Welcome everyone!

Here we are, with 3 quarters of 2019 already behind, happy to present, once again, another set of solid results!

Let me first start though with a quick snapshot of the first 9 months, where we stand relative to our operating plan guidance. As you can see on slide 2, we are either in line in the areas like growth, asset quality and OPEX or faring better in fundamental lines such as spread/margin performance and fee growth, relative to the guidance. At this time with only couple months left to year end, there does not seem to be any downside risk in meeting our ROE target for 2019.

On next page, you will see that there is significant and sustainable pre-provision income generation capability in each and every quarter…this strong capability allowed us to set aside strong buffers without risking our profitability targets and guidance for the year. Our 9 months cumulative pre-provision income exceeded 11bn TL, 11.3bn to be exact, versus 5bn TL of net income. This profit translates into a ROE of 13.5% and ROA of 1.6%. – and thus further capital generation.

On top of all the P&L provisioning, I would like to highlight in here that we maintained our free provisions buffer of 2.35bn Liras as well. And this alone suggests a hidden capital buffer of 72bps that is as you would expect not part of the already high capital adequacy ratio of 18.1% on a consolidated level.

On the right hand side of the page, notice that 81% of the revenues at Garanti are from NII and Fees. These are mainly customer driven sources of revenue -- that we value and -- that of high quality -- and that what constitute the Sustainable & healthy income generation capability at Garanti.

Now let's look in detail what happened in the last quarter or what's trending. On slide 4,On the left hand side, see the well balanced loan mix among Consumer, TL Business and FC loans.

TL lending, after a 5% shrinkage we had seen in the prior quarter, started to pick up towards the end of the 3rd quarter – parallel to the drop in new loan rates. The YtD TL loan growth turned +1%. Although the lending activity has been quite muted in TL so far, we do expect an acceleration in growth and believe our 5% growth target in TL loans is achievable by year end.

On the FC lending side, we saw a sharp 6% shrinkage in the last quarter, as expected. A big portion of this shrinkage relates to strong redemptions hitting the period. There is also some euro/dollar parity effect. By the end of the year, shrinkage most likely will also end up to be as guided 10%.

Looking further to how TL loans have been faring on Slide 5. We see a visible pickup, meaning a positive 2% growth in Consumer loans, which finally kicked in after 4 quarters of shrinkage in consumer lending. Owing to the significant drop in interest rates and thus the new loan prices, this positive turn is mainly steered by the GPLs and credit cards. New originations in General purpose lending in the 3rd quarter reached more than double of what we had seen as the lowest level in the 4th quarter last year. Accordingly, we could book in the quarter a 6% growth in GPLs.

Mortgages, on the other hand, even though they are on an improving trend, as of the 3rd quarter, New originations were not sufficient to compensate the redemptions and shrank by 4% in the quarter.

All in, leadership position in consumer loans among private banks is maintained. As well as the leading position in TL lending.

On next page, page 6

Looking at the assets and liabilities breakdown, loans continue to make up around 60% of the total assets whereas deposits along with deposit like; TL bonds issued and merchant payables fund 67% or more than 2 thirds of the assets. This picture suggests further improvement in Loan to deposit ratios. Both for total and TL portion. In the third quarter, we had seen positive 3% growth in TL deposits and slight 1% shrinkage in FC deposits. YTD growth though in FC deposits remain higher than TL deposit growth reflecting the strong dollarization we had seen in the first half of the year.

The strength at Garanti continues to be the demand deposits share in total deposits. The ratio improved to highest ever level of 31% -- meaning almost 1 out of 3 liras deposited at Garanti is not interest bearing. The ratio is significantly higher than the sector average of 24%. This alone is a perfect indicator that Garanti is customers' preferred main bank.

Quickly moving on to the liquidity levels vs the external debt on page 7,

Notice that as of September end, we had total short term dues of 3.4bn dollars vs a readily available FC liquidity buffer of 10.6bn dollars – threefold the amount we need for short term dues . Our $750 million Eurobond redemption hit the 4th quarter and our total $1bn syndication redemption, including $180 million 2-year tranche that was signed in 2017, will also hit. Syndication loan that we do with our correspondent banks all over world is planned to be renewed and the announcement of this will follow the redemption, most likely by the end of November.

Here I would like to highlight the historic quarterly trend of total external debt – how it is trending down vs. strongly maintained FC liquidity buffer. Our quick FC liquidity buffer, meaning the FC reserves we keep under the ROM, swaps, money market placements and unencumbered securities, has now turned to be even higher than our total external debt. $10.6bn vs. $9.8bn

Moving now on to the fundamental P&L items. Let's start with the margin performance

On the upper left hand chart, notice the strong improvement in quarterly core margin - 48 bps expansion brought the quarterly core NIM to 4.3%. Strong improvement in TL spreads due to significant rate cuts supported margin. Monthly TL loan yield of the book dropped by 120 bps from June to September vs. the monthly TL deposit cost drop of 430bps in the same period.

Since the rate cuts of September and October are to further support funding costs in the 4th quarter, spread expansion will continue. To give you better idea, let me share with you the new TL deposit pricing that it is now faring around12% these days vs. September end of 14.3% vs. June end of 21.5%.

On top, the FC redemptions incurred in the quarter totaling $1.8bn also positively contributed to NIM in the 3rd qtr.

Looking at the cumulative NIM, YTD, we were able to improve Core NIM by 50 bps, which is already beating our "flat" guidance for the full-year.

We successfully continue to deliver sector's highest Cumulative NIM including swaps. 5.0% cumulative NIM as of the 9 months include significantly lower CPI contribution vs. 2018. For the first nine months of this year the average CPI used in the valuation was 10.7% vs. last year's October reading of 25.2%.

To demonstrate better and show you the successful track record in Margin management let's see the chart on next page showing the margin trend since 2015..

Since 2015, weighted average cost of funding of CBRT tripled from 8% to 24%, while currency depreciated more than 100%. On the upper half of the page, you'll see the evolution of our core margin in black line, and it fares in a range of 3.5% to 4%. If we were to add the gains from the CPI linkers on top of the core margin, which is the green line, performance of this hedging instrument also gets verified.

At the bottom half of the slide, TL and FC spreads show our successful dual currency balance sheet management.

Moving on to asset quality on Slide 10

As we have been anticipating and guiding you, we had an increase in the commercial NPL inflows in the third quarter. With this move, certain files that were in stage 2 got moved to stage 3 with further increase in coverage. Consequently, the share of stage 2 in gross loans dropped to 15% from 16% and NPL coverage increased to 62% from 58.5% in 2Q. And thus the total loan provision coverage went up from 5.5% to 6.2%. This coverage level should be the highest in the sector.

On next page we can clearly see the quarterly flows.

In the third quarter, total of 2.6bn liras of net NPL inflows brought the NPL ratio up to 6.7% from 5.7% in the 1st half.

As a result of the NPL inflows, and increased coverage, the cumulative Net CoR ended to be 227bps as of the 9 months end, excluding the 14 bps currency impact which is 100% hedged and has no impact to the bottom line.

If you may recall, in our last earnings call we had given you heads up regarding the anticipated evolution of net CoR for the rest of the year on a quarterly basis. Inflows from commercial files were quite muted in the first half and we were largely expecting the hits from commercial in the second half . With the realized moves in the 3rd quarter, we are faring totally in line with our budget and guidance.

We continue to grow our fees far better than our initial guidance of low teens and recorded a growth of 24% on top of the highest base in the sector. This is largely due to the upside we exhibited in the credit cards business, non-cash loan fees and money transfer fees. Annual growth in the payment system fees of 35% though, won't seem to repeat next year mainly due to the recently imposed cap on merchant fees.

We calculated the impact of this cap and I can share that the overall impact to continued fee growth will be manageable. As you know, we run a well penetrated and the most profitable credit card business in the country. Plus our diversified sources of fee and commission income will continue to give us the means to mostly mitigate this regulation impact.

Before moving onto the OPEX on next page, please notice the increasing share of digital in our fees. Its share in non-credit liked fees now reached 47%. And 1 out of 2 products sold is end to end digital at Garanti.

Operating expense increase remains under control and was recorded as high teens - 19%.

This growth, even though it includes some out of budget items such as the increase in SDIF premiums and the elimination of 5% pension fund incentive still reflect around average CPI type of growth.

Cost/Income ratio of 9 months is realized at 39.6%, proving our strong efficiency commitment. This ratio compares very favorably to Bloomberg Emerging Europe Regional Banks' average of 48%.

Now let's also touch base on our solvency on next slide 14.

Our solvency improved further in the third quarter with a consolidated capital adequacy ratio of 18.1% and a core Tier 1 ratio of 15.7%.Both are well above the regulatory requirements of 12.6% and 10.6%, respectively.

Taking into account the min requirement, As of the first nine months, on a consolidated basis, we have around 22bn TL of excess capital. This excess capital amount does not even include the 2.35 bn TL free provisions we had set aside over time. If we had not set aside any such provisions, our capital adequacy ratio would have been near 19%

The contributors to capital movements can be seen in the cat chart below. The biggest contributor to capital improvement in the last quarter is market and credit risk related and mainly stems from the drop in FC lending as well as the shift in asset allocation to lower RWA.

Now this concludes our presentation. Thank you for listening.