

September 30, 2006

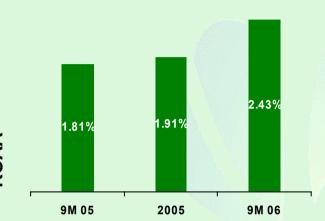
Net income up by 88.4% y-o-y due to solid organic growth

- Total asset growth was 31.0% YTD reaching 54.0 Billion YTL on a consolidated basis as of 9M 2006
- Net cash **loans** increased by 53.7%, constituting **54.7% of total assets**
- TL loans increased by 49.9% in 9M 2006, reaching 15.0 Billion YTL while FC loans increased by 42.2% in US\$ terms, reaching 9.8 Billion US\$ as of 9M 2006
- NPL ratio improved to 2.1% as of 9M 2006 as a result of recoveries and write-offs
- YTD total **deposits** were **up** by **27.9%**
- Total <u>operating income</u> reduced by fx losses and monetary losses expanded by 7.8% on a consolidated basis over the same period in 2005, reaching 2,535 Million YTL
- Income from operations<sup>1</sup> on a consolidated basis reached 1,279 Million YTL, an increase of 18.8% over 9M 2005
- Net income increased by 88.4% in 9M 2006 over 9M 2005, reaching 868 Million YTL
- ROAA and ROAE strengthened to 2.43% and 23.7%, respectively, on an annualized basis as of 9M 2006
- Cost / Income improved to 47.2% in the third quarter of 2006

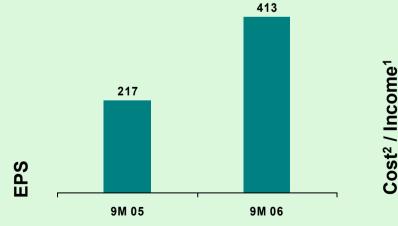
# Profitability – Sustainable & Consistent Growth

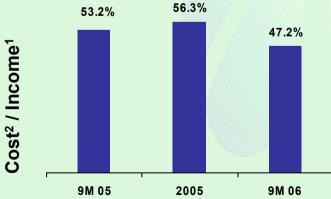
### **IFRS** Consolidated





YTD Profitability improved: ROAE by 520 bps ROAA by 52 bps and cost/income ratio by 910 bps





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<sup>1</sup> Adjusted to exclude Retail (Tansaş) in 2005 & 9M05

<sup>2</sup> Excludes depreciation and amortization, provision for severance payment, impairment, fx loss

# **Balance Sheet - Summary**

**IFRS Consolidated** 

(YTL Million)	2005	9M 06	% Change
Cash & Banks	6,520	6,766	<mark>3.8</mark> %
Securities	12,891	15,066	16.9%
Loans to Customers	19,207	29,519	53.7%
Tangible Assets	1,219	1,159	(4.9%)
Other	1,361	1,452	6.7%
Total Assets	41,198	53,962	31.0%
Deposits from Customers	24,525	30,684	25.1%
Deposits from Banks	1,060	2,037	92.2%
Repo Obligations	2,340	4,581	95.8%
Funds Borrowed	6,689	9,210	37.7%
Other	2,552	2,869	<mark>12.4</mark> %
SHE	4,032	4,581	13.6 <mark>%</mark>
Total Liabilities & SHE	41,198	53,962	31.0%

Assets

# Balance Sheet Composition & IEA vs IBL

### **IFRS** Consolidated

**Asset Composition** 





9M 06

Repo

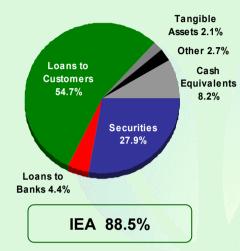
Obligations

8.5%

Funds

Borrowed

17.1%



Other 5.2%

SHE 8.5%

Deposits

from Banks

3.8%

Total assets increased to 54.0 Billion YTL in 9M 06 (36.5 Billion US\$).

Loans to customers (net cash loans) increased by 53.7%, bringing its share in total assets up to 54.7% in 9M 06 from 46.6% at YE 2005.

Share of deposits from customers in total liabilities and shareholders' equity was 56.9% as of 9M 06.

Share of repo obligations & funds borrowed increased from 21.9% to 25.6% as of 9M 06.

Liability & SHE Composition 2005 Funds Borrowed Other 6.2% 16.2% SHE 9.8% Repo Obligations Deposits 5.7% from Banks 2.6% Deposits from Customers 59.5% IBL 67.3%

IBL 70.5%

Deposits

from

Customers

56.9%

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# Loans - Growth & Currency Composition

### **IFRS** Consolidated





As of 9M 06, total loan growth YTD was 53.7% to reach 29.5 Billion YTL. TL loans increased by 49.9% YTD reaching 15.0 Billion YTL while FC loans increased by 42.2% in US\$ terms, reaching 9.8 Billion US\$ as of 9M 2006. TL loans compose 50.9% of total loans as of 9M 06.

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\* Market share data as of BRSA bank only results

9M 06

9.8

21.1%

9.3

20.2%

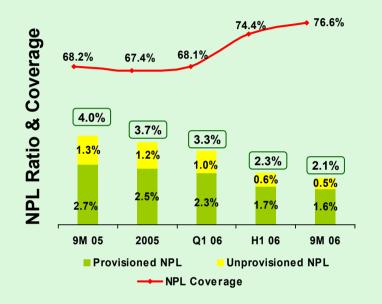
H1 06

5.0%

# Improving Loan Quality & Well-Diversified Portfolio

Sectoral Loan Allocation

### **IFRS** Consolidated



Asset Quality	2005	9M 06
Secured Loans	64.5%	73.0%
Unsecured Loans	35.6%	27.0%

16.9% 2.1%			19.1%
3.9%	4.0		2.6%
4.3%			4.0%
4.7%			4.0%
			4.3%
4.5%			5.1%
3.5%		_	5.1%
5.3%			
7.7%		<u> </u>	4.8%
			6.3%
7.2%			9.7%
39.9%			35.0%
2005			9M 06
Consumer Financial Institutio Energy Transportation an Metal and metal p Other*	d logistics	Tex Foo	d Instruction

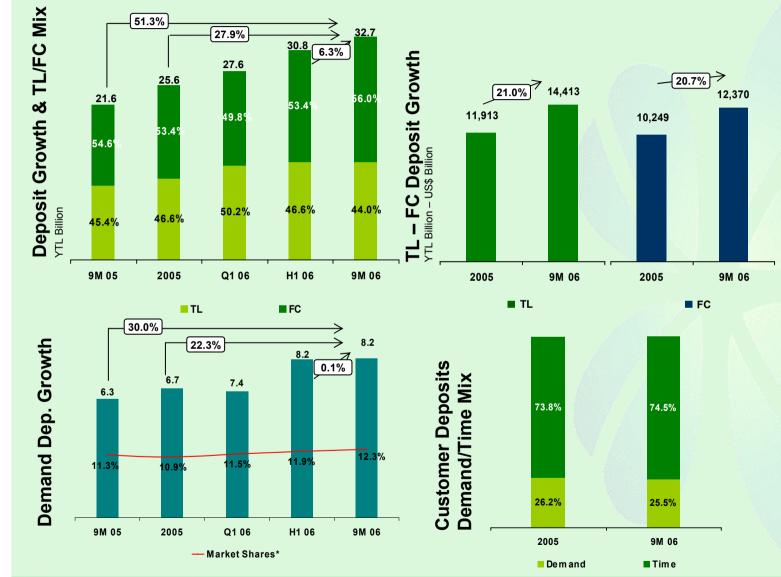
NPL ratio improved to 2.1% as of 9M 06, because of recoveries and writeoffs. The coverage ratio increased 920 bps YTD mainly as a function of lower NPL. The share of unsecured loans in total loans decreased to 27.0% as of 9M 06 from 35.6% at YE 2005. This was mainly due to declining share of credit cards in consumer loans.

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\* Other includes loans extended to sectors such as transportation vehicles and sub-industry, data processing, agriculture, chemistry and chemical products, durable consumption, mining etc.

# Demand Deposit Growth Overweighs the Total Deposit Growth

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funding: Solid deposit base (60.6% of liabilities and SHE). YTD deposit growth 27.9% while the YTD demand deposit growth was 22.3%.

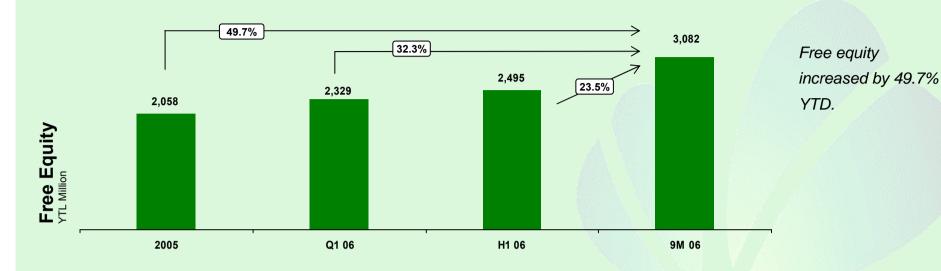
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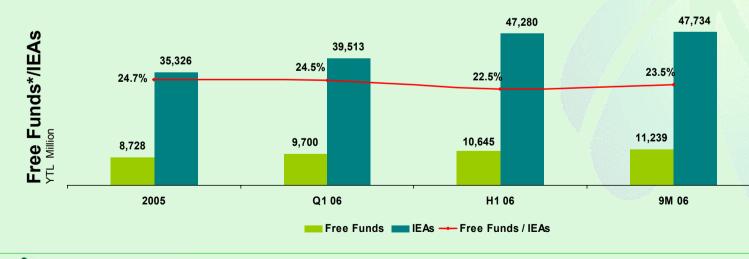
\* Market share data as of BRSA bank only results

# **Increasing Free Funds**

### IFRS Consolidated



YTD growth of free funds was 28.8%. Free funds / IEAs stood at 23.5% level in the third quarter of 2006.



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\*Free Funds: Free Equity + Demand Deposits

# **Summary Income Statement**

### IFRS Consolidated

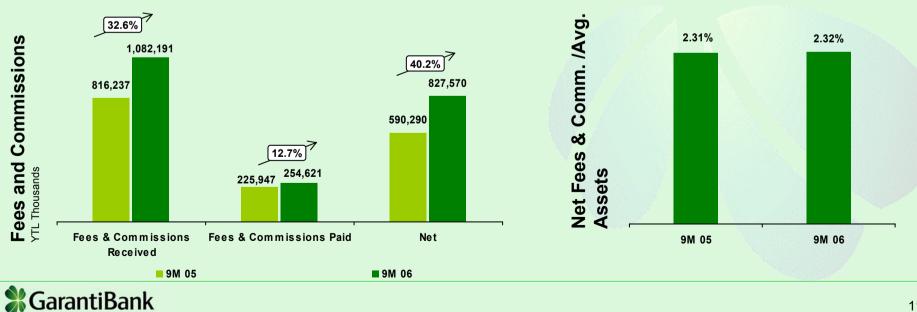
9M 05	9M 06	Change
1,356,911	1,389,636	<mark>2.4%</mark>
590,290	827,570	4 <mark>0.2%</mark>
405,074	317,378	(21.6%)
<u>2,352,275</u>	2,534,584	<u>7.8%</u>
(1,276,382)	(1,255,958)	(1.6%)
<u>1,075,893</u>	<u>1,278,626</u>	<u>18.8%</u>
(393,631)	(199,966)	(49.2%)
(221,606)	(210,739)	(4.9%)
<u>460,656</u>	<u>867,921</u>	<u>88.4%</u>
	1,356,911 590,290 405,074 <u>2,352,275</u> (1,276,382) <u>1,075,893</u> (393,631) (221,606)	1,356,9111,389,636590,290827,570405,074317,3782,352,2752,534,584(1,276,382)(1,255,958)1,075,8931,278,626(393,631)(199,966)(221,606)(210,739)

Compared to same period last year; total operating income increased by 7.8% on a consolidated basis, reaching 2,535 Million YTL. Consolidated operating income was up by 18.8%. Net fees and commissions income increased by 40.2% as of 9M 06 on a consolidated basis. Consolidated net income reached 868 Million YTL in 9M 06, reflecting an increase of 88.4%.



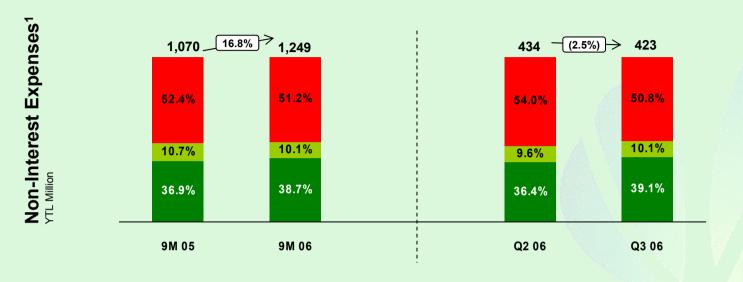
# Fee & Commission Income Growth

(YTL Thousand)	9M 05	9M 06	% Change	Q2 06	Q3 06	% Change
Fees and Commissions, net	590,290	827,570	40.2%	283,268	281,153	<mark>(0.7%)</mark>
Trading Account Income, net	15,266	87,712	474.6%	44,700	(171)	<mark>(100.4%</mark> )
Retail	223,744	-	n.m.		-	-
Insurance	114,675	182,647	59.3%	76, <mark>594</mark>	57,697	(24.7%)
Other	51,389	47,019	(8.5%)	12, <mark>534</mark>	24,112	92.4%
Non-Interest Income (excl. FX Gain)	995,364	1,144,948	15.0%	417,096	362,791	13.0%
Non-Interest Income excl. Retail (Tansaş)	771,620	1,144,948	48.4%	417,096	362,791	(13.0%)

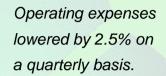


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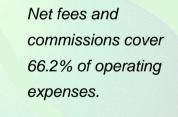
# **Effective Cost Management**



Personnel Depreciation Other Admin.



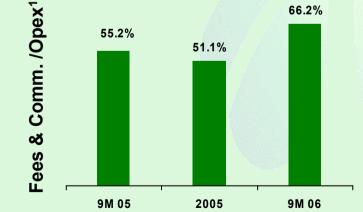
Operating expense over average assets ratio improved by 81 bps from YE 2005 to the first nine months of 2006 at 3.5%.





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1 Adjusted to exclude Retail (Tansaş) in 2005 & 9M05

66.2%

**IFRS** Consolidated

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# GarantiBank

For further information please contact investorrelations@garanti.com.tr

