



# 1Q22 EARNINGS PRESENTATION

Based on BRSA Unconsolidated Financials

April 25<sup>th</sup>, 2022

# TURKISH ECONOMY

**STRONG ECONOMIC ACTIVITY,**  
*despite recent deceleration*

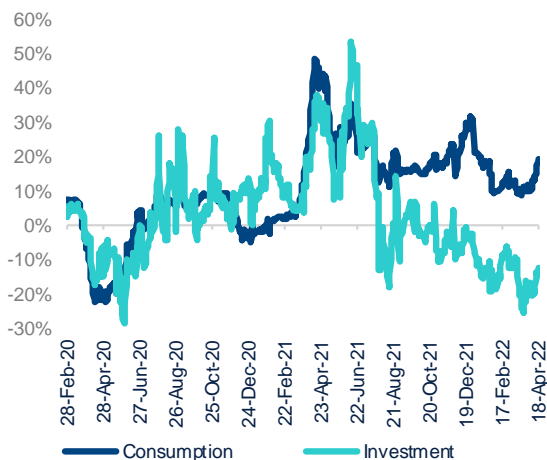
**STABILIZATION IN CURRENCY  
WILL HELP INFLATION**  
*by the end of the year*

**POST PANDEMIC WORLD  
DEMAND REMAIN SUPPORTIVE**  
*for exports and tourism revenues*



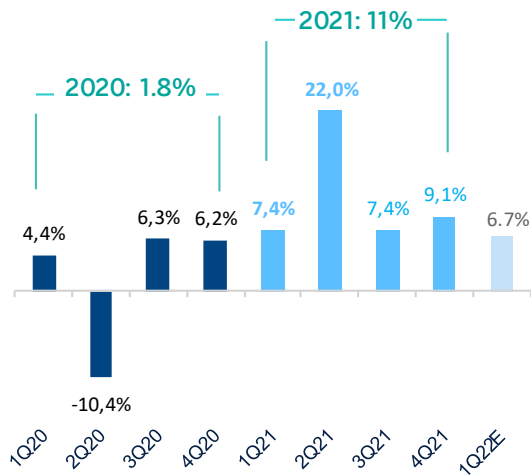
# GROWTH REMAINS RESILIENT DESPITE RECENT DECELERATION

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



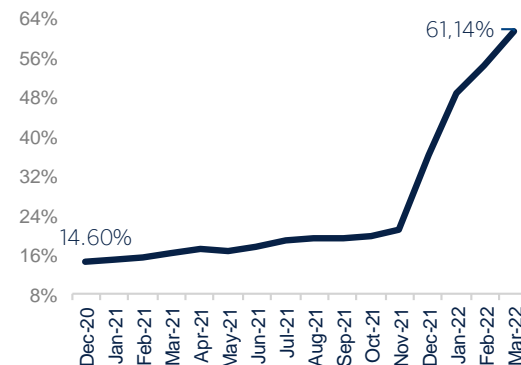
- **Consumption** remains **strong** on the back of especially **services expenditures**
- **Investment**, on the other hand, **shrinks** much faster

## GDP GROWTH (YoY)



- The economy **grew by 11%** in 2021.
- According to **our nowcast**, **GDP growth** decelerated to **near 7% in 1Q22**.
- **2022 GDP** growth forecast: **2.5%**

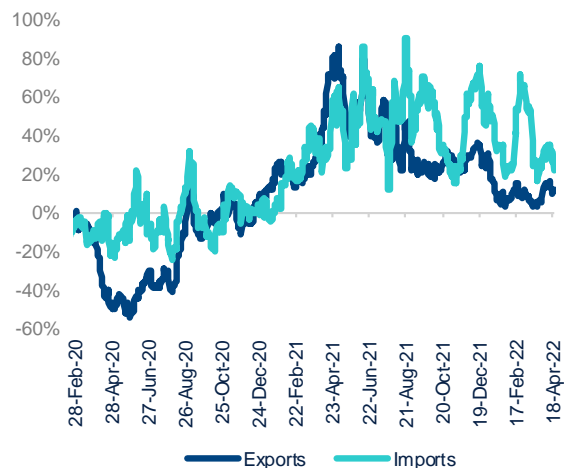
## CONSUMER INFLATION (ANNUAL)



- The uncertainty on commodity prices, spill-over effects from the war in Ukraine and loose domestic policies keep **risks on inflation on the upside**.
- Given the stabilization in currency, **base effect will help inflation** by the end of the year

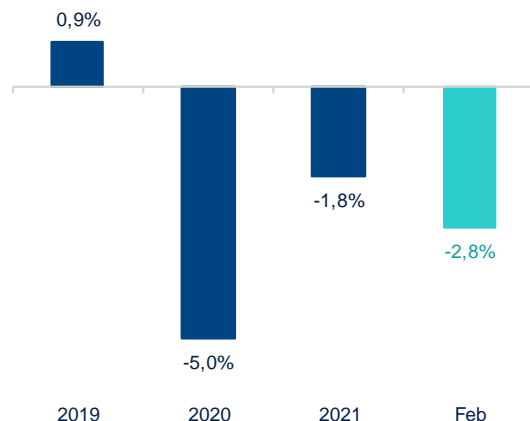
# TURKEY WILL LIKELY BE THE BENEFICIARY OF GLOBAL VALUE CHAINS IN THE NEW ERA

## GB BBVA BIG DATA GOOD EXPORTS / IMPORTS (28-day cum. YoY)



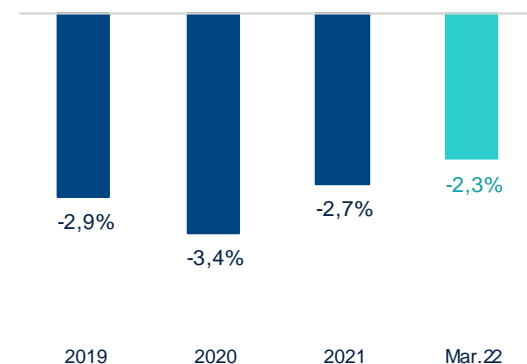
- Exports stay relatively weaker, whereas imports are boosted by much higher commodity prices
- Although decelerating, post pandemic world demand remain supportive for exports / tourism revenues

## CURRENT ACCOUNT BALANCE / GDP



- Increasing energy bill and lower global demand are the downside risks on the current account deficit.

## CG BUDGET DEFICIT / GDP



- Government revenues start to come down, while expenditures rise much faster

# 1Q22 FINANCIAL RESULTS

## HEALTHY LENDING GROWTH FEEDING REVENUE STREAMS

*Remarkable performance  
in NII & Fees*

## STRATEGICALLY MANAGED ASSET GROWTH

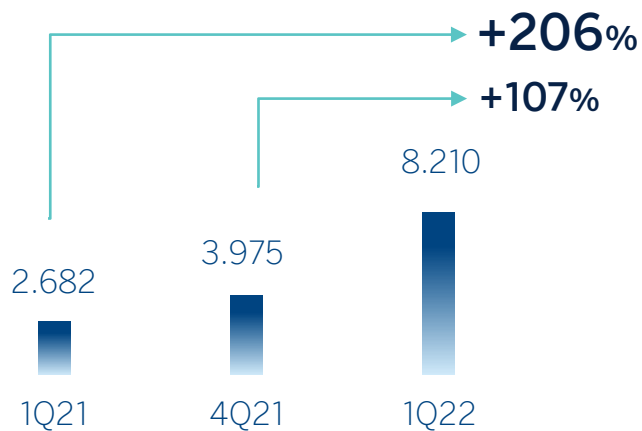
*lower maturity mismatch  
FRN-heavy security mix*

## INCREASED EFFICIENCY

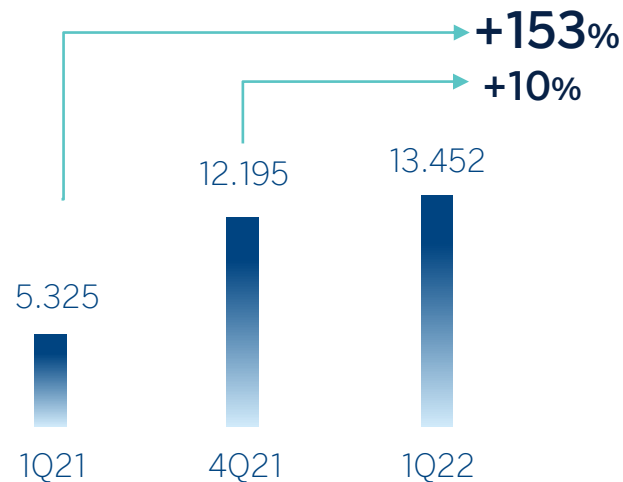
## SOLID ASSET QUALITY

# RECORD HIGH & QUALITY EARNINGS

## NET INCOME (TL.bn)



## PRE-PROVISION INCOME (TL.bn)



**+149%** YoY

NII (SWAP cost inc.) growth

*backed by robust loan originations & low cost deposit base*

**+152%** YoY

Trading (excl. SWAP costs & currency hedge) growth

*driven by high FX buy & sell activity*

**+59%** YoY

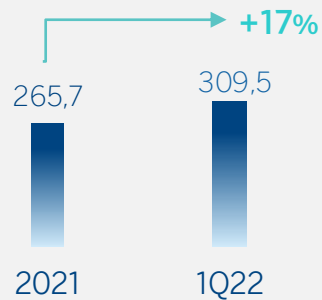
Fee & Comm. growth

*supported by the strong performance in payment systems, lending & transaction activity*

# BUILDING UP ON ALREADY PROVEN TRACK RECORD

## GROWTH

### TL LOAN GROWTH (in TL bn)



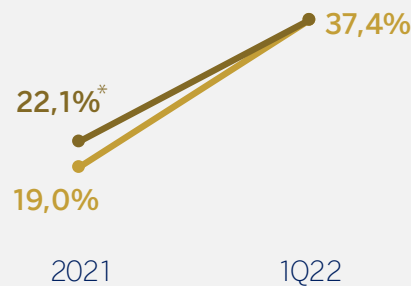
### NEW CUSTOMER ACQUISITION (mn)

>500K only in the first three months

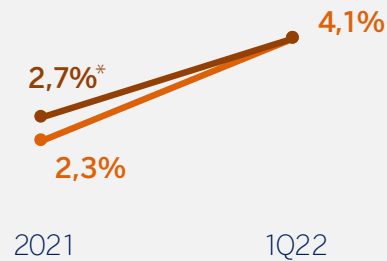


## PROFITABILITY

### ROAE

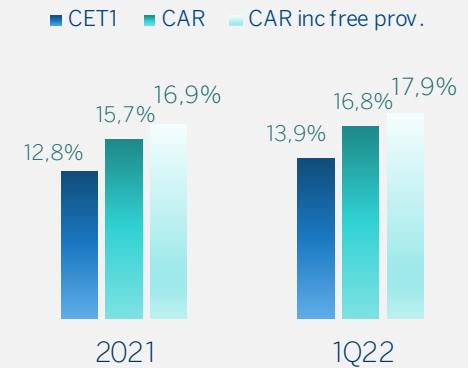


### ROAA



## STRENGTH

### CAR & CET1 (excl. forbearances)



### TOTAL FREE PROVISIONS on B/S

TL 7.5bn

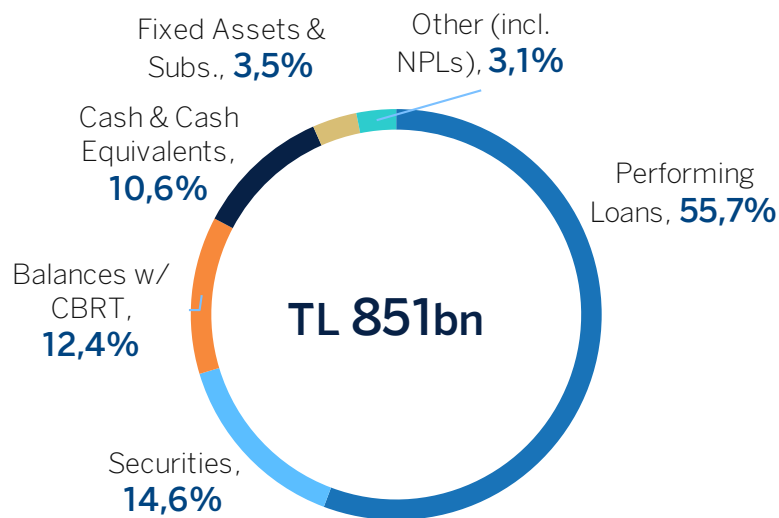
USD 11bn FC liquidity buffer  
vs.

USD 7bn total external debt  
USD 3.5bn ST external debt

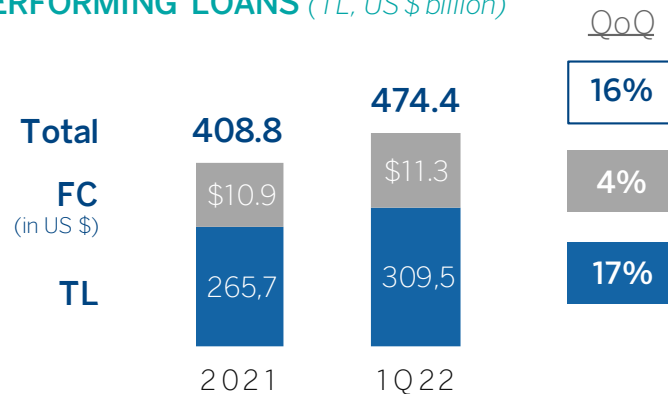
\*adj. w/ free prov.

# STRATEGICALLY MANAGED ASSET GROWTH

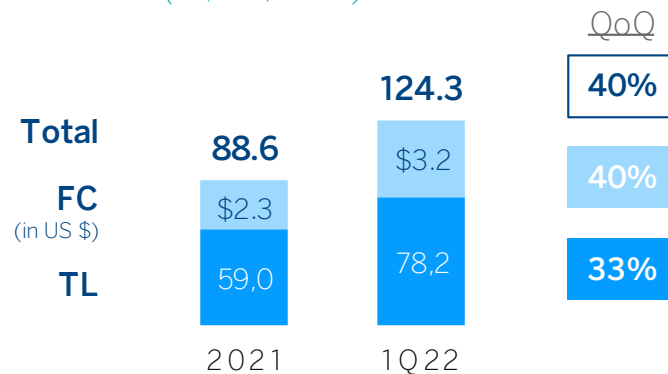
## ASSET BREAKDOWN



## PERFORMING LOANS (TL, US \$ billion)



## SECURITIES (TL, US \$ billion)



Market share gains in both TL & FC Loans

Across the board growth in securities

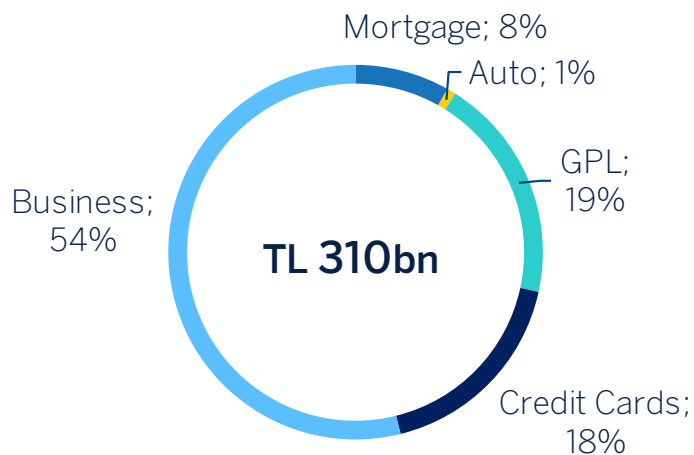
New CPI linker purchases more than offset the redemptions, CPI book reached TL 53bn



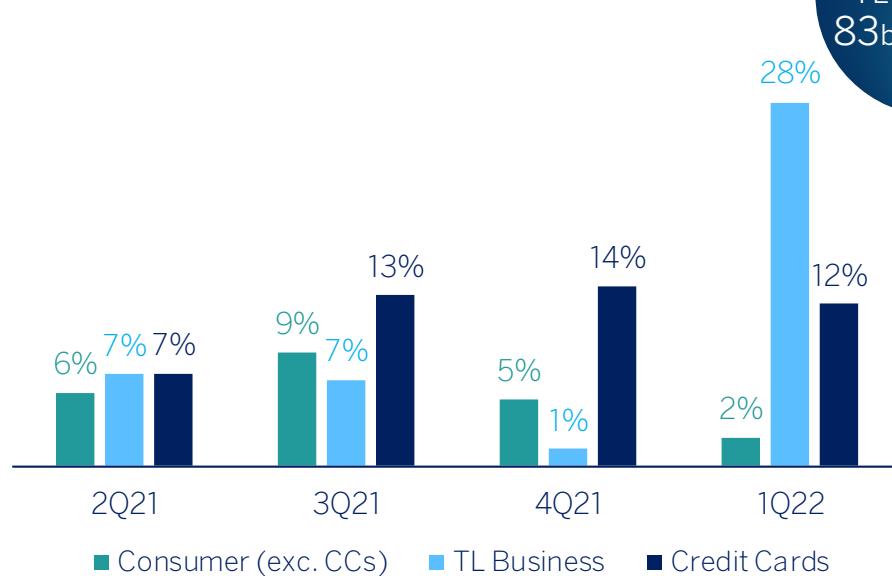
# BUSINESS BANKING DRIVEN OUTSTANDING LOAN GROWTH

## TL PERFORMING LOAN BREAKDOWN

(65% of total performing loans)



## TL PERFORMING LOAN GROWTH



Gained market share in TL business; 83bps from priv. banks

\* Based on bank-only BRSA Weekly Data, among commercial banks and Interbank Card Center data  
Consumer loan market share rankings were as of December, per bank-only financials

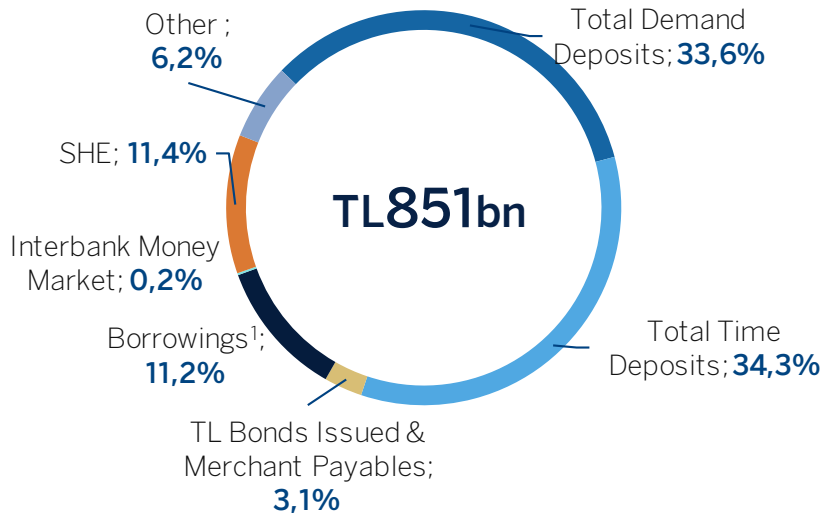
**#1 rank\*** in consumer loans among private banks, **new consumer loan originations remained as strong** as in 4Q21

**47% of GPLs** are granted to salary customers

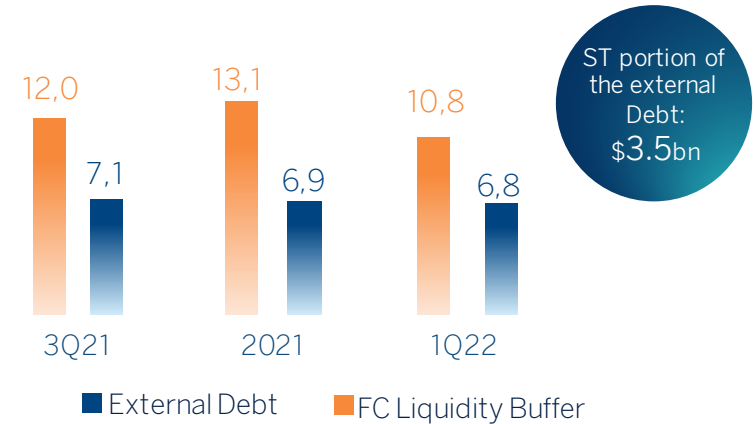
**#1 position** in credit card business; **highest market share** in **acquiring** (17.8%) & **issuing volume** (17.7%) among peers

# HIGHLY LIQUID & ACTIVELY MANAGED FUNDING MIX REMAIN TO BE THE MAIN DIFFERENTIATOR

## LIABILITIES & SHE BREAKDOWN



## EXTERNAL DEBT VS. FC QUICK LIQUIDITY<sup>2</sup> (US\$ bn)



## LOW LEVERAGE

7.8x

## FREE FUNDS / IEAs<sup>4</sup>

34.7%

VS. private peers avg. of 21%  
in 2021

## LIQUIDITY COVERAGE RATIOS<sup>3</sup>

Total LCR 213%

Minimum Requirement 100%

FC LCR 452%

Minimum Requirement 80%

<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

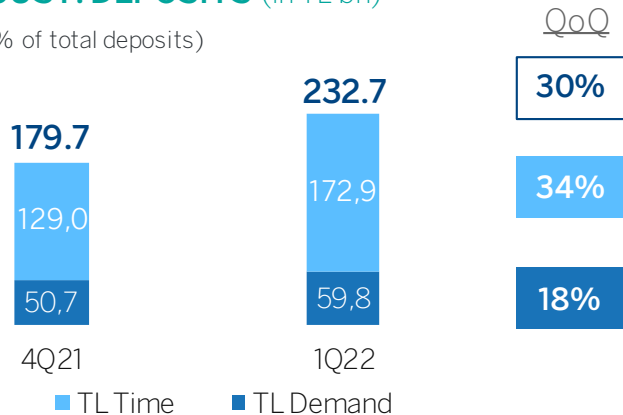
<sup>3</sup> Represents the average of March's last week.

<sup>4</sup> Free Funds=SHE-Reserve Requirement-Net NPL-Subsidiaries-Fixed Assets+Demand Deposits. Private Peer average represents December 2021 bank-only data.

# STRONG DEPOSIT GROWTH FROM A HIGH BASE REFLECTS CUSTOMERS' PREFERENCE

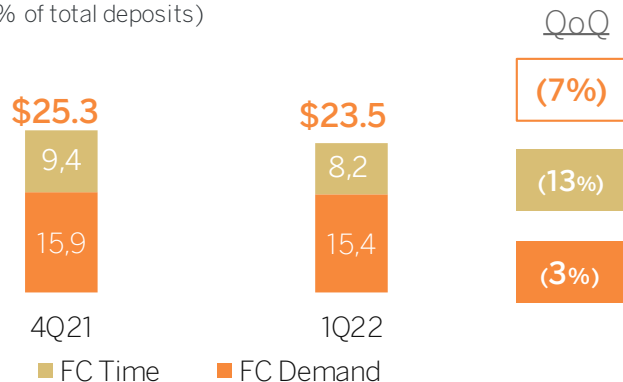
## TL CUST. DEPOSITS (in TL bn)

(40% of total deposits)



## FC CUST. DEPOSITS (in US\$ bn)

(60% of total deposits)



## EXPANDING ZERO-COST DEMAND DEPOSIT BASE

49%

Cust. demand deposits share in total

TL DEMAND DEPOSITS / TL CUST. DEPOSITS

26%

vs. private banks avg 22%

FC DEMAND DEPOSITS / FC CUST. DEPOSITS

65%

vs. private banks avg 53%

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

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

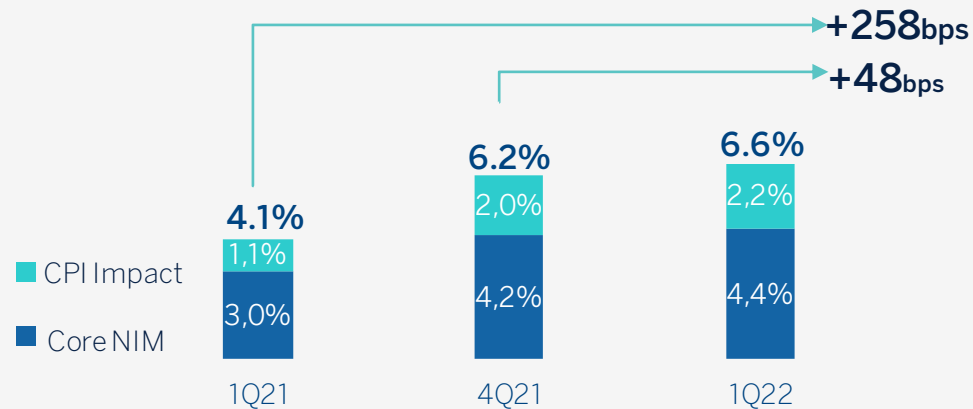
**Highest TL deposit base**, both in time & demand (*among private banks as of Dec'21*)

**Stickier** and **low-cost** deposit base – SME & retail customer deposits share in TL customer deposits: 68%<sup>1</sup>

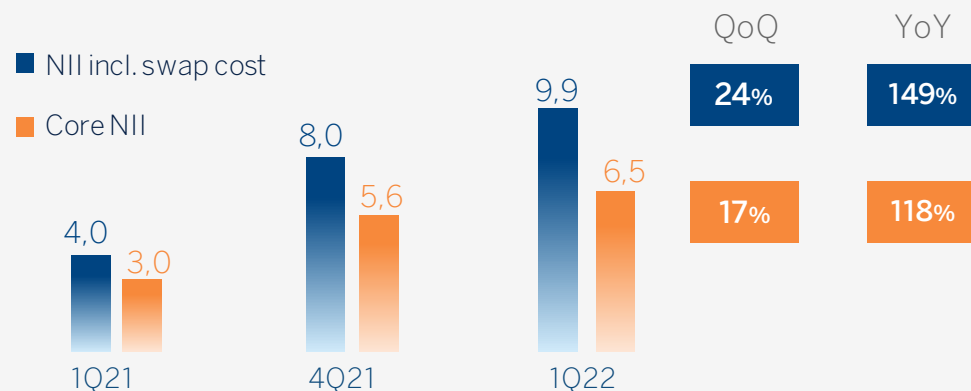
**Decline in FC deposits** due to the newly introduced **FX protected TL time deposit scheme**, our **market share** within the scheme stands at **10%**.

# HEALTHY LENDING ALONG WITH REDUCED FUNDING COSTS SUPPORT CUMULATIVE MARGIN EXPANSION

## NIM INCL. SWAP COST\*



## NII INCL. SWAP COST & CORE NII (TL bn)



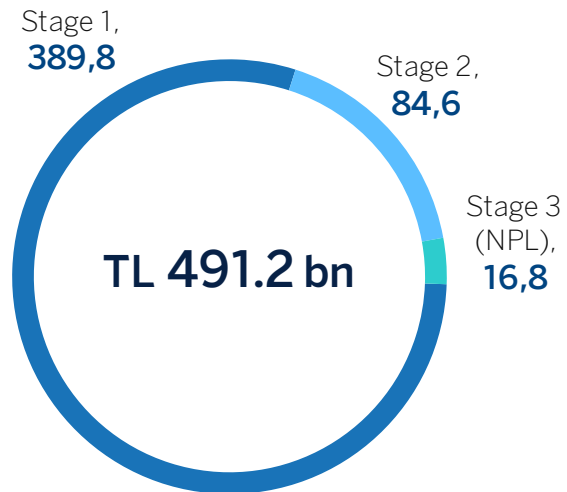
- CPI book **53** bnTL  
CPI linkers valued with **40%**
- Net Swap Funding **7** bn\$  
Lower swap utilization due to customers' switch to TL deposits
- TL spread increase **+25** bps  
Loan repricing & growth coupled with managed deposit costs

\*Calculated based on bank only MIS data, using daily averages  
Core NII = NII - Swap Cost - CPI linkers income.

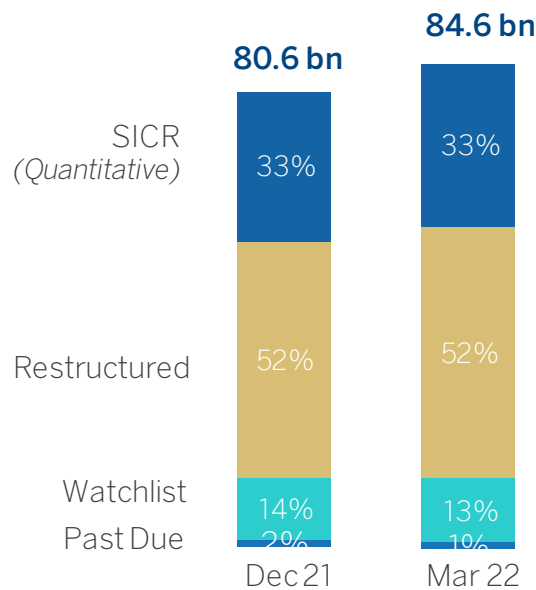
# HEALTHY LOAN PORTFOLIO WITH PROACTIVE STAGING

## LOAN PORTFOLIO BREAKDOWN

(TL Billion)



## STAGE-2 BREAKDOWN



TL 79.4bn  
exc. the currency impact<sup>2</sup>

17.2%

Stage-2 Coverage  
vs. 17.0% in Dec'21

17%

Stage-2 Share in Gross  
Loans  
vs. 19% in Dec'21

95%

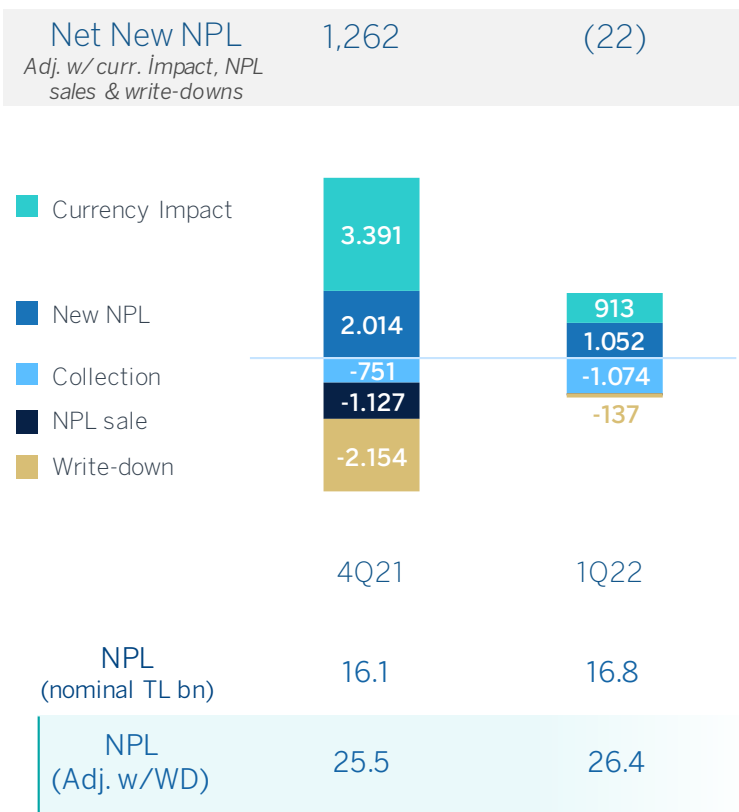
of the SICR Portfolio is  
non-delinquent

Note: SICR: Significant Increase in Credit Risk per our threshold for Probability of Default (PD) changes  
2 2021 balance sheet FX rates are taken into account when calculating Stage 2 base for Mar 22

# STRONG COLLECTION PERFORMANCE, LIMITED NPL FLOW DUE TO HIGH ECONOMIC ACTIVITY

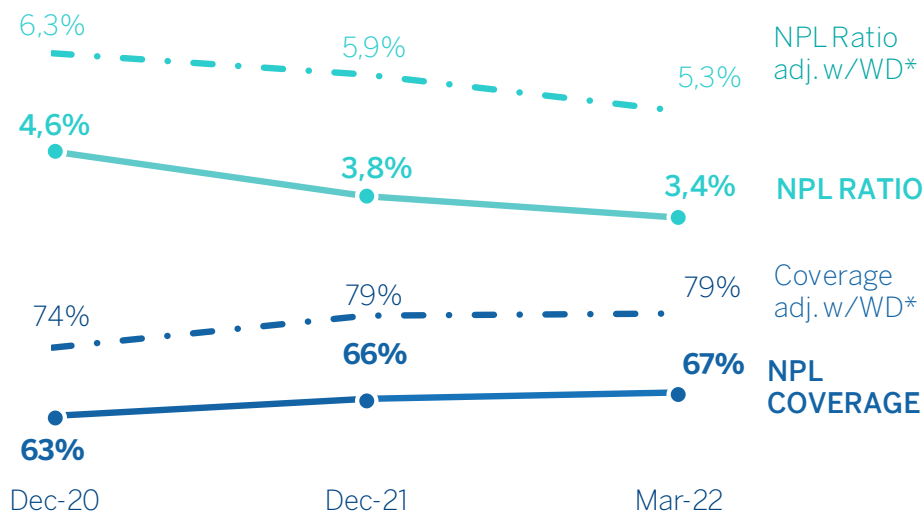
## NPL EVOLUTION

(TL million)



## NPL & COVERAGE RATIOS

(%)



\*Adjusted with write-downs since 2019

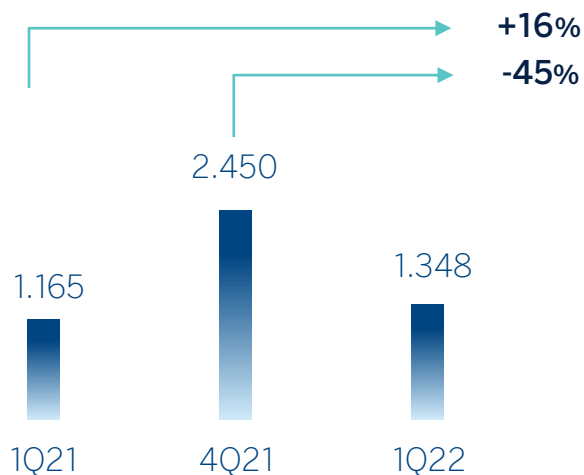
Note: Collection figure for 1Q22 & 4Q21 includes the loan moved to Stage-2, amounting TL123.5mn and TL 602.4mn, respectively

Consistently increasing coverage ratio

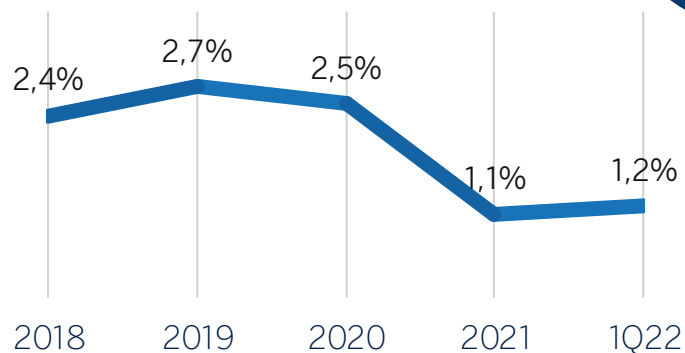
Negative Net New NPL backed by **outstanding collection performance**

# PRUDENT PROVISIONING MAINTAINED DESPITE LOWER THAN EXPECTED NET NEW NPL INFLOW

NET PROVISIONS excl. CURRENCY (TL bn)



NET CoR TREND excl. CURRENCY

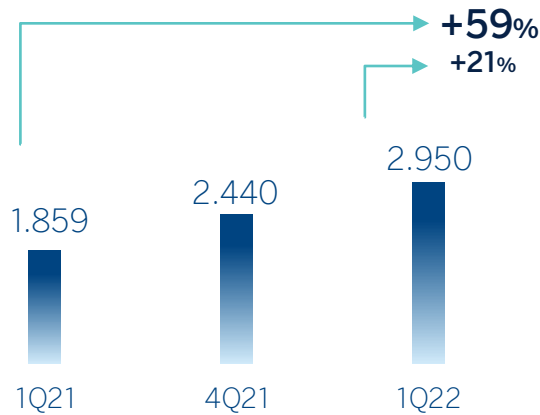


\*No impact on bottom line as it is 100% hedged

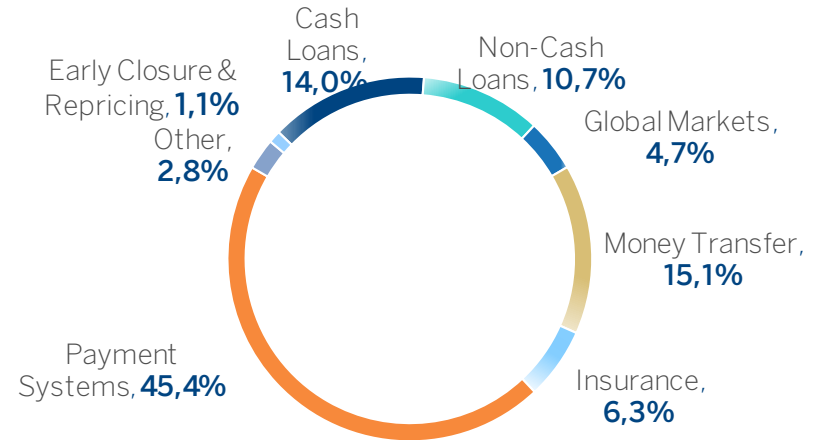
**Net CoR realized better than our guidance of <150 bps,**  
even after incorporating lower GDP growth expectations into the macro model in March.  
**Net Provisioning declined QoQ** from its high base, post the annual IFRS9 model recalibration in 4Q .

# HIGHER THAN EXPECTED ACTIVITY & SOLID GROWTH RESULTED IN A NEW RECORD HIGH FEE GROWTH ON TOP OF THE HIGHEST BASE

NET FEES & COMMISSIONS (TL bn)



NET F&C BREAKDOWN<sup>1</sup>



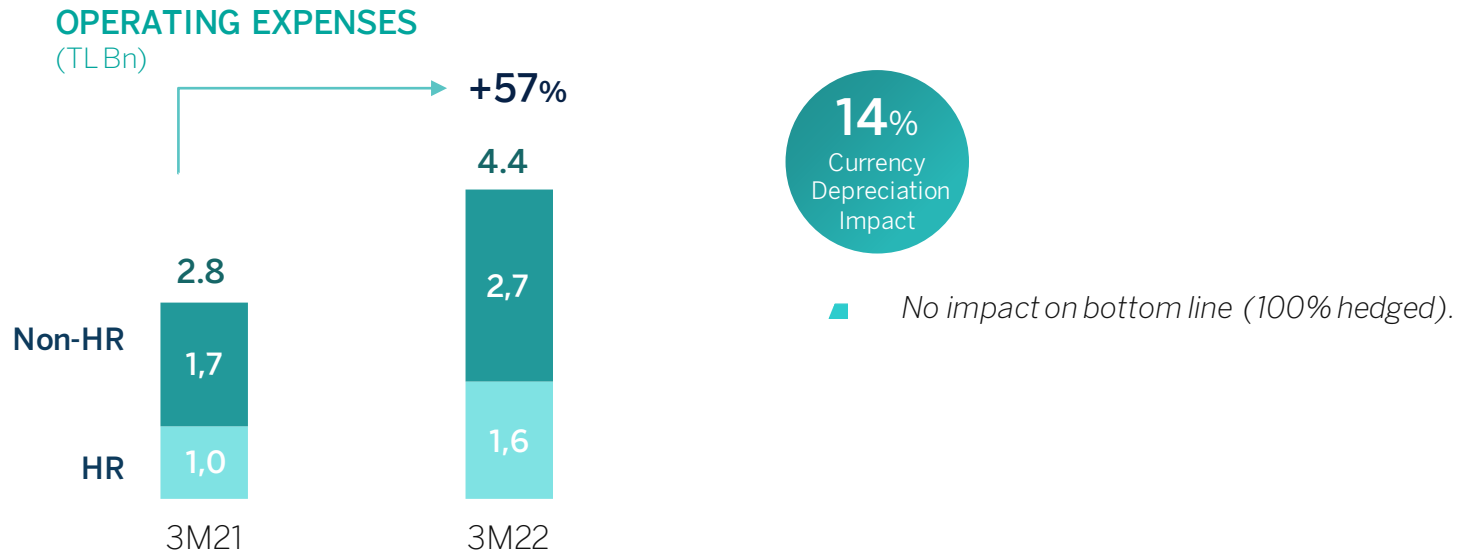
## Expanding our customer base with more effective and broader penetration



<sup>1</sup> Net Fees&Comm. breakdown is based on MIS data.



# FURTHER IMPROVEMENT IN EFFICIENCY



**24%**

Cost/Income

31% in 2021 vs.  
Private peer avg. of 34%

**68%**

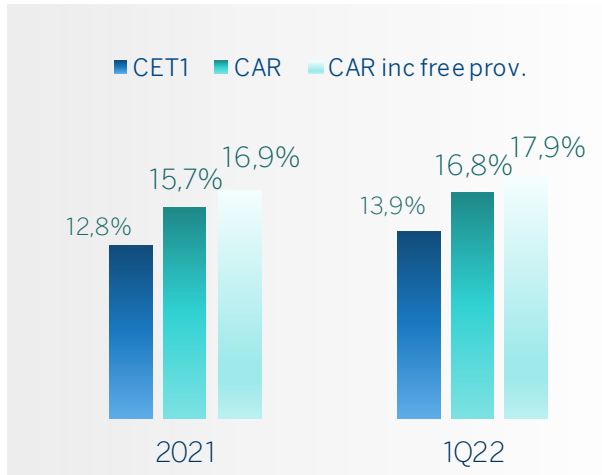
Fee/OPEX

67% in 2021 vs. Private  
peer avg. of 60%

# STRENGTHENED CAPITAL BUFFERS THANKS TO SUPERIOR INTERNAL CAPITAL GENERATION CAPACITY

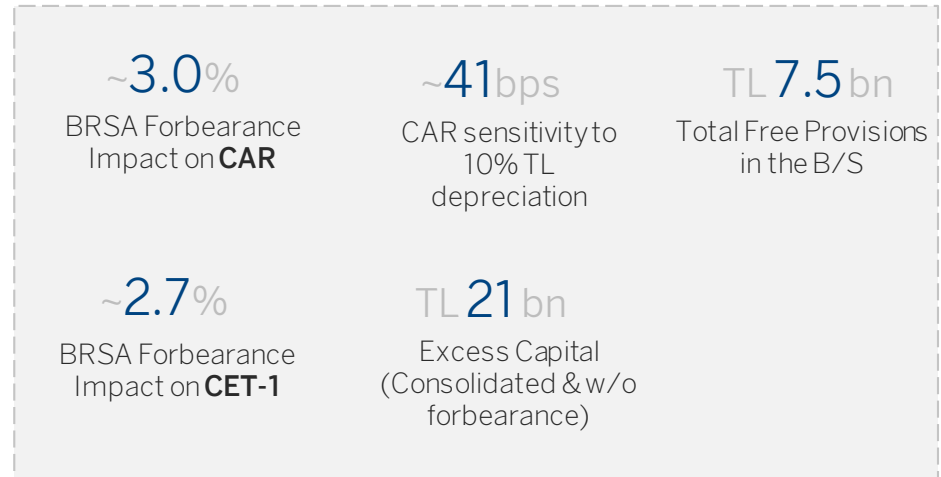
## SOLVENCY RATIOS

without BRSA's forbearance

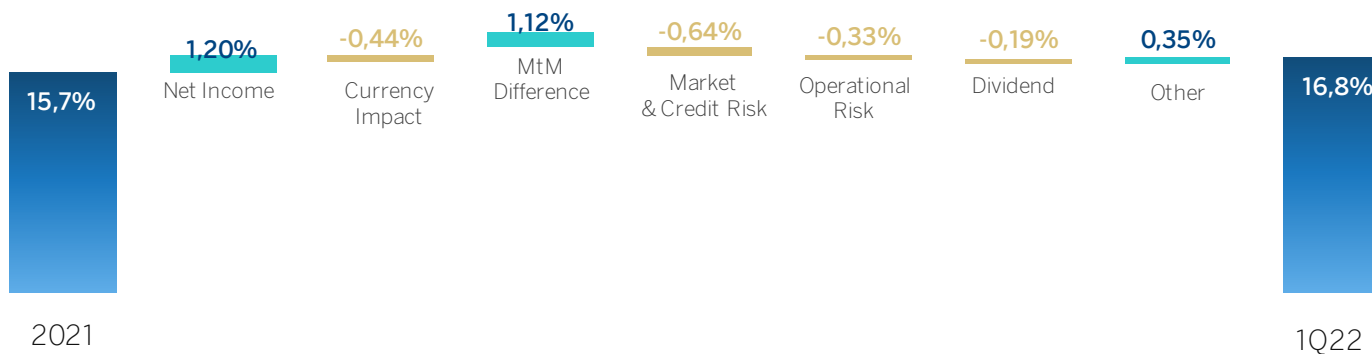


USDTRY 13.09

14.55



## CAR EVOLUTION



# 1Q22 IN A NUTSHELL

1	<b>LOAN GROWTH</b> OUTPERFORMING SECTOR	TL LOAN GROWTH	+17% QoQ	+12% SECTOR AVERAGE IN 1Q22 <sup>1</sup>
2	<b>REMARKABLE PERFORMANCE</b> IN <b>CORE REVENUE GENERATION</b>	CORE NII + NET FEES + TRADING <sup>2</sup>	+107% YoY	
3	<b>IMPROVED EFFICIENCY</b> SIGNIFICANT POSITIVE JAWS	COST/INCOME RATIO (Cumulative)	24% vs. 31% IN 2021	36% PEERS AVERAGE IN 2021 <sup>3</sup>
4	<b>COST OF RISK</b> FARING BETTER THAN EXPECTATIONS	NET COST OF RISK (Cumulative, excluding currency)	1.2%	
5	<b>STRONG CAPITAL POSITION</b> AND AMPLE CAPITAL BUFFER	CET1 (w/o BRSA's forbearance)	13.9%	EXCESS CAPITAL (w/o BRSA's forbearance, per consolidated financials)
				21 <sub>BN</sub> TL

<sup>1</sup> Based on BRSA Bank-only data, for commercial banks only

<sup>2</sup> Core NII = NII - Swap Cost - CPI linkers income. Trading income calculation excludes swap costs & currency related hedges, since there is no bottom-line impact

<sup>3</sup> Peer Average as of December 2021, per BRSA bank-only financials

# Continuous investments in **DIGITAL**, enriching CX & addressing global trends

**11.1 MILLION MOBILE CUSTOMERS**

*Highest digital & mobile customer base*

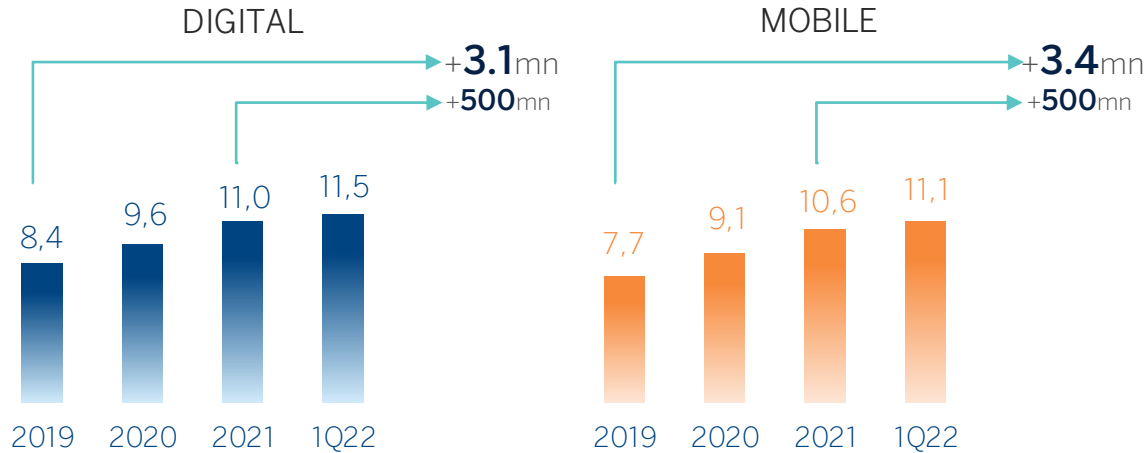
**SHARE OF BRANCH**

*in top transactions*

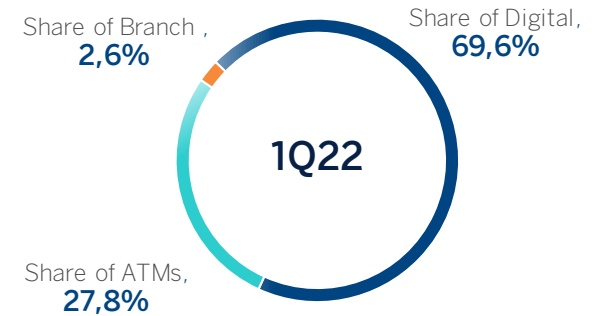
**CAME DOWN TO ~3% LEVELS**

# EMPOWER AND SERVE TO IMPROVE THE FINANCIAL HEALTH OF OUR CUSTOMERS

## NUMBER OF ACTIVE CUSTOMERS <sup>1</sup> (mn)



## CUSTOMER TRANSACTIONS <sup>2</sup>



### Continuing to lead the way in digitalization...

19%

Market share in mobile financial transactions

85%

Share of digital in total sales

+120%

Increase in the number of monthly mobile logins since the beginning of 2020

<sup>1</sup> Active: login in last 3 months

<sup>2</sup> Based on Top Transactions (i.e. Bill payment, Money transfer and FX transactions) that make up ~90% of total transactions

# Our **SUSTAINABILITY** commitment to build a strong and successful future

**BBVA 2025 PLEDGE 200BN €**

*First and only Turkish company to be included in the*  
**DOW JONES SUSTAINABILITY INDEX**  
*for the 7<sup>th</sup> consecutive years*  
*(Only Turkish bank included in the index)*

**'CARBON NEUTRAL BANK'**  
*as of 2020 (Scope 1&2)*

*First Turkish bank that announced*  
**COAL PHASE-OUT PLAN**

*First and only Turkish signatory*  
**'UN – Convened' NET ZERO**  
**BANKING ALLIANCE (NZBA)**

# FINANCING THE SUSTAINABLE DEVELOPMENT



Fighting  
Climate Change

**100% Renewable  
Energy**

in new PF loans since 2014

**24%**

Green Asset to  
PF loans ratio

**8.8bn TL**

Sustainable finance  
mobilization in 2021  
+**103%** YoY

**PACTA**

Managing our sustainability  
risk for carbon-intensive  
sectors with the PACTA  
methodology



Milestones in  
1Q 2022

Turkey's Largest **Rooftop  
Solar Energy** Project

\$71 mn investment amount  
250 million kWh/year of solar power  
sourced electricity

Our **1<sup>st</sup>**  
Circular  
Economy Loan

**1<sup>st</sup>**

Garanti BBVA ESG-related  
Repo Transaction for  
**\$75mn**

**1<sup>st</sup>** in Europe  
**Environmental  
Bonus Card**

Now will be made of  
recyclable materials



Engagement

**WWF Turkey Wildfire Projects**

Providing grants to local initiatives to carry out  
projects for forest fire prevention for 3 years

**16 UN SDGs & 59 targets**

Our concrete contributions' disclosure in  
**Garanti BBVA Integrated Annual Report 2021**

# Appendix

**PG. 25** Sector Breakdown of Gross Loans

**PG. 26** FC Loan Breakdown

**PG. 27** Deferred Loans

**PG. 28** Maturity Profile & Liquidity Buffers

**PG. 29** Adjusted L/D and Liquidity  
Coverage Ratios,

**PG. 30** Consumer Loans & TL Business  
Banking Loans

**PG. 31** Securities portfolio

**PG. 32** Summary Balance Sheet

**PG. 33** Summary P&L

**PG. 34** Key Financial Ratios

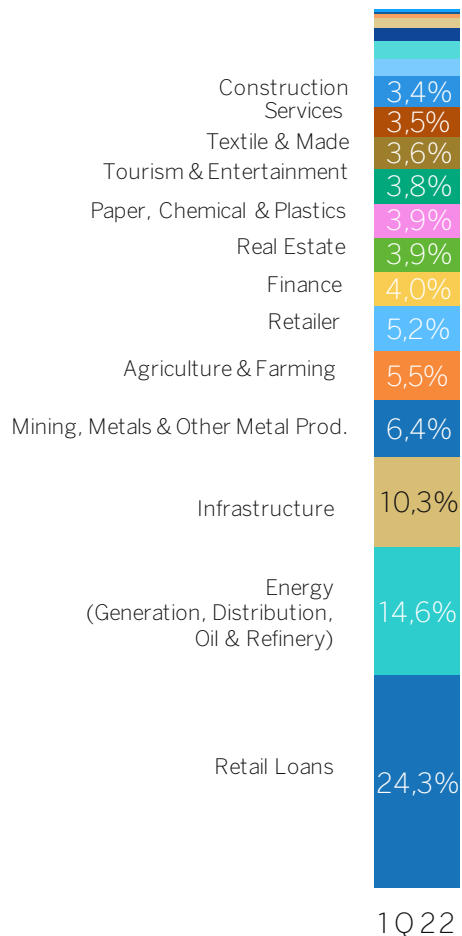
**PG. 35** Quarterly & Cumulative Net  
Cost of Risk



# APPENDIX: SECTOR BREAKDOWN OF GROSS LOANS

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

TL 491.2bn

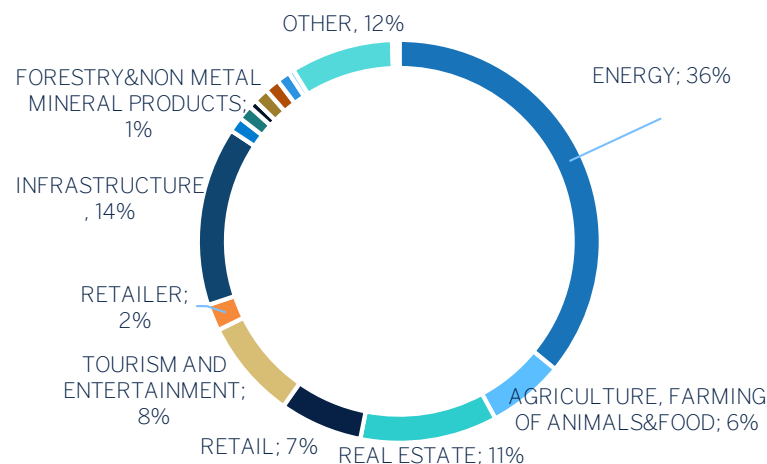


### % SHARE

### COVERAGE RATIO

Key Sectors	% SHARE			COVERAGE RATIO		
	Stage 1	Stage 2	Stage 3	Stage 1	Stage 2	Stage 3
Retail	87%	11%	3%	0,4%	3,8%	60,9%
Energy	63%	31%	6%	0,7%	21,2%	65,6%
Construction	88%	7%	4%	0,8%	14,5%	72,0%
Textile & Made	83%	14%	3%	1,5%	8,1%	74,3%
Tourism & Entertainment	59%	38%	3%	2,6%	14,0%	72,6%
Real Estate	50%	38%	13%	0,8%	38,6%	63,2%

## SECTOR BREAKDOWN OF STAGE 2 EXCLUDING SICR<sup>1</sup>

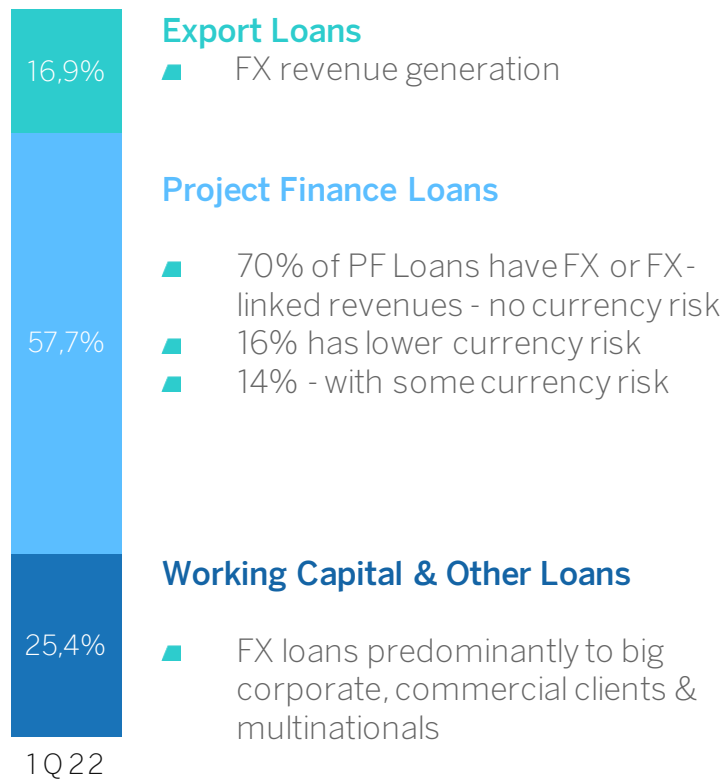


<sup>1</sup> Based on Bank-only MIS data

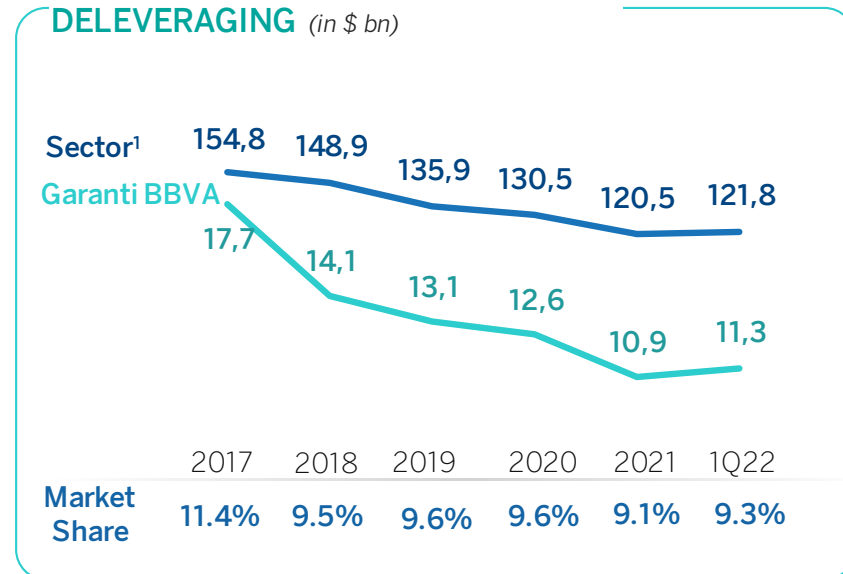
# APPENDIX: CLOSELY MONITORED AND WELL-PROVISIONED FC LOANS

## FC PERFORMING LOANS (35% of total performing loans)

US\$ 11.3 bn



## MITIGATION OF FX RISK - TIMELY DELEVERAGING (in \$ bn)

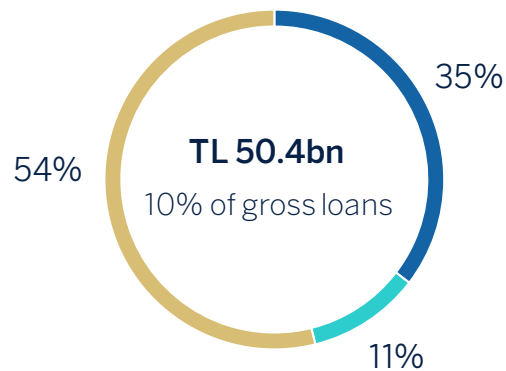


- Regular conduct of FX sensitivity analysis for proactive staging and provisioning

<sup>1</sup> Based on BRSA weekly data , commercial banks

# APPENDIX: DEFERRALS' PAYMENT EVOLUTION BETTER THAN EXPECTED

## TOTAL LOAN DEFERRALS GRANTED

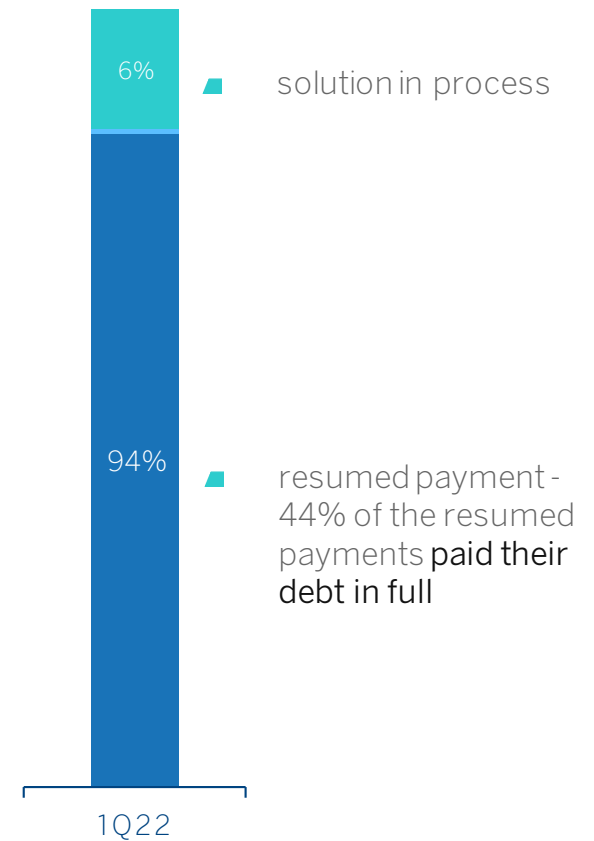


■ Retail (inc. CCs) ■ SME ■ Comm&Corp.

Deferrals' Staging Breakdown & Coverages	Share in Total	Coverage
Stage 1	29%	0.4%
Stage 2	64%	21%
Stage 3	7%	59%
<b>Total</b>		<b>18%</b>

## EXPIRED LOAN DEFERRALS' PAYMENT BEHAVIOR

96% of total deferrals

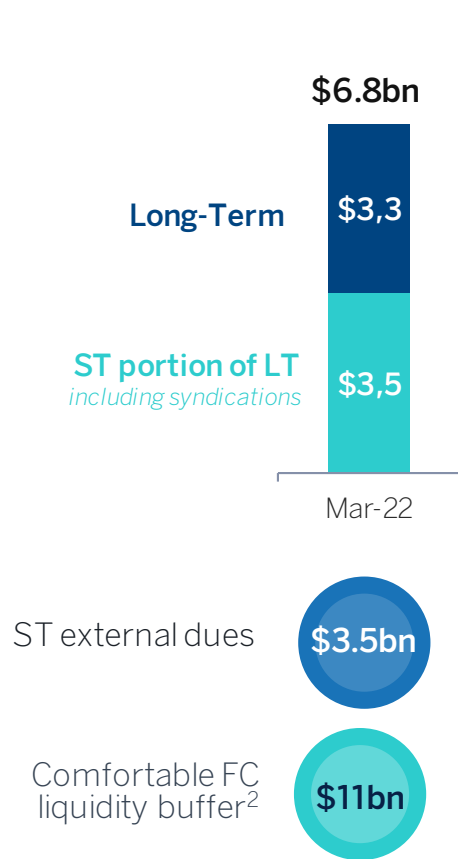


Note: Based on unconsolidated financials

# APPENDIX: COMFORTABLE LIQUIDITY & MANAGEABLE EXTERNAL DEBT STOCK

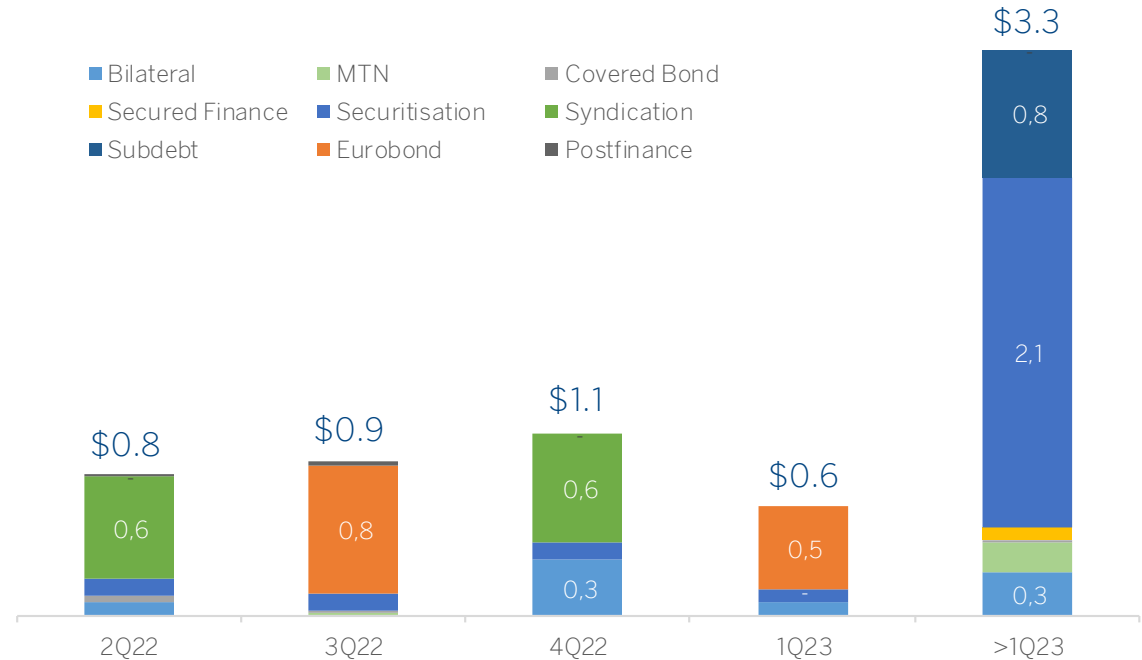
## GARANTI BBVA EXTERNAL DEBT<sup>1</sup>

(US\$ billion)



## MATURITY PROFILE OF EXTERNAL DEBT

(US\$ billion)

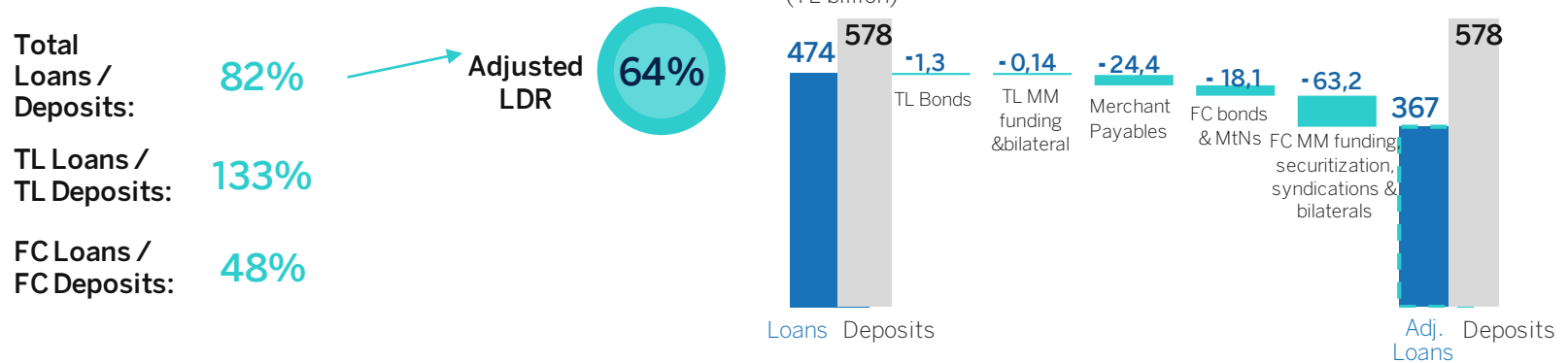


<sup>1</sup> Excludes cash collateralized borrowings

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

# APPENDIX: ADJUSTED LDR AND LIQUIDITY COVERAGE RATIOS

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



## LIQUIDITY COVERAGE RATIOS<sup>1</sup>

Total LCR 213%

Minimum Requirement 100%

FC LCR 452%

Minimum Requirement 80%

<sup>1</sup> Represents the average of March's last week.

## APPENDIX: CONSUMER & TL BUSINESS BANKING LOANS

Consumer & TL Business Banking Loans (TL billion)	Mar-21	Dec-21	Mar-22	QoQ (%)	YoY (%)
TL Business Banking	113.2	130.8	166.7	27.5	47.3
Cons. Mortgage Loans	22.6	25.5	25.3	-0.9	12.2
Consumer Auto Loans	2.8	2.4	2.5	1.5	-11.1
Cons. General Purpose Loans <sup>1</sup>	46.2	58.2	60.2	3.6	30.5
Cons. Credit Card Balances	28.0	37.8	42.1	11.5	50.6

Market Shares <sup>3</sup>	Dec-21	Mar-22	QoQ Δ	Rank
Consumer Loans inc.				
Consumer CCs	13.1%	13.1%	2 bps	#1*
Cons. Mortgage Loans	9.3%	8.9%	-46 bps	#1*
Consumer Auto Loans	28.3%	25.2%	-309 bps	#1*
Cons. General Purpose Loans	12.8%	12.9%	15 bps	#2*
TL Business Banking	8.3%	9.0%	76 bps	#2*
# of CC customers <sup>2</sup>	13.3%	13.3%	3 bps	#1
Issuing Volume (Cumulative) <sup>2</sup>	17.5%	17.7%	20 bps	#1
Acquiring Volume (Cumulative) <sup>2</sup>	17.4%	17.8%	36 bps	#1

\* Rankings are among private banks as of December 2021

<sup>1</sup> Including other loans and overdrafts

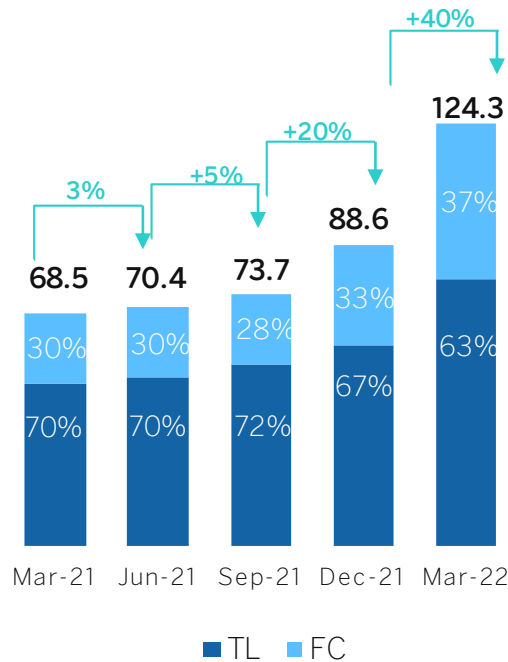
<sup>2</sup> Cumulative figures and rankings as of March 2022, as per Interbank Card Center data,

<sup>3</sup> Sector figures used in market share calculations are based on bank-only BRSA weekly data as of 01.04.2022, for commercial banks

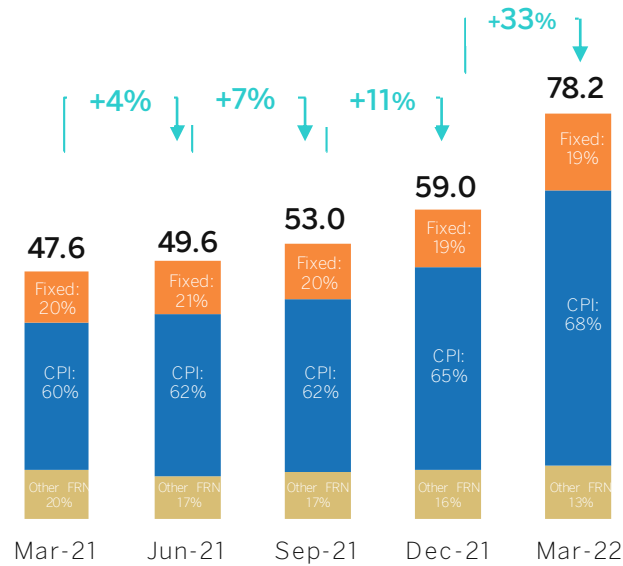
# APPENDIX: SECURITIES PORTFOLIO

## TOTAL SECURITIES (TL billion)

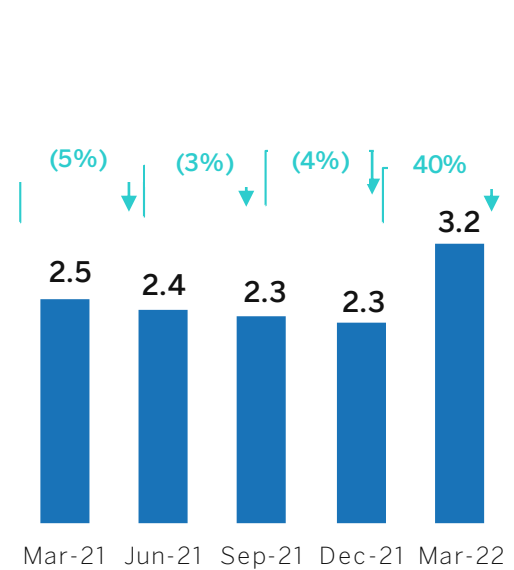
15% of Total Assets



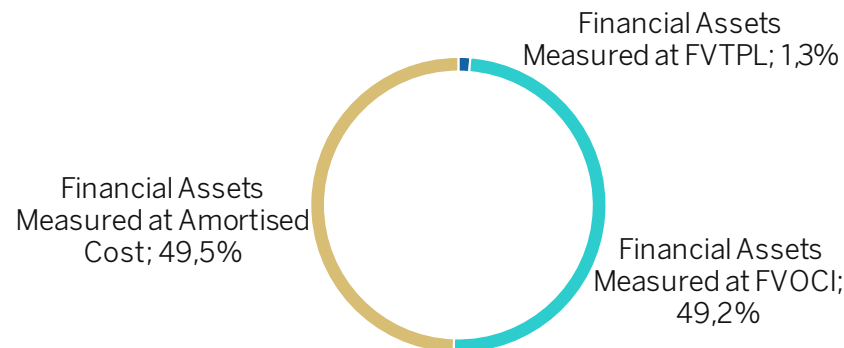
## TL SECURITIES (TL billion)



## FC SECURITIES (US\$ billion)



## SECURITIES COMPOSITION



Note: Fixed - Floating breakdown of securities are based on bank-only MIS data

# APPENDIX: SUMMARY BALANCE SHEET

(TL billion)

ASSETS	31.03.2021	30.06.2021	30.09.2021	31.12.2021	31.03.2022
Cash & Cash Equivalents	29,3	39,4	34,5	98,0	90,6
Balances at CBRT	56,6	64,0	67,8	102,7	105,6
Securities	68,5	70,4	73,7	88,6	124,3
Gross Loans	333,5	351,5	371,3	424,9	491,2
<b>+TL Loans</b>	<b>227,9</b>	<b>242,0</b>	<b>261,4</b>	<b>273,8</b>	<b>317,6</b>
TL NPL	7,7	7,4	7,5	8,1	8,1
<i>info: TL Performing Loans</i>	220,2	234,6	254,0	265,7	309,5
<b>+FC Loans (in US\$ terms)</b>	<b>12,8</b>	<b>12,7</b>	<b>12,4</b>	<b>11,5</b>	<b>11,9</b>
FC NPL (in US\$ terms)	0,9	0,8	0,8	0,6	0,6
<i>info: FC Performing Loans (in US\$ terms)</i>	11,9	11,9	11,6	10,9	11,3
<i>info: Performing Loans (TL+FC)</i>	<b>318,6</b>	<b>337,1</b>	<b>356,6</b>	<b>408,8</b>	<b>474,4</b>
Fixed Assets & Subsidiaries	18,6	19,5	20,4	26,8	29,8
Other	8,8	5,7	5,8	18,0	9,7
<b>TOTAL ASSETS</b>	<b>515,3</b>	<b>550,4</b>	<b>573,5</b>	<b>758,9</b>	<b>851,2</b>
LIABILITIES & SHE	31.03.2021	30.06.2021	30.09.2021	31.12.2021	31.03.2022
Total Deposits	332,6	368,6	385,5	513,2	578,1
<b>+Demand Deposits</b>	<b>144,3</b>	<b>157,0</b>	<b>171,7</b>	<b>260,5</b>	<b>286,3</b>
TL Demand	40,1	44,3	46,8	51,2	60,3
FC Demand (in US\$ terms)	12,6	13,1	14,1	16,0	15,5
<b>+Time Deposits</b>	<b>188,3</b>	<b>211,6</b>	<b>213,8</b>	<b>252,8</b>	<b>291,8</b>
TL Time	105,8	122,3	127,2	129,3	172,9
FC Time (in US\$ terms)	10,0	10,3	9,8	9,4	8,2
Interbank Money Market	8,9	1,3	1,4	9,6	1,4
Bonds Issued	17,2	15,5	16,4	21,8	20,3
Funds Borrowed	51,0	53,8	51,5	71,8	76,9
Other liabilities	41,9	43,8	47,9	62,4	77,8
Shareholders' Equity	63,7	67,3	70,9	80,0	96,7
<b>TOTAL LIABILITIES &amp; SHE</b>	<b>515,3</b>	<b>550,4</b>	<b>573,5</b>	<b>758,9</b>	<b>851,2</b>



## APPENDIX: SUMMARY P&L

TL Million	QUARTERLY P&L			CUMULATIVE P&L		
	4Q21	1Q22	QoQ	3M21	3M22	YoY
(+) Net Interest Income including Swap costs	7.974	9.914	24%	3.976	9.914	149%
(+) <i>NII excluding CPI linkers' income</i>	9.066	9.790	8%	5.307	9.790	84%
(+) <i>Income on CPI linkers</i>	2.421	3.414	41%	993	3.414	244%
(-) <i>Swap Cost</i>	-3.513	-3.290	-6%	-2.324	-3.290	42%
(+) Net Fees & Comm.	2.440	2.950	21%	1.859	2.950	59%
(+) Net Trading & FX gains/losses (excl. Swap costs and currency hedge)	5.015	3.364	-33%	1.335	3.364	152%
<i>info: Gain on Currency Hedge<sup>1</sup></i>	5.942	1.992	-66%	1.058	1.992	88%
(+) Other income (excl. Prov. reversals & one-offs)	274	375	37%	151	375	148%
<b>= REVENUES</b>	<b>16.141</b>	<b>17.714</b>	<b>10%</b>	<b>8.016</b>	<b>17.714</b>	<b>121%</b>
(+) Non-recurring other income	206	94	<i>n.m</i>	77	94	<i>n.m</i>
(+) <i>Gain on asset sale</i>	206	94	<i>n.m</i>	77	94	<i>n.m</i>
(-) OPEX	-4.152	-4.356	5%	-2.768	-4.356	57%
(-) <i>HR</i>	-1.736	-1.638	-6%	-1.023	-1.638	60%
(-) <i>Non-HR</i>	-2.416	-2.718	13%	-1.745	-2.718	56%
<b>= PRE-PROVISION INCOME</b>	<b>12.195</b>	<b>13.452</b>	<b>10%</b>	<b>5.325</b>	<b>13.452</b>	<b>153%</b>
(-) Net Expected Loss (excl. Currency impact)	-2.450	-1.348	-45%	-1.165	-1.348	16%
(-) <i>Expected Loss</i>	-10.119	-6.681	-34%	-4.927	-6.681	36%
<i>info: Currency Impact<sup>1</sup></i>	-5.942	-1.992	-66%	-1.058	-1.992	88%
(+) <i>Provision Reversal under other Income</i>	1.727	3.341	93%	2.704	3.341	24%
(-) Taxation and other provisions	-5.771	-3.894	-33%	-1.478	-3.894	163%
(-) <i>Free Provision</i>	-900	0	<i>n.m</i>	-150	0	<i>n.m</i>
(-) <i>Taxation</i>	-1.639	-2.787	70%	-532	-2.787	424%
(-) <i>Other provisions (excl. free prov.)</i>	-3.231	-1.107	-66%	-796	-1.107	39%
<b>= NET INCOME</b>	<b>3.975</b>	<b>8.210</b>	<b>107%</b>	<b>2.682</b>	<b>8.210</b>	<b>206%</b>

<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-21	Jun-21	Sep-21	Dec-21	Mar-22
<b>Profitability ratios</b>					
ROAE (Cumulative) <sup>1</sup>	17.7%	18.5%	19.3%	19.0%	37.4%
ROAA (Cumulative) <sup>1</sup>	2.2%	2.3%	2.4%	2.3%	4.1%
Cost/Income	34.2%	35.4%	34.1%	30.6%	24.5%
<b>Liquidity ratios</b>					
Loans / Deposits	95.8%	91.5%	92.5%	79.6%	82.1%
TL Loans / TL Deposits	150.9%	140.8%	145.9%	147.2%	132.7%
Adj. Loans/Deposits (Loans adj. with on-balance sheet alternative funding sources)	75%	72%	74%	61%	64%
TL Loans / (TL Deposits + TL Bonds + Merchant Payables)	134.9%	125.3%	128.6%	128.3%	119.2%
FC Loans / FC Deposits	52.7%	50.7%	48.5%	43.0%	47.8%
<b>Asset quality ratios</b>					
NPL Ratio	4.5%	4.1%	4.0%	3.8%	3.4%
Coverage Ratio	6.5%	6.1%	5.9%	6.3%	5.9%
+ Stage1	0.8%	0.6%	0.6%	0.7%	0.8%
+ Stage2	15.8%	17.0%	17.2%	17.0%	17.2%
+ Stage3	65.8%	65.6%	69.0%	66.0%	67.0%
Cumulative Net Cost of Risk (excluding currency impact, bps) <sup>2</sup>	146	92	56	108	119
<b>Solvency ratios</b>					
CAR (excl. BRSA Forbearance)	17.4%	17.6%	17.3%	15.7%	16.8%
Common Equity Tier I Ratio (excl. BRSA Forbearance)	14.7%	14.9%	14.6%	12.8%	13.9%
Leverage	7.1x	7.2x	7.1x	8.5x	7.8x

<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 1Q21, 2Q21, 3Q21 and 1Q22.

<sup>2</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: QUARTERLY & CUMULATIVE NET CoR

(Million TL)

Quarterly Net Expected Credit Loss	2Q21	3Q21	4Q21	1Q22
<b>(-) Expected Credit Losses</b>	<b>2.723</b>	<b>1.759</b>	<b>10.119</b>	<b>6.681</b>
Stage 1	422	204	1.272	2.795
Stage 2	1.160	644	4.860	2.364
Stage 3	1.142	911	3.988	1.522
<b>(+) Provision Reversals under other income</b>	<b>1.777</b>	<b>1.584</b>	<b>1.727</b>	<b>3.341</b>
Stage 1	984	404	403	1.721
Stage 2	371	816	795	966
Stage 3	422	365	529	654
<b>(=) (a) Net Expected Credit Losses</b>	<b>947</b>	<b>175</b>	<b>8.392</b>	<b>3.340</b>
<b>(b) Average Gross Loans</b>	<b>342.496</b>	<b>361.397</b>	<b>398.084</b>	<b>458.047</b>
<b>(a/b) Quarterly Total Net CoR (bps)</b>	<b>111</b>	<b>19</b>	<b>836</b>	<b>296</b>
info: Currency Impact <sup>1</sup>	70	27	592	176
<b>Total Net CoR excl. currency impact (bps)</b>	<b>41</b>	<b>-8</b>	<b>244</b>	<b>119</b>

(Million TL)

Cumulative Net Expected Credit Loss	3M22
<b>(-) Expected Credit Losses</b>	<b>6.681</b>
Stage 1	2.795
Stage 2	2.364
Stage 3	1.522
<b>(+) Provision Reversals under other income</b>	<b>3.341</b>
Stage 1	1.721
Stage 2	966
Stage 3	654
<b>(=) (a) Net Expected Credit Losses</b>	<b>3.340</b>
<b>(b) Average Gross Loans</b>	<b>458.047</b>
<b>(a/b) Cumulative Total Net CoR (bps)</b>	<b>296</b>
info: Currency Impact <sup>1</sup>	176
<b>Total Net CoR excl. currency impact (bps)</b>	<b>119</b>

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

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## Investor Relations

Levent Nispetiye Mah. Aytar Cad. No:2  
Beşiktaş 34340 İstanbul – Turkey  
Email: [investorrelations@garantibbva.com.tr](mailto:investorrelations@garantibbva.com.tr)  
Tel: +90 (212) 318 2352

[www.garantibbvainvestorrelations.com](http://www.garantibbvainvestorrelations.com)

