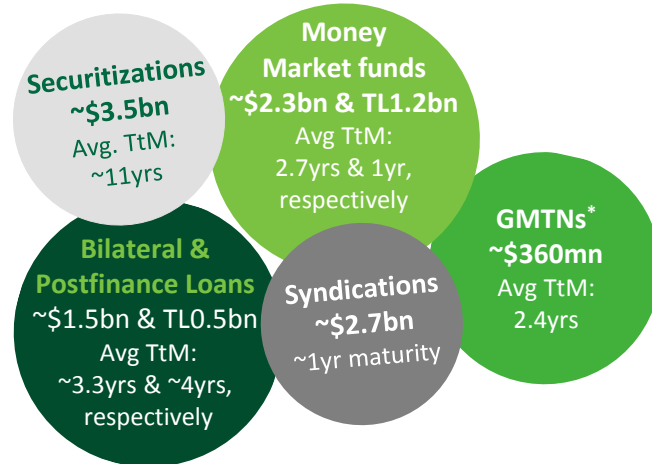
On balance sheet alternative funding sources provide liquidity comfort

Adjusted LtD ratio (% TL Billion)

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



Funds Borrowed



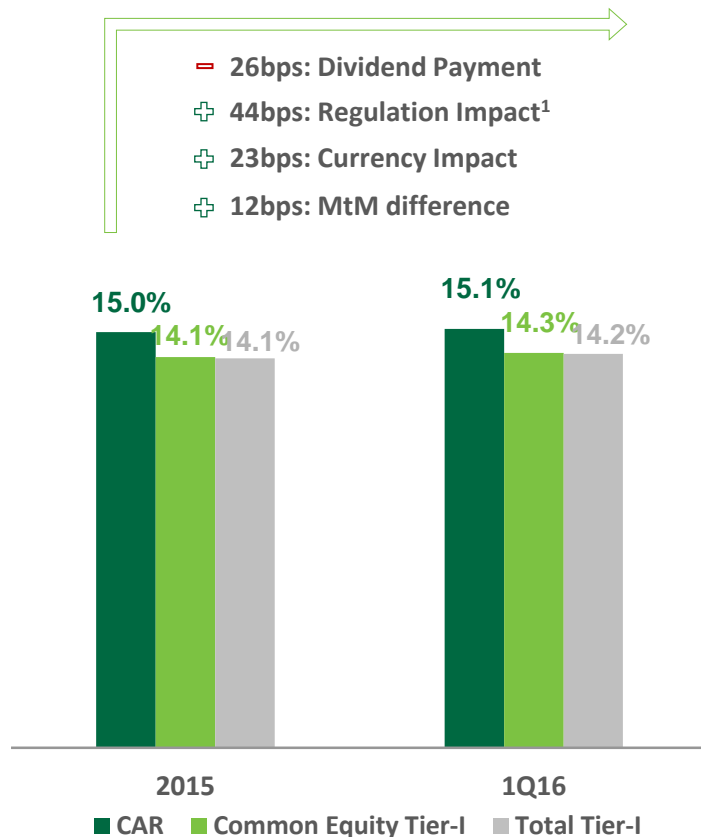
Bond Issuances

- **TL Bonds***: ~TL4bn, Avg TtM ~5mo.
- **TL Eurobond**: TL750mn, @7.38%, Avg TtM ~2yrs
- **FC Eurobonds**: USD3.2bn, Avg TtM ~3.4yrs

* Only long term issuances are accounted for in the analysis --TL bonds including TL Eurobond :TL3.6bn and GMTNs ~USD260mn

Capital generative growth strategy assures sound solvency ratios

Capital adequacy ratios



Strong solvency ratios comfortably meet the additional capital requirements⁴

	2016
Min CET1 Ratio	4.5%
Min. Tier-I Ratio	6.0%
CAR	8.0%
SIFI Buffer (Group 3)	0.5%
Capital Conservation Buffer	0.625%
Counter Cyclical Buffer	0.005%
Required CET-1 ratio	5.63%
Required CAR	9.13%

● **CET-1 capital share in total: 94%**
vs. sector's 85%²

Highest CET-1 ratio³:
among peers

Leverage
~7x

1 New capital regulations on free reserves, FC RR, unsecured loan and mortgage risk weightings, effective as of March 31, 2016. Impact calculated as of March 31 2016.

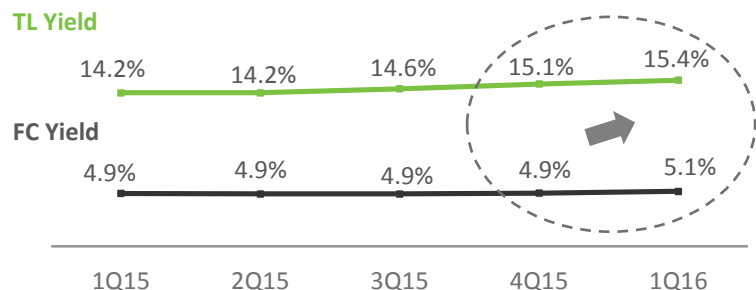
2 BRSA monthly data as of February 2016, for commercial banks only

3 Among peers as of December 31, 2015

4 Within the scope of Basel-III alignment, BRSA introduced new capital buffers i.e. SIFI Buffer, Capital Conservation Buffer, Counter-Cyclical Buffer

High level of funding costs at YE 2015, weighed on 1Q16 spread; yet rising lending yields will be increasingly supportive going forward

Loan Yields¹ (Quarterly Averages)



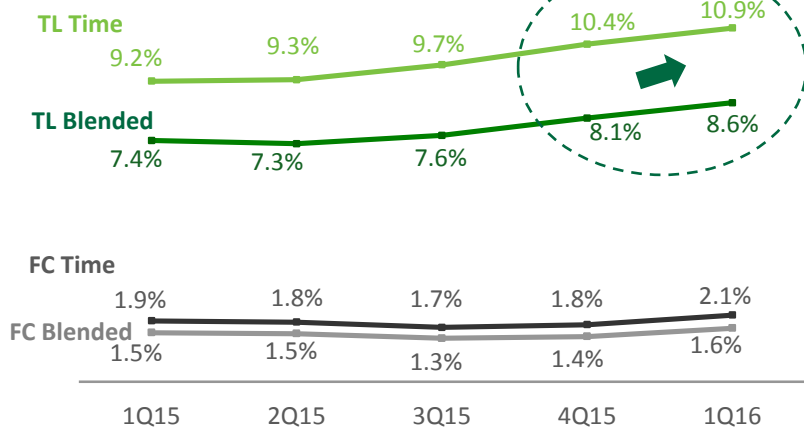
Continued rise in lending yields
+25bps
in 1Q16

Upward loan repricing continues in 2016

- Mortgages: >40bps QoQ (in 2015: +350bps)
- Auto: >150bps QoQ (in 2015: +320bps)
- GPL: >55bps QoQ (in 2015: +385bps)
- Comm. Overdraft: >50bps QoQ

Effect of increased loan pricings will be more visible in the coming periods

Deposit Costs¹ (Quarterly Averages)



Loan-to- Time Deposit spread:
-20bps QoQ

Total Time Deposit Costs
+45bps
in 1Q16

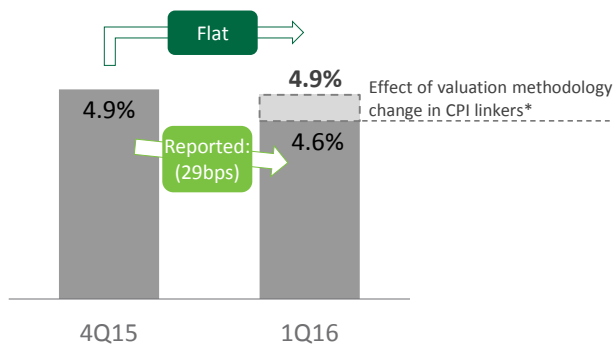
Strategically shaped deposit mix (TL vs. FC) to actively manage costs...

«New TL deposit pricings are heading south since YE15»
...yet; high level of funding costs at 4Q-end affected 1Q16 average

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

Flat NIM -- excluding the temporary impact of change in CPI linker income valuation methodology

Quarterly NIM



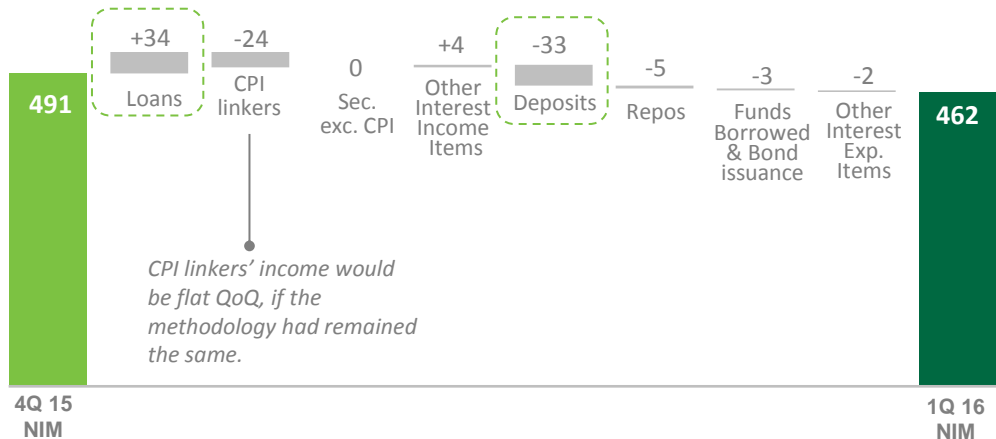
● Healthy & strong growth eased LtD spread suppression

- **Impact of deposit costs on NIM** fully offset by **contribution of loans**

● Opportunistically utilized swap funding

- Higher level of swap utilization vs. slightly lower cost of swap funding in 1Q, resulted in **flattish swap costs QoQ**

1Q16 vs. 4Q15 Margin Evolution (in bps)

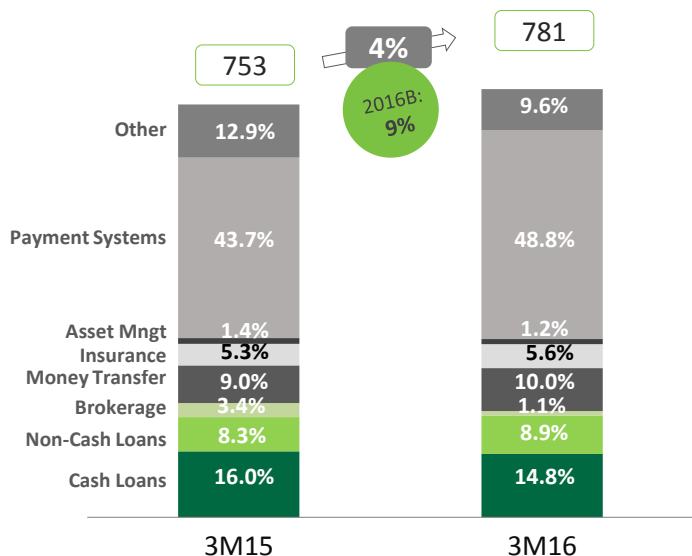


NIM including swaps
Flattish QoQ
 in-line w/
 reported NIM

* In order to eliminate the quarterly volatility in NII, valuation methodology of CPI linkers has been changed -- expected inflation (8% for 2016) will be used in the calculation. Accordingly, in 1Q16, income on CPI linkers is TL410mn, ~TL130mn lower vs. 4Q15.

Higher than expected performance across diversified fee areas suggests double digit growth momentum in fees

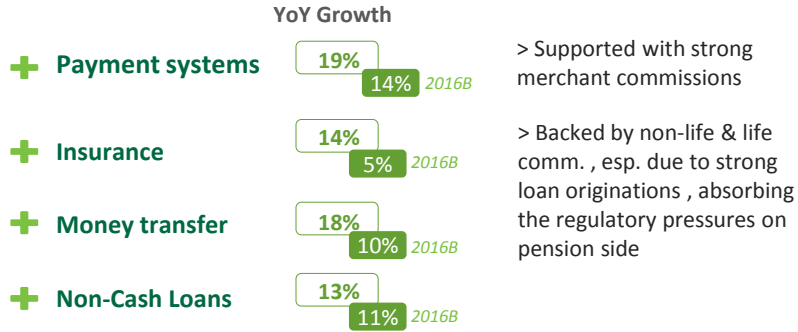
Net Fees & Commissions¹ (TL Million)



Digital channels taking a more prominent role

- In non-cash Financial Transactions,
 - Online Banking share: 45%
 - Mobile Banking share: 37%
 - ATM share: 11%
- Banking Service fees driven via digital channels make up ~37% & is on an increasing trend
- 4.2 million digital customers with 22% YoY increase

Above budget performance in diversified fee areas

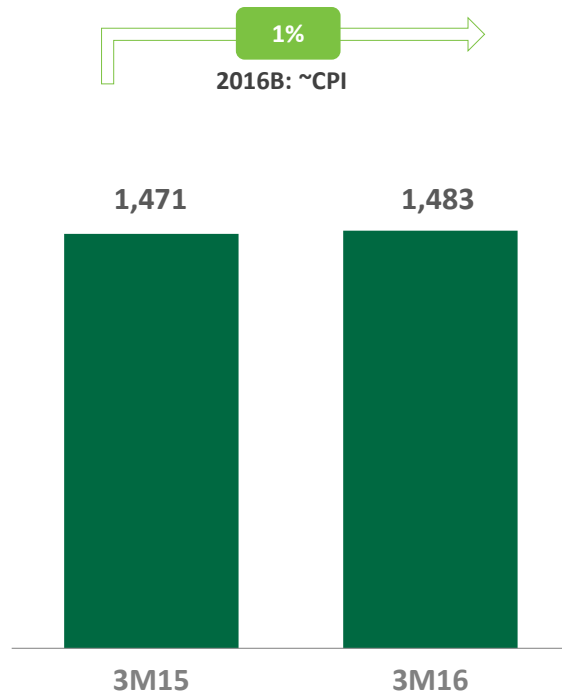


- Higher than expected growth performance in fees veiled by the base effect of 1Q15
 - Account maintenance fees, which typically hit 1Q & 3Q, are suspended in Feb 16 due to the pending court case (+5pp)
 - Brokerage Fees' distribution percentages changed from 75% to 20%. The application started in October 2015, therefore 1Q15 fee base was inflated vs. 1Q16 (+3pp)

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

OPEX in line with expectations

Operating Expenses (TL million)



High fee rebates & tax fine in 1Q15 creating base effect

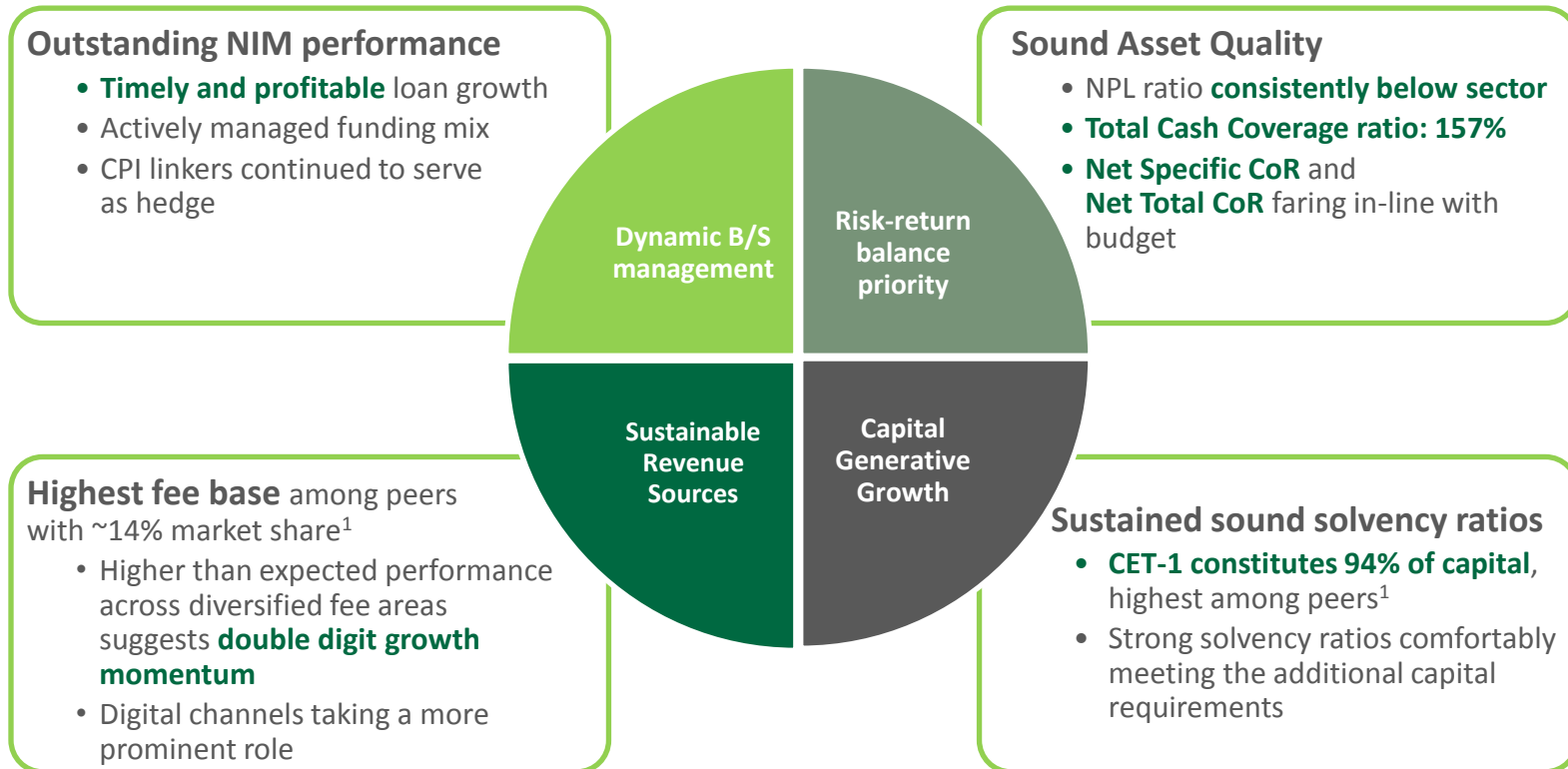
- ~%40 of the fee rebates in 2015 booked in 1Q15
- TL81mn founder share tax penalty expense

OPEX/Avg. Assets:
2.3%

Cost/Income¹
improved by
>3pp
YoY

¹ Income defined as NII+Net F&C - Provisions + Net Trading Gains/Losses + Other Income+ Income on subsidiaries

Result: Solid business model assures recurring strong results



¹ Ranking as of December 2015, based on bank-only financials for fair comparison with the sector. Sector figures are per BRSA monthly data, commercial banks only

Appendix

Pg. 19 Quarterly and Annual Summary Income Statement

Pg. 20 Summary Balance Sheet

Pg. 21 Key Financial Ratios

Quarterly and Annual Summary Income Statement

TL Million	2014	1Q15	2Q15	3Q15	4Q15	2015	1Q16
Net Interest Income	7,443	1,933	2,508	2,163	2,637	9,241	2,490
- Income on CPI linkers	1,722	212	608	116	539	1,475	410
- Other	5,721	1,721	1,900	2,047	2,098	7,766	2,080
Swap cost	-435	-123	-251	-234	-265	-874	-266
Net fees and comm.	2,949	753	702	750	718	2,923	781
Specific & General Prov.	-1,597	-538	-409	-533	-644	-2,123	-712
- Specific prov	-1,164	-351	-307	-303	-600	-1,561	-648
- Extra provisions related to collateral re-assessment	0	0	0	0	0	0	-153
- Other	-1,164	-351	-307	-303	-600	-1,561	-495
- General prov	-433	-186	-102	-230	-44	-563	-64
- Regulatory Impact	-163	-22	-38	-16	-15	-91	0
- Other	-270	-164	-65	-214	-29	-471	-64
Trading & FX gains	240	98	14	19	-87	43	19
Dividend income	2	0	5	0	0	5	0
Other income	528	354	138	150	275	917	348
- Collections & Provision reversal due to collateral re-assessment	316	212	124	125	75	536	283
- Provision reversal due to collateral re-assessment	0	0	0	0	0	0	100
- Collections	316	212	124	125	75	536	183
- Provision reversal post tangible asset revaluation	0	0	0	0	40	40	0
- Revaluation surplus on investment property	46	0	0	0	33	33	0
- Free Provision Reversal	0	0	0	0	85	85	0
- NPL sale	49	15	0	1	1	17	30
- Provision reversal rel.to founder share tax penalty	0	81	0	0	0	81	0
- Other	118	47	14	24	41	126	34
OPEX	-4,779	-1,471	-1,331	-1,507	-1,574	-5,883	-1,483
- Impairment Losses on Tangible Assets	0	0	0	0	-56	-56	0
- Fee Rebates	-219	-118	-66	-71	-55	-310	-60
- Tax fines	0	-81	0	-83	0	-163	0
- Other	-4,560	-1,273	-1,265	-1,353	-1,463	-5,355	-1,423
Other Provision & Taxes	-1,161	-291	-307	-244	-204	-1,046	-278
-Other provisions	-209	-55	-15	-17	-8	-95	-37
+Free provision reversal	0	0	0	0	35	35	0
+Free provisions	-105	-35	0	0	0	-35	0
+Other	-104	-20	-15	-17	-43	-95	-37
-Tax	-951	-236	-292	-227	-196	-951	-241
TAS27 IMPACTS	483	148	8	-34	82	204	142
-FX gains/losses	55	3	-92	-157	0	-245	0
-Income on subsidiaries	439	146	82	91	82	400	142
-Taxation	-11	-1	18	31	0	49	0
NET INCOME	3,674	862	1,076	530	938	3,407	1,041

Summary Balance Sheet

<i>(TL million)</i>	Mar-15	Jun-15	Sep-15	Dec-15	Mar-16	YoY Change
Cash & Banks ¹	15,511	13,762	23,526	15,774	20,397	32%
Reserve Requirements	19,844	20,073	21,967	21,286	21,178	7%
Securities	39,536	40,799	41,147	42,641	41,831	6%
Performing Loans	144,473	148,385	158,861	158,304	163,131	13%
Fixed Assets, Affiliates & Associates	5,777	5,966	6,354	8,121	8,398	45%
Deferred Tax	594	373	264	382	461	-22%
Other	6,520	6,574	8,607	7,835	8,932	37%
TOTAL ASSETS	232,256	235,932	260,725	254,343	264,330	14%
Deposits	128,803	132,043	149,358	140,899	149,021	16%
Repos & Interbank	12,598	11,855	13,583	15,068	15,756	25%
Bonds Issued	13,695	13,969	15,042	14,199	15,010	10%
Funds Borrowed ²	31,872	32,561	34,126	33,598	31,026	-3%
Other	17,970	17,805	20,470	19,598	21,877	22%
SHE	27,317	27,700	28,146	30,981	31,640	16%
TOTAL LIABILITIES & SHE	232,256	235,932	260,725	254,343	264,330	14%

1 Includes banks, interbank, other financial institutions

2 Includes funds borrowed and sub-debt

Key financial ratios

	Mar-15	Jun-15	Sep-15	Dec-15	Mar-16
Profitability ratios					
ROAE (Cumulative) ¹	14.5%	15.3%	12.5%	12.1%	14.1%
Comparable ROAE ²	15.0%	16.2%	14.0%	13.8%	14.4%
ROAA (Cumulative) ¹	1.7%	1.8%	1.5%	1.4%	1.7%
Comparable ROAA ²	1.8%	1.9%	1.6%	1.6%	1.7%
Cost/Income	56.1%	52.7%	56.9%	57.0%	52.9%
NIM (Quarterly)	4.1%	5.1%	4.2%	4.9%	4.6%
Liquidity ratios					
Loans/Deposits	112.2%	112.4%	106.4%	112.4%	109.5%
Loans/Deposits ^{adj. with on-balance sheet alternative funding sources³}	79.3%	76.8%	72.8%	75.0%	75.1%
Asset quality ratios					
NPL Ratio	2.3%	2.4%	2.3%	2.7%	2.7%
Coverage	81.0%	81.1%	80.9%	81.0%	80.8%
Solvency ratios					
CAR	14.5%	14.3%	13.8%	15.0%	15.1%
Tier I Ratio	13.5%	13.3%	12.9%	14.1%	14.3%
Leverage	7.5x	7.5x	8.3x	7.2x	7.4x

¹ When annualizing Net Income for the remaining quarters, excludes non-recurring items (Income from NPL sale, fee rebates and extra specific provisions)

² Excludes fee rebates, regulatory effects on general provisions, income on NPL sales, administrative & tax fines and free provisions

³ Please refer to slide 11 for details

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