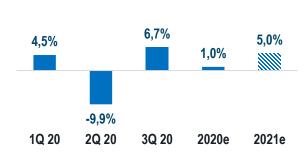


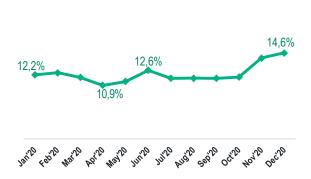
AN UNPRECEDENTED YEAR

GDP GROWTH



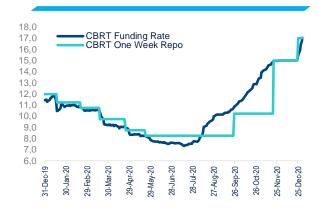
- Unprecedented impact on both supply and demand channels due to Pandemic
- Conventional and unconventional measures to tackle with the spill-overs of the Shock
- Turkey became one of the exceptions that achieved a positive growth rate last year

INFLATION



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

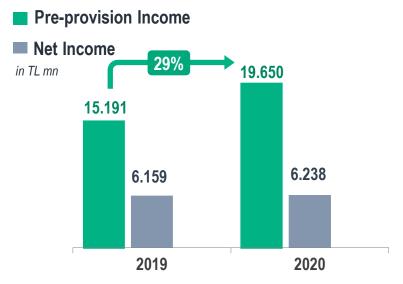
AVG. CBRT FUNDING COST

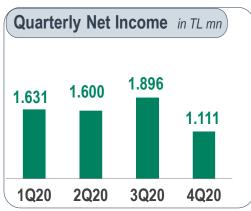


- Due to inflationary pressures, the CBRT started to tighten monetary policy since last July
- Economic policy reset in November:
 Much clearer tightening and
 guidance, complemented by market-friendly normalization steps

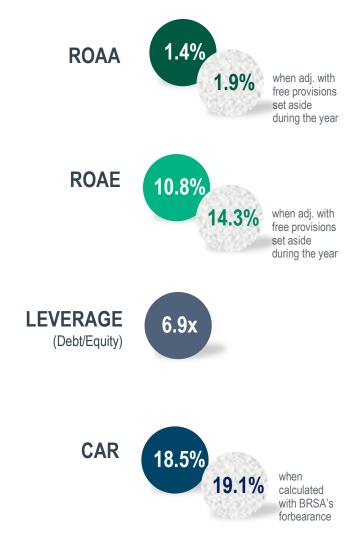


ROBUST PRE-PROVISION INCOME GENERATION CAPABILITY ENSURES SUSTAINABLE EARNINGS GROWTH POTENTIAL



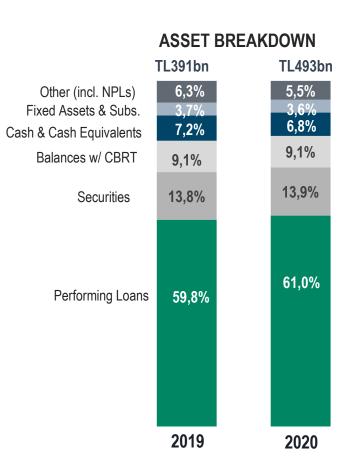


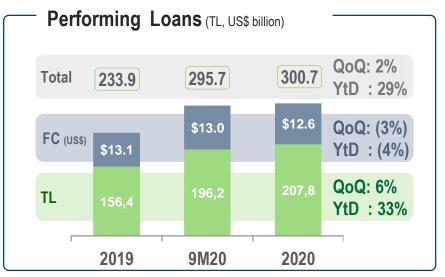
- QoQ drop in net income was mainly due to annual IFRS9 calibration update related higher provisions
- Free provisions in the balance sheet reached TL 4,650 mn (TL 320mn in 4Q)

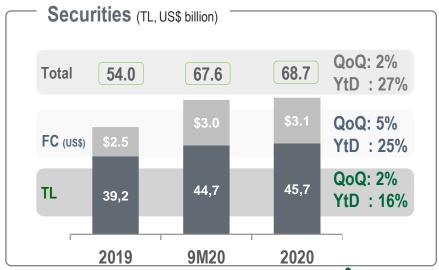




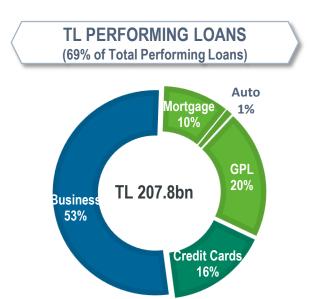
HIGH WEIGHT OF CUSTOMER DRIVEN ASSETS SUPPORT SUSTAINABLE REVENUE STREAMS







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.

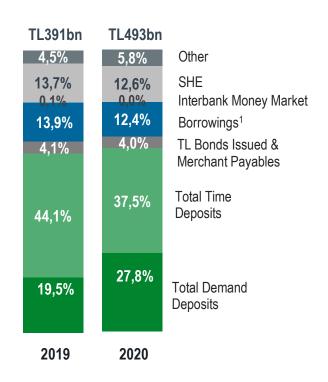


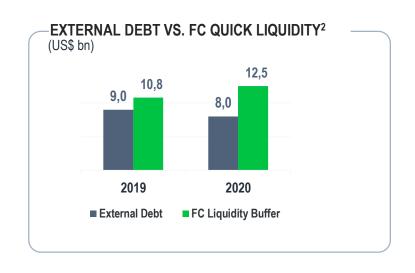
- Acquired market share in TL loans across the board
- Growth in consumer loans & credit card utilization continued at a slower pace due to increased mobility restrictions
 - GPL growth: 5% in 4Q vs. 8% in 3Q
 - 50% of GPLs are granted to salary customers.
 - Mortgage growth: 1% in 4Q vs. 4% in 3Q.

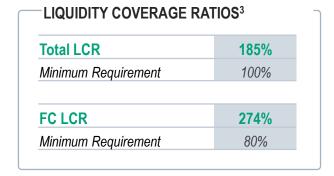


HIGHLY LIQUID BALANCE SHEET MAINTAINED

LIABILITIES & SHE BREAKDOWN







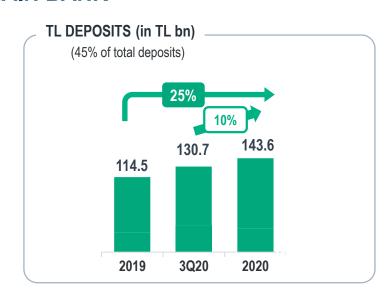


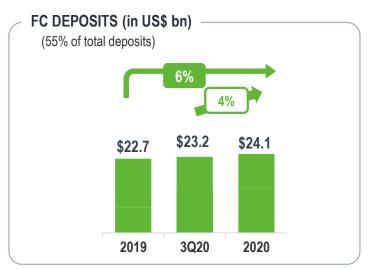
¹ Includes funds borrowed, sub-debt & FC securities issued

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

³ Represents the average of December's last week.

STRONG DEPOSIT BASE SHOWS CUSTOMERS' PREFERENCE AS THEIR MAIN BANK





HIGH SHARE OF DEMAND DEPOSITS



DEMAND DEPOSITS / +12pp increase YtD

TOTAL DEPOSITS: +7pp YtD increase in the sector

TL DEMAND DEPOSITS / TL DEPOSITS:

25% vs. Sector: 21% FC DEMAND DEPOSITS / FC DEPOSITS:

57% vs. Sector: 40%

STICKY & LOW COST DEPOSITS

SHARE OF SME & RETAIL DEPOSITS¹

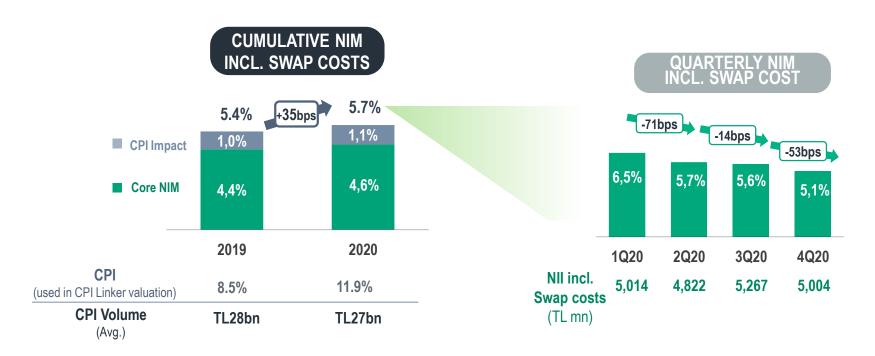
73% IN TL CUST. DEPOSITS

77% IN FC CUST. DEPOSITS



¹ Based on bank-only MIS data.

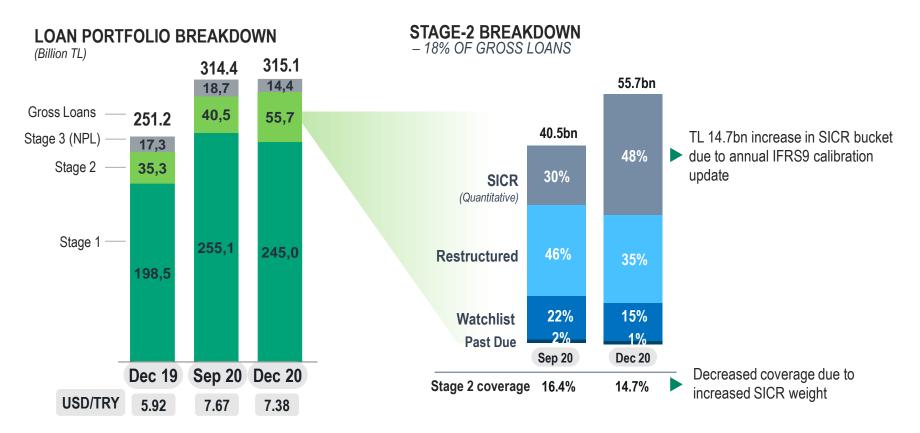
CUMULATIVE NIM EXPANSION SUSTAINED DESPITE THE CONTRACTION IN QUARTERLY CORE MARGIN DUE TO HIGHER FUNDING COSTS



- 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 PRUDENT APPROACH

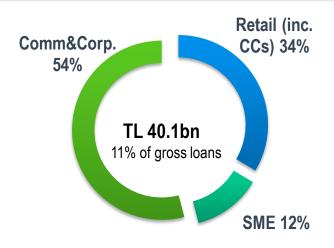


- Increase in SICR portion post IFRS-9 model calibration update, which affected probability of defaults of each file
- ▶ 90% of SICR is **not delinquent** at all (vs. 82% in 3Q20)
- ▶ 90-180 days files' balance TL 1.3bn at end of 4Q, following the temporary measure on NPL recognition day*
- ➤ 30-90 days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



DEFERRALS' PAYMENT EVOLUTION BETTER THAN EXPECTED





~57% of deferred loans are classified under Stage-2 with ~20% coverage



EXPIRED LOAN DEFERRALS' PAYMENT BEHAVIOR



17% asked for 2nd deferrals

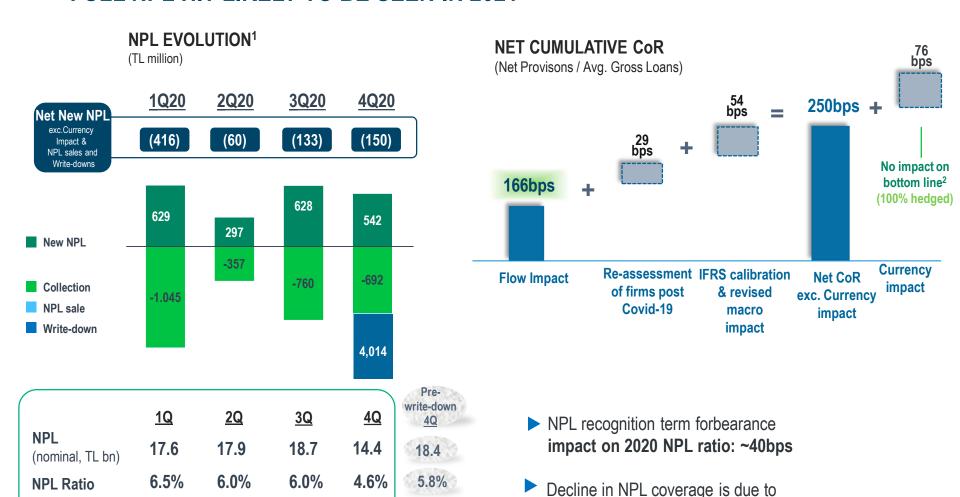
1/3 of 'solution in process' bucket has no delinquency & 1/3 has 1-30days past due



1/4 of the resumed payments paid their debt in full



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



NPL Coverage

65.5%

66.8%

68.7%

63.4%

71.4%

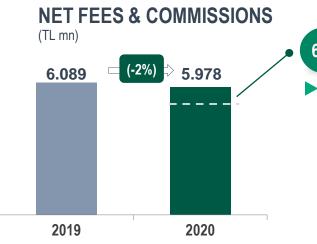


write down of 100% covered loans

¹ NPL evolution excludes currency impact

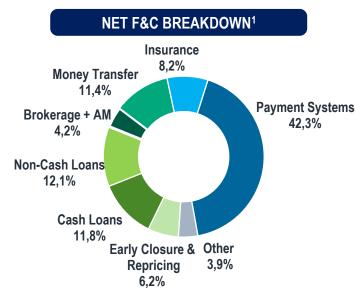
² Currency depreciation impact of TL 2.2bn in 12M20 was fully offset via trading gain

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





Early closure & repricing fees supported the base in 2020, following lowered cap by regulation in March 2020.





Annual Growth

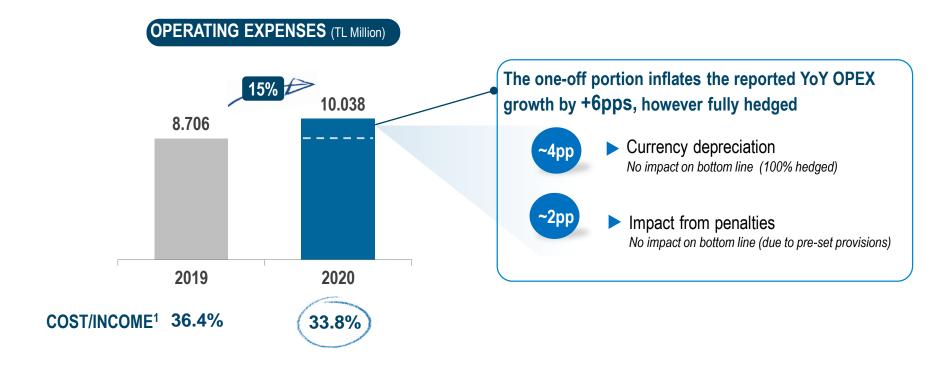
AIIII	uai Growt	II.
Payment Systems	-23%	Impact of merchant fee regulation effective as of
		Nov. 01, 2019 and regulation on cash advance fees, effective as of March 01, 2020
Money Transfer	-20%	YoY contraction due to introduced cap on Money
		transfer fees, effective as of March 01, 2020

Insurance +39%
Cash Loans +76%

Easing measures to boost economic activity supported insurance & cash loans fees.



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**

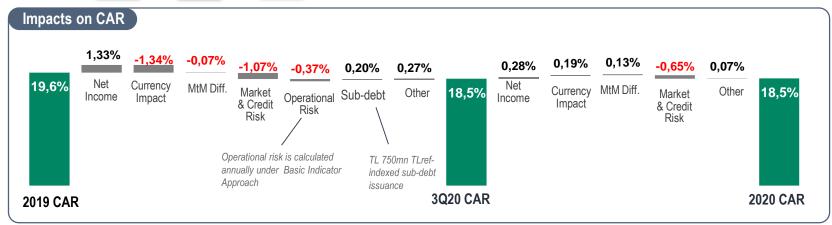
SOLVENCY RATIOS

without BRSA's currency forbearance

■Tier -1 Ratio ■ CAR









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; Reqired Consolidated CET-1= 4.5%+Buffers

2020 BRSA BANK-ONLY EARNINGS PRESENTATION/ 14

² Calculated without the forbearance introduced by BRSA. With forbearance; CAR: 19.1%, CET1: 16.3%

2020 REALIZATION vs. GUIDANCE

	2020 Revised Guidance	2020 Realization	Vs. Guidance
TL Performing Loans	~25%	33%	Beat
FC Performing Loans (in US\$)	Shrinkage	Shrinkage	In-line
NPL Ratio	~6.5%	4.6% (5.8% when adjusted with TL4bn write-down)	Beat
Net Cost of Risk (excl. Currency impact)	<300bps	250bps	Beat
NIM incl. Swap excluding CPI	~50bps expansion	~28bps expansion (~35bps incl. CPI)	Slight miss due to higher than expected increase in funding costs and denominator impact
Fee Growth (yoy)	High single digit shrinkage	-2%	Beat
Opex Growth (yoy)	<10%	15% (Bottom-line impact: : <9% due to hedging mechanism and pre-set provisions)	In-line
ROAE	Low-teens	10.8% 14.3% when adjusted with free provisions	Beat (when adj. with free provisions



APPENDIX

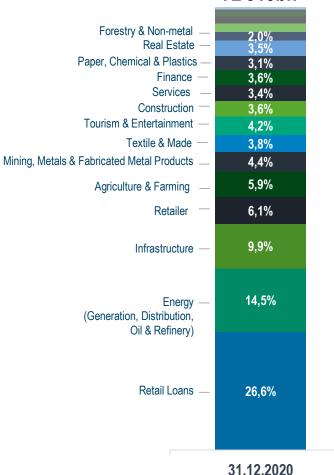
Pg. 17	Sector Breakdown of Gross Loans
Pg. 18	Staging and coverage ratios of key sectors
Pg. 19	Structure of FC Loan Portfolio
Pg. 20	Maturity Profile & Liquidity Buffers
Pg. 21	Adjusted L/D and Liquidity Coverage Ratios
Pg. 22	Consumer Loans & TL Business Banking Loans
Pg. 23	Securities portfolio
Pg.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

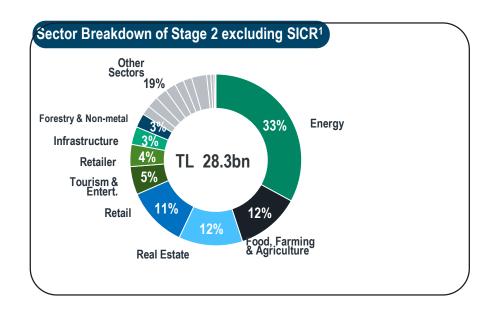


APPENDIX: SECTOR BREAKDOWN OF GROSS LOANS

SECTOR BREAKDOWN OF GROSS LOANS¹



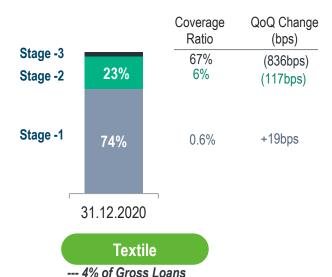


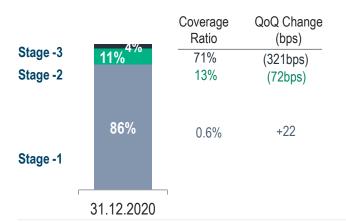




APPENDIX: STAGING AND COVERAGE RATIOS OF KEY SECTORS







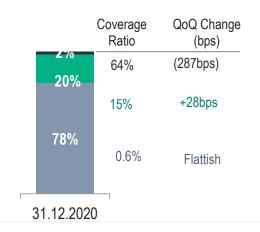
Energy Loans

--- 14% of Gross Loans



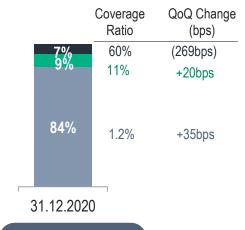
Tourism & Entertainment

--- 4% of Gross Loans



Construction

--- 4% of Gross Loans



Real Estate

--- 4% of Gross Loans

	Coverage Ratio	QoQ Change (bps)
18%	51%	(292bps)
38%	22%	+4bps
44%	0.8%	+20bps

31.12.2020

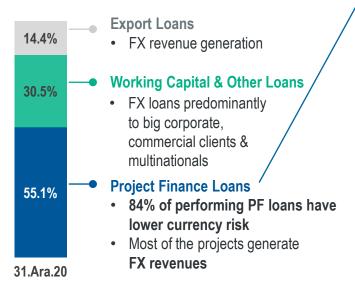


APPENDIX: STRUCTURE OF FC LOAN PORTFOLIO

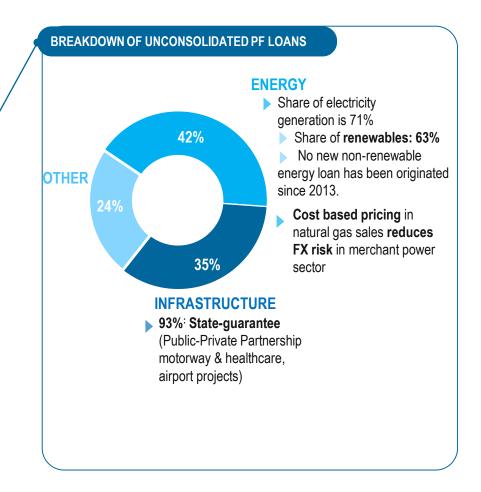
FC PERFORMING LOANS

- 31% OF TOTAL PERFORMING LOANS

US\$ 12.6 bn ▶ **Unconsolidated FC Performing Loans**



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





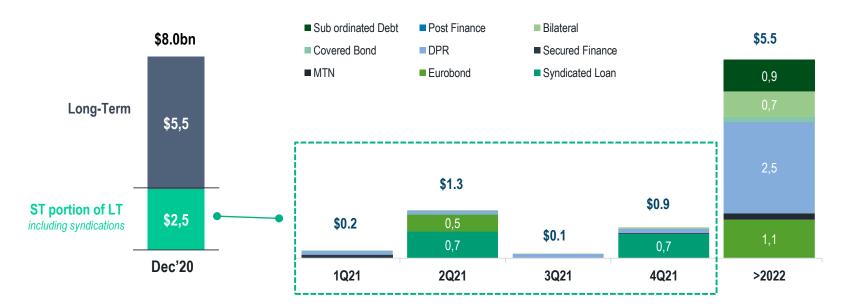
APPENDIX: COMFORTABLE LIQUIDITY & MANAGEABLE EXTERNAL DEBT STOCK

GARANTI'S EXTERNAL DEBT¹

MATURITY PROFILE OF EXTERNAL DEBT

(US\$ billion)

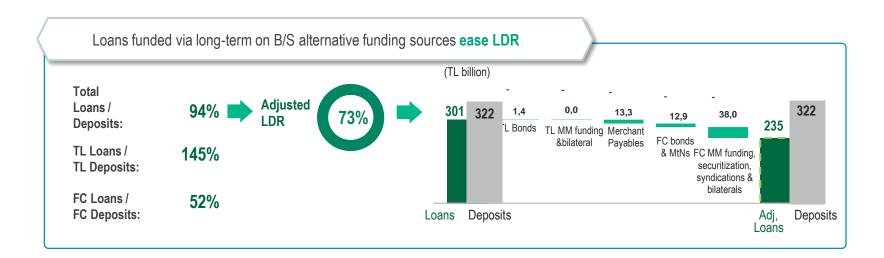
(US\$ billion)







APPENDIX: ADJUSTED LDR AND LIQUIDITY COVERAGE RATIOS



Total LCR	185%
Minimum Requirement	100%
ECICE	27.4%
FC LCR	274%
linimum Requirement	80%



APPENDIX: CONSUMER & TL BUSINESS BANKING LOANS

TL BUSINESS BANKING

(TL billion)

(TL billion)

Dec-19

YoY

CONS. MORTGAGE LOANS (TL billion)



4% > 29% > 7% > 109.4 102.6 104.7 81.0 77,9 Mar-20 Dec-19 Jun-20 Sep-20 Dec-20

5% 0% \$ 4% 1% \$ 21.5 21,3 20.6 20,5 Dec-19 Mar-20 Jun-20 Sep-20 Dec-20

Market Shares³

	Dec '20	QoQ	Rank
Consumer Loans inc Consumer CCs	11.7%	+12bps	#1 [*]
Cons. Mortgage	8.5%	+5bps	#1 [*]
Cons. Auto	26.5%	+20bps	#1*
Consumer GPLs	11.1%	+23bps	#2*
TL Business Banking	8.3%	+27bps	#2*
# of CC customers ²	13.3%	-13bps	#2
Issuing Volume ² (Cumulative)	17.6%	-19bps	#1
Acquiring Volume ² (Cumulative)	16.9%	-15bps	#2

* Rankings are among private banks as of September 20

CONSUMER AUTO LOANS

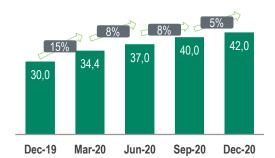
14%

CONSUMER GENERAL PURPOSE LOANS¹

(TL billion)

+40% YoY





CONSUMER CREDIT CARD BALANCES

(TL billion)





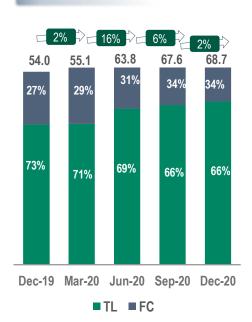
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¹ Including other loans and overdrafts

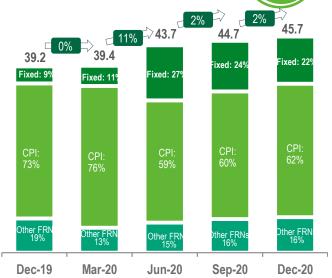
² Cumulative figures and rankings as of December 2020, as per Interbank Card Center data, 3 Sector figures used in market share calculations are based on bank-only

APPENDIX: SECURITIES PORTFOLIO

Total Securities (TL billion) 14% of Total Assets

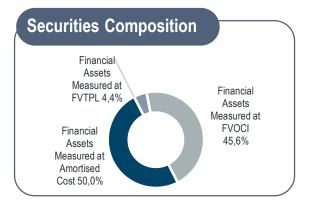


TL Securities (TL billion)



FC Securities (US\$ billion)





CPI

Linkers:

TL 28bn



APPENDIX: SUMMARY BALANCE SHEET

TL	Billion
ΙL	Billion

ASSETS	31.12.2019	31.03.2020	30.06.2020	30.09.2020	31.12.2020
Cash & Cash Equivalents	28,3	15,8	24,1	32,9	33,5
Balances at CBRT	35,6	50,2	35,5	34,2	44,7
Securities	54,0	55,1	63,8	67,6	68,7
Gross Loans	251,2	270,0	299,0	314,4	315,1
+TL Loans	167,0	174,0	200,9	206,6	215,6
TL NPL	10,6	10,6	10,5	10,4	7,8
info: TL Performing Loans	156,4	163,5	190,5	196,2	207,8
+FC Loans (in US\$ terms)	14,2	14,6	14,4	14,0	13,5
FC NPL (in US\$ terms)	1,1	1,1	1,1	1,1	0,9
info: FC Performing Loans (in US\$ terms)	13,1	13,6	13,3	13,0	12,6
info: Performing Loans (TL+FC)	233,9	252,4	281,1	295,7	300,7
Fixed Assets & Subsidiaries	14,6	14,7	15,4	17,2	17,9
Other	7,4	11,6	10,1	13,4	12,9
TOTAL ASSETS	391,2	417,4	447,9	479,7	492,8

LIABILITIES & SHE	31.12.2019	31.03.2020	30.06.2020	30.09.2020	31.12.2020
Total Deposits	248,8	266,7	276,1	308,8	321,5
+Demand Deposits	76,4	89,4	120,0	139,8	136,9
TL Demand	30,7	33,2	44,6	40,8	36,4
FC Demand (in US\$ terms)	7,7	8,6	11,0	12,9	13,6
+Time Deposits	172,4	177,3	156,0	169,0	184,6
TL Time	83,8	86,2	84,7	90,0	107,2
FC Time (in US\$ terms)	15,0	13,9	10,4	10,3	10,5
Interbank Money Market	0,5	0,8	14,7	0,9	0,1
Bonds Issued	16,4	16,9	19,0	20,3	19,0
Funds Borrowed	44,1	47,4	46,9	52,1	48,0
Other liabilities	27,6	30,7	33,2	37,1	42,1
Shareholders' Equity	53,8	54,9	58,1	60,4	62,1
TOTAL LIABILITIES & SHE	391,2	417,4	447,9	479,7	492,8



APPENDIX: SUMMARY P&L

TL N	Aillion	3Q20	4Q20	QoQ	2019	2020	YoY
(+)	Net Interest Income including Swap costs	5.267	5.004	-5%	16.130	20.107	25%
	(+) NII excluding CPI linkers' income	5.370	5.065	-6%	16.089	20.046	25%
	(+) 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.	1.520	1.492	-2%	6.089	5.978	-2%
(+)	Net Trading & FX gains/losses (excl. Swap costs and currency hedge)	759	60	-92%	324	1.647	n.m
	info: Gain on Currency Hedge	1.266	-209	-117%	634	2.196	246%
(+)	Income on subsidiaries	386	308	-20%	894	1.323	48%
(+)	Other income (excl. Prov. reversals & one-offs)	111	308	177%	316	633	101%
=	REVENUES	8.044	7.173	-11%	23.752	29.688	25%
(+)	Non-recurring other income	0	0	n.m	146	0	n.m
	(+) Administrative fine reversal	0	0	n.m	83	0	n.m
	(+) Gain from NPL sale	0	0	n.m	63	0	n.m
(-)	OPEX	-2.444	-2.851	17%	-8.706	-10.038	15%
	(-) HR	-922	-948	3%	-3.524	-3.707	5%
	(-) Non-HR	-1.522	-1.904	25%	-5.182	-6.331	22%
=	PRE-PROVISION INCOME	5.600	4.322	-23%	15.191	19.650	29%
(-)	Net Expected Loss (excl. Currency impact)	-1.027	-2.514	145%	-6.555	-7.245	11%
	(-) Expected Loss	-3.505	-2.710	-23%	-10.701	-13.394	25%
	info: Currency Impact	-1.266	209	-117%	-634	-2.196	246%
	(+) Provision Reversal under other Income	1.212	406	-67%	3.513	3.953	13%
(-)	Taxation and other provisions	-2.677	-697	-74%	-2.478	-6.168	149%
	(-) Free Provision	-1.230	-320	n.m	-250	-2.150	n.m
	(-) Taxation	-754	-583	-23%	-1.657	-2.401	45%
	(-) Other provisions (excl. free prov.)	-693	206	-130%	-571	-1.616	183%
=	NET INCOME	1.896	1.111	-41%	6.159	6.238	1%

Investor Relations

APPENDIX: KEY FINANCIAL RATIOS

	Dec-19	Mar-20	Jun-20	Sep-20	Dec-20
Profitability ratios					
ROAE (Cumulative) ¹	12.3%	12.1%	12.8%	13.1%	10.8%
ROAA (Cumulative) ¹	1.6%	1.6%	1.7%	1.7%	1.4%
Cost/Income	36.4%	32.4%	32.8%	31.9%	33.8%
Quarterly NIM incl. Swap costs	5.8%	6.5%	5.7%	5.6%	5.1%
Quarterly NIM incl. Swap costs excl. CPI linkers	5.4%	5.4%	5.0%	4.7%	3.6%
Cumulative NIM incl. Swap costs	5.3%	6.5%	6.0%	5.9%	5.7%
Cumulative NIM incl. Swap costs excl. CPI linkers	4.4%	5.4%	5.2%	5.0%	4.6%
Liquidity ratios					
Loans / Deposits	94.0%	94.7%	101.8%	95.7%	93.5%
TL Loans / TL Deposits	136.6%	136.8%	147.2%	150.1%	144.7%
Adj. Loans/Deposits (Loans adj. with on-balance sheet alternative funding sources)	70%	72%	79%	73%	73%
TL Loans / (TL Deposits + TL Bonds + Merchant Payables)	119.9%	121.7%	129.6%	130.7%	127.5%
FC Loans / FC Deposits	57.7%	60.4%	61.8%	55.8%	52.2%
Asset quality ratios					
NPL Ratio	6.9%	6.5%	6.0%	6.0%	4.6%
Coverage Ratio	6.2%	6.7%	6.5%	6.8%	6.1%
+ Stage1	0.5%	0.6%	0.6%	0.7%	0.8%
+ Stage2	10.9%	14.5%	16.2%	16.4%	14.7%
+ Stage3	62.1%	65.5%	66.8%	68.7%	63.4%
Cumulative Net Cost of Risk (excluding currency impact, bps)	272	359	272	223	250
Solvency ratios					
CAR	19.6%	18.2%	19.1%	18.5%	18.5%
Common Equity Tier I Ratio	17.0%	15.5%	16.3%	15.7%	15.8%
Leverage	6.3x	6.6x	6.7x	6.9x	6.9x

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 .



APPENDIX: QUARTERLY & CUMULATIVE NET CoR

Loss	1Q20	2Q20	3Q20	4Q20
(-) Expected Credit Losses	4.861	2.318	3,505	2.710
Stage 1	1.315	418	562	294
Stage 2	1.861	1.183	1.560	1.877
Stage 3	1.685	717	1.383	538
(+) Provision Reversals under				
other income	1.817	518	1.212	406
Stage 1	767	198	107	52
Stage 2	437	150	801	169
Stage 3	613	171	304	185
(=) (a) Net Expected Credit Losses	3.044	1.800	2.293	2.304
(b) Average Gross Loans	260.593	284.488	306.676	314.740
(a/b) Quarterly Total Net CoR (bps)	470	254	297	291
info: Currency Impact ¹	110	60	164	- 26
Total Net CoR excl. currency				
impact (bps)	359	195	133	318

2020
13.394
2.589
6.482
4.324
3.953
1.124
1.557
1.272
9.441
289.924
326
76
250



 $^{1\ \}mbox{Neutral}$ 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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