2020 EARNINGS PRESENTATION

Garanti BBV

Based on BRSA Consolidated Financials January 28th, 2021

AN UNPRECEDENTED YEAR



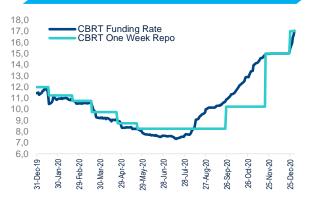
- Unprecedented impact on both supply and demand channels due to Pandemic
- Conventional and unconventional measures to tackle with the spill-overs of the Shock
- Turkey became one of the exceptions that achieved a positive growth rate last year





 Expansionary policies coupled with rapid currency depreciation, and strengthening domestic demand triggered inflation

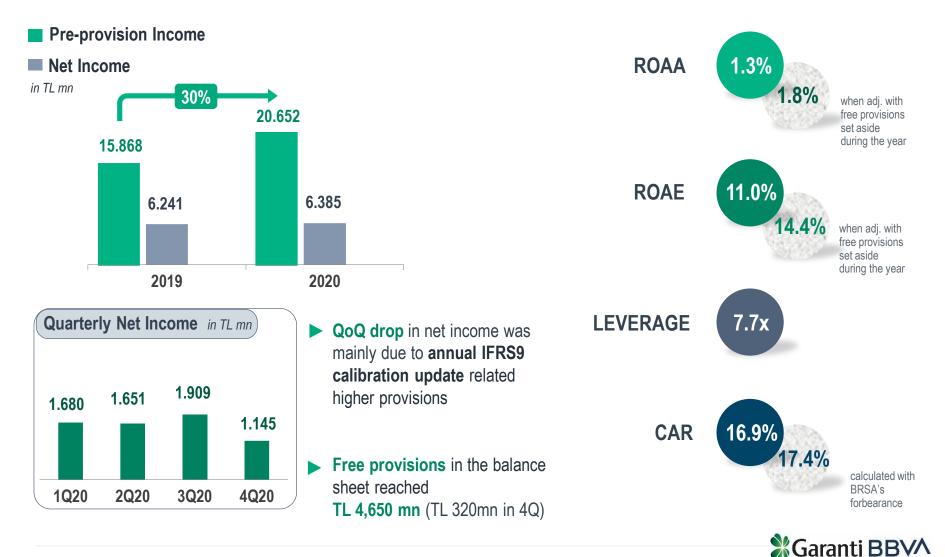
AVG. CBRT FUNDING COST



- Due to inflationary pressures, the CBRT started to tighten monetary policy since last July
- Economic policy reset in November: Much clearer tightening and guidance, complemented by marketfriendly normalization steps



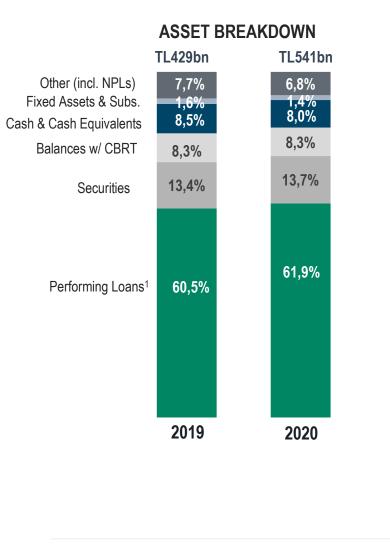
ROBUST PRE-PROVISION INCOME GENERATION CAPABILITY ENSURES SUSTAINABLE EARNINGS GROWTH POTENTIAL



1 Please refer to page 25 for detailed breakdown of pre-provision income and revenues

2020 BRSA CONSOLIDATED EARNINGS PRESENTATION / 3

HIGH WEIGHT OF CUSTOMER DRIVEN ASSETS SUPPORT SUSTAINABLE REVENUE STREAMS

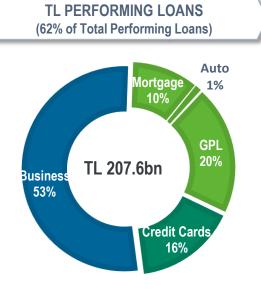




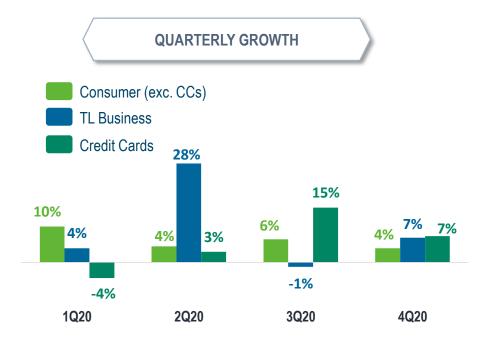
1 Excludes leasing and factoring receivables

2020 BRSA CONSOLIDATED EARNINGS PRESENTATION / 4

MODERATED & BALANCED GROWTH IN LENDING DUE TO INCREASING MOBILITY RESTRICTIONS AND HIGHER INTEREST RATES



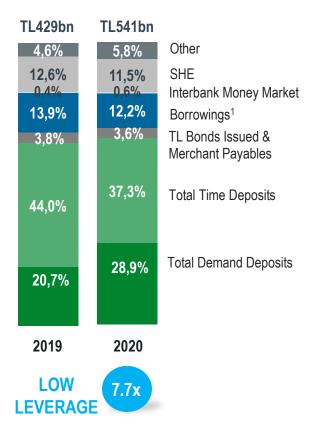
TL Business Banking loans indicated a pickup and grew by 7% QoQ following a shrinkage in Q3.

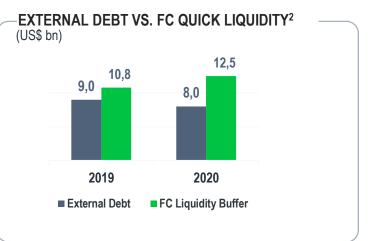


- Acquired market share in TL loans across the board.
- Growth in consumer loans & credit card utilization continued at a slower pace due to increased mobility restrictions
 - GPL growth: 4% in 4Q vs. 9% in 3Q
 - 50% of GPLs are granted to salary customers.
 - Mortgage growth: 1% in 4Q vs. 6% in 3Q.

HIGHLY LIQUID BALANCE SHEET MAINTAINED

LIABILITIES & SHE BREAKDOWN





Total LCR	177%
Minimum Requirement	100%
FC LCR	364%
	00170



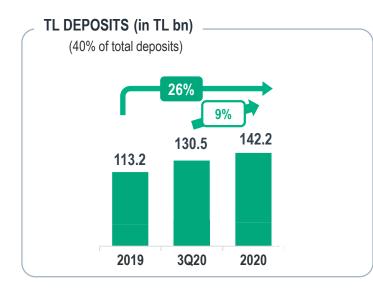
1 Includes funds borrowed, sub-debt & FC securities issued

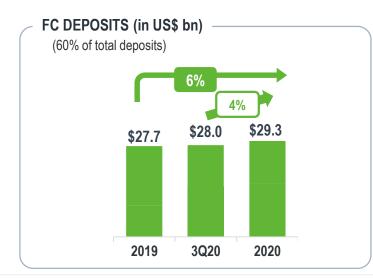
2 FC Liquidity Buffer includes FC reserves under ROM, swaps, money market placements, CBRT eligible unencumbered securities

3 Represents the average of December 2020. As per regulation dated 26 March 2020,

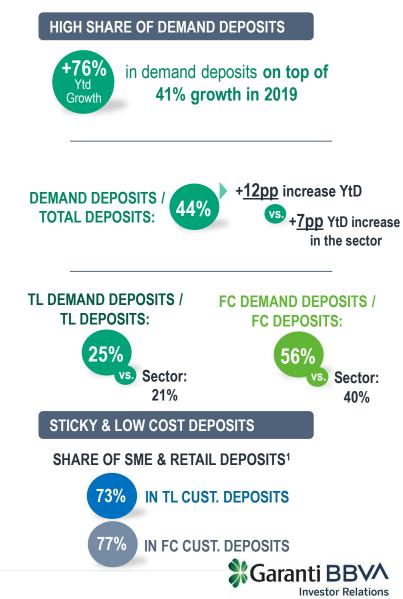
min Required levels were suspended until 31 December 2020

STRONG DEPOSIT BASE SHOWS CUSTOMERS' PREFERENCE AS THEIR MAIN BANK

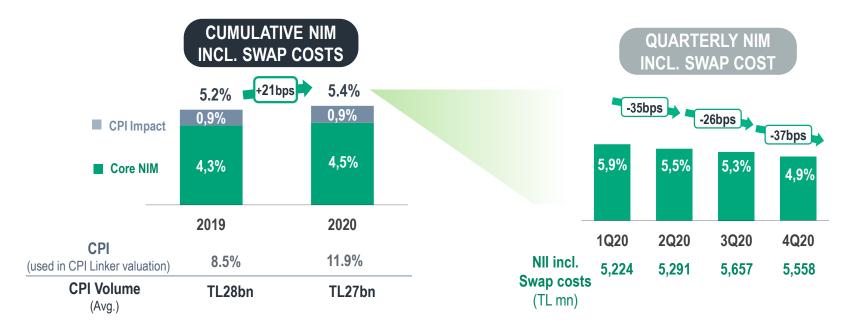




1 Based on bank-only MIS data. Note: Sector data is based on BRSA weekly data, for commercial banks only.



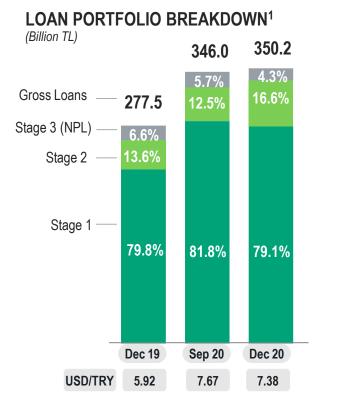
CUMULATIVE NIM EXPANSION SUSTAINED DESPITE THE CONTRACTION IN QUARTERLY CORE MARGIN DUE TO HIGHER FUNDING COSTS



- NII remained resilient despite significant increase in funding cost
- Portion of the quarterly margin squeeze can be explained with increasing loan volumes
- **Lending growth in 1H20** was predominantly **short-term**; average maturity was ~1 year.
- Majority of the lower yielding TL loans will be maturing by the end of 2Q21
- > CPI linkers continued to serve its hedging purpose



COVERAGES FURTHER STRENGTHENED WITH MAINTAINED PRUDENT APPROACH



55.7bn 40.5bn TL 14.7bn increase in SICR bucket 48% due to annual IFRS9 calibration 30% update SICR (Quantitative) 46% Restructured 35% 22% Watchlist 15% 2% 1% Past Due Sep 20 **Dec 20** Decreased coverage due to Stage 2 coverage 16.4% 14.7% increased SICR weight

- Increase in SICR portion post IFRS-9 model update, which affected probability of defaults of each file
- ▶ 90% of SICR is not delinquent at all (vs. 82% in 3Q20)
- 90-180 days files' balance TL 1.3bn at end of 4Q, following the temporary measure on NPL recognition days*
- 30-90 days files' balance was TL 176mn at end of 4Q, followed under Stage-1 post the temporary regulation

Note: SICR: Significant Increase in Credit Risk per our threshold for Probability of Default (PD) changes

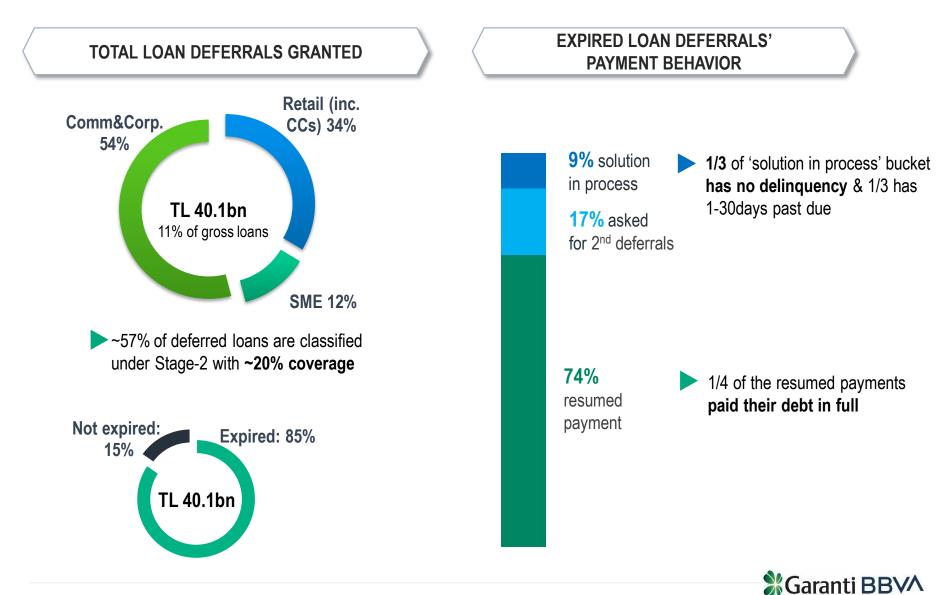
*Stage-2 past due definition changed to 90-180 days after regulation change of increased NPL recognition day to 180 days.

1 Excludes Leasing and Factoring Receivables

2020 BRSA CONSOLIDATED EARNINGS PRESENTATION / 9

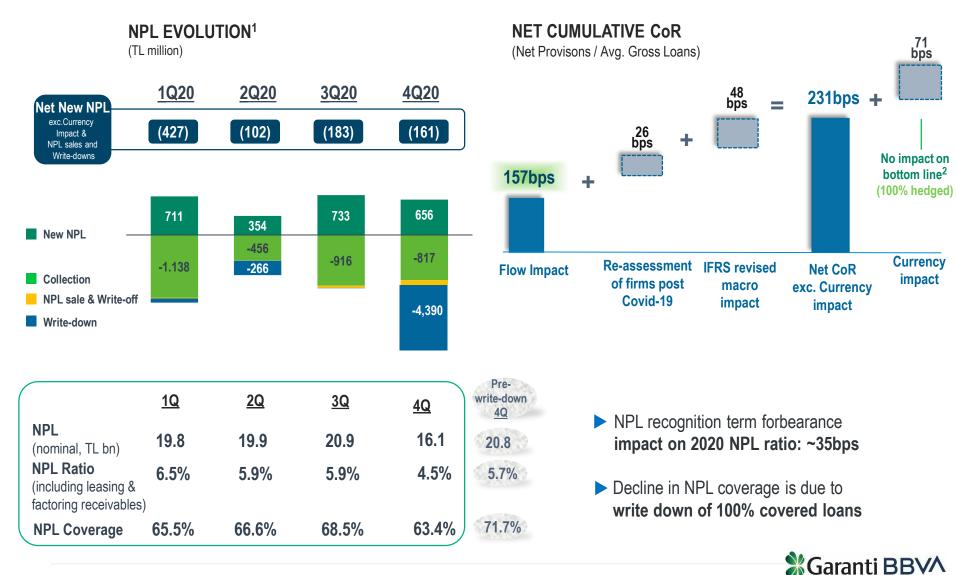
UNCONSOLIDATED STAGE-2 BREAKDOWN

DEFERRALS' PAYMENT EVOLUTION BETTER THAN EXPECTED





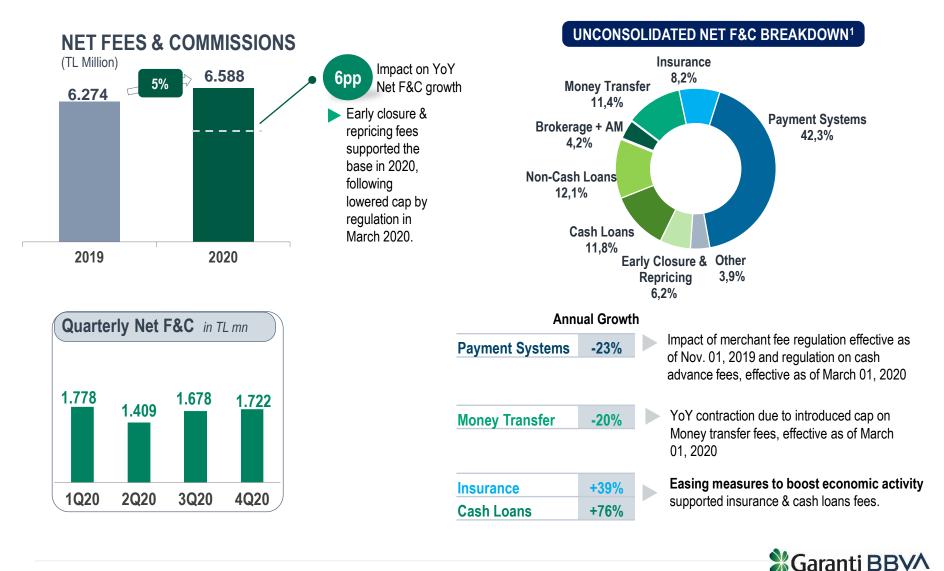
NET NEW NPL INFLOW CONTINUED TO BE NEGATIVE – PANDEMIC RELATED FULL NPL HIT LIKELY TO BE SEEN IN 2021



1 NPL evolution excludes currency impact

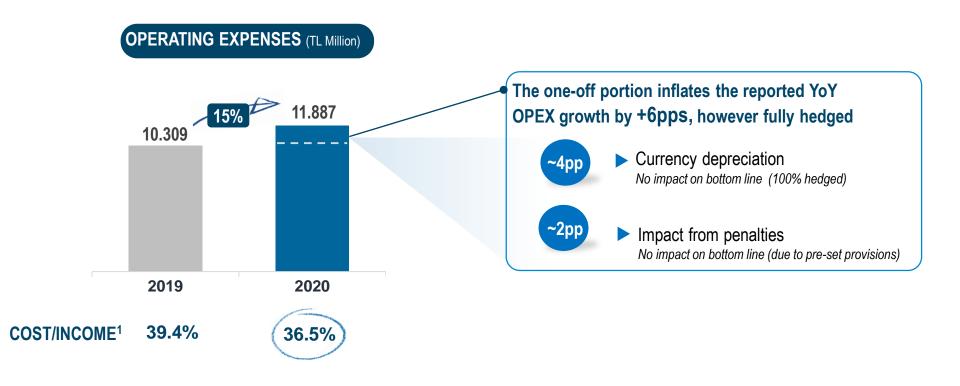
2 Currency depreciation impact of TL 2.3bn in 12M20 was fully offset via trading gain

SUSTAINED STRONG NET FEES AND COMMISSIONS BASE EVEN AFTER REGULATORY PRESSURES & COVID-19 IMPACT



1 Net Fees&Comm. breakdown is based on bank-only MIS data. Some cash loan related fees, which were previously classified under 'other' are moved to 'cash loan fees as of 31.12.2020. On a comparable basis; share of cash loan fees in 2019: 6.6% and share of other fees: 3.9%

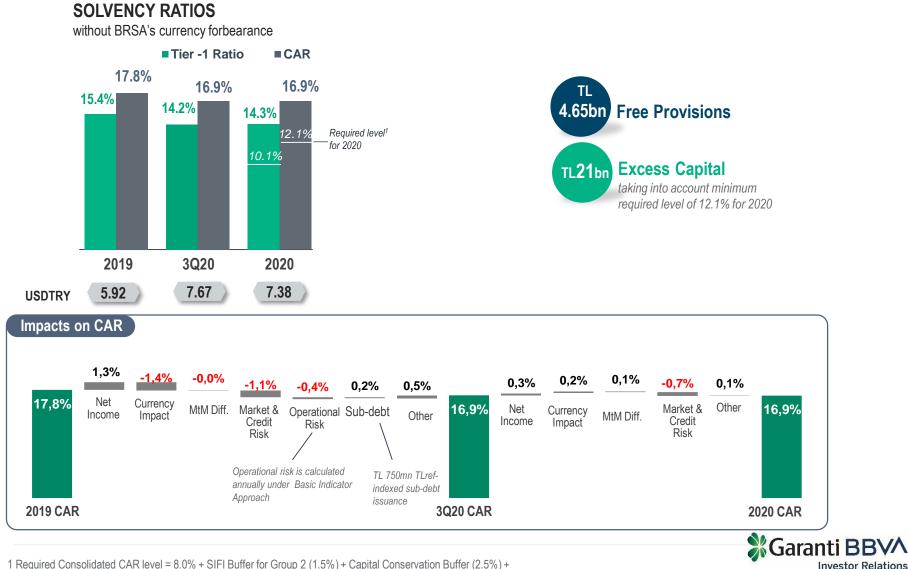
OUTSTANDING COST MANAGEMENT – JAWS WIDE OPEN





1 Income defined as NII inc. Swaps + Net F&C + Dividend Income + Subsidiary Income + Net Trading Income (excludes swaps & currency hedge) + Other income (net of prov. Reversals)

CAPITAL REMAINED WELL ABOVE THE REQUIRED LEVEL EVEN WITHOUT **BRSA FORBEARANCE MEASURES**



1 Required Consolidated CAR level = 8.0% + SIFI Buffer for Group 2 (1.5%) + Capital Conservation Buffer (2.5%) +

Counter Cyclical Buffer (0.130%); Required Consolidated Tier-I = 6.0% + Buffers; Required Consolidated CET-1= 4.5% + Buffers

2 Calculated without the forbearance introduced by BRSA. With currency forbearance; CAR: 17.4%, CET1: 16.0%

2020 REALIZATION vs. GUIDANCE

	2020 Revised Guidance	2020 Realization (consolidated)	Vs. Guidance
TL Performing Loans	~25%	33%	Beat
FC Performing Loans (in US\$)	Shrinkage	Shrinkage	In-line
NPL Ratio	~6.5%	4.5% (5.7% when adjusted with TL4.7bn write-down)	Beat
Net Cost of Risk (excl. Currency impact)	<300bps	231bps	Beat
NIM incl. Swap excluding CPI	~50bps expansion	~14bps expansion (~21bps incl. CPI)	Miss due to higher than expected increase in funding costs and denominator impact
Fee Growth (yoy)	High single digit shrinkage	+5%	Beat
Opex Growth (yoy)	<10%	15% (Bottom-line impact: <9% due to hedging mechanism and pre-set provisions)	In-line
ROAE	Low-teens	11.0% 14.4% when adjusted with free provisions	Beat (when adj. with free provisions

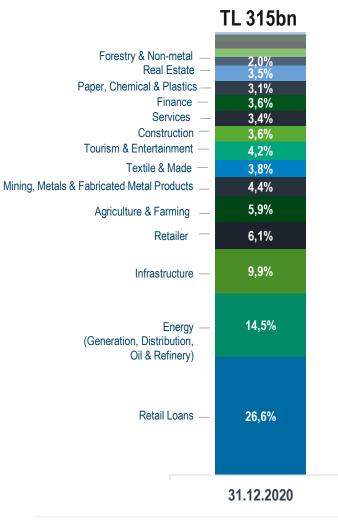
APPENDIX

- Pg. 17 Sector Breakdown of Gross Loans
- Pg. 18 Staging and coverage ratios of key sectors
- Pg. 19 Structure of FC Loan Portfolio
- Pg. 20 Maturity Profile & Liquidity Buffers
- Pg. 21 Adjusted L/D and Liquidity Coverage Ratios
- Pg. 22 Consumer Loans & TL Business Banking Loans
- Pg. 23 Securities portfolio
- Pg. 24 Summary Balance Sheet
- Pg. 25 Summary P&L
- Pg. 26 Key Financial Ratios
- Pg. 27 Quarterly & Cumulative Net Cost of Risk

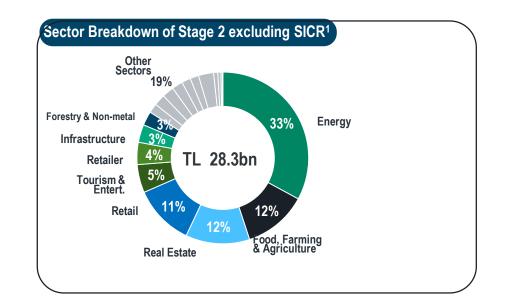


APPENDIX: SECTOR BREAKDOWN OF GROSS LOANS

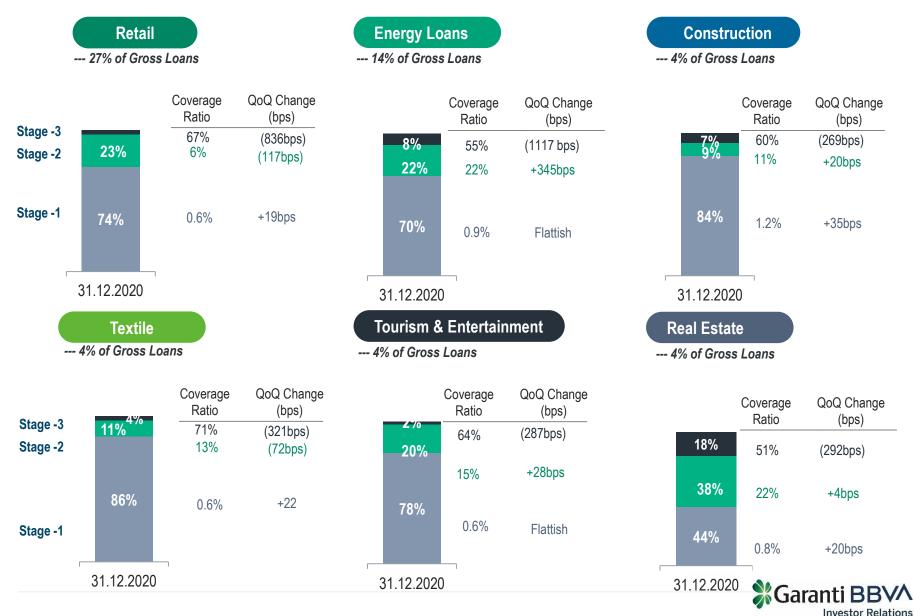
SECTOR BREAKDOWN OF GROSS LOANS¹





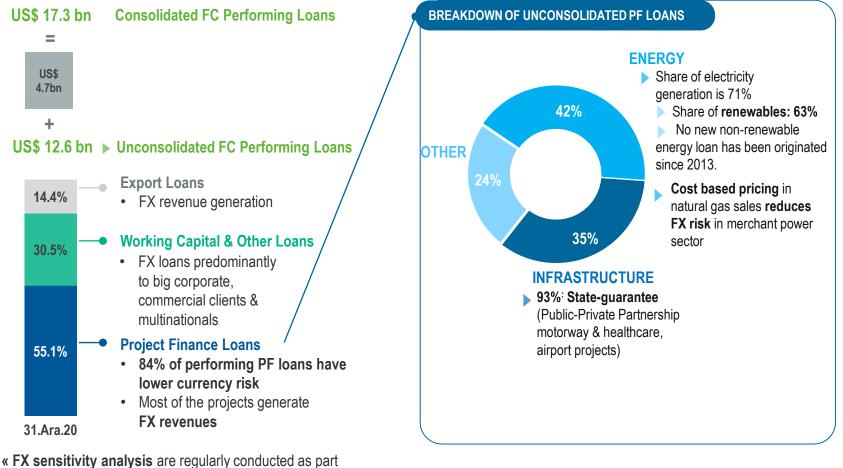


APPENDIX: STAGING AND COVERAGE RATIOS OF KEY SECTORS



FC PERFORMING LOANS

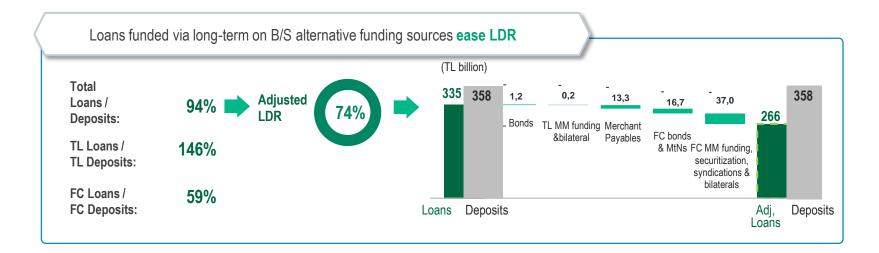
– 38% OF TOTAL PERFORMING LOANS



of the proactive staging and provisioning practices»

Garanti BBVA

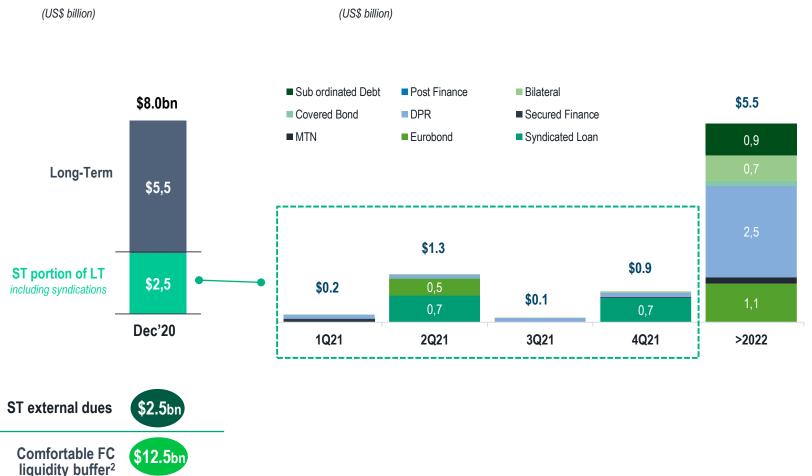
APPENDIX: ADJUSTED LDR AND LIQUIDITY COVERAGE RATIOS



Total LCR	177%
Minimum Requirement	100%
FC LCR	364%
Minimum Requirement	80%

1 Represents the average of December's last week. As per regulation dated 25 March, 2020, min. Required levels were suspended until 31 December 2020.

APPENDIX: COMFORTABLE LIQUIDITY & MANAGEABLE EXTERNAL DEBT STOCK



1 Excludes cash collateralized borrowings 2 FC Liquidity Buffer includes FC reserves under ROM, swaps, money market placements, CBRT eligible unencumbered securities

GARANTI'S EXTERNAL DEBT¹



APPENDIX: CONSUMER & TL BUSINESS BANKING LOANS



TL BUSINESS BANKING

+40%

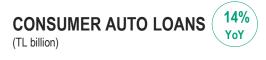




Market Shares³

Dec '20	QoQ	Rank
11.7%	+12bps	#1*
8.5%	+5bps	#1*
26.5%	+20bps	#1*
11.1%	+23bps	#2 *
8.3%	+27bps	#2 *
13.3%	-13bps	#2
17.6%	-19bps	#1
16.9%	-15bps	#2
	11.7% 8.5% 26.5% 11.1% 8.3% 13.3% 17.6%	11.7% +12bps 8.5% +5bps 26.5% +20bps 11.1% +23bps 8.3% +27bps 13.3% -13bps 17.6% -19bps

* Rankings are among private banks as of September 20



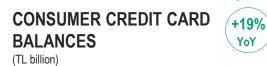


CONSUMER GENERAL PURPOSE LOANS¹ (TL billion)



+39%

YoY





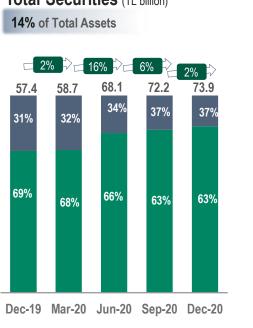
🕷 Garanti BB **Investor Relations**

1 Including other loans and overdrafts

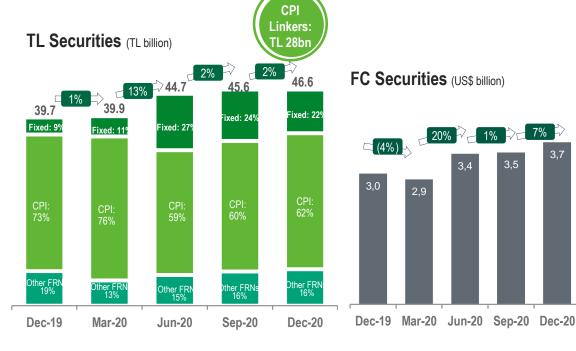
2 Cumulative figures and rankings as of December 2020, as per Interbank Card Center data, 3 Sector figures used in market share calculations are based on bank-only

BRSA weekly data as of 31.12.2020, for commercial banks

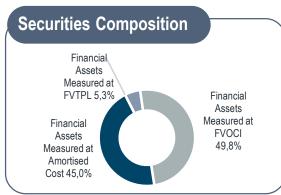
APPENDIX: SECURITIES PORTFOLIO



Total Securities (TL billion)



■TL ■FC





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

APPENDIX: SUMMARY BALANCE SHEET

TL Billion

ASSETS	31.12.2019	31.03.2020	30.06.2020	30.09.2020	31.12.2020
Cash & Cash Equivalents	36,6	23,8	31,8	44,4	43,1
Balances at CBRT	35,6	50,2	35,5	34,2	44,7
Securities	57,4	58,7	68,1	72,2	73,9
Gross Loans + Leasing & Factoring receivables	286,1	307,1	336,5	356,5	360,7
+TL Loans	167,0	174,1	199,6	206,3	215,5
TL Loans NPL	10,6	10,6	10,5	10,4	7,8
info: TL Performing Loans	156,4	163,5	189,2	195,9	207,6
+FC Loans (in US\$ terms)	18,7	18,9	18,7	18,2	18,3
FC Loans NPL (in US\$)	1,3	1,2	1,2	1,2	1,0
info: FC Performing Loans (in US\$)	17,4	17,7	17,4	17,0	17,3
info: Performing Loans (TL+FC)	259,2	279,5	308,3	326,3	335,0
Fixed Assets & Subsidiaries	6,7	6,8	6,8	7,0	7,3
Other	6,1	9,7	8,0	11,5	11,2
TOTAL ASSETS	428,6	456,2	486,7	525,9	540,9
LIABILITIES & SHE	31.12.2019	31.03.2020	30.06.2020	30.09.2020	31.12.2020
Total Deposits	277,3	295,9	306,9	345,7	358,1
+Demand Deposits	88,9	102,9	135,1	158,8	156,1
TL Demand	32,5	33,9	45,4	40,5	36,0
FC Demand (in US\$ terms)	9,5	10,5	13,1	15,4	16,3
+Time Deposits				(00.0	202,0
	188,4	193,1	171,8	186,8	202,0
TL Time	188,4 80,7	193,1 84,2	171,8 83,5	186,8 90,0	202,0 106,3
TL Time FC Time (in US\$ terms)	80,7	84,2 16,6	83,5	90,0	106,3
TL Time FC Time (in US\$ terms) Interbank Money Market	80,7 18,2	84,2	83,5 12,9	90,0 12,6 3,1	106,3 13,0 3,2
TL Time FC Time (in US\$ terms) Interbank Money Market Bonds Issued	80,7 18,2 1,8 21,0	84,2 16,6 2,9 21,5	83,5 12,9 16,7 22,4	90,0 12,6 3,1 23,5	106,3 13,0 3,2 22,8
TL Time FC Time (in US\$ terms) Interbank Money Market Bonds Issued Funds Borrowed	80,7 18,2 1,8 21,0 44,7	84,2 16,6 2,9 21,5 47,3	83,5 12,9 16,7 22,4 46,8	90,0 12,6 3,1 23,5 52,8	106,3 13,0 3,2 22,8 49,4
TL Time FC Time (in US\$ terms) Interbank Money Market Bonds Issued Funds Borrowed Other liabilities	80,7 18,2 1,8 21,0 44,7 29,7	84,2 16,6 2,9 21,5 47,3 33,5	83,5 12,9 16,7 22,4 46,8 35,4	90,0 12,6 3,1 23,5 52,8 40,1	106,3 13,0 3,2 22,8
TL Time	80,7 18,2 1,8 21,0 44,7	84,2 16,6 2,9 21,5 47,3	83,5 12,9 16,7 22,4 46,8	90,0 12,6 3,1 23,5 52,8	10 1. 2 4 4

APPENDIX: SUMMARY P&L

		QL	JARTERLY P8	<u>k</u> L	CU	IMULATIVE P&L	
TL Mi	llion	3Q20	4Q20	QoQ	2019	2020	YoY
(+)	Net Interest Income including Swap costs	5.657	5.558	-2%	17.776	21.731	22%
	(+) NII excluding CPI linkers' income	5.761	5.619	-2%	17.735	21.670	22%
	(+) Income on CPI linkers	838	1.492	78%	2.938	3.723	27%
	(-) Swap Cost	-942	-1.553	65%	-2.898	-3.662	26%
(+)	Net Fees & Comm.	1.678	1.722	3%	6.274	6.588	5%
(+)	Net Trading & FX gains/losses (excl. Swap costs and currency hedge)	842	152	-82%	457	2.032	345%
	info: Gain on Currency Hedge	1.348	-218	-116%	634	2.332	268%
(+)	Other income (excl. Prov. reversals & one-offs)	559	638	14%	1.517	2.188	44%
=	REVENUES	8.736	8.071	-8%	26.023	32.539	25%
(+)	Non-recurring other income	0	0	n.m	154	0	n.m
	(+) Administrative fine reversal	0	0	n.m	83	0	n.m
	(+) Gain from asset sale	0	0	n.m	71	0	n.m
(-)	OPEX	-2.883	-3.368	17%	-10.309	-11.887	15%
	(-) HR	-1.093	-1.153	5%	-4.188	-4.420	6%
	(-) Non-HR	-1.789	-2.216	24%	-6.121	-7.467	22%
=	PRE-PROVISION INCOME	5.853	4.703	-20%	15.868	20.652	30%
(-)	Net Expected Loss (excl. Currency impact)	-1.113	-2.743	146%	-6.840	-7.614	11%
	(-) Expected Loss	-3.747	-3.043	-19%	-11.492	-14.331	25%
	info: Currency Impact	-1.348	218	-116%	-634	-2.332	268%
	(+) Provision Reversal under other Income	1.286	519	-60%	4.017	4.385	9%
(-)	Taxation and other provisions	-2.831	-815	-71%	-2.787	-6.652	139%
	(-) Free Provision	-1.230	-320	n.m	-250	-2.150	n.m
	(-) Taxation	-865	-692	-20%	-1.931	-2.823	46%
	(-) Other provisions (excl. free prov.)	-736	197	-127%	-606	-1.679	177%
=	NET INCOME	1.909	1.145	-40%	6.241	6.385	2%

1 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

	Dec-19	Mar-20	Jun-20	Sep-20	Dec-20
Profitability ratios					
ROAE (Cumulative) ¹	12,4%	12,4%	13,1%	13,3%	11,0%
ROAA (Cumulative) ¹	1,5%	1,5%	1,6%	1,6%	1,3%
Cost/Income	39,4%	35,7%	35,8%	34,8%	36,5%
Quarterly NIM incl. Swap costs	5,5%	5,9%	5,5%	5,3%	4,9%
Quarterly NIM incl. Swap costs excl. CPI linkers	5,1%	5,0%	4,9%	4,5%	3,6%
Cumulative NIM incl. Swap costs	5,2%	5,9%	5,7%	5,5%	5,4%
Cumulative NIM incl. Swap costs excl. CPI linkers	4,3%	5,0%	4,9%	4,8%	4,5%
Liquidity ratios					
Loans / Deposits	93,5%	94,5%	100,5%	94,4%	93,6%
TL Loans / TL Deposits	138,1%	138,4%	146,8%	150,1%	146,0%
Adj. Loans/Deposits	68%	71%	80%	74%	74%
(Loans adj. with on-balance sheet alternative funding sources)	0070	1170	0070	1170	1170
TL Loans / (TL Deposits + TL Bonds + Merchant Payables)	121,0%	123,0%	129,9%	131,7%	128,4%
FC Loans / FC Deposits	62,7%	65,3%	66,9%	60,6%	59,0%
Asset quality ratios					
NPL Ratio	6,8%	6,5%	5,9%	5,9%	4,5%
Coverage Ratio	6,1%	6,4%	6,3%	6,5%	5,8%
+ Stage1	0,5%	0,6%	0,6%	0,6%	0,8%
+ Stage2	10,5%	13,8%	15,4%	15,7%	14,4%
+ Stage3	62,4%	65,5%	66,6%	68,5%	63,4%
Cumulative Net Cost of Risk (excluding currency impact, bps)	249	317	244	202	231
Solvency ratios					
CAR	17,8%	16,6%	17,4%	16,9%	16,9%
Common Equity Tier I Ratio	15,4%	14,0%	14,8%	14,2%	14,3%
Leverage	6,9x	7,3x	7,3x	7,7x	7,7x

1 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 9M19, 1Q20, 1H20 and 9M20.



(Million TL)				
Quarterly Net Expected Credit Loss	1Q20	2Q20	3Q20	4Q20
(-) Expected Credit Losses	5.038	2.503	3.747	3.043
Stage 1	1.330	454	623	342
Stage 2	1.925	1.278	1.628	2.070
Stage 3	1.783	771	1.497	631
(+) Provision Reversals under other				
income	1.949	631	1.286	519
Stage 1	833	238	144	102
Stage 2	463	176	816	190
Stage 3	653	216	325	227
(=) (a) Net Expected Credit Losses	3.089	1.872	2.461	2.524
(b) Average Gross Loans	296.602	321.780	346.512	358.607
(a/b) Quarterly Total Net CoR (bps)	419	234	283	280
info: Currency Impact ¹	102	57	155	-24
Total Net CoR excl. currency impact (bps)	317	177	128	304

(Million TL)	
Cumulative Net Expected Credit Loss	2020
(-) Expected Credit Losses	14.331
Stage 1	2.750
Stage 2	6.901
Stage 3	4.681
(+) Provision Reversals under other income	4.385
Stage 1	1.318
Stage 2	1.646
Stage 3	1.421
(=) (a) Net Expected Credit Losses	9.946
(b) Average Gross Loans	329.379
(a/b) Cumulative Total Net CoR (bps)	302
info: Currency Impact ¹	71
Total Net CoR excl. currency impact (bps)	231



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

DISCLAIMER STATEMENT

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