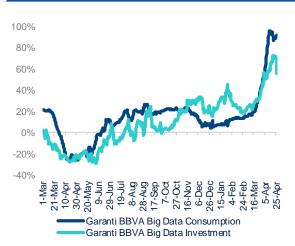


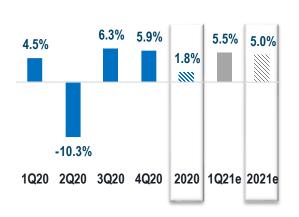
# OUR DAILY BIG DATA INDICATORS SUGGEST THAT CONSUMPTION REMAINS STRONG AND INVESTMENT DEMAND STILL CONTINUES

# CONSUMPTION & INVESTMENT BIG DATA INDICES (28-day cum. YoY Nominal)



➤ Our big data proxies suggest strong recovery, backed by both base effects and the reopening of the economy in March. We nowcast 5.5% annual GDP growth in 1Q21.

#### **GDP GROWTH** (YoY)



➤ The strong current momentum, favorable base effects and more positive global growth will support GDP growth in 2021. Given the gradual vaccination process and tighter financial conditions, we maintain our 5% GDP growth forecast for 2021.

#### CAB/GDP



Import demand still persists and exports start to reflect the strengthening external demand.
 CAD will start to shrink as of March, however to a lower extent due to higher oil prices.



# THE CBRT FUNDING COST IS EXPECTED TO REMAIN HIGH IN THE NEAR TERM DUE TO MOUNTING INFLATIONARY PRESSURES

#### **INFLATION**



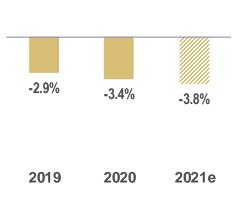
- Inflationary pressures will continue on cost-push factors and accelerating currency pass-through impact.
- CPI is expected to hover around 17-18% before declining to 15% at year-end with a positive base effects.

#### **CBRT AVG. FUNDING COST**



Current policy rate (19%) is expected to remain till late 3Q and **only gradual easing** is assumed afterwards.

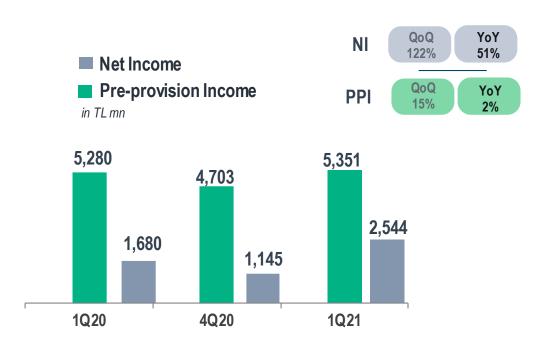
#### CG BUDGET BALANCE / GDP



- ➤ Fiscal and employment support post Covid-19, weighed on the budget balance.
- Budget Deficit / GDP still remains below EM average.

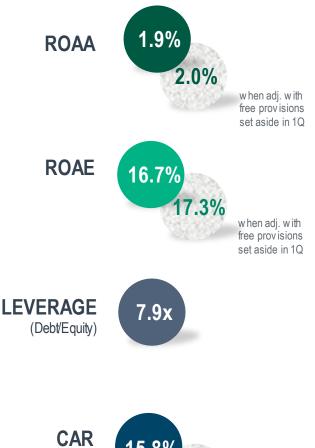


#### REMARKABLE START TO YEAR 2021 -- RECORD HIGH EARNINGS PERFORMANCE





- Normalizing net cost of risk, post heavy provisioning in 2020
  - Lower NPL inflows and strong collections
- Healthy loan growth at attractive rates
- Strong fee generation
- ► Further strengthened free provisions, with an additional TL 150mn in 1Q21, total on balance sheet reached TL 4.8bn.

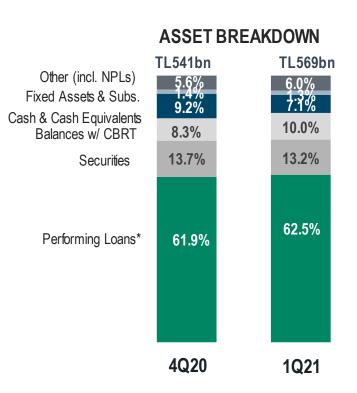




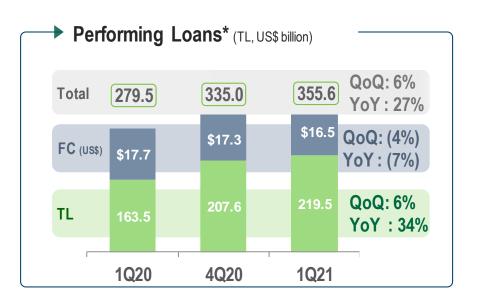
calculated with BRSA's forbearance

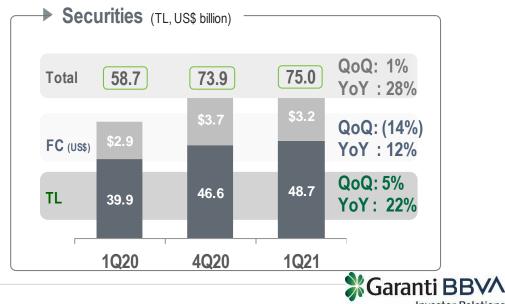


#### **CUSTOMER-DRIVEN & INCREASINGLY HIGHER YIELDING ASSET MIX**



- Above sector TL loan growth with attractive rates
- Strategically managed securities portfolio: Eurobond sale in 1Q, Opportunistic purchases of TL securities

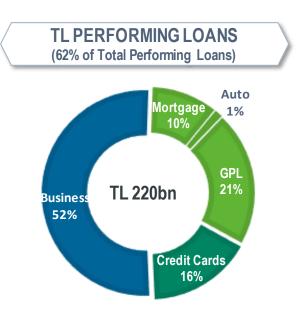


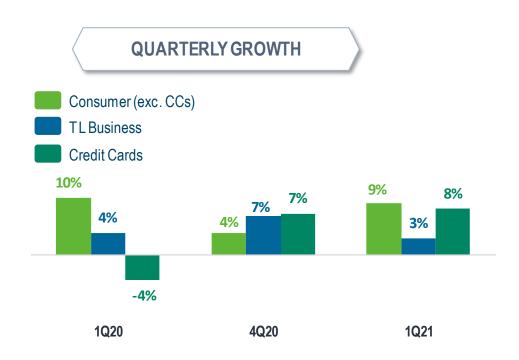


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<sup>\*</sup> Ex cludes leasing and factoring receivables

# TIMELY AND HEALTHY GROWTH IN TL LOANS – Across the board growth with rational pricing





#### Market share gains in lucrative products

 GPLs were the front-runner with 10% QoQ growth Market Share\* 1Q21 2020 Maintained leadership position among private banks in Mortgage Consumer (excl. CCs) 10.2% 10.9% & Auto loans 8.4% TL Business 8.3% Acquiring volume increased by 28% YoY Acquiring Volume 16.9% 17.0% **Issuing Volume** 17.6% 17.3%



<sup>\*</sup> Based on bank-only BRSA Weekly Data, among commercial banks and Interbank Card Center data

#### STRATEGICALLY MANAGED AND WELL-PROVISIONED FC LOAN PORTFOLIO

#### FC PERFORMING LOANS

- 38% OF TOTAL PERFORMING LOANS

# US\$ 16.5 bn Consolidated FC Performing Loans\*



GBI and GB Romania loan placements

Natural hedge

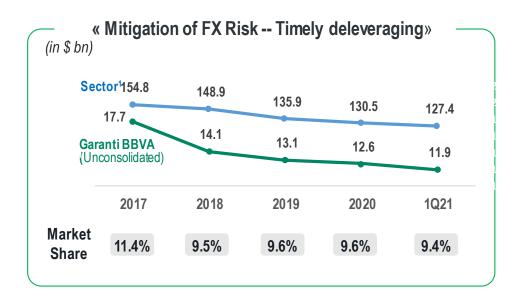
### US\$ 11.9 bn Unconsolidated FC Performing Loans



- 70% of PF Loans have FX or FX-linked revenues
- The rest has lower currency risk

#### Working Capital & Other Loans

 FX loans predominantly to big corporate, commercial clients & multinationals



- « FX sensitivity analysis are regularly conducted as part of the proactive staging and provisioning practices»
- ~72% of the wholesale portfolio (on a customer basis, both their TL&FC risks) is analyzed for FX sensitivity.
  - 3% of the analyzed portfolio identified as risky and followed under Stage-2 with close to 35% coverage
- Provisioning levels of these firms increased by 10% YoY



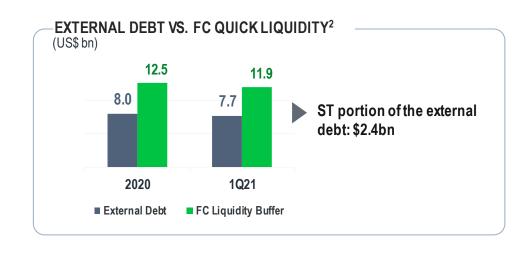
31.5%

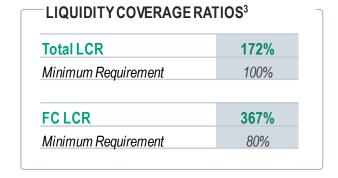
31.Mar.21

### HIGHLY LIQUID BALANCE SHEET MAINTAINED

#### LIABILITIES & SHE BREAKDOWN

TL541bn	TL569bn	
5.8%	5.4%	Other
11.5% 0.6%	11.3% 2.3%	SHE Interbank Money Market
12.2%	12.5%	Borrowings <sup>1</sup>
3.6%	3.1%	TL Bonds Issued & Merchant Payables
37.3%	36.6%	Total Time Deposits
28.9%	28.8%	Total Demand Deposits
4Q20	1Q21	





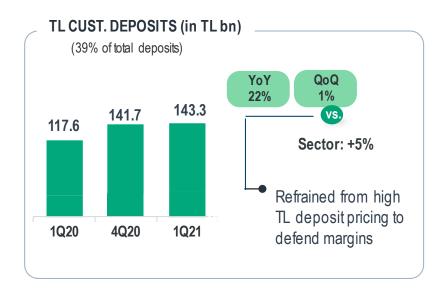


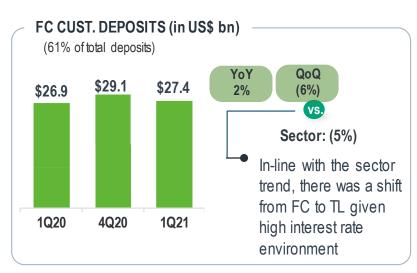
Garanti BBVA

<sup>1</sup> Includes funds borrowed, sub-debt & FC securities issued

<sup>2</sup> FC Liquidity Buffer includes FC reserves under ROM, swaps, money market placements, CBRT eligible unencumbered securities

#### STRONG DEPOSIT BASE SUGGESTS CUSTOMERS' MAIN PREFERENCE





#### **HIGH SHARE OF DEMAND DEPOSITS**



QoQ growth in cust. demand deposits backed by TL customer demand deposits (10% QoQ)

TL DEMAND DEPOSITS / TL CUST. DEPOSITS:

28% vs. Sector: 22% FC DEMAND DEPOSITS / FC CUST. DEPOSITS:



#### STICKY & LOW COST DEPOSITS

SHARE OF SME & RETAIL DEPOSITS<sup>1</sup>

76% IN TL CUST. DEPOSITS

77% IN FC CUST. DEPOSITS

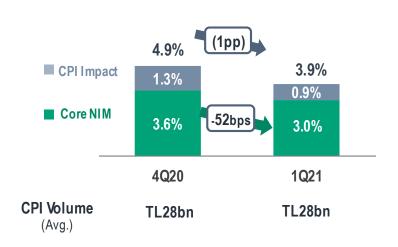


Note: Sector data is based on BRSA weekly data, for commercial banks only a

<sup>1</sup> Based on bank-only MIS data.

# EXPECTED MARGIN CONTRACTION WAS LIMITED OWING TO ACTIVE BALANCE SHEET MANAGEMENT

#### QUARTERLY NIM INCL. SWAP COSTS

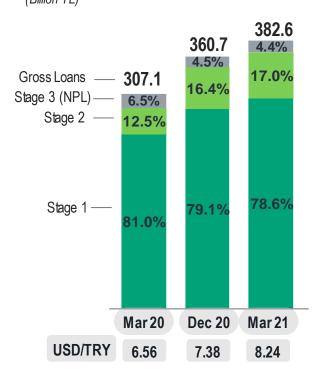


- Lower CPI reading and higher Swap costs pressured the quarterly NIM.
- Increasing loan yields supported the margin. Impact of asset repricing is expected to be more visible in 2H21.
- 100bps contraction in NIM inc. SWAP costs guidance for 2021 maintained -- increasing pressure on funding costs will be offset by higher CPI linker income.

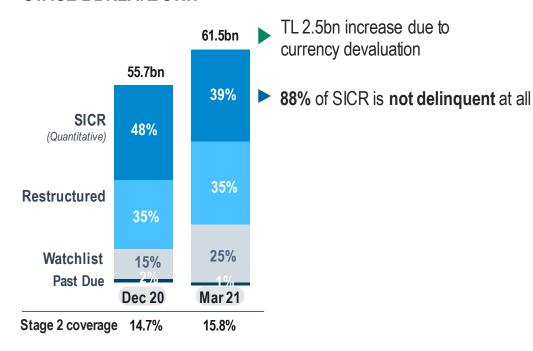


#### PRUDENT STAGING OF THE LOAN BOOK

# LOAN PORTFOLIO BREAKDOWN (Billion TL)



#### UNCONSOLIDATED STAGE-2 BREAKDOWN



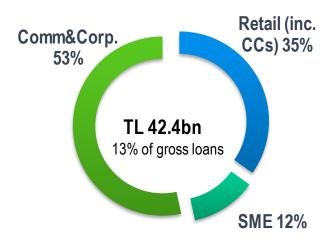
- ▶ 90-180 days files' balance TL 2 bn with 40% coverage at the end of 1Q21, following the temporary measure on NPL recognition day\*
- ▶ 30-90 days files' balance is TL 2bn
  - TL 1.8bn was already captured by SICR & WL and classified under Stage 2
  - Only TL 209mn followed under Stage-1 post the temporary regulation

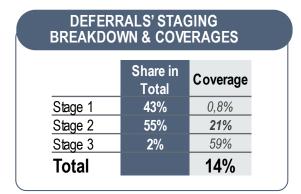
Garanti BBVA
Investor Relations

<sup>\*</sup>Stage-2 past due definition changed to 90-180 days after regulation change of increased NPL recognition day to 180 days.

#### DEFERRALS' PAYMENT EVOLUTION BETTER THAN EXPECTED

#### **TOTAL LOAN DEFERRALS GRANTED**

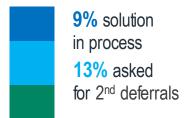




# EXPIRED LOAN DEFERRALS' PAYMENT BEHAVIOR

87% of total deferrals

#### TL 37bn



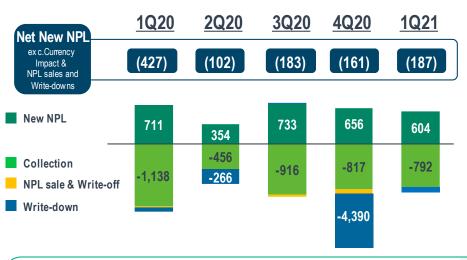
78% resumed > 1/4 of the resumed payments payment paid their debt in full



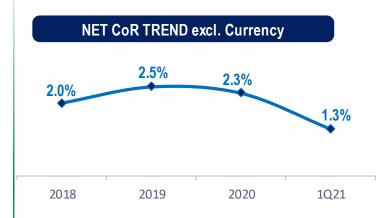
# NET NEW NPL INFLOW CONTINUED TO BE NEGATIVE – PANDEMIC RELATED FULL NPL HIT LIKELY TO BE SEEN IN 2021

#### NPL EVOLUTION<sup>1</sup>

(TL million)



factoring receivables)  NPL Coverage	65.5%	66.6%	68.5%	63.4%	65.6%	73.3%
(including leasing &	0.070	0.070	0.070	41070	71-170	0.070
NPL Ratio	6.5%	5.9%	5.9%	4.5%	4.4%	5.6%
<b>NPL</b> (nominal, TL bn)	19.8	19.9	20.9	16.1	16.7	21.5
	<u>1Q20</u>	<u>2Q20</u>	<u>3Q20</u>	<u>4Q20</u>	<u>1Q21</u>	1Q21 (Excl. WD)*



 Currency impact in 1Q was 121bps fully hedged – no impact to bottom line

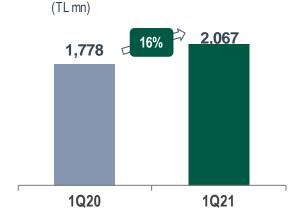


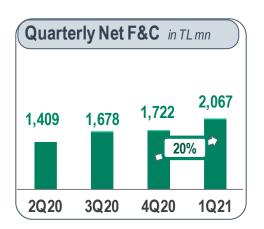
<sup>►</sup> TL 837mn increase in NPL is due to currency devaluation

<sup>\*</sup>Adjusted with write-downs in 2020 and 1Q21

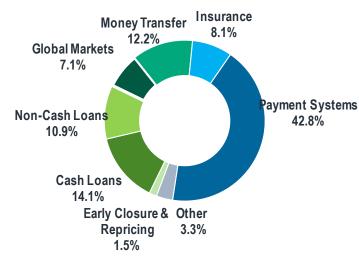
# ROBUST FEE GENERATION TRULY REFLECTS THE STRENGTH IN RELATIONSHIP BANKING AND DIGITAL EMPOWERMENT

#### **NET FEES & COMMISSIONS**





#### UNCONSOLIDATED NET F&C BREAKDOWN1



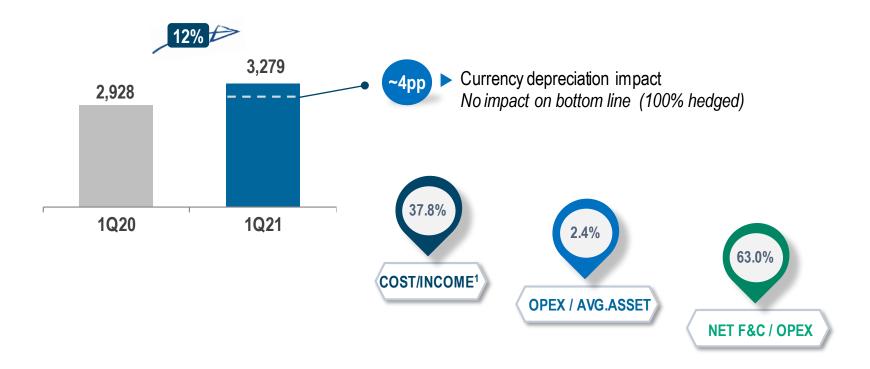
#### **Annual Growth**

Payment Systems	10%		Increasing interest rate environment supported Merchant fees as they are linked to prevailing interest rates in the market.
Money Transfer	8%	<b> </b>	Despite the negative regulation effects (effective since March'20), strong performance backed by growth in number of transactions
Insurance Cash Loans	+12%	<b>•</b>	Expanding customer base with more effective and broader penetration



### **COST GROWTH IN 1Q WAS WELL BELOW INFLATION**

#### OPERATING EXPENSES (TLMillion)

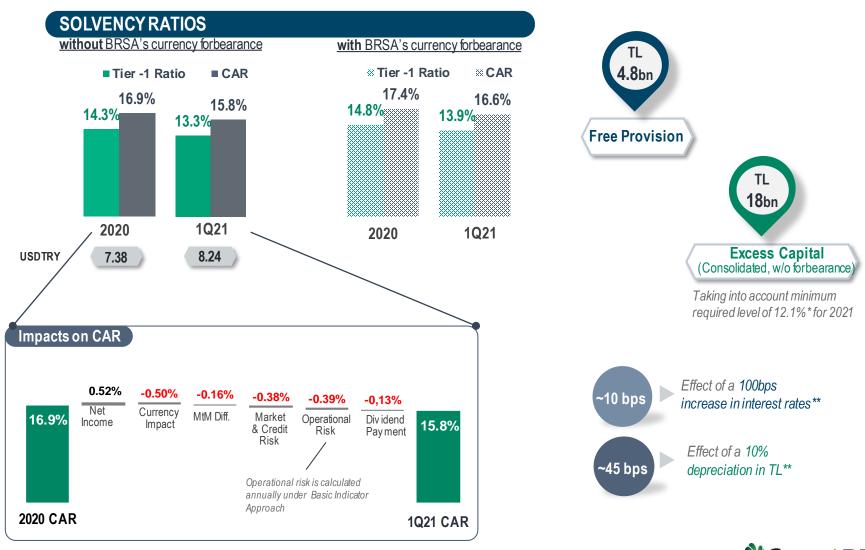




<sup>+</sup> Net Trading Income (excludes swaps & currency hedge) + Other income (net of prov. Reversals)



# SIGNIFICANT CAPITAL LEVELS REMAIN, EVEN AFTER CURRENCY HIT AND DIVIDEND PAYMENT



<sup>\*</sup> Required Consolidated CAR level = 8.0% + SIFI Buffer for Group 2 (1.5%) + Capital Conservation Buffer (2.5%) + Counter Cyclical Buffer (0.128%); Required Consolidated Tier-I = 6.0% + Buffers; Regired Consolidated CET-1= 4.5% + Buffers



<sup>\*\*</sup> Impact analysis is based on bank-only financials

# **APPENDIX**

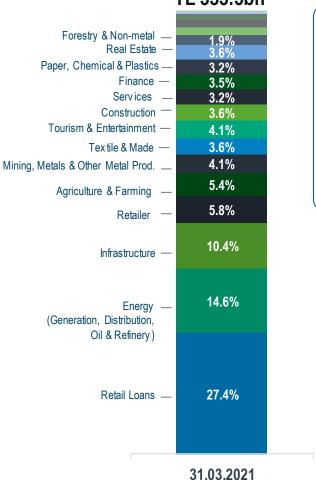
Pg. 18	Sector Breakdown of Gross Loans
Pg. 19	Maturity Profile & Liquidity Buffers
Pg. 20	Adjusted L/D and Liquidity Coverage Ratios
Pg. 21	Consumer Loans & TL Business Banking Loans
Pg. 22	Securities portfolio
Pg. 23	Summary Balance Sheet
Pg. 24	Summary P&L
Pg. 25	Key Financial Ratios
Pg. 26	Quarterly & Cumulative Net Cost of Risk



### **APPENDIX: SECTOR BREAKDOWN OF GROSS LOANS**

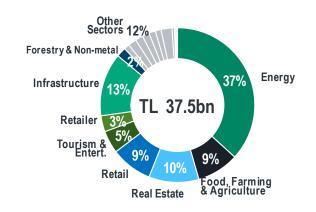
# SECTOR BREAKDOWN OF GROSS LOANS<sup>1</sup>





(	9,	%of Share in	ı		i	
Key Sectors	Stage 1	Stage 2	Stage 3	Stage 1	Stage 2	Stage 3
RETAIL	77%	21%	3%	0.7%	6.3%	69.6%
ENERGY	63%	29%	8%	0.7%	21.3%	56.3%
CONSTRUCTION	87%	8%	6%	1.0%	9.8%	65.0%
TEXTILE & MADE	88%	9%	4%	0.6%	14.6%	71.7%
TOURISM AND ENTERTAINMENT	79%	18%	3%	0.6%	17.0%	63.3%
REALESTATE	44%	37%	19%	0.8%	26.8%	61.2%

#### Sector Breakdown of Stage 2 excluding SICR1





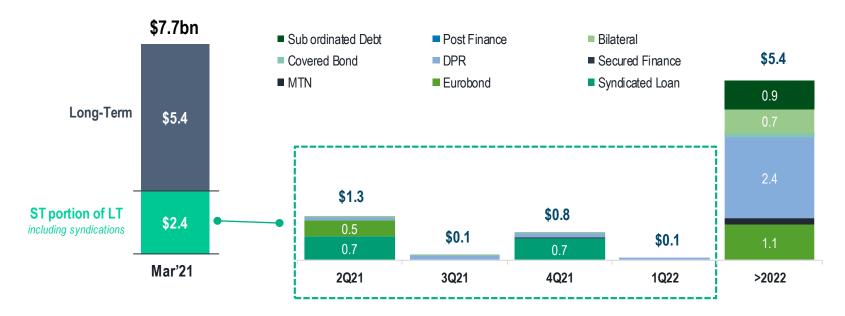
## APPENDIX: COMFORTABLE LIQUIDITY & MANAGEABLE EXTERNAL DEBT STOCK

#### **GARANTI'S EXTERNAL DEBT<sup>1</sup>**

#### MATURITY PROFILE OF EXTERNAL DEBT

(US\$ billion)

(US\$ billion)

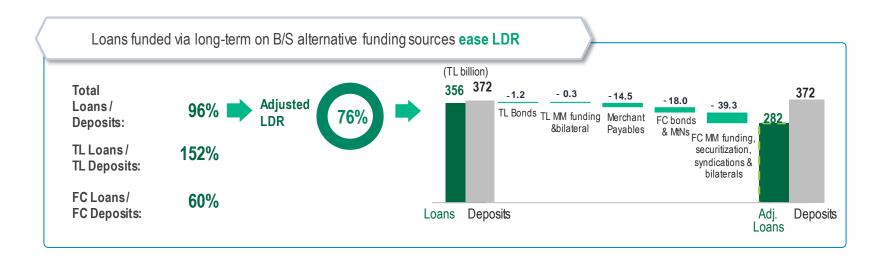






<sup>1</sup> Excludes cash collateralized borrowings

## APPENDIX: ADJUSTED LDR AND LIQUIDITY COVERAGE RATIOS



Total LCR	172%
Minimum Requirement	100%
FC LCR	367%
Minimum Requirement	80%



### **APPENDIX: CONSUMER & TL BUSINESS BANKING LOANS**

Consumer & TL Business Banking Loans (TL billion)	Dec-19	Mar-20	Dec-20	Mar-21	QoQ (%)	YoY (%)
TL Business Banking	77.9	81.0	109.3	112.5	3.0	38.9
Cons. Mortgage Loans	22.4	23.6	25.2	26.6	5.6	13.0
Consumer Auto Loans	1.8	1.7	2.1	2.8	31.4	61.1
Cons. General Purpose Loans <sup>1</sup>	32.4	36.9	45.0	49.3	9.7	33.6
Cons. Credit Card Balances	22.3	21.2	26.5	28.3	6.6	33.2

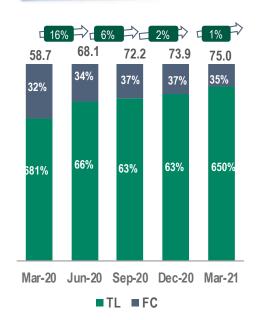
Market Shares <sup>3</sup>	Dec-20	Mar-21	$QoQ\Delta$	Rank
Consumer Loans inc. Consumer CCs	11.7%	12.4%	68 bps	#1*
Cons. Mortgage Loans	8.5%	8.9%	46 bps	#1*
Consumer Auto Loans	26.5%	29.8%	334 bps	#1*
Cons. General Purpose Loans	11.1%	11.8%	69 bps	#2*
TL Business Banking	8.3%	8.4%	11 bps	#2*
# of CC customers <sup>2</sup>	13,3%	13.2%	-15 bps	#1
Issuing Volume (Cumulative) <sup>2</sup>	17,6%	17.3%	-27 bps	#1
Acquiring Volume (Cumulative) <sup>2</sup>	16,9%	17.0%	4 bps	#2

<sup>\*</sup> Rankings are among private banks as of December 20



<sup>1</sup> Including other loans and overdrafts
2 Cumulative figures and rankings as of March 2021, as per Interbank Card Center data,
3 Sector figures used in market share calculations are based on bank-only
BRSA weekly data as of 26.03.2021, for commercial banks

# APPENDIX: SECURITIES PORTFOLIO Total Securities (TL billion) TL Securities (TL billion) 13% of Total Assets



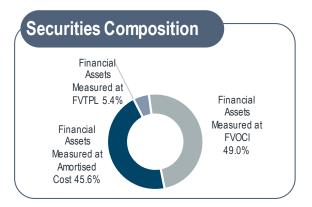


**CPI** 

Linkers:



FC Securities (US\$ billion)





# **APPENDIX: SUMMARY BALANCE SHEET**

TL Billion

ASSETS	31.03.2020	30.06.2020	30.09.2020	31.12.2020	31.03.2021
Cash & Cash Equivalents	23.8	31.8	44.4	50.0	40.5
Balances at CBRT	50.2	35.5	34.2	44.7	56.6
Securities	58.7	68.1	72.2	73.9	75.0
Gross Loans + Leasing & Factoring receivables	307.1	336.5	356.5	360.7	382.6
+TL Loans	174.1	199.6	206.3	215.5	227.2
TL Loans NPL	10.6	10.5	10.4	7.8	7.7
info: TL Performing Loans	163.5	189.2	195.9	207.6	219.5
+FC Loans (in US\$ terms)	18.9	18.7	18.2	18.3	17.5
FC Loans NPL (in US\$)	1.2	1.2	1.2	1.0	1.0
info: FC Performing Loans (in US\$)	17.7	17.4	17.0	17.3	16.5
info: Performing Loans (TL+FC)	279.5	308.3	326.3	335.0	355.6
Fixed Assets & Subsidiaries	6.8	6.8	7.0	7.3	7.2
Other	9.7	8.0	11.5	4.4	6.8
TOTAL ASSETS	456.2	486.7	525.9	540.9	568.8
LIABILITIES & SHE	31.03.2020	30.06.2020	30.09.2020	31.12.2020	31.03.2021
Total Deposits	295.9	306.9	345.7	358.1	371.9
+Demand Deposits	102.9	135.1	158.8	156.1	163.6
TL Demand	33.9	45.4	40.5	36.0	40.3
FC Demand (in US\$ terms)	10.5	13.1	15.4	16.3	15.0
+Time Deposits	193.1	171.8	186.8	202.0	208.2
TL Time	84.2	83.5	90.0	106.3	103.7
FC Time (in US\$ terms)	16.6	12.9	12.6	13.0	12.7
Interbank Money Market	2.9	16.7	3.1	3.2	13.1
Bonds Issued	21.5	22.4	23.5	22.8	21.1
Funds Borrowed	47.3	46.8	52.8	49.4	53.2
Other liabilities	33.5	35.4	40.1	45.1	45.6
Shareholders' Equity	55.1	58.4	60.7	62.4	64.0



# **APPENDIX: SUMMARY P&L**

		Ql	JARTERLY P	<u> </u>	CU	IMULATIVE P&L	_
TLN	Aillion	4Q20	1Q21	QoQ	3M20	3M21	YoY
(+)	Net Interest Income including Swap costs	5.534	4.492	-19%	5.206	4.492	-14%
	(+) NII excluding CPI linkers' income	5.619	5.852	4%	5.060	5.852	16%
	(+) Income on CPI linkers	1.492	993	-33%	794	993	25%
	(-) Swap Cost	-1.578	-2.353	49%	-648	-2.353	263%
(+)	Net Fees & Comm.	1.722	2.067	20%	1.778	2.067	16%
(+)	Net Trading & FX gains/losses (excl. Swap costs and currencyhedge)	177	1.494	745%	717	1.494	109%
	info: Gain on Currency Hedge <sup>1</sup>	-218	1.104	-606%	749	1.104	47%
(+)	Other income (excl. Prov. reversals & one-offs)	638	539	-15%	508	539	6%
=	REVENUES	8.071	8.593	6%	8.208	8.593	5%
(+)	Non-recurring other income	0	84	n.m	0	84	n.m
	(+) Gain on asset sale	0	84	n.m	0	84	n.m
(-)	OPEX	-3.368	-3.279	-3%	-2.928	-3.279	12%
	(-) HR	-1.153	-1.221	6%	-1.061	-1.221	15%
	(-) Non-HR	-2.216	-2.058	-7%	-1.867	-2.058	10%
=	PRE-PROVISION INCOME	4.703	5.398	15%	5.280	5.398	2%
(-)	Net Expected Loss (excl. Currency impact)	-2.743	-1.210	-56%	-2.339	-1.210	-48%
	(-) Expected Loss	-3.043	-5.316	75%	-5.038	-5.316	6%
	info: Currency Impact <sup>1</sup>	218	-1.104	-606%	-749	-1.104	47%
	(+) Provision Reversal under other Income	519	3.002	479%	1.949	3.002	54%
(-)	Taxation and other provisions	-815	-1.644	102%	-1.261	-1.644	30%
	(-) Free Provision	-320	-150	n.m	0	-150	n.m
	(-) Taxation	-692	-669	-3%	-521	-669	28%
	(-) Other provisions (excl. free prov.)	197	-825	-518%	-739	-825	12%
=	NET INCOME	1.145	2.544	122%	1.680	2.544	51%

<sup>1</sup> Neutral impact at bottom line, as provision increase due to currency depreciation are 100% hedged (FX gain included in Net trading income line



## **APPENDIX: KEY FINANCIAL RATIOS**

	Mar-20	Jun-20	Sep-20	Dec-20	Mar-21
Profitability ratios					
ROAE (Cumulative) <sup>1</sup>	12.4%	13.1%	13.3%	11.0%	16.7%
ROAA (Cumulative) <sup>1</sup>	1.5%	1.6%	1.6%	1.3%	1.9%
Cost/Income	35.7%	35.8%	34.8%	36.5%	37.8%
Quarterly NIM incl. Swap costs	5.9%	5.5%	5.3%	4.9%	3.9%
Quarterly NIM incl. Swap costs excl. CPI linkers	5.0%	4.9%	4.5%	3.6%	3.0%
Cumulative NIM incl. Swap costs	5.9%	5.7%	5.5%	5.4%	3.9%
Cumulative NIM incl. Swap costs excl. CPI linkers	5.0%	4.9%	4.8%	4.4%	3.0%
Liquidity ratios					
Loans / Deposits	94.5%	100.5%	94.4%	93.6%	95.6%
TL Loans / TL Deposits	138.4%	146.8%	150.1%	146.0%	152.4%
Adj. Loans/Deposits	73%	80%	74%	74%	76%
(Loans adj. with on-balance sheet alternative funding sources)	1070	0070	1 4 70	1 4 70	1070
TL Loans / (TL Deposits + TL Bonds + Merchant Payables)	123.0%	129.9%	131.7%	128.4%	135.8%
FC Loans / FC Deposits	65.3%	66.9%	60.6%	59.0%	59.7%
Asset quality ratios					
NPL Ratio	6.5%	5.9%	5.9%	4.5%	4.4%
Coverage Ratio	6.4%	6.3%	6.5%	5.8%	6.1%
+ Stage1	0.6%	0.6%	0.6%	0.8%	0.7%
+ Stage2	13.8%	15.4%	15.7%	14.4%	15.6%
+ Stage3	65.5%	66.6%	68.5%	63.4%	65.6%
Cumulative Net Cost of Risk (excluding currency impact, bps) <sup>2</sup>	317	244	202	231	132
Solvency ratios Solvency ratios					
CAR (excl. BRSA Forbearance)	16.6%	17.4%	16.9%	16.9%	15.8%
Common Equity Tier I Ratio (excl. BRSA Forbearance)	14.0%	14.8%	14.2%	14.3%	13.3%
Leverage	7.3x	7.3x	7.7x	7.7x	7.9x

<sup>1</sup> Note: Excludes non-recurring items when annualizing Net Income for the remaining quarters of the year in calculating Return On Average Equity (ROAE) and Return On Average Assets (ROAA) for 1Q20, 2Q20, 3Q20 and 1Q21.



# **APPENDIX: QUARTERLY & CUMULATIVE NET CoR**

(Million TL)				
Quarterly Net Expected Credit Loss	2Q20	3Q20	4Q20	1Q21
(-) Expected Credit Losses	2,503	3,747	3,043	5,316
Stage 1	454	623	342	1,126
Stage 2	1,278	1,628	2,070	2,940
Stage 3	771	1,497	631	1,250
(+) Provision Reversals under other				
income	631	1,286	519	3,002
Stage 1	238	144	102	1,532
Stage 2	176	816	190	986
Stage 3	216	325	227	484
(=) (a) Net Expected Credit Losses	1,872	2,461	2,524	2,314
(b) Average Gross Loans	321,780	346,512	358,607	371,651
(a/b) Quarterly Total Net CoR (bps)	234	283	280	253
info: Currency Impact <sup>1</sup>	57	155	- 24	121
Total Net CoR excl. currency impact (bps)	177	128	304	132

(Million TL)	
Cumulative Net Expected Credit Loss	3M21
(-) Expected Credit Losses	5,316
Stage 1	1,126
Stage 2	2,940
Stage 3	1,250
(+) Provision Reversals under other income	3,002
Stage 1	1,532
Stage 2	986
Stage 3	484
(=) (a) Net Expected Credit Losses	2,314
(b) Average Gross Loans	371,651
(a/b) Cumulative Total Net CoR (bps)	253
info: Currency Impact <sup>1</sup>	121
Total Net CoR excl. currency impact (bps)	132





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