



2021 EARNINGS PRESENTATION

Based on BRSA Unconsolidated Financials

February 2nd, 2022

TURKISH ECONOMY

STRONG ECONOMIC ACTIVITY,
backed by domestic demand,
pressures **INFLATION**

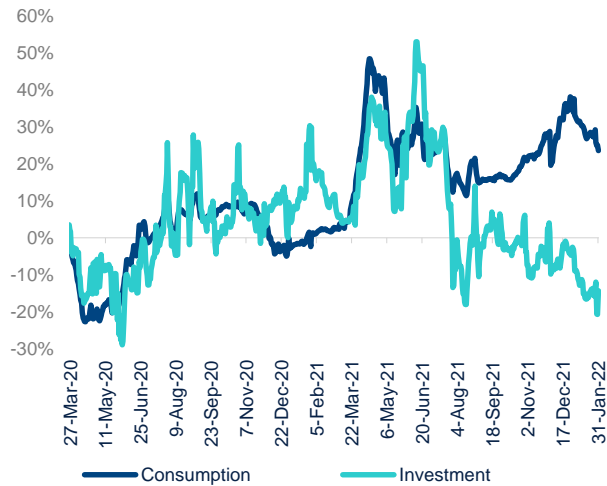
Recovery in Tourism Revenues and
growing export support **CURRENT**
ACCOUNT DEFICIT

BUDGET DEFICIT REMAINS
at manageable levels



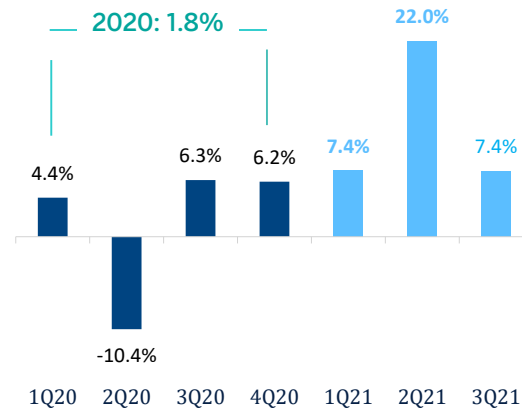
GDP GROWTH REMAINS SOLID AT THE START OF THE YEAR, YET INFLATIONARY PRESSURES REMAIN HIGH

BBVA CONSUMPTION & INVESTMENT BIG DATA INDICES (28-day cum. YoY nominal)



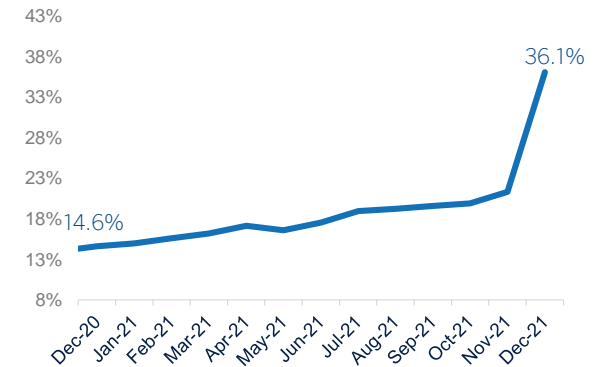
- **Consumption** remains **relatively strong**, while **investment becomes weaker** in January.
- In overall terms, economic activity **grows above potential**, also supported by **strong external demand**

GDP GROWTH (YoY)



- The economy grew by 11.7% in the first three quarters of the year. **2021 GDP growth might have materialized at 11%.**

CONSUMER INFLATION (ANNUAL)

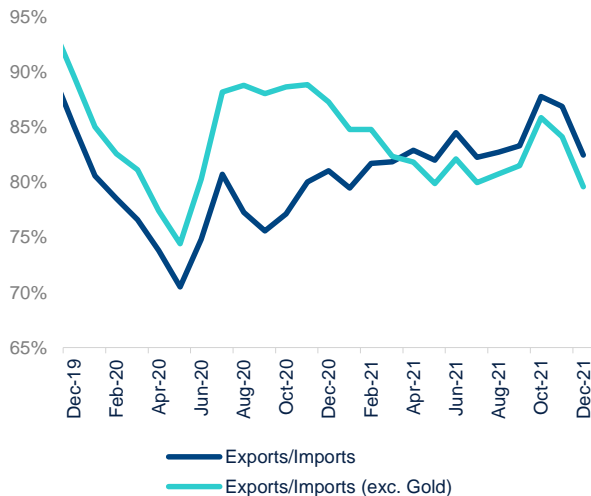


- **Inflationary pressures will remain high** on currency depreciation, high cost push factors accompanied with high demand and worsening expectations.

STRONG EXPORTS & RECOVERING TOURISM REVENUES SUPPORT C/A BALANCE. BUDGET DEFICIT IS EXPECTED TO RISE

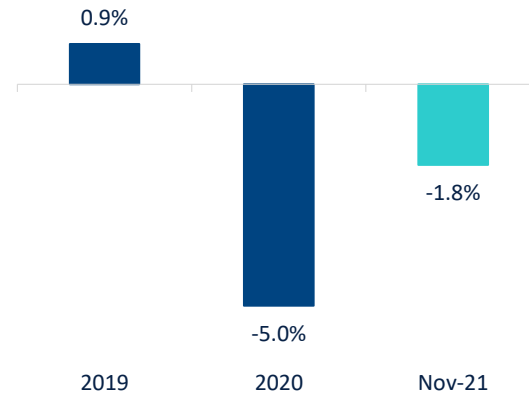
GOOD EXPORTS / IMPORTS

(3-month avg. coverage ratio)



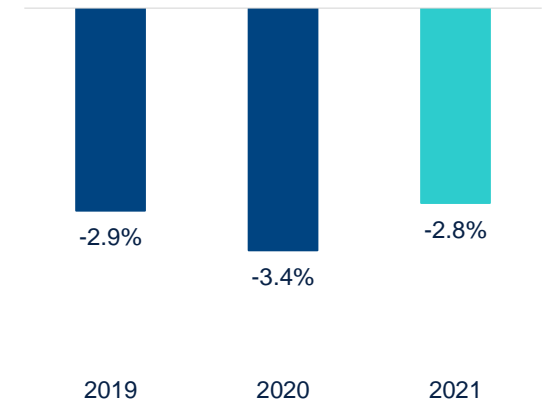
- Exports are expected to remain high as **external demand remains supportive**
- Imports might also stay solid especially led by the increasing energy bill

CURRENT ACCOUNT BALANCE / GDP



- Strong exports** and **recovering tourism revenues** will help to maintain a shrinkage in the current account deficit
- However, **huge energy bill** and **expected normalization in gold imports** will make it hard to achieve a current account surplus

CG BUDGET DEFICIT / GDP



- Budget deficit deteriorated on the back of an **acceleration in expenditures** in December 2021

2021 FINANCIAL RESULTS

**SOLID REVENUE STREAMS
ENSURES SUPERIOR ROAE**
even in challenging times

**UNRIVALED CORE NII & FEE
GENERATION CAPABILITY**

**PROACTIVELY SHAPED
& WELL PROVISIONED ASSETS**

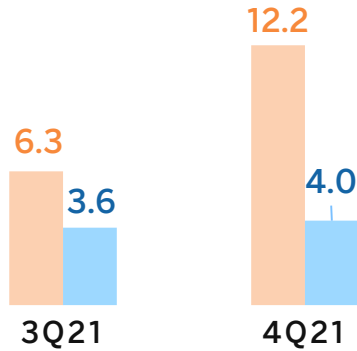
INCREASED EFFICIENCY

SIGNIFICANT OUTPERFORMANCE IN EARNINGS VS. OPERATING PLAN

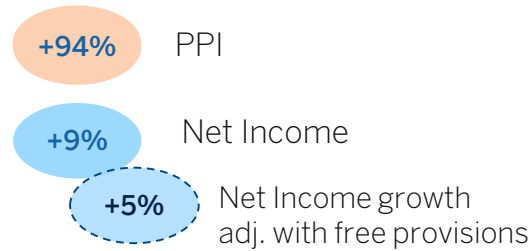
Free prov. adj. ROAE at 22% vs. OP expectation of 'Mid-to-High Teens'

PRE-PROVISION INCOME & NET INCOME (TL Billion)

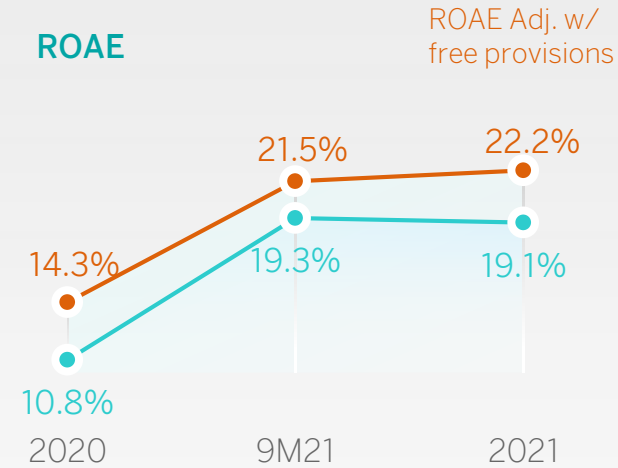
QUARTERLY



QOQ GROWTH



ROAE

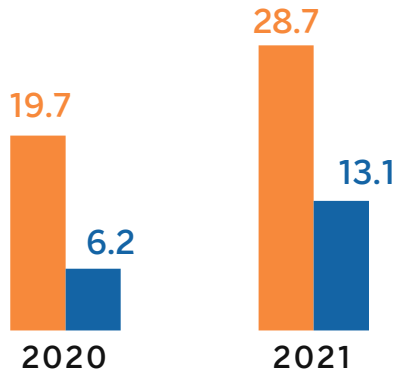


Free provisions in the quarter

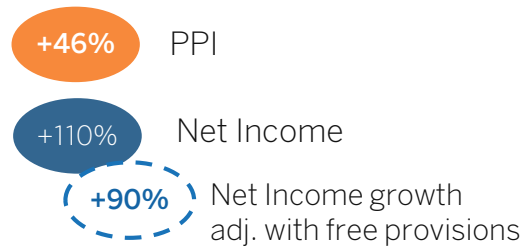
+1.0bn

+0.9bn

CUMULATIVE



YOY GROWTH



■ ROAA in 2021 is 2.3% and 2.7% when adjusted with the free provisions.

■ Total free provisions on B/S reached TL 7.5bn.

■ Visible NIM improvement since Q2 2021 upon TL loan repricing and growth as well as proactively managed spreads

■ Unrivaled fee generation capability.

■ Further strengthened provisions in 4Q with highest cash coverage levels

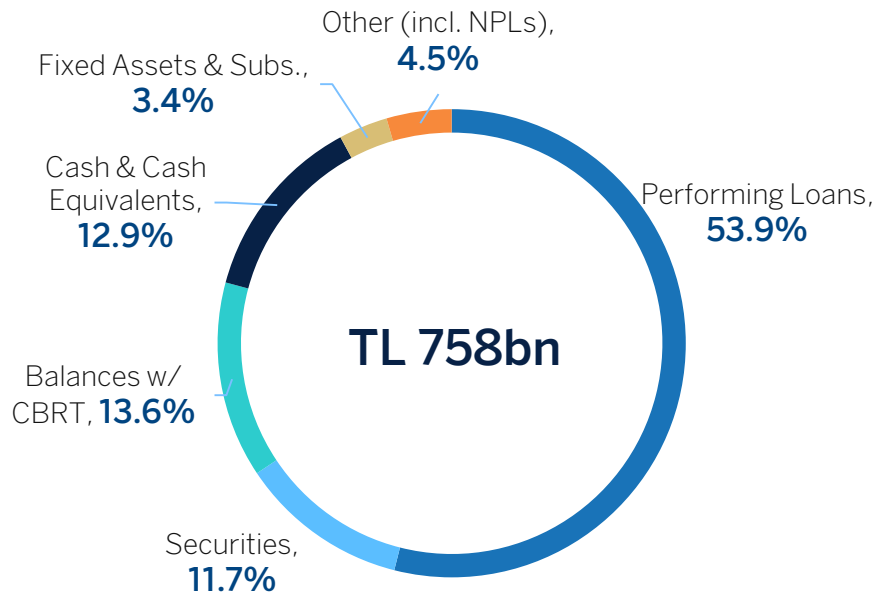
Free provisions in the year

+2.15bn

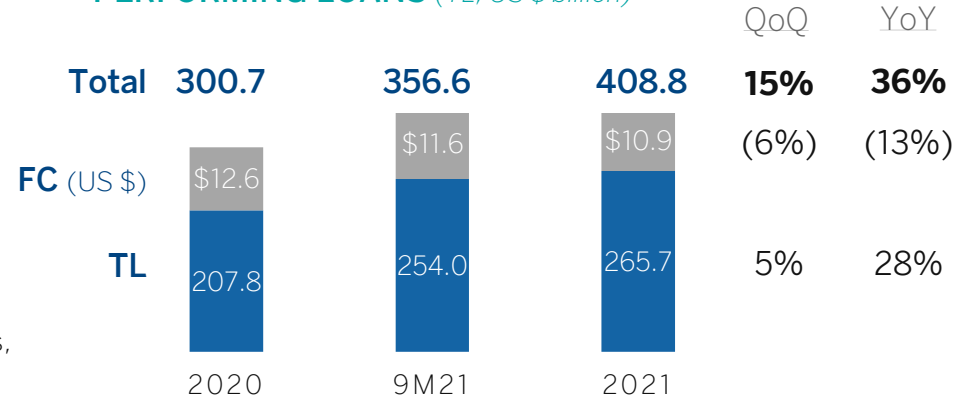
+2.85bn

SUSTAINABLE GROWTH IN HIGHER YIELDING ASSETS FEED THE REVENUE STREAMS

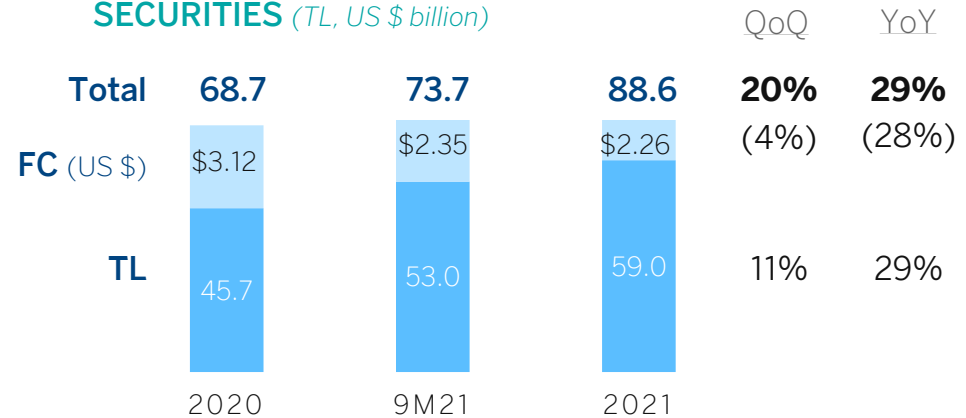
ASSET BREAKDOWN



PERFORMING LOANS (TL, US \$ billion)



SECURITIES (TL, US \$ billion)



Highest IEA share among peers as of Sep'21

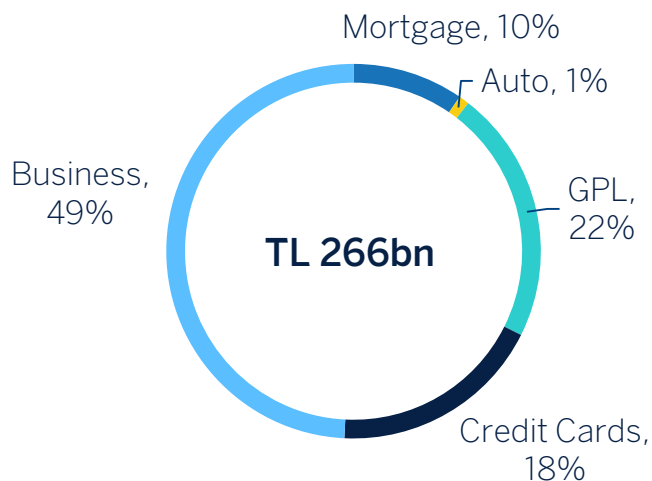
Across the board market share gain in TL lending in 2021 (28% vs. commercial banks' +21%)

Strategically managed securities portfolio to help ride out volatility

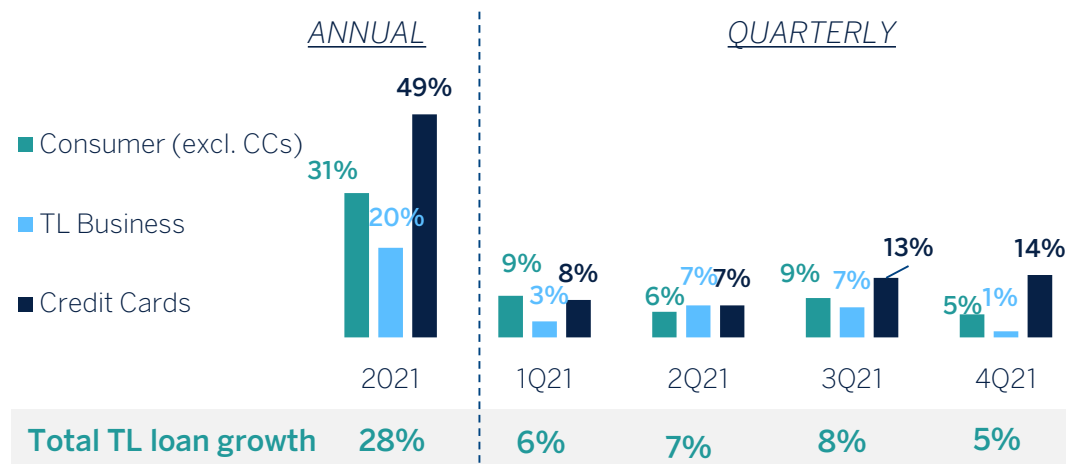
OUTPERFORMED IN TL LENDING W/DYNAMIC SPREAD MANAGEMENT

Higher yielding assets, namely TL loans, now make up 65% of total loans

TL PERFORMING LOANS



TL PERFORMING LOAN GROWTH



Market Share*	2020	2021
TL Loans	9.6%	10.2%
Consumer (excl. CCs)	10.2%	11.7%
TL Business	8.3%	8.3%
Consumer GPL	11.1%	12.8%
Acquiring Volume	16.9%	17.4%
Issuing Volume	17.6%	17.5%

- **#1 rank*** in TL loans and Consumer loans among private banks

- Solid Presence in credit card business

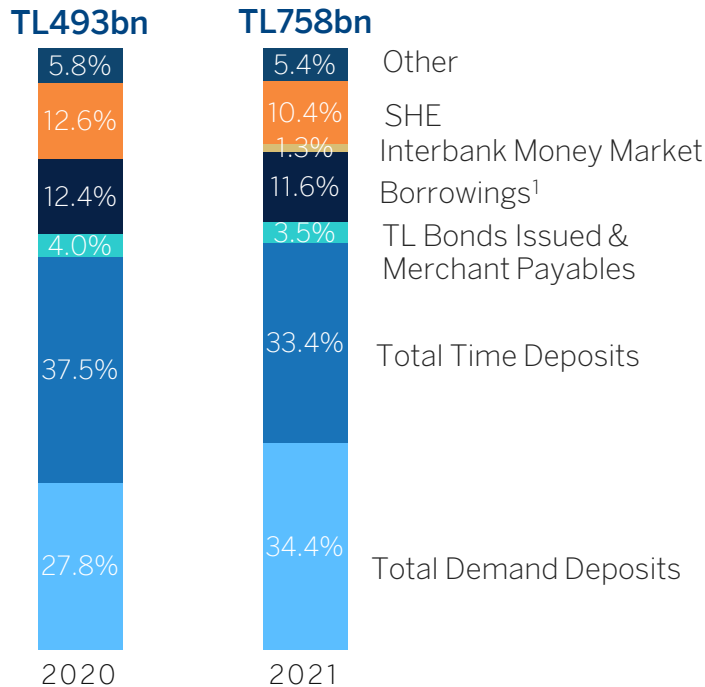
Acquiring volume & Issuing volume increased by 56% and 47%, respectively, **highest increase among private peers**

- **47% of GPLs** are granted to salary customers.

* Based on bank-only BRSA Weekly Data, among commercial banks and Interbank Card Center data
TL loan and consumer loan market share rankings were as of September, per bank-only financials

HIGHLY LIQUID & ACTIVELY MANAGED FUNDING MIX REMAIN TO BE THE MAIN DIFFERENTIATOR

LIABILITIES & SHE BREAKDOWN



Low
Leverage
8.6x

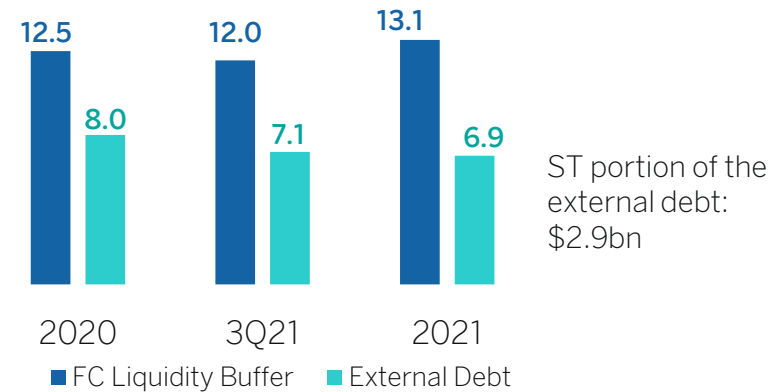
Free Funds
/ IEAs⁴
35%

vs

32% in Sep'21 vs.
Private Peer avg: 20%

EXTERNAL DEBT VS. FC QUICK LIQUIDITY²

(US\$ bn)



LIQUIDITY COVERAGE RATIOS³

Total LCR 194%

Minimum Requirement 100%

FC LCR 434%

Minimum Requirement 80%

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

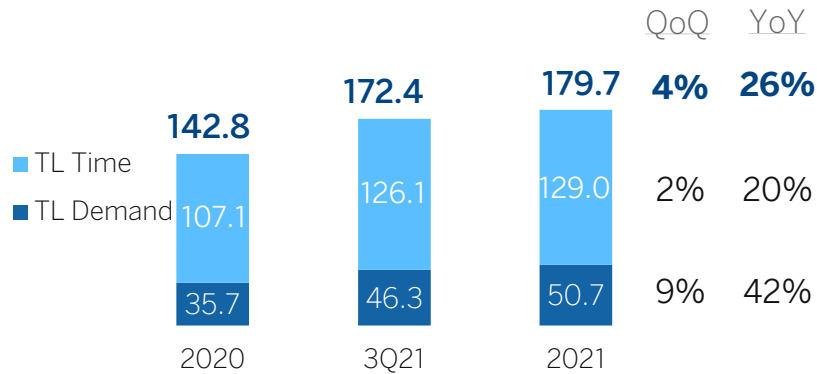
³ Represents the average of December's last week.

⁴ Free Funds=SHE-Reserve Requirement-Net NPL-Subsidiaries-Fixed Assets+Demand Deposits. Private Peer average represents September 2021 bank-only data.

STRONG DEPOSIT GROWTH FROM A HIGH BASE MIRRORS CUSTOMERS' PREFERENCE

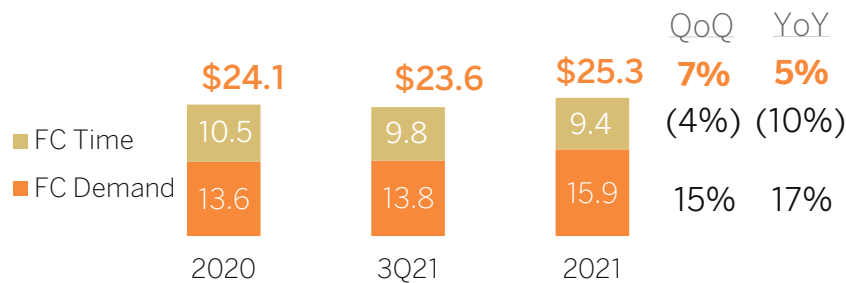
TL CUST. DEPOSITS (in TL bn)

(35% of total deposits)



FC CUST. DEPOSITS (in US\$ bn)

(65% of total deposits)



HIGHEST TL DEPOSIT BASE, BOTH IN TIME & DEMAND

among private banks, as of Sep'21

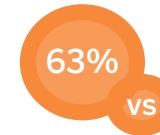
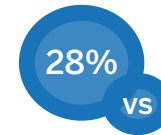
EXPANDING ZERO-COST DEMAND DEPOSITS BASE



Cust. Demand Deposits'
Share in Total

TL DEMAND DEPOSITS /
TL CUST. DEPOSITS

FC DEMAND DEPOSITS /
FC CUST. DEPOSITS



STICKIER & LOW-COST DEPOSIT BASE

SME & Retail
/ TL Cust. Deposits¹

72%

SME & Retail
/ FC Cust. Deposits¹

76%

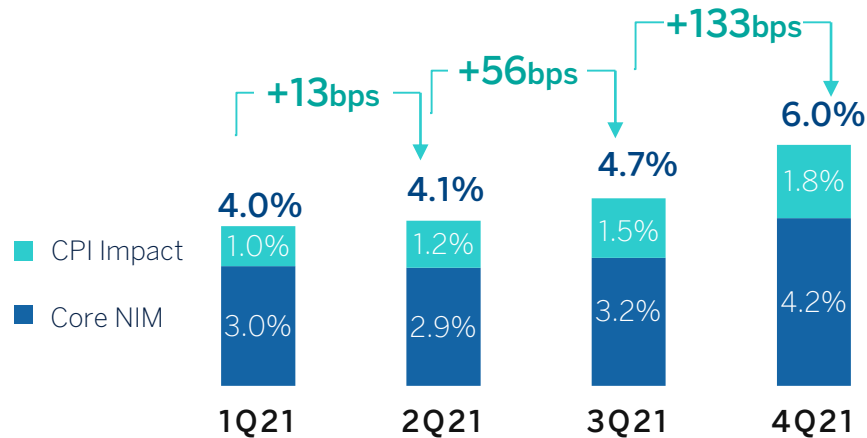
¹ Based on bank-only MIS data.

Note: Sector data is based on BRSA weekly data, for commercial banks only

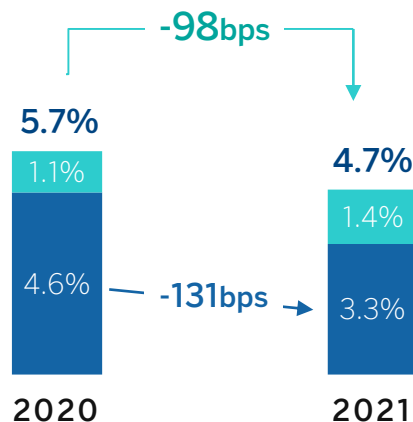
HEALTHY LENDING ALONG WITH REDUCED FUNDING COSTS VISIBLY IMPROVED THE MARGIN IN 4Q21

Cumulative NIM guidance for 2021 perfectly met

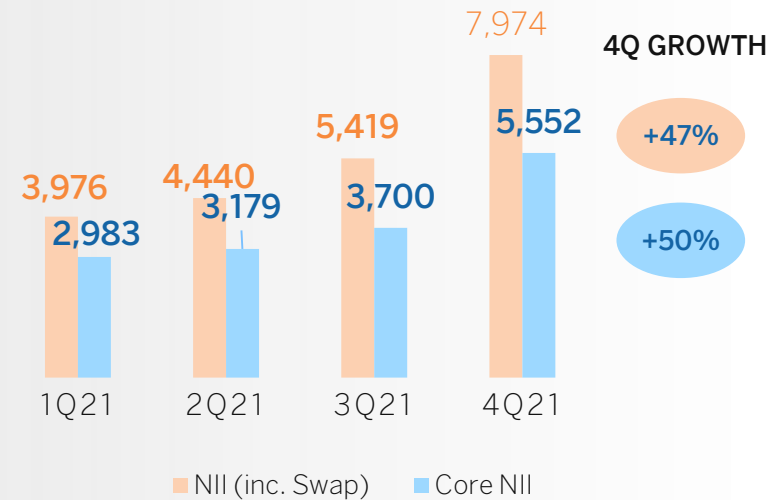
QUARTERLY NIM INCL. SWAP COSTS



CUMULATIVE NIM INCL. SWAP COSTS

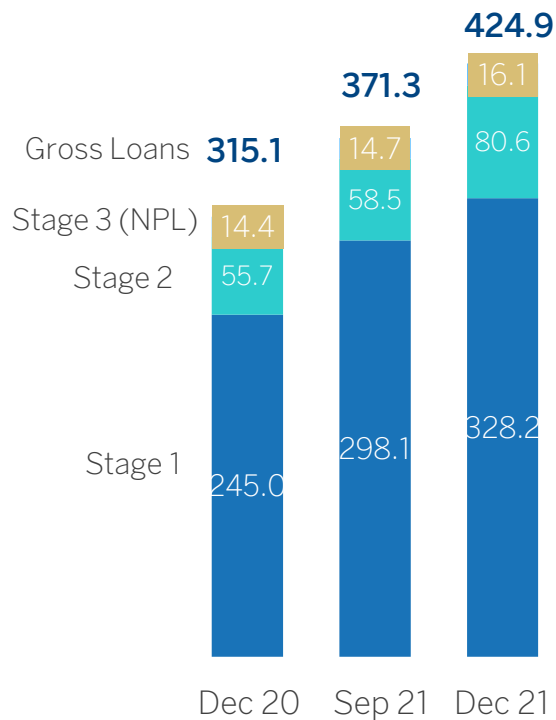


NII (INCL. SWAP COST) & CORE NII (TL bn)



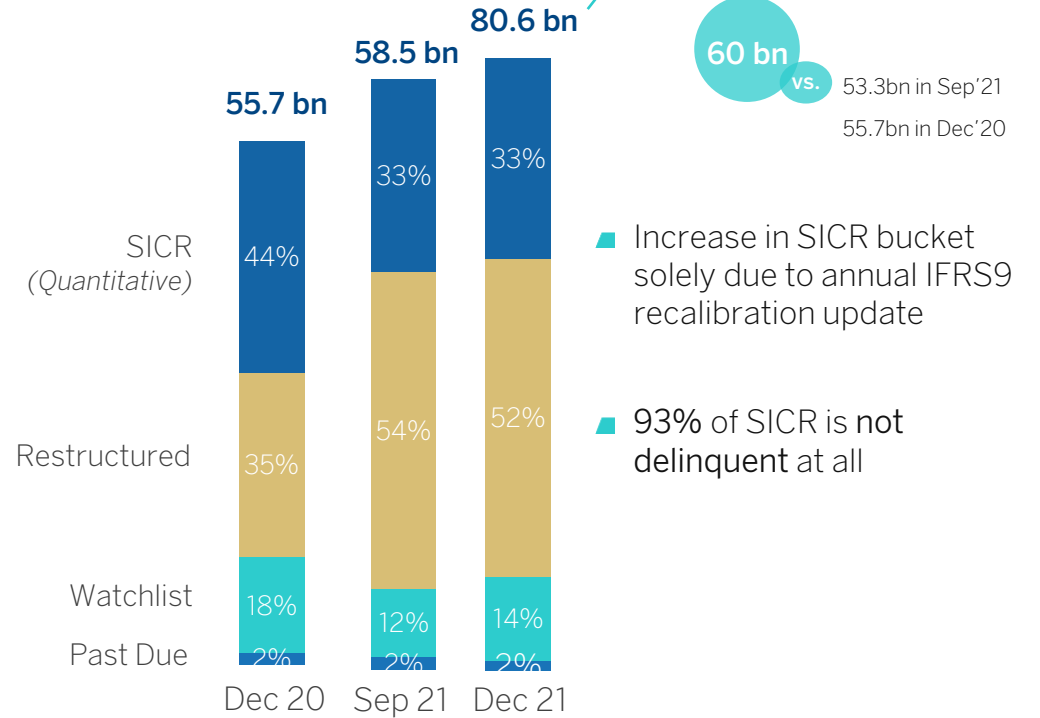
MODEL RECALIBRATION ALONG WITH CURRENCY IMPACT LEAD TO A SURGE IN STAGE-2 PORTFOLIO & RELATED PROVISIONS

LOAN PORTFOLIO BREAKDOWN (TL Billion)



USD/TL 7.38 8.84 13.09

STAGE-2 BREAKDOWN (19% of gross loans)

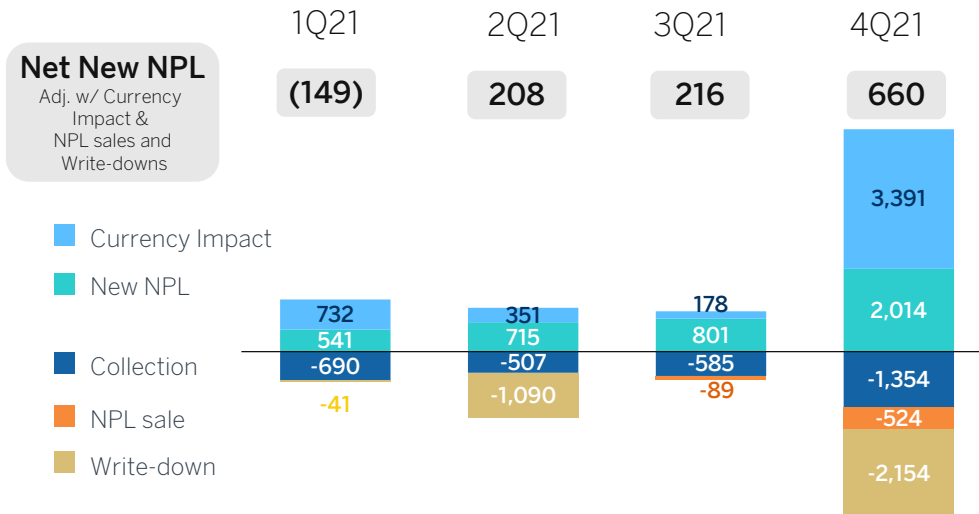


Stage 2 coverage 14.7% 17.2% 17.0%

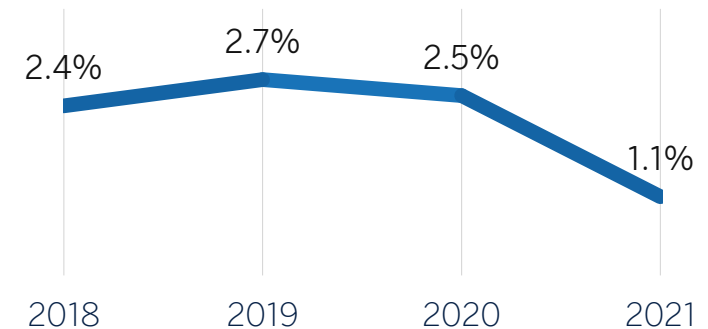
Note: SICR: Significant Increase in Credit Risk per our threshold for Probability of Default (PD) changes
* 2020 balance sheet FX rate (\$/TL:7.38) is taken into account when calculating Stage-2 base for Sep-21 & Dec-21

NET COR ENDED THE YEAR BETTER THAN EXPECTED DESPITE FURTHER CAUTIOUS PROVISIONING

NPL EVOLUTION (TL million)



NET CoR TREND excl. CURRENCY

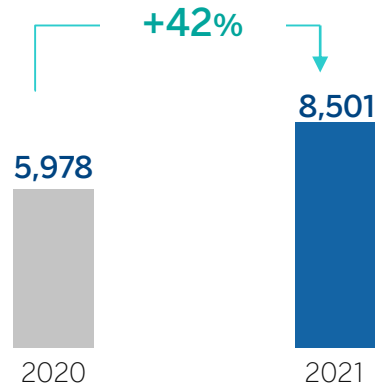


	1Q21	2Q21	3Q21	4Q21	4Q21 (adj. w/ WD)*
NPL (nominal TL bn)	14.9	14.4	14.7	16.1	25.5
NPL Ratio	4.5%	4.1%	4.0%	3.8%	5.9%
NPL Coverage	66%	66%	69%	66%	79%

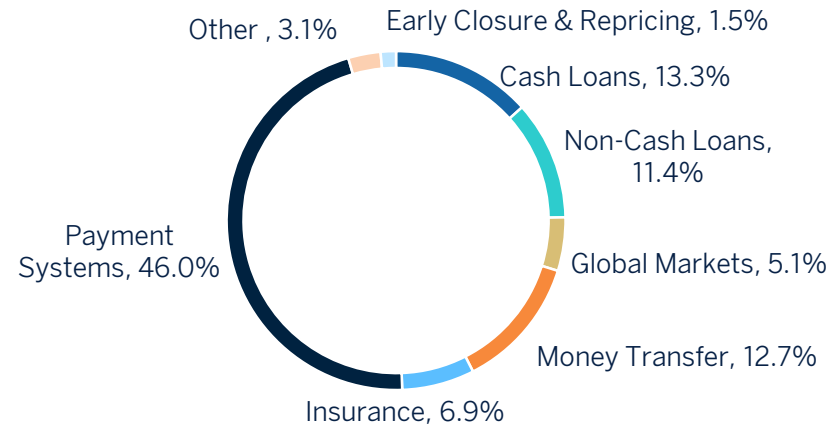
- Currency impact in 2021 was 217bps fully hedged – no impact to bottom line.
- Quarterly Net CoR (4Q21: 2.5%, 3Q21: -0.1%, 2Q21: 0.4%, 1Q21: 1.5%) increased in 4Q, in line with expectations, due to annual IFRS9 recalibration update .

HIGHER THAN EXPECTED ACTIVITY & CURRENCY MOVE RESULTED IN A NEW RECORD HIGH FEE GROWTH ON TOP OF THE HIGHEST BASE

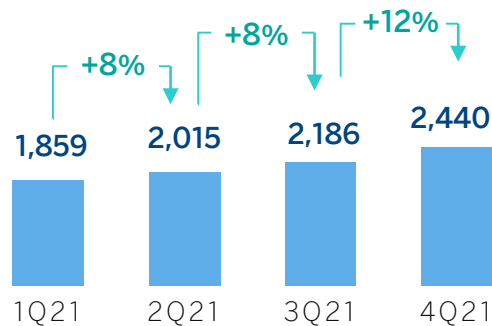
NET FEES & COMMISSIONS (TL mn)



NET F&C BREAKDOWN¹



QUARTERLY NET F&C (TL mn)



Annual Growth¹

Cash Loans* +60%

Money Transfer +59%

Payment System +54%

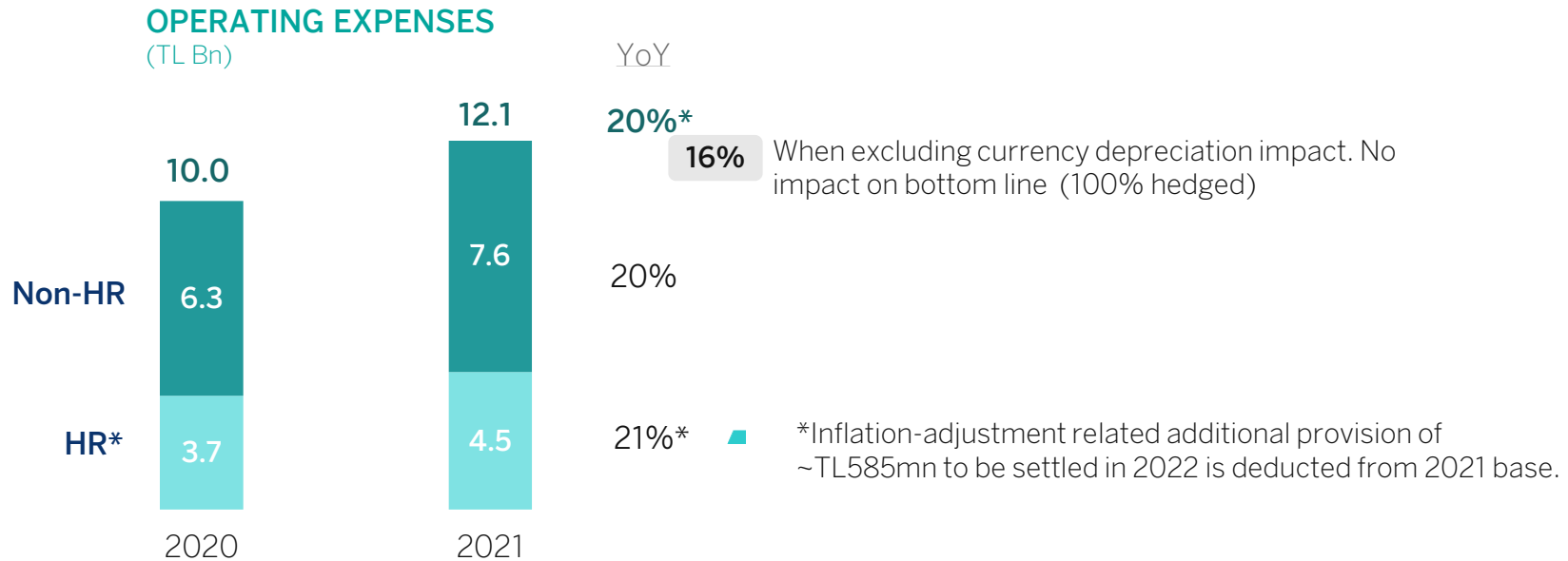
- Expanding customer base with **more effective and broader penetration**
- Boosted by growth in transaction numbers on top of the positive effects of 7/24 FAST system for local Money transfers.
- Digital empowerment and unrivaled customer experience** resulted in a 68% YoY increase in # of digital transactions.
- Acquiring volume **grew by 56% YoY** thanks to our credit card customer and merchant base – **highest among private peers.**

¹ Net Fees&Comm. breakdown is based on 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 2020: 12.1% and share of other fees: 3.7%

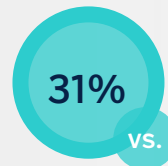
*Excludes LYY related dividend income

INCREASED EFFICIENCY EVEN IN A CHALLENGING ENVIRONMENT



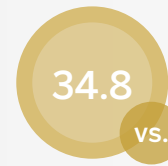
SUSTAINABLE & IMPROVED EFFICIENCY RATIOS

COST/INCOME



34% in Sep'21 vs.
Private peer avg. of 41%

BANKING REVENUE/ BRANCH



22.7 in Sep'21 vs.
Private peer avg. of 16.4

BANKING REVENUE/ EMPLOYEE

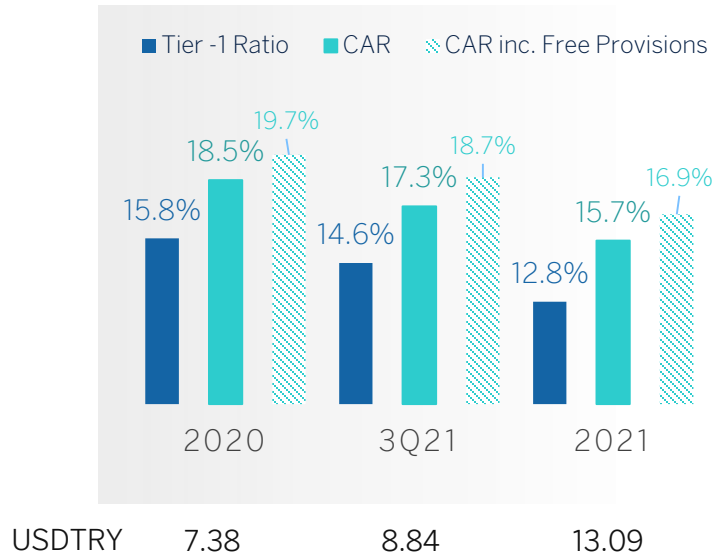


1.1 in Sep'21 vs.
Private peer avg. of 0.9

STRONG CAPITAL BUFFERS REMAIN WELL ABOVE THE REGULATORY LEVELS

SOLVENCY RATIOS

without BRSA's forbearance



BRSB Forbearance
Impact on CAR
Impact on CET-1: 2.4%



CAR Sensitivity to
10% TL depreciation



Impact of **100% RW** on
swap transaction with **CBRT**

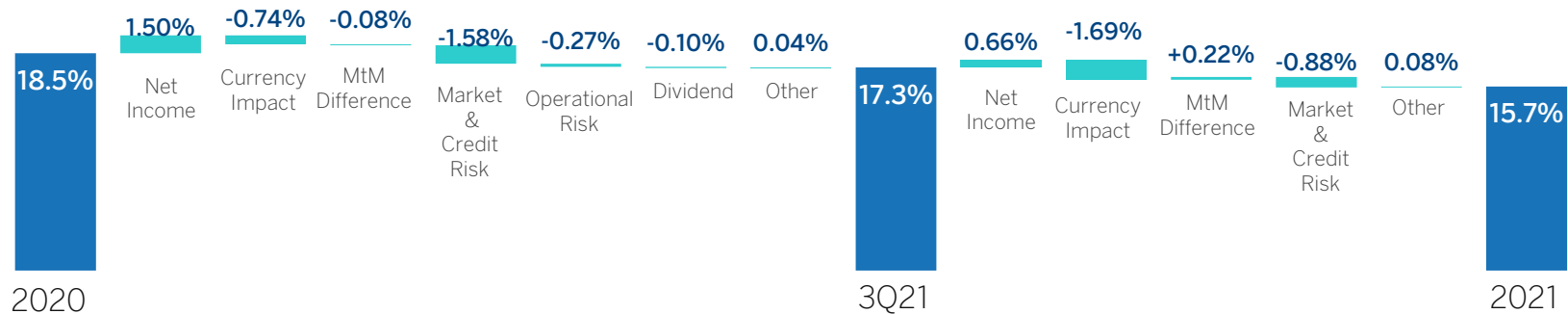
TL 12.5 bn

EXCESS CAPITAL
(Consolidated w/o forbearance)

Taking into account minimum
required level of 12.2% for 2021

TL 7.5 bn

TOTAL FREE PROVISIONS
in the B/S



1 Required Consolidated CAR level = 8.0% + SIFI Buffer for Group 2 (1.5%) + Capital Conservation Buffer (2.5%) + Counter Cyclical Buffer (0.160%); Required Consolidated Tier-1=6.0% + Buffers; Required Consolidated CET-1= 4.5%+Buffers

IN SUMMARY, SIGNIFICANT OUTPERFORMANCE IN 2021 EARNINGS

	2021 REVISED GUIDANCE	2021 REALIZATION	
TL Loans (YoY)	>20%	28%	Supported by the increase in domestic demand
FC Loans (in US\$, YoY)	Shrinkage	-13%	Redemptions & lack of demand
NPL Ratio	<4.5%	3.8%	Limited net new NPL inflows
Net Cost of Risk*	<150 bps	109 bps	Need for further loan provisioning has come down, with no ease in prudence
NIM Incl. Swap Cost	~100 bps contraction	98 bps contraction	Backed by dynamic spread management, timely growth and CPI linkers' income
Fee Growth (YoY)	~30%	42%	Higher activity & currency impact
OPEX Growth (YoY)	~CPI	>CPI	Inflation-adjustment related additional provision inflated 2021 base
ROAE	Mid to High Teens	22.2% (adjusted w/ free prov.)	OUTPERFORMANCE

* Net CoR excludes currency impact, as it is 100% hedged bottom line

Continuous investments in **DIGITAL**, enriching CX & addressing global trends

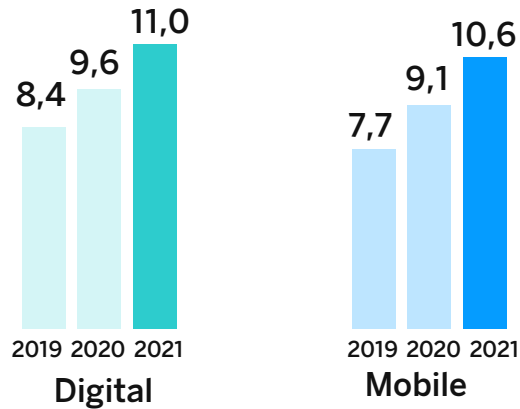
>10.6 MILLION MOBILE CUSTOMERS
Highest digital & mobile customer base

SHARE OF BRANCH
in top transactions
CAME DOWN TO ~3% LEVELS

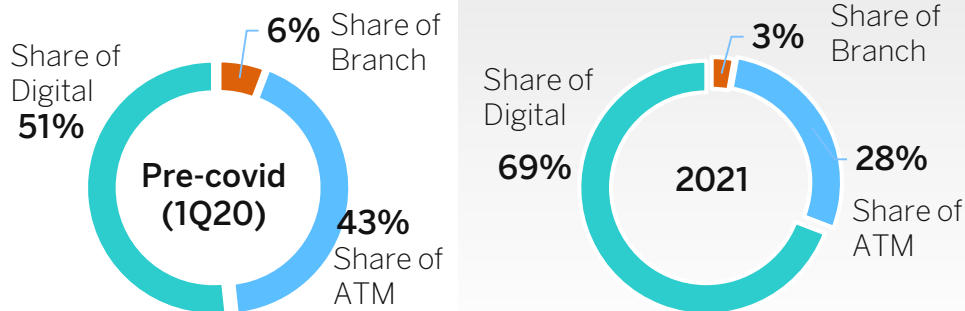
EMPOWER AND SERVE TO IMPROVE THE FINANCIAL HEALTH OF OUR CUSTOMERS

NUMBER OF ACTIVE CUSTOMERS ¹ (mn)

>+2.5 mn new customers
both in digital and mobile in past 2 yrs



CUSTOMER TRANSACTIONS ²



137% increase in digital transactions vs.
14% decline in branch transactions

Exceeded 11 mn digital customers!

+130% Increase in the number of **monthly logins** since the beginning of 2020

19% Market share in mobile financial transactions*

>80% **Share of digital** in total sales (per unit)

2.2x **More penetrable** than non-digital

¹ Active: login in last 3 months

² Based on Top Transactions (i.e. Bill payment, Money transfer and FX transactions) that make up ~90% of total transactions

*As of 30.09.2021

SUSTAINABILITY

is at the core of our strategy

BBVA 2025 PLEDGE 200BN €

'CARBON NEUTRAL BANK'

as of 2020 (Scope 1&2)

NO COAL FINANCING as of 2021

Zero coal risk at least by 2040

First and only Turkish signatory

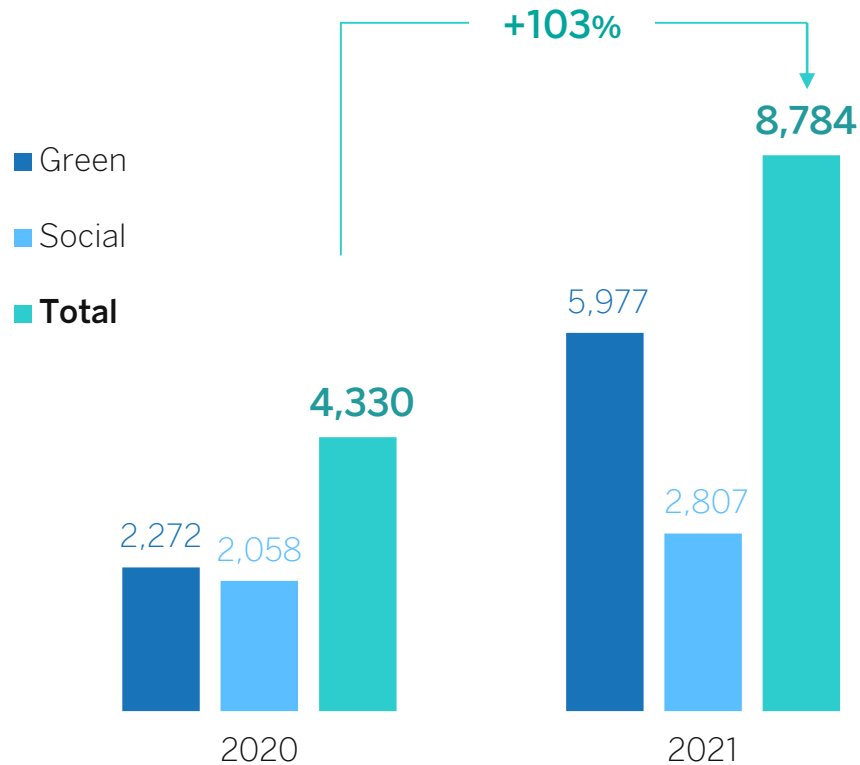
**'UN – Convened' NET ZERO
BANKING ALLIANCE (NZBA)**

NEW SOLUTIONS & ADVISORY ROLE

for corporates

TRANSITION TO LOW CARBON ECONOMY

SUSTAINABLE FINANCE MOBILIZATION (TL mn)



Solutions for our customer to ensure sustainable development



Green mortgages



Launch of shopping loans

(Rooftop solar panels, Building Insulation, E-bike)



Turkey's 1st Corporate Green Vehicle Package
Green Auto Loans



Launch of 3 ESG-related funds



Two ESG-Linked Syndicated Loan deals in 2021



Garanti BBVA Climate Index

Turkey's 1st Climate Index



World's 1st Green IPO



1st Green Direct Debiting System in Turkey

Managing our impact

- Focusing on internal education
- Collaboration with Turmepe to clean mucilage
- Data Center Cooling System Revision (172 ton oil saving – TL 1.8 mn)

Total financing provided so far to sustainable development on the basis of impact investment notion reached **TL 60 billion** at year-end 2021 with **more than 50 products**.

2022 OPERATING PLAN GUIDANCE

MODERATED TL LENDING
GROWTH

STRONG & SUSTAINABLE
REVENUE GENERATION

NORMALIZING COST OF RISK

COST GROWTH
IN-LINE WITH AVG. INFLATION



2022 OPERATING PLAN GUIDANCE

	2022 OP
TL Loans (YoY)	>25%
FC Loans (in US\$, YoY)	Shrinkage
Net Cost of Risk*	<150bps
NIM Incl. Swap Cost	+50-75bps
Core NIM (NIM Incl. Swap excl. CPI)	Flattish
Fee Growth (YoY)	>25%
OPEX Growth (YoY)	~avg. CPI
ROAE	>20%

* Net CoR excludes currency impact, as it is 100% hedged bottom line

Appendix

PG. 25 Sector Breakdown of Gross Loans

PG. 26 FC Loan Breakdown

PG. 27 Deferred Loans

PG. 28 Maturity Profile & Liquidity Buffers

PG. 29 Adjusted L/D and Liquidity
Coverage Ratios,

PG. 30 Consumer Loans & TL Business
Banking Loans

PG. 31 Securities portfolio

PG. 32 Summary Balance Sheet

PG. 33 Summary P&L

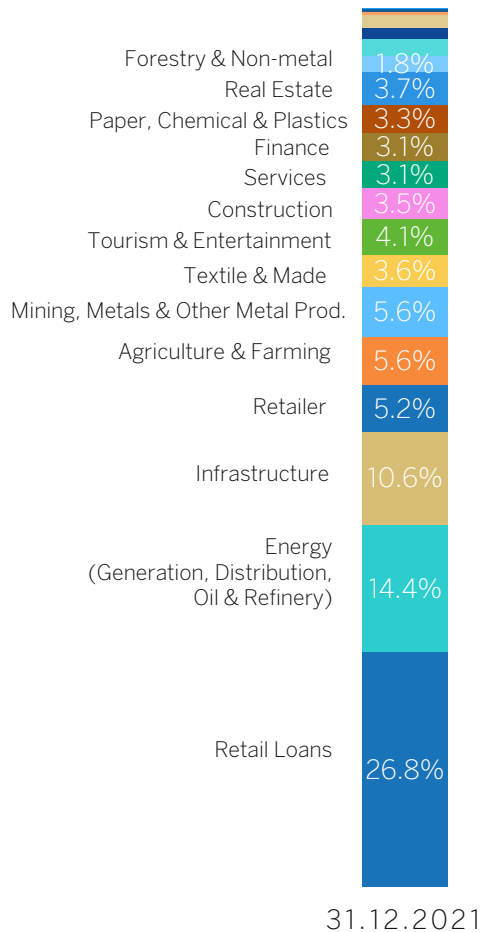
PG. 34 Key Financial Ratios

PG. 35 Quarterly & Cumulative Net
Cost of Risk

APPENDIX: SECTOR BREAKDOWN OF GROSS LOANS

SECTOR BREAKDOWN OF GROSS LOANS¹

TL 424.9bn

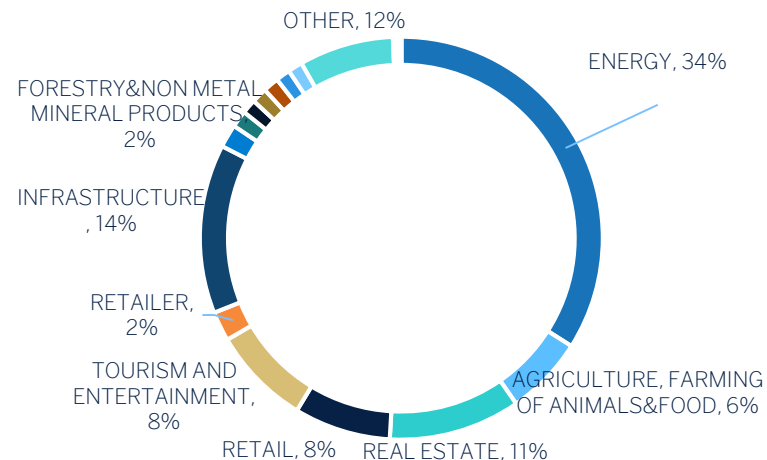


% OF SHARE IN

COVERAGES

Key Sectors	Stage 1	Stage 2	Stage 3	Stage 1	Stage 2	Stage 3
RETAIL	85%	12%	2%	0,5%	4,6%	60,4%
ENERGY	62%	32%	6%	0,7%	22,0%	63,1%
CONSTRUCTION	85%	10%	5%	0,7%	10,8%	70,7%
TEXTILE & MADE	82%	14%	4%	1,3%	8,0%	73,4%
TOURISM & ENTERTAINMENT	53%	44%	3%	1,9%	12,6%	72,6%
REAL ESTATE	47%	39%	14%	0,5%	41,4%	63,1%

SECTOR BREAKDOWN OF STAGE 2 EXCLUDING SICR¹



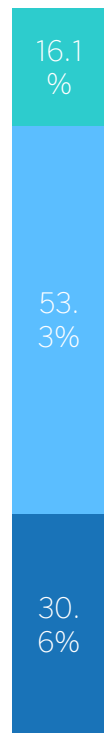
¹ Based on Bank-only MIS data

APPENDIX: CLOSELY MONITORED AND WELL-PROVISIONED FC LOANS

FC PERFORMING LOANS

(35% of total performing loans)

US\$ 10.9 bn FC Performing Loans



Dec-21

Export Loans

- FX revenue generation

Project Finance Loans

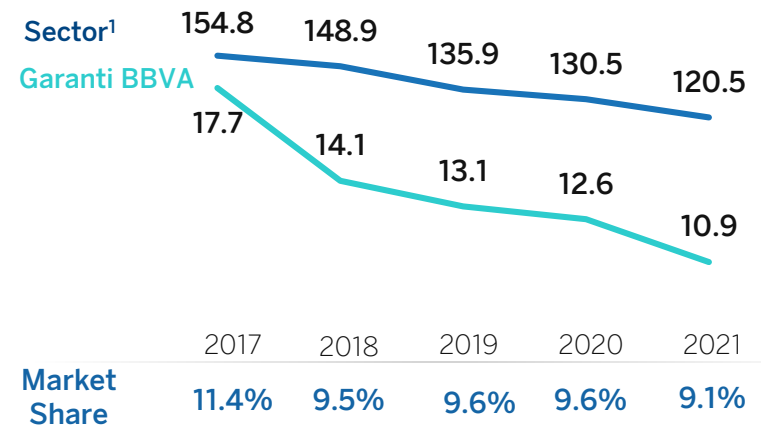
- 70% of PF Loans have FX or FX-linked revenues - no currency risk
- 14% has lower currency risk
- 16% - with some currency risk

Working Capital & Other Loans

- FX loans predominantly to big corporate, commercial clients & multinationals

MITIGATION OF FX RISK -- TIMELY DELEVERAGING

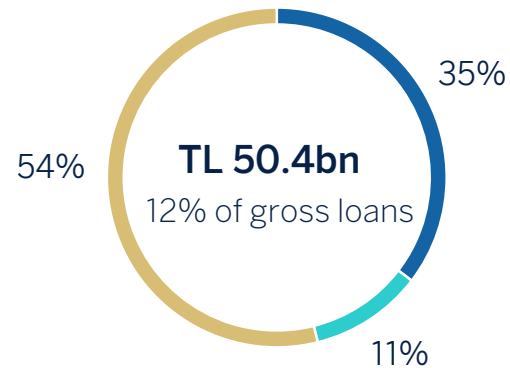
(in \$ bn)



- Regular conduct of FX sensitivity analysis for proactive staging and provisioning

APPENDIX: DEFERRALS' PAYMENT EVOLUTION BETTER THAN EXPECTED

TOTAL LOAN DEFERRALS GRANTED

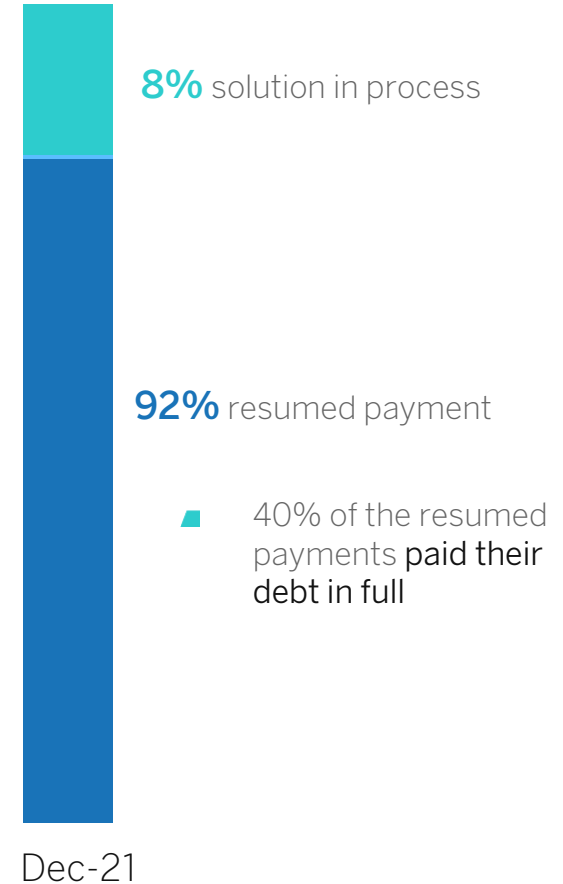


■ Retail (inc. CCs) ■ SME ■ Comm&Corp.

DEFERRALS' STAGING BREAKDOWN & COVERAGES	Share in Total	Coverage
Stage 1	31%	0.6%
Stage 2	62%	22%
Stage 3	7%	55%
Total		17%

EXPIRED LOAN DEFERRALS' PAYMENT BEHAVIOR

95% of total deferrals

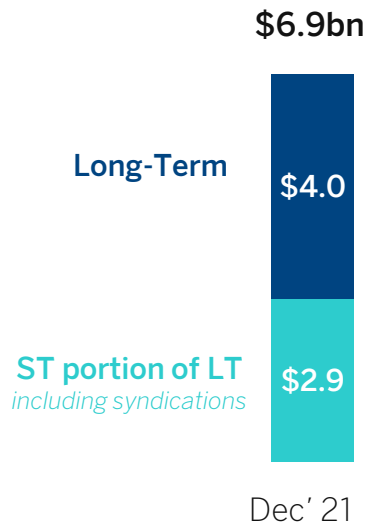


Note: Based on unconsolidated financials

APPENDIX: COMFORTABLE LIQUIDITY & MANAGEABLE EXTERNAL DEBT STOCK

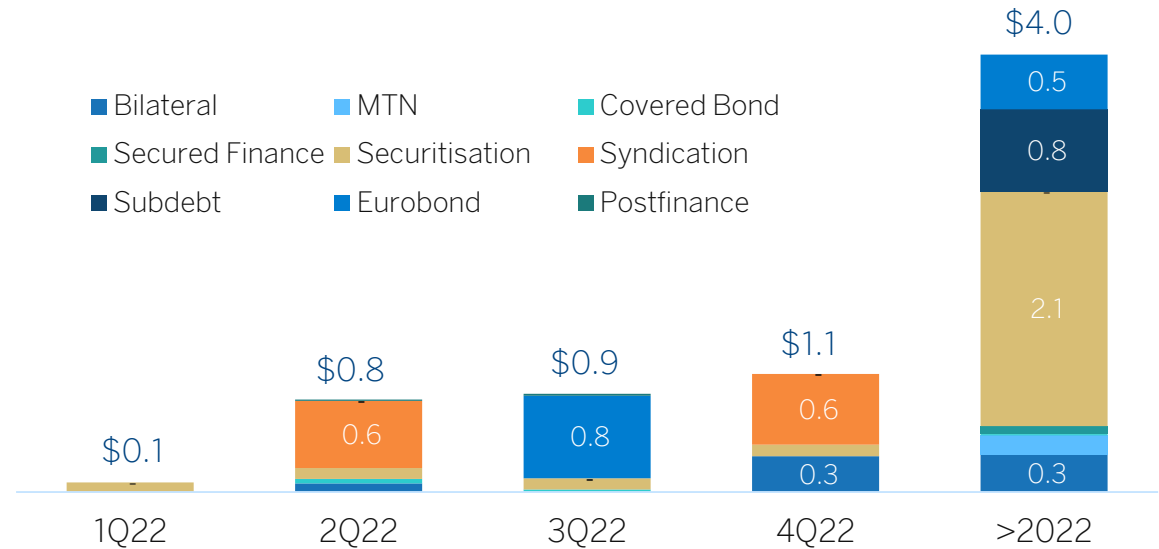
GARANTI BBVA EXTERNAL DEBT¹

(US\$ billion)



MATURITY PROFILE OF EXTERNAL DEBT

(US\$ billion)



ST external dues

\$2.9bn

Comfortable FC liquidity buffer²

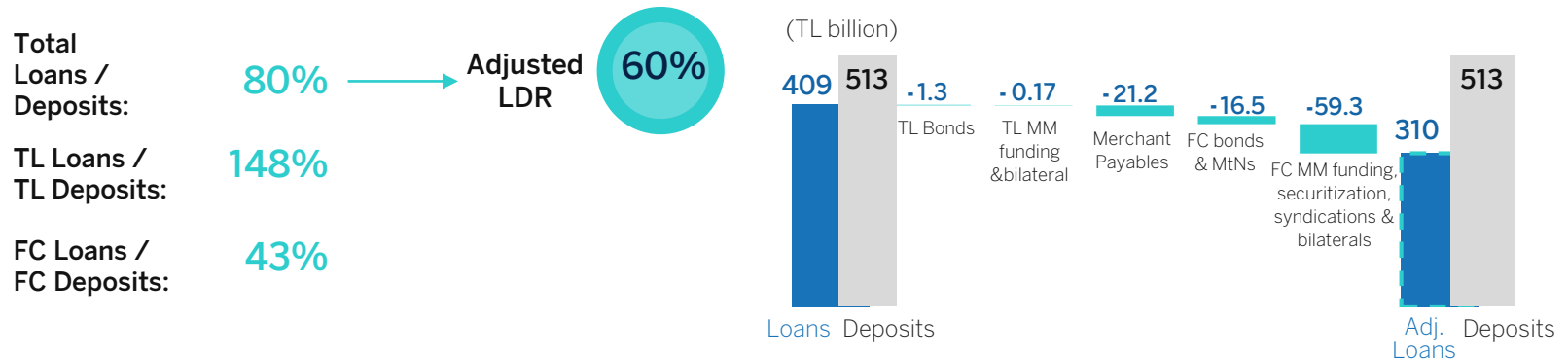
\$13.1bn

¹ Excludes cash collateralized borrowings

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

APPENDIX: ADJUSTED LDR AND LIQUIDITY COVERAGE RATIOS

Loans funded via long-term on B/S alternative funding sources ease LDR



LIQUIDITY COVERAGE RATIOS¹

Total LCR	194%
Minimum Requirement	100%

FC LCR	434%
Minimum Requirement	80%

¹ Represents the average of December's last week.

APPENDIX: CONSUMER & TL BUSINESS BANKING LOANS

Consumer & TL Business Banking Loans (TL billion)	Dec-19	Dec-20	Sep-21	Dec-21	QoQ (%)	YoY (%)
TL Business Banking	77.9	109.4	129.1	130.8	1.3	19.5
Cons. Mortgage Loans	19.7	21.5	24.7	25.5	3.5	18.9
Consumer Auto Loans	1.8	2.1	2.8	2.4	-12.7	15.0
Cons. General Purpose Loans ¹	30.0	42.0	54.5	58.2	6.7	38.6
Cons. Credit Card Balances	22.0	26.2	33.6	37.8	12.6	44.2

Market Shares ³	Sep-21	Dec-21	QoQ Δ	Rank
Consumer Loans inc. Consumer CCs	13.1%	13.1%	5 bps	#1*
Cons. Mortgage Loans	9.5%	9.3%	-19 bps	#1*
Consumer Auto Loans	29.0%	28.3%	-67 bps	#1*
Cons. General Purpose Loans	12.7%	12.8%	9 bps	#1*
TL Business Banking	9.0%	8.3%	70 bps	#2*
# of CC customers ²	13.2%	13.3%	4 bps	#1
Issuing Volume (Cumulative) ²	17.4%	17.5%	6 bps	#1
Acquiring Volume (Cumulative) ²	17.2%	17.4%	22 bps	#2

* Rankings are among private banks as of September 2021

¹ Including other loans and overdrafts

² Cumulative figures and rankings as of December 2021, as per Interbank Card Center data.

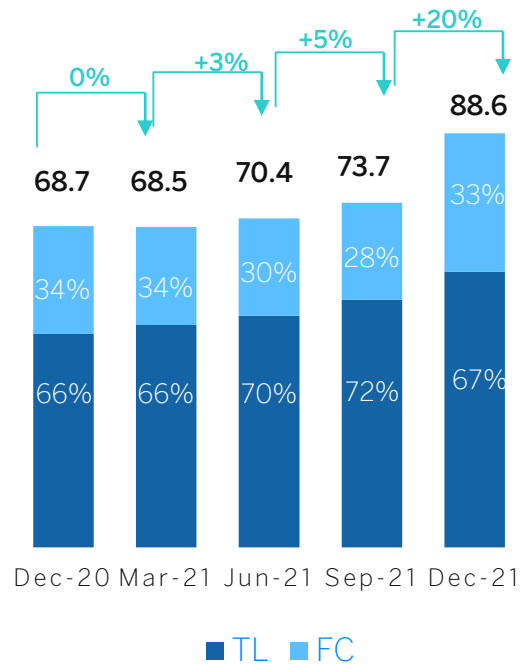
³ Sector figures used in market share calculations are based on bank-only

BRSA weekly data as of 31.12.2021, for commercial banks

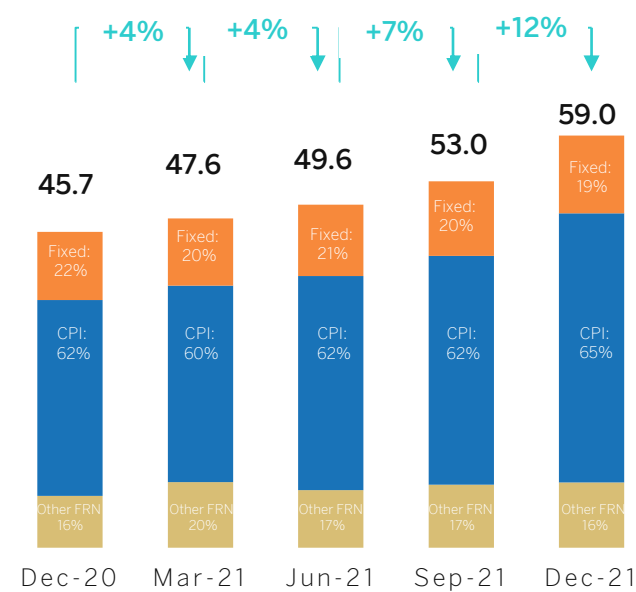
APPENDIX: SECURITIES PORTFOLIO

TOTAL SECURITIES (TL billion)

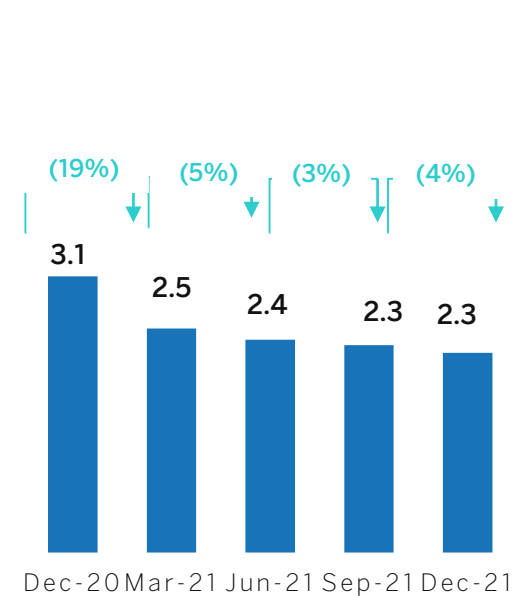
12% of Total Assets



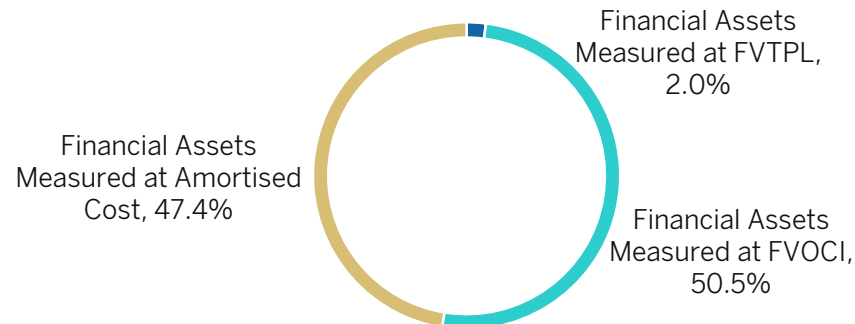
TL SECURITIES (TL billion)



FC SECURITIES (US\$ billion)



SECURITIES COMPOSITION



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

APPENDIX: SUMMARY BALANCE SHEET

(TL billion)

ASSETS	31.12.2020	31.03.2021	30.06.2021	30.09.2021	31.12.2021
Cash & Cash Equivalents	40,4	29,3	39,4	34,5	98,0
Balances at CBRT	44,7	56,6	64,0	67,8	102,7
Securities	68,7	68,5	70,4	73,7	88,6
Gross Loans + Leasing & Factoring receivables	315,1	333,5	351,5	371,3	424,9
+TL Loans	215,6	227,9	242,0	261,4	273,8
TL Loans NPL	7,8	7,7	7,4	7,5	8,1
info: TL Performing Loans	207,8	220,2	234,6	254,0	265,7
+FC Loans (in US\$ terms)	13,5	12,8	12,7	12,4	11,5
FC Loans NPL (in US\$)	0,9	0,9	0,8	0,8	0,6
info: FC Performing Loans (in US\$)	12,6	11,9	11,9	11,6	10,9
info: Performing Loans (TL+FC)	300,7	318,6	337,1	356,6	408,8
Fixed Assets & Subsidiaries	17,9	18,6	19,5	20,4	25,7
Other	6,0	8,8	5,7	5,8	18,0
TOTAL ASSETS	492,8	515,3	550,4	573,5	757,8
LIABILITIES & SHE	31.12.2020	31.03.2021	30.06.2021	30.09.2021	31.12.2021
Total Deposits	321.5	332.6	368.6	385.5	513.2
+Demand Deposits	136.9	144.3	157.0	171.7	260.5
TL Demand	36.4	40.1	44.3	46.8	51.2
FC Demand (in US\$ terms)	13.6	12.6	13.1	14.1	16.0
+Time Deposits	184.6	188.3	211.6	213.8	252.8
TL Time	107.2	105.8	122.3	127.2	129.3
FC Time (in US\$ terms)	10.5	10.0	10.3	9.8	9.4
Interbank Money Market	0.1	8.9	1.3	1.4	9.6
Bonds Issued	19.0	17.2	15.5	16.4	21.8
Funds Borrowed	48.0	51.0	53.8	51.5	71.8
Other liabilities	42.1	41.9	43.8	47.9	62.4
Shareholders' Equity	62.1	63.7	67.3	70.9	78.9
TOTAL LIABILITIES & SHE	492.8	515.3	550.4	573.5	757.8

APPENDIX: SUMMARY P&L

TL Million	QUARTERLY P&L			CUMULATIVE P&L		
	3Q21	4Q21	QoQ	2020	2021	YoY
(+) Net Interest Income including Swap costs	5.419	7.974	47%	20.107	21.809	8%
(+) <i>NII excluding CPI linkers' income</i>	7.054	9.066	29%	20.046	27.245	36%
(+) <i>Income on CPI linkers</i>	1.719	2.421	41%	3.723	6.395	72%
(-) <i>Swap Cost</i>	-3.354	-3.513	5%	-3.662	-11.831	223%
(+) Net Fees & Comm.	2.186	2.440	12%	5.978	8.501	42%
(+) Net Trading & FX gains/losses (excl. Swap costs and currency hedge)	769	5.056	557%	1.647	7.866	378%
<i>info: Gain on Currency Hedge¹</i>	247	5.901	<i>n.m</i>	2.196	7.803	255%
(+) Other income (excl. Prov. reversals & one-offs)	220	274	24%	633	821	30%
= REVENUES	9.041	16.182	79%	29.688	40.906	38%
(+) Non-recurring other income	186	206	11%	0	497	<i>n.m</i>
(+) <i>Gain on asset sale</i>	186	206	11%	0	497	<i>n.m</i>
(-) OPEX	-2.935	-4.152	41%	-10.038	-12.673	26%
(-) <i>HR</i>	-1.181	-1.736	47%	-3.707	-5.061	37%
(-) <i>Non-HR</i>	-1.755	-2.416	38%	-6.331	-7.612	20%
= PRE-PROVISION INCOME	6.292	12.237	94%	19.650	28.730	46%
(-) Net Expected Loss (excl. Currency impact)	73	-2.491	-352	-7.245	-3.934	-46%
(-) <i>Expected Loss</i>	-1.759	-10.119	475%	-13.394	-19.528	46%
<i>info: Currency Impact¹</i>	-247	-5.901	2285%	-2.196	-7.803	255%
(+) <i>Provision Reversal under other Income</i>	1.584	1.727	9%	3.953	7.792	97%
(-) Taxation and other provisions	-2.719	-5.771	112%	-6.168	-11.723	90%
(-) <i>Free Provision</i>	-1.000	-900	<i>n.m</i>	-2.150	-2.850	<i>n.m</i>
(-) <i>Taxation</i>	-1.524	-1.639	8%	-2.401	-4.232	76%
(-) <i>Other provisions (excl. free prov.)</i>	-195	-3.231	1558%	-1.616	-4.642	187%
= NET INCOME	3.645	3.975	9%	6.238	13.073	110%

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-20	Mar-21	Jun-21	Sep-21	Dec-21
Profitability ratios					
ROAE (Cumulative) ¹	10,8%	16,7%	18,5%	19,3%	19,1%
ROAA (Cumulative) ¹	1,4%	2,1%	2,3%	2,4%	2,3%
Cost/Income	33,8%	34,9%	35,4%	34,1%	30,6%
Quarterly NIM incl. Swap costs	5,1%	4,0%	4,1%	4,7%	6,0%
Quarterly NIM incl. Swap costs excl. CPI linkers	3,6%	3,0%	2,9%	3,2%	4,2%
Cumulative NIM incl. Swap costs	5,7%	4,0%	4,0%	4,3%	4,7%
Cumulative NIM incl. Swap costs excl. CPI linkers	4,6%	3,0%	3,0%	3,0%	3,3%
Liquidity ratios					
Loans / Deposits	93,5%	95,8%	91,5%	92,5%	79,8%
TL Loans / TL Deposits	144,7%	150,9%	140,8%	145,9%	147,9%
Adj. Loans/Deposits (Loans adj. with on-balance sheet alternative funding sources)	73%	75%	72%	74%	60%
TL Loans / (TL Deposits + TL Bonds + Merchant Payables)	127,5%	134,9%	125,3%	128,6%	128,8%
FC Loans / FC Deposits	52,2%	52,7%	50,7%	48,5%	43,0%
Asset quality ratios					
NPL Ratio	4,6%	4,5%	4,1%	4,0%	3,8%
Coverage Ratio	6,1%	6,5%	6,1%	5,9%	6,3%
+ Stage1	0,8%	0,8%	0,6%	0,6%	0,7%
+ Stage2	14,7%	15,8%	17,0%	17,2%	17,0%
+ Stage3	63,4%	65,8%	65,6%	69,0%	66,0%
Cumulative Net Cost of Risk (excluding currency impact, bps) ²	250	146	92	56	109
Solvency ratios					
CAR (excl. BRSA Forbearance)	18,5%	17,4%	17,6%	17,3%	15,7%
Common Equity Tier I Ratio (excl. BRSA Forbearance)	15,8%	14,7%	14,9%	14,6%	12,8%
Leverage	6,9x	7,1x	7,2x	7,1x	8,6x

¹ Note: 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 1Q21, 2Q21, and 3Q21.
² Neutral impact at bottom line, as provision increase due to currency depreciation are 100% hedged (FX gain included in Net trading income line)

APPENDIX: QUARTERLY & CUMULATIVE NET CoR

(Million TL)

Quarterly Net Expected Credit Loss	1Q21	2Q21	3Q21	4Q21
(-) Expected Credit Losses	4.927	2.723	1.759	10.119
Stage 1	978	422	204	1.272
Stage 2	2.778	1.160	644	4.860
Stage 3	1.170	1.142	911	3.988
(+) Provision Reversals under other income	2.704	1.777	1.584	1.727
Stage 1	1.394	984	404	403
Stage 2	868	371	816	795
Stage 3	442	422	365	529
(=) (a) Net Expected Credit Losses	2.223	947	175	8.392
(b) Average Gross Loans	324.298	342.496	361.397	398.084
(a/b) Quarterly Total Net CoR (bps)	278	111	19	836
info: Currency Impact¹	132	70	27	588
Total Net CoR excl. currency impact (bps)	146	41	-	8 248

(Million TL)

Cumulative Net Expected Credit Loss	2021
(-) Expected Credit Losses	19.528
Stage 1	2.876
Stage 2	9.442
Stage 3	7.210
(+) Provision Reversals under other income	7.792
Stage 1	3.185
Stage 2	2.849
Stage 3	1.758
(=) (a) Net Expected Credit Losses	11.736
(b) Average Gross Loans	359.249
(a/b) Cumulative Total Net CoR (bps)	327
info: Currency Impact¹	217
Total Net CoR excl. currency impact (bps)	109

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

Türkiye Garanti Bankası A.Ş. (“Garanti BBVA”) has prepared this presentation document (the “Document”) thereto for the sole purposes of providing information which include forward looking projections and statements relating to Garanti BBVA (the “Information”). No representation or warranty is made by Garanti BBVA for the accuracy or completeness of the Information contained herein. The Information is subject to change without any notice. Neither the Document nor the Information can construe any investment advise, or an offer, invitation or solicitation to purchase or subscribe to Garanti BBVA shares or any other securities or other instruments or to undertake or divest investments. This Document and/or the Information cannot be copied, disclosed or distributed to any person other than the person to whom the Document and/or Information delivered or sent by TGB or who required a copy of the same from the TGB.

Furthermore, the investment information, comments and advices given herein are not part of investment advisory activity. Investment advisory services are provided by authorized institutions to persons and entities privately by considering their risk and return preferences. Therefore, they may not fit to your financial situation and risk and return preferences. For this reason, making an investment decision only by relying on the information given herein may not give rise to results that fit your expectations. Garanti BBVA shall have no liability whatsoever (in negligence or otherwise) for any damage, loss or expense that may be incurred by third parties howsoever arising from any use of this Document or Information.

Investor Relations

Levent Nispetiye Mah. Aytar Cad. No:2
Beşiktaş 34340 Istanbul – Turkey
Email: investorrelations@garantibbva.com.tr
Tel: +90 (212) 318 2352
www.garantibbvainvestorrelations.com

