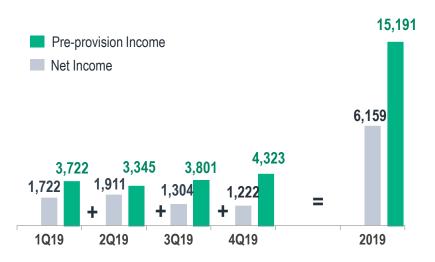
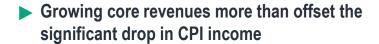


# SUSTAINING HIGH PPI ENSURES BUILDING UP BUFFERS WITHOUT MISSING THE ROAE TARGET

#### NET INCOME & PRE-PROVISION INCOME<sup>1</sup>

(TL million)

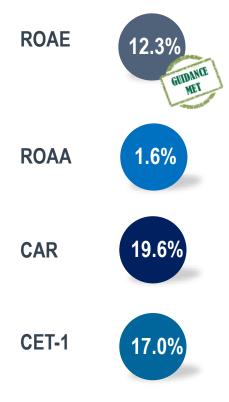




- ➤ Shareholders' Equity growth: 15% YoY
- ► TL 250mn free provision set aside in 2019

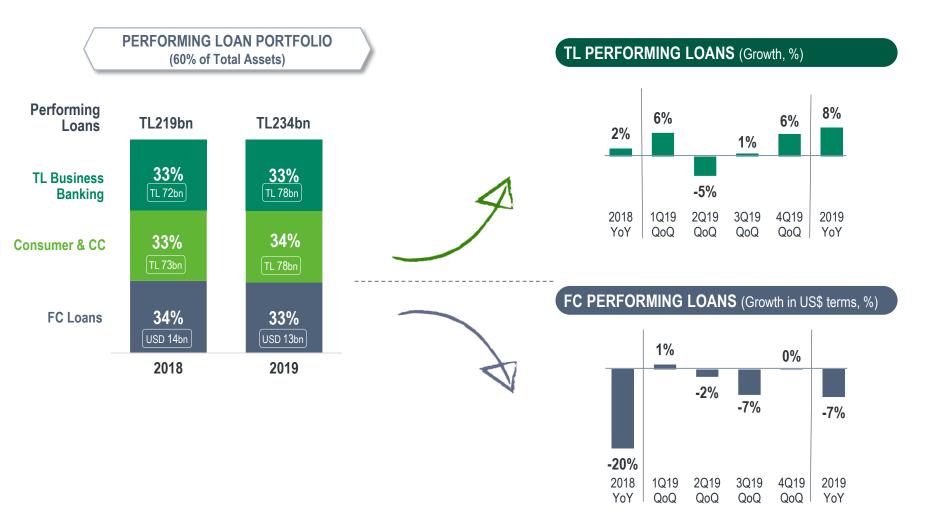
  Free provisions in the balance sheet reached

  TL 2.5bn in total





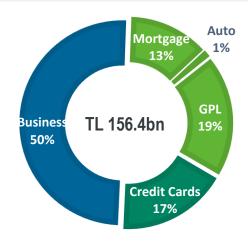
#### **GRADUAL RECOVERY IN TL LOANS**





## PENT-UP DEMAND IN CONSUMER LOANS PICKED UP PACE IN 4Q

# TL PERFORMING LOANS (67% of Total Performing Loans)



▶ 49% of GPLs are granted to salary customers



- ▶ Across the board growth led by Consumer Loans in 4Q
- Business Banking loan growth is expected to accelerate in the following quarters
- Leading position in TL loans and consumer loans among private banks maintained.



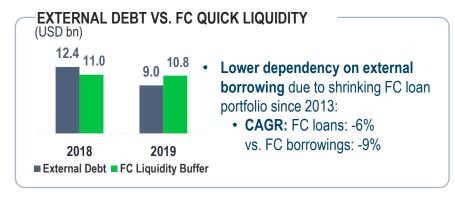
## HIGHLY LIQUID BALANCE SHEET WITH LOW LEVERAGE

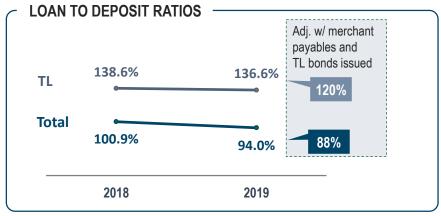
#### TL391bn TL391bn Other (incl. NPLs) 6.3% 4.5% Other 13.7% SHE 7.2% Cash & Cash Equivalents 0.1% Interbank Money Market 9.1% 13.9% Borrowings<sup>1</sup> Fixed Assets & Subs. TL Bonds Issued & 13.8% 4.1% Securities Merchant Payables Balances w/ CBRT 63.6% **Total Deposits** 59.8% Performing Loans

LIABILITIES &SHE

**ASSETS** 

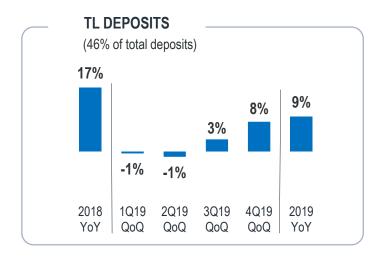


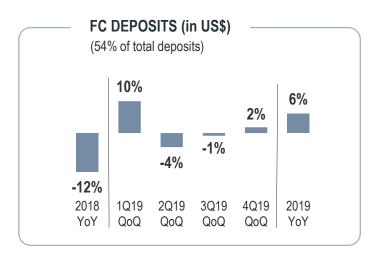






## WELL MANAGED, LOW COST DEPOSIT BASE





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



in demand deposits indicates customers' preference as the main bank

**DEMAND DEPOSITS / TOTAL DEPOSITS:** 



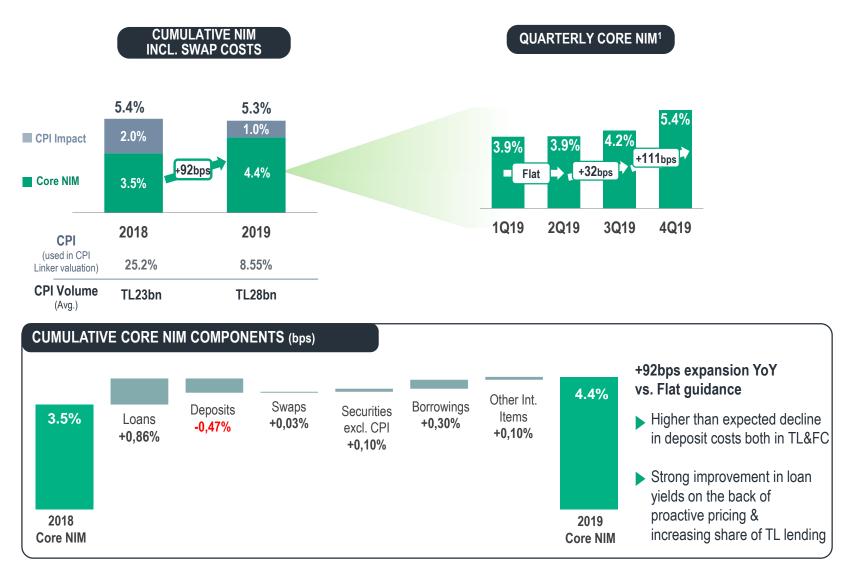
#### STICKY & LOW COST DEPOSITS

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

IN FC CUST. DEPOSITS

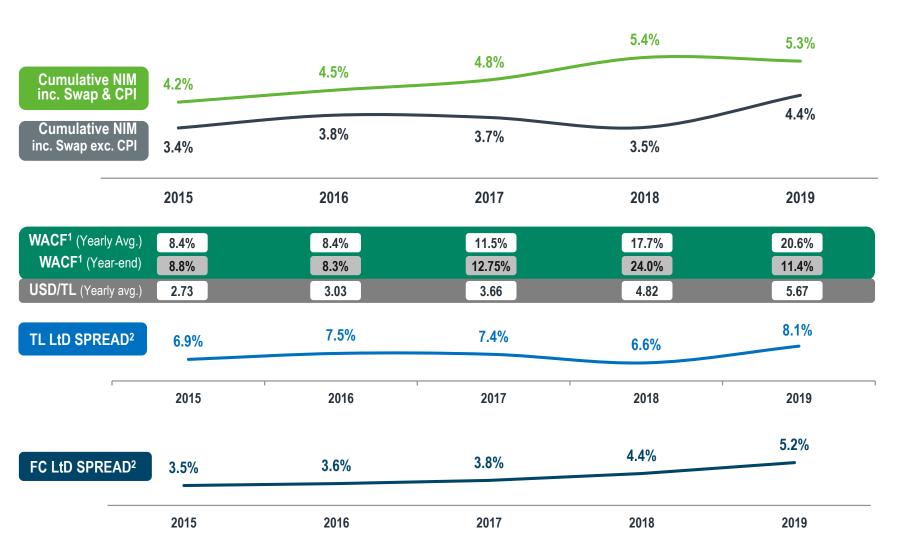


#### SOLID CORE NIM EXPANSION OFFSET LOWER CPI LINKER CONTRIBUTION



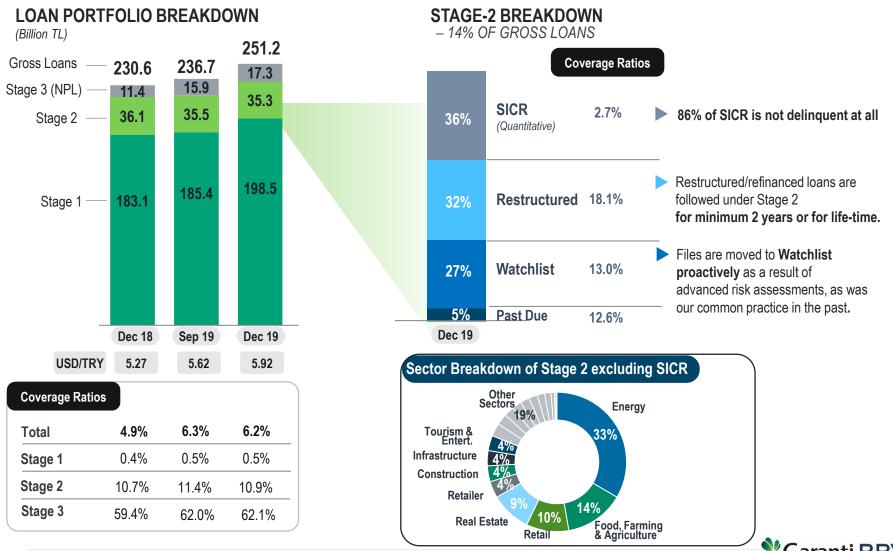


#### PROVEN RESILIENCE OF MARGIN IN VOLATILE MARKET CONDITIONS





#### CLASSIFICATION OF LOANS STRENGTHENS BALANCE SHEET POSITION

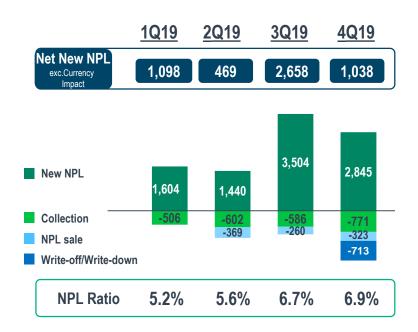




#### NPL INFLOWS STARTED TO IMPROVE AFTER ITS PEAK IN THE 3Q19

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

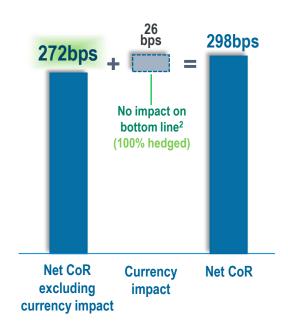
(TL million)



► Commercial/corporate files consitutes 2/3 of new additions

#### **NET CUMULATIVE CoR**

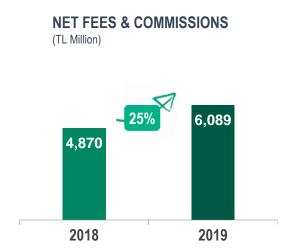
(Net Provisons / Avg. Gross Loans)



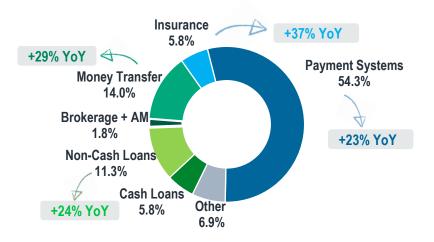
1 NPL evolution excludes currency impact

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#### ROBUST FEE PERFORMANCE



#### **NET F&C BREAKDOWN<sup>2</sup>**



#### Digital channels' share in non-credit linked fees: 45%<sup>2</sup>



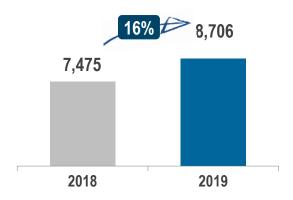


<sup>1</sup> Minimum one login

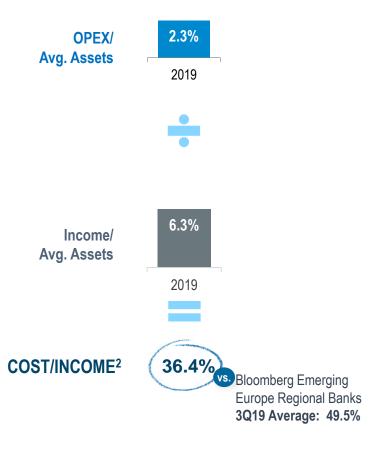
<sup>2</sup> Net Fees&Comm, breakdown is based on MIS data.

#### DISCIPLINED COST MANAGEMENT

#### OPERATING EXPENSES (TL Million)



- ➤ Amortization costs of Pendik IT Campus & Branch Transformation Project: ~1.5% impact on OPEX
- ► Elimination of 5% incentive on private banks' pension fund: ~1% impact on OPEX (was not in the 2019 OP)
- Regulation on SDIF<sup>1</sup>: ~2% impact on OPEX (was not in the 2019 OP)



<sup>1</sup> Increase in insurance limit from 100,000 TL to 150,000 TL and increase in insurance premium rate

<sup>2</sup> Income defined as NII inc. Swaps + Net F&C + Dividend Income + Subsidiary Income

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

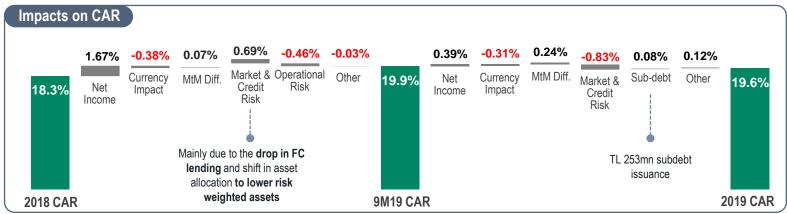
#### **CONSISTENT CAPITAL BUILDING**

#### **SOLVENCY RATIOS**

■ CET-1 ■ Tier 1 ■ CAR









<sup>1</sup> Required Consolidated CAR level = 8.0% + SIFI Buffer for Group 3 (2.0%) + Capital Conservation Buffer (2.5%) + Counter Cyclical Buffer (0.05%); Required Consolidated Tier-I = 6.0% + Buffers; Required Consolidated CET-1 = 4.5%+Buffers Note: Our group for the SIFI Buffer will be Group 2 in 2020 (1.5%)

## **2019 STATUS WRAP-UP**

	2019 Guidance	2019 Realization	vs. Guidance
TL Loans	~5%	8%	Beat
FC Loans (in US\$)	(10%)	(7%)	In-line
NPL Ratio	<7%	6.9%	In-line
Net Cost of Risk	<300bps	298bps	In-line
NIM incl.	Flat	+92bps	Beat
SWAP cost excl. CPI	1 1016		
Fee Growth (yoy)	Low teens	25%	Beat
Opex Growth (yoy)	<avg. cpi*<="" td=""><td>16%</td><td>In-line</td></avg.>	16%	In-line
ROAE	Low teens	12.3%	In-line

<sup>\*</sup>Initial average CPI expectation was 19%

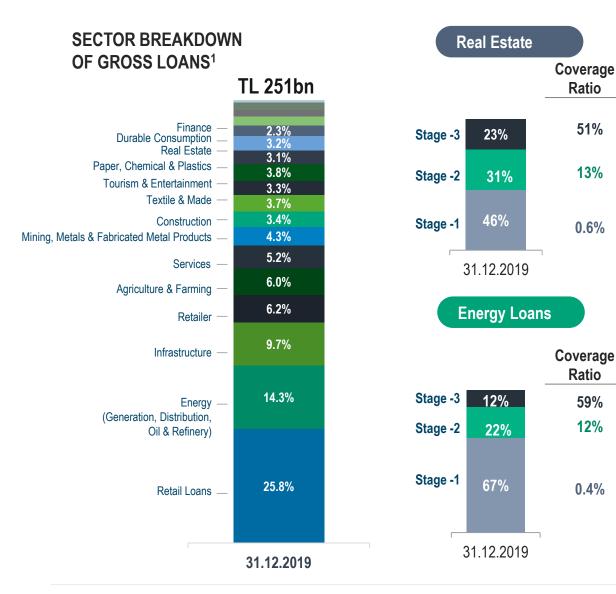


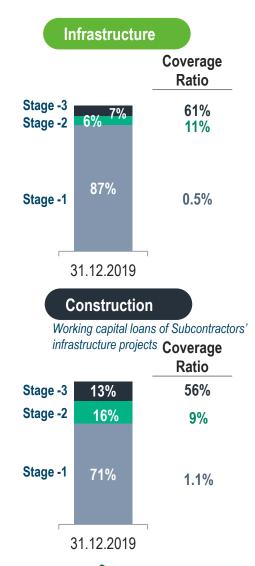
## **APPENDIX**

Pg. 16	Sector Breakdown of Gross Loans
Pg. 17	Structure of FC Loan Portfolio
Pg. 18	Maturity Profile & Liquidity Buffers
Pg. 19	Adjusted L/D and Liquidity Coverage Ratios
Pg. 20	Consumer Loans & TL Business Banking Loans
Pg. 21	Securities portfolio
Pg. 22	Summary Balance Sheet
Pg. 23	Summary P&L
Pg. 24	Key Financial Ratios
Pg. 25	Quarterly & Cumulative Net Cost of Risk



#### WELL-DIVERSIFIED PORTFOLIO WITH STRONG COVERAGE





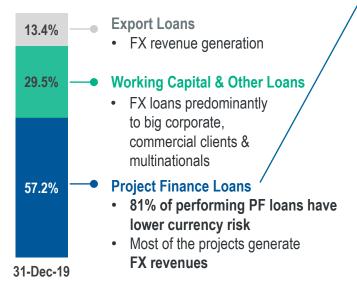


#### APPENDIX: STRUCTURE OF FC LOAN PORTFOLIO

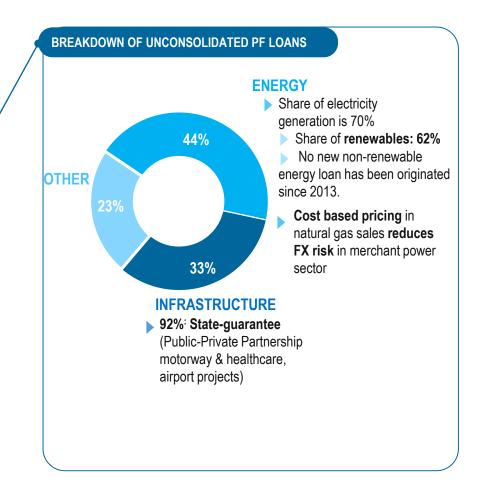
#### **FC PERFORMING LOANS**

- 33% OF TOTAL PERFORMING LOANS

#### **US\$ 13.1 bn** ▶ Unconsolidated FC Performing Loans

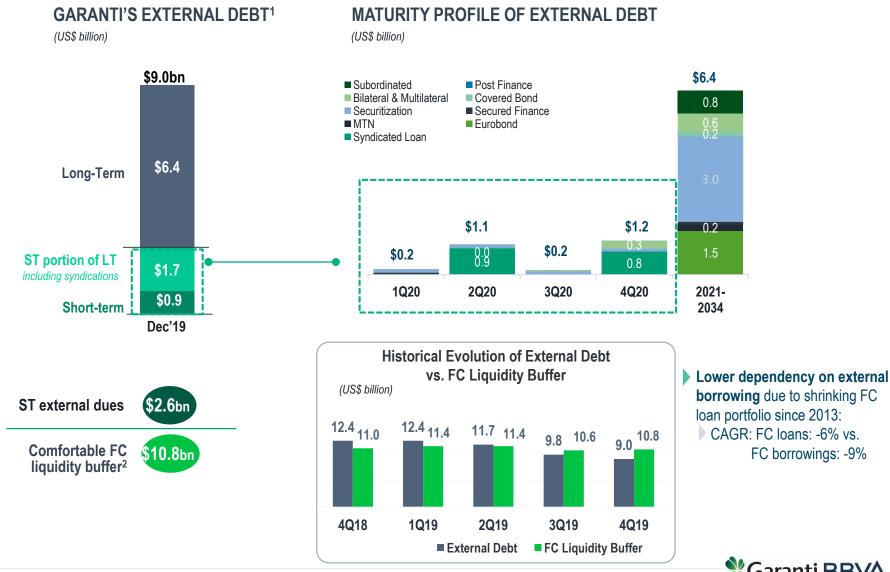


« FX sensitivity analysis are regularly conducted as part of the proactive staging and provisioning practices»





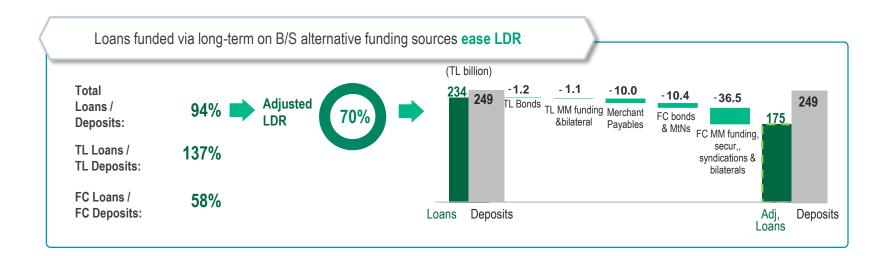
## APPENDIX: COMFORTABLE LIQUIDITY & MANAGEABLE EXTERNAL DEBT STOCK



<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



Liquidity Coverage Ratios <sup>1</sup> (LCR) are well above minimum required levels		
Total LCR	221.1%	
Minimum Req, for 2019	100%	
FC LCR	219.3%	
Minimum Reg, for 2019	80%	



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

## **TL BUSINESS BANKING** (TL billion)



#### CONS. MORTGAGE LOANS (TL billion)







#### Market Shares<sup>3</sup> Dec '19 $Q_0Q$ Rank Consumer Loans #1<sup>\*</sup> 13.1% Flat inc Consumer CCs Cons. Mortgage 10.6% -39bps #1\* Cons. Auto 37.0% +30bps #1\* **Consumer GPLs** 11.8% +58bps #1\* 8.4% #3\* TL Business Banking +6bps #1 # of CC customers<sup>2</sup> 13.8% -17bps Issuing Volume<sup>2</sup> 18.7% #1 -14bps (Cumulative) Acquiring Volume<sup>2</sup> 18.1% #2 -31bps (Cumulative) \* Rankings are among private banks

as of Sept 19

## **CONSUMER AUTO LOANS**





#### CONSUMER GENERAL PURPOSE LOANS<sup>1</sup>







#### **CONSUMER CREDIT CARD BALANCES**



(TL billion)



Jun-19

Mar-19

Dec-18

19%

1.8

Dec-19

1.6

Sep-19



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

<sup>2</sup> Cumulative figures and rankings as of December 2019, 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 27.12.2019, for commercial banks

#### **APPENDIX: SECURITIES PORTFOLIO**





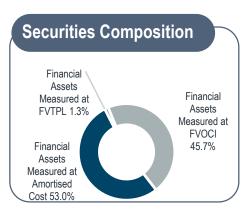
#### TL Securities (TL billion)



#### FC Securities (US\$ billion)



- ➤ Garanti's total redemption in 2020 is ~TRY 10 Bn (TRY 5.5 Bn CPI Linker, TRY 3.7 Bn FRN, TRY 0.8 Bn Fixed Coupon Bond)
- ➤ Sizeable FRN and CPI Linker redemptions are in Mar & Apr. with a total amount of ~TRY 9 Bn.
- Hence, there will be capacity for re-investment



**CPI** 

Linkers:



## **APPENDIX: SUMMARY BALANCE SHEET**

TL	Billion

ASSETS	31.12.2018	31.03.2019	30.06.2019	30.09.2019	31.12.2019
Cash & Cash Equivalents	21.8	26.8	26.4	31.1	28.3
Balances at CBRT	35.8	42.8	48.9	38.0	35.6
Securities	49.3	50.6	52.7	52.7	54.0
Gross Loans	230.6	247.2	240.0	236.7	251.2
+TL Loans	152.3	162.5	154.8	157.7	167.0
TL NPL	7.3	8.2	8.6	10.3	10.6
info: TL Performing Loans	145.0	154.3	146.2	147.4	156.4
+FC Loans (in US\$ terms)	14.9	15.1	14.8	14.1	14.2
FC NPL (in US\$ terms)	0.8	0.8	0.8	1.0	1.1
info: FC Performing Loans (in US\$					
terms)	14.1	14.3	14.0	13.1	13.1
info: Performing Loans (TL+FC)	219.2	234.4	226.6	220.8	233.9
Fixed Assets & Subsidiaries	12.2	13.5	14.1	13.9	14.6
Other	9.8	3.5	1.6	1.8	7.5
TOTAL ASSETS	359.5	384.4	383.7	374.3	391.2

LIABILITIES & SHE	31.12.2018	31.03.2019	30.06.2019	30.09.2019	31.12.2019
Total Deposits	217.3	236.2	231.8	231.1	248.8
+Demand Deposits	54.2	65.5	65.7	69.1	76.4
TL Demand	19.6	22.2	23.4	25.7	30.7
FC Demand (in US\$ terms)	6.6	7.7	7.4	7.7	7.7
+Time Deposits	163.1	170.6	166.1	162.0	172.4
TL Time	85.0	81.9	79.1	80.2	83.8
FC Time (in US\$ terms)	14.8	15.8	15.1	14.6	15.0
Interbank Money Market	0.0	0.4	0.5	0.4	0.5
Bonds Issued	20.0	22.6	24.6	17.7	16.4
Funds Borrowed	48.2	51.2	48.9	41.9	44.1
Other liabilities	27.3	25.8	27.5	31.7	27.6
Shareholders' Equity	46.7	48.2	50.3	51.5	53.8
TOTAL LIABILITIES & SHE	359.5	384.4	383.7	374.3	391.2

## **APPENDIX: SUMMARY P&L**

		QUARTERLY P&L				CUMULATIVE P&L			
TL Million		3Q19	4Q19	QoQ	20	18	2019	YoY	
(+)	Net Interest Income including Swap costs	3,855	4,487	16%	16,	167	16,130	0%	
	(+) NII excluding CPI linkers' income	4,028	4,849	20%	13,	188	16,089	22%	
	(+) Income on CPI linkers	637	374	-41%	5,9	22	2,938	-50%	
	(-) Swap Cost	-810	-736	-9%	-2,9	943	-2,898	-2%	
(+)	Net Fees & Comm.	1,612	1,606	0%	4,8	370	6,089	25%	
(+)	Net Trading & FX gains/losses (excl. Swap costs and currency hedge)	163	338	107%	68	30	324	-52%	
	info: Gain on Currency Hedge <sup>1</sup>	-160	364	-328%	1,1	10	634	-43%	
(+)	Income on subsidiaries	230	153	-33%	7	52	894	19%	
(+)	Other income (excl. Prov. reversals & one-offs)	45	95	111%	32	22	316	-2%	
=	REVENUES	5,906	6,681	13%	22,	791	23,752	4%	
(+)	Non-recurring other income	18	25	36%	14	14	146	1%	
	(+) Administrative fine reversal	0	0	n.m	(	)	83	n.m	
	(+) Gain from NPL sale	18	25	36%	1	14	63	-56%	
(-)	OPEX	-2,123	-2,383	12%	-7,	175	-8,706	16%	
	(-) HR	-879	-879	0%	-3,0	016	-3,524	17%	
	(-) Non-HR	-1,244	-1,504	21%	-4,4	159	-5,182	16%	
=	PRE-PROVISION INCOME	3,801	4,323	14%	15,	460	15,191	-2%	
(-)	Net Expected Loss (excl. Currency impact)	-2,085	-2,082	0%	-5,4	194	-6,555	19%	
	(-) Expected Loss	-2,797	-2,782	-1%	-8,3	362	-10,701	28%	
	info: Currency Impact <sup>1</sup>	160	-364	-328%	-1,	110	-634	-43%	
	(+) Provision Reversal under other Income	871	336	-61%	1,7	'58	3,513	100%	
(-)	Taxation and other provisions	-413	-1,018	147%	-3,	327	-2,478	-26%	
	(-) Free Provision	0	-150	n.m	-1,	090	-250	n.m	
_	(-) Taxation & Other Provision	-413	-868	110%	-2,	237	-2,228	0%	
=	NET INCOME	1,304	1,222	-6%	6,6	38	6,159	-7%	

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## **APPENDIX: KEY FINANCIAL RATIOS**

	Dec-18	Mar-19	Jun-19	Sep-19	Dec-19
Profitability ratios					
ROAE (Cumulative) <sup>1</sup>	15.0%	15.4%	15.2%	13.4%	12.3%
ROAA (Cumulative) <sup>1</sup>	1.9%	2.0%	2.0%	1.8%	1.6%
Cost/Income	32.6%	35.7%	37.3%	36.8%	36.4%
Quarterly NIM incl. Swap costs	6.6%	5.2%	5.2%	5.1%	5.8%
Quarterly NIM incl. Swap costs excl. CPI linkers	2.3%	3.9%	3.9%	4.2%	5.4%
Cumulative NIM incl. Swap costs	5.4%	5.2%	5.2%	5.2%	5.3%
Cumulative NIM incl. Swap costs excl. CPI linkers	3.5%	3.9%	3.9%	4.0%	4.4%
Liquidity ratios					
Loans / Deposits	100.9%	99.3%	97.8%	95.6%	94.0%
TL Loans / TL Deposits	138.6%	148.2%	142.5%	139.1%	136.6%
Adj. Loans/Deposits	68%	68%	66%	68%	70%
(Loans adj. with on-balance sheet alternative funding sources)					
TL Loans / (TL Deposits + TL Bonds + Merchant Payables)	122.1%	127.8%	120.4%	120.2%	119.9%
FC Loans / FC Deposits	65.9%	60.6%	62.3%	58.7%	57.7%
Asset quality ratios					
NPL Ratio	4.9%	5.2%	5.6%	6.7%	6.9%
Coverage Ratio	4.9%	5.2%	5.6%	6.3%	6.2%
+ Stage1	0.4%	0.5%	0.5%	0.5%	0.5%
+ Stage2	10.7%	11.5%	12.0%	11.4%	10.9%
+ Stage3	59.4%	59.2%	58.2%	62.0%	62.1%
Cumulative Net Cost of Risk (excluding currency impact, bps)	235	229	201	251	272
Solvency ratios					
CAR	18.3%	17.0%	18.0%	19.9%	19.6%
Common Equity Tier I Ratio	15.8%	14.7%	15.6%	17.4%	17.0%
Leverage	6.7x	7.0x	6.6x	6.3x	6.3x

<sup>1</sup> 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 1Q19, 1H19 and 9M19.



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

on TL)				
Quarterly				
Net Expected Credit Loss	1Q19	2Q19	3Q19	4Q19
(-) Expected Credit Losses	3,207	1,916	2,797	2,78
Stage 1	651	157	142	45
Stage 2	1,576	883	196	12
Stage 3	979	876	2,459	2,20
(+) Provision Reversals under other				
income	1,571	734	871	33
Stage 1	514	186	108	11
Stage 2	752	306	463	10
Stage 3	305	242	299	11
(=) (a) Net Expected Credit Losses	1,635	1,182	1,925	2,44
(b) Average Gross Loans	238,896	243,590	238,362	243,94
(a/b) Quarterly Total Net CoR (bps)	278	195	320	39
info: Currency Impact <sup>1</sup>	48	24	-27	5
Total Net CoR				
exc. currency impact (bps)	229	171	347	33

Cumulative	
Net Expected Credit Loss	2019
(-) Expected Credit Losses	10,701
Stage 1	1,405
Stage 2	2,778
Stage 3	6,518
(+) Provision Reversals under other income	3,513
Stage 1	926
Stage 2	1,624
Stage 3	963
(=) (a) Net Expected Credit Losses	7,189
(b) Average Gross Loans	241,136
(a/b) Cumulative Total Net CoR (bps)	298
info: Currency Impact <sup>1</sup>	26
Total Net CoR	



<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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