



CORPORATE PRESENTATION

June 2022

AGENDA

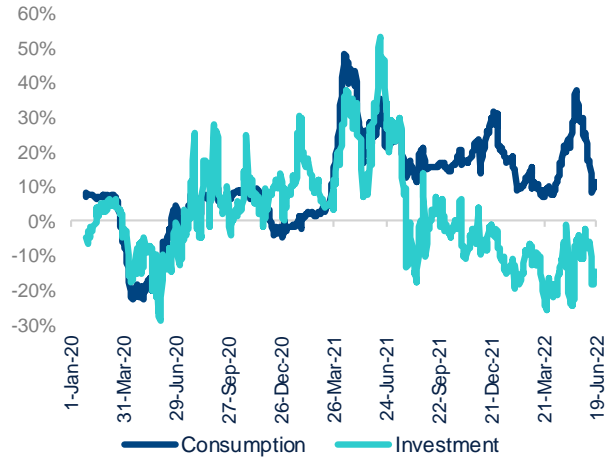
- 01 TURKISH ECONOMY & BANKING SECTOR
- 02 GARANTI BBVA CORPORATE PROFILE & FINANCIAL HIGHLIGHTS
- 03 CORPORATE GOVERNANCE & RISK MANAGEMENT

01

TURKISH ECONOMY & BANKING SECTOR

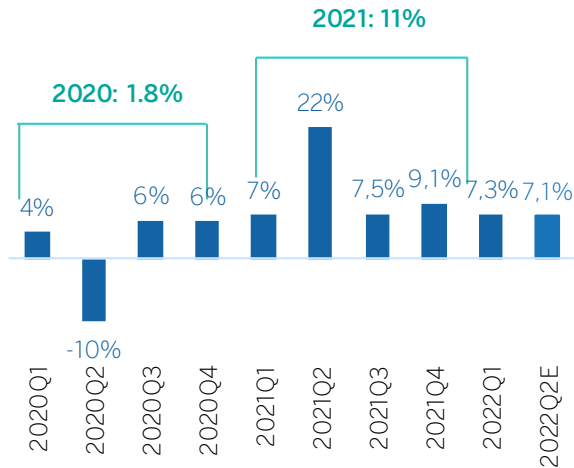
TURKISH ECONOMY (I/II)

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



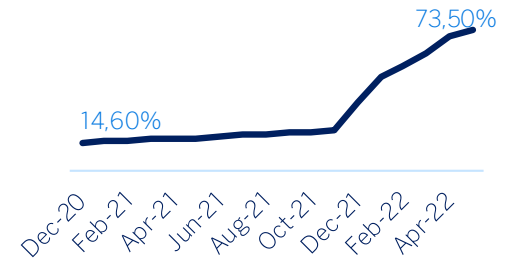
- **Consumption** remains **strong** on the back of especially **services expenditures**
- **Investment**, on the other hand, **stays sluggish**

GDP GROWTH (YoY)



- Turkish economy **grew by 7.3% y/y** in 1Q22
- Our monthly GDP indicator nowcasts **a yearly GDP growth rate of near 7% for 2Q**, keeping a similar quarterly pace of growth with 1Q
- **Clear upside risk** on our current **2022 GDP growth forecast of 2.5%**

CONSUMER INFLATION (ANNUAL)



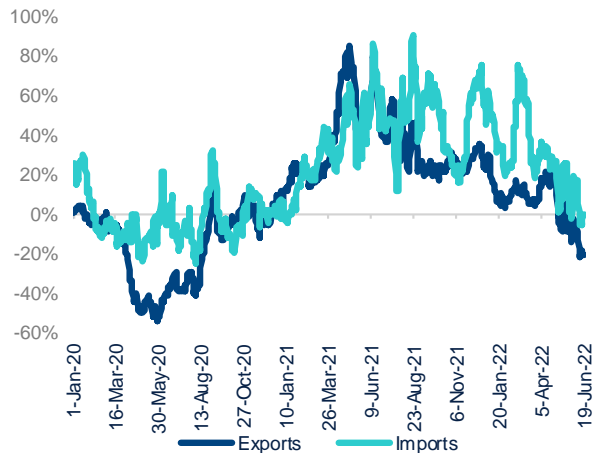
- Worsening inflation expectations, high global inflation and commodity prices, loose domestic policies, exchange rate depreciation and second round effects **keep upside risks on the inflation outlook**.

For more information about Turkish Economy, please visit "About Turkish Economy" section on our Garanti BBVA IR website!



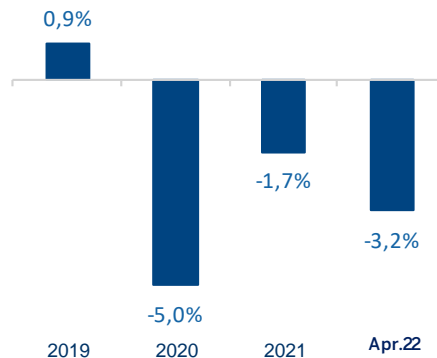
TURKISH ECONOMY (II/II)

GB BBVA BIG DATA GOOD EXPORTS / IMPORTS (28-day cum. YoY)



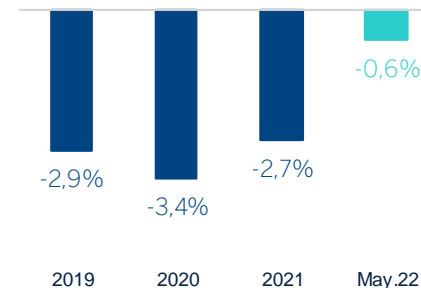
- Exports stay relatively weaker, whereas imports are boosted by much higher commodity prices
- Although decelerating, post pandemic world demand remain supportive for exports / tourism revenues

CURRENT ACCOUNT BALANCE / GDP



- Increasing energy bill and lower global demand are the downside risks on the current account deficit

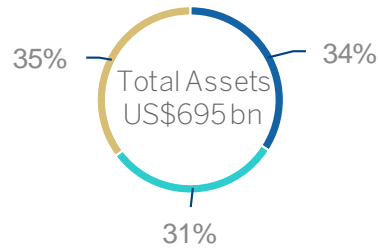
CG BUDGET DEFICIT / GDP



- Government revenues have accelerated on the back of supportive tax revenues, while expenditures weaken in recent months

TURKISH BANKING SECTOR (I/IV)

TOTAL ASSETS BREAKDOWN



■ Top 4 Private Banks ■ Other ■ State Banks

	# of Banks	Share in Assets	Share in Loans	Share in Deposits
Top 4 Private Commercial Banks	4	34%	34%	35%
State Banks	3	35%	36%	39%
Other Private Commercial Banks	25	16%	15%	16%
Development & Inv. Banks	16	7%	8%	-
Participation Banks	6	8%	7%	10%

Total: 54

Note: Sector figures are based on bank-only BRSA monthly data as of March 2022.
1 Top 10 banks make up ~80% of sector's total asset as of Mar-22.

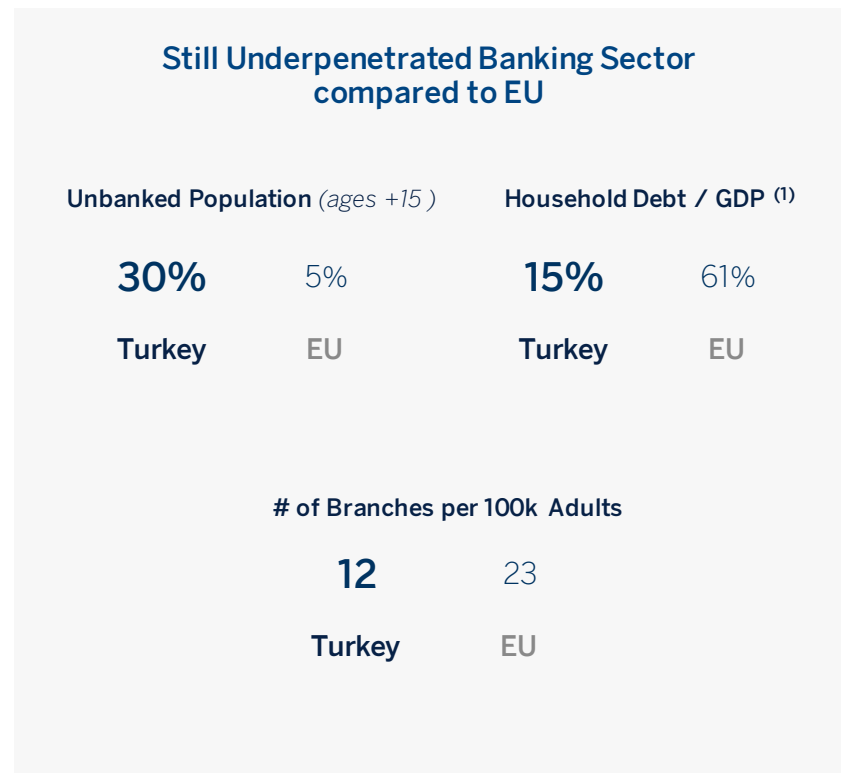
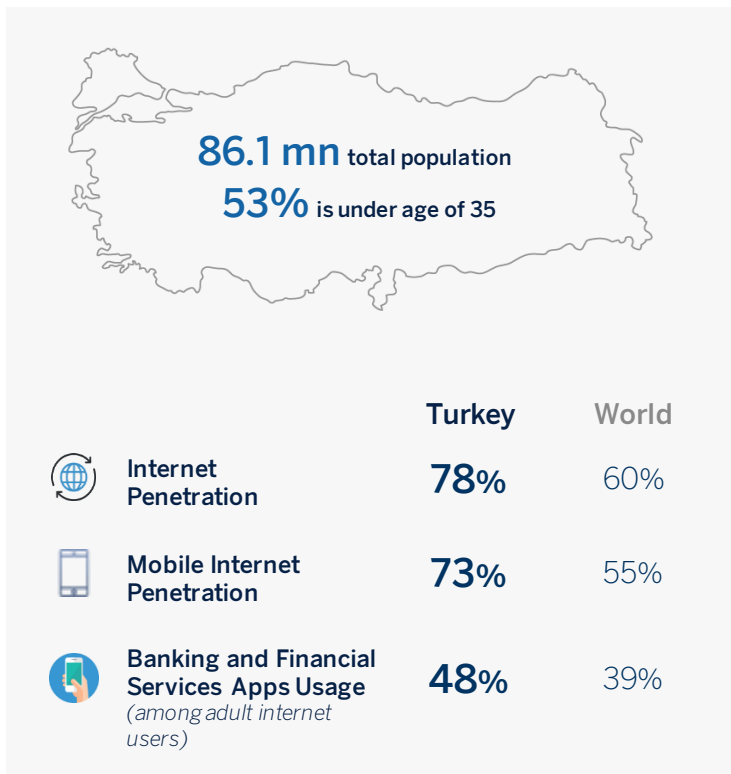
Dominated by top 4 Private Banks & 3 State Banks

TOP 10 BANKS ¹	Assets Market Share	Foreign Ownership	Actual Free Float
Ziraat Bankası	14.8%	-	-
VakıfBank	10.9%	-	8.5%
TÜRKİYE İŞ BANKASI	9.9%	-	33.2%
HALKBANK	9.5%	-	12.3%
Garanti BBVA	8.4%	BBVA (85.97%)*	13.9%
YapıKredi	8.0%	-	32.0%
AKBANK	7.8%	-	50.8%
QNB FINANSBANK	4.2%	Qatar National Bank (99.88%)	0.12%
DenizBank	3.4%	Emirates NBD Bank PJSC (100%)	-
TEB	2.2%	BNP Paribas (72.5%)	-

*Please find the disclosure dated 18 May 2022
Free Float Ratios are as of 25 May 2022

TURKISH BANKING SECTOR (II/IV)

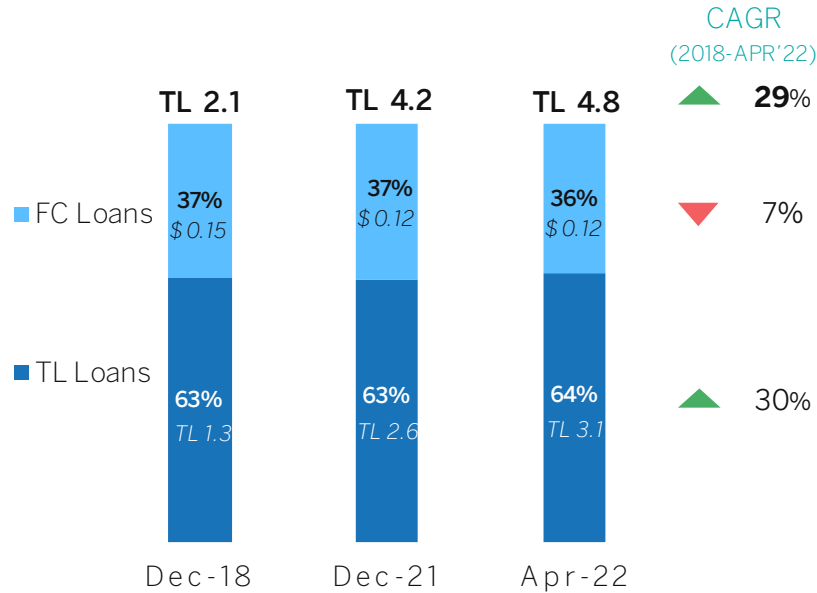
Favorable Demographics with a Digital-Savvy Population and Still Underpenetrated Banking Sector Compared to Europe



TURKISH BANKING SECTOR (III/IV)

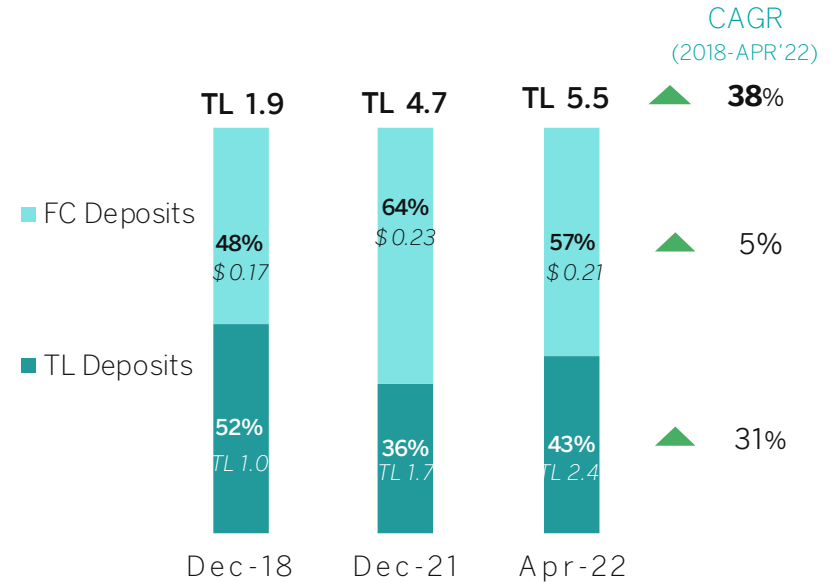
PERFORMING LOANS BREAKDOWN

(TRILLION)



CUSTOMER DEPOSIT BREAKDOWN

(TRILLION)



TURKISH BANKING SECTOR (IV/IV)

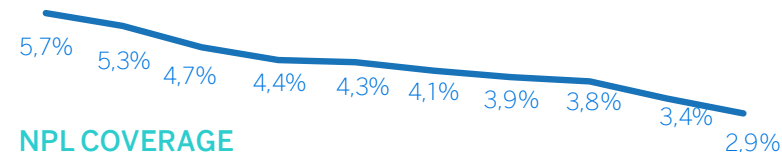
Strictly Regulated and Monitored. Compliant with Basel III and IFRS 9

COMFORTABLE LIQUIDITY

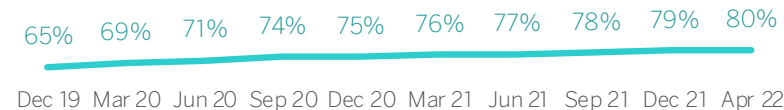
- Customer Deposits fund 65% of assets
- Low share of **external funding** of assets: 16%
- Sufficient buffers against potential external liquidity shock
 - Banks' ST External dues¹: US \$65bn
 - Quick FC Liquidity²: US\$ 80bn

SOLID ASSET QUALITY

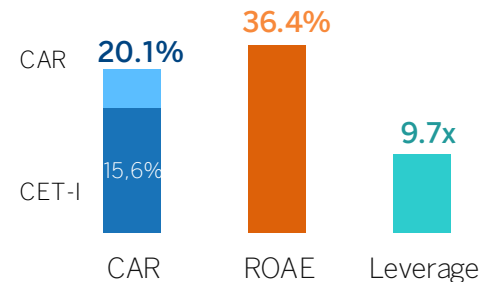
NPL RATIO



NPL COVERAGE



STRONG SOLVENCY & PROFITABILITY



Note: Commercial banks' figures are based on BRSA monthly data as of April 2022.

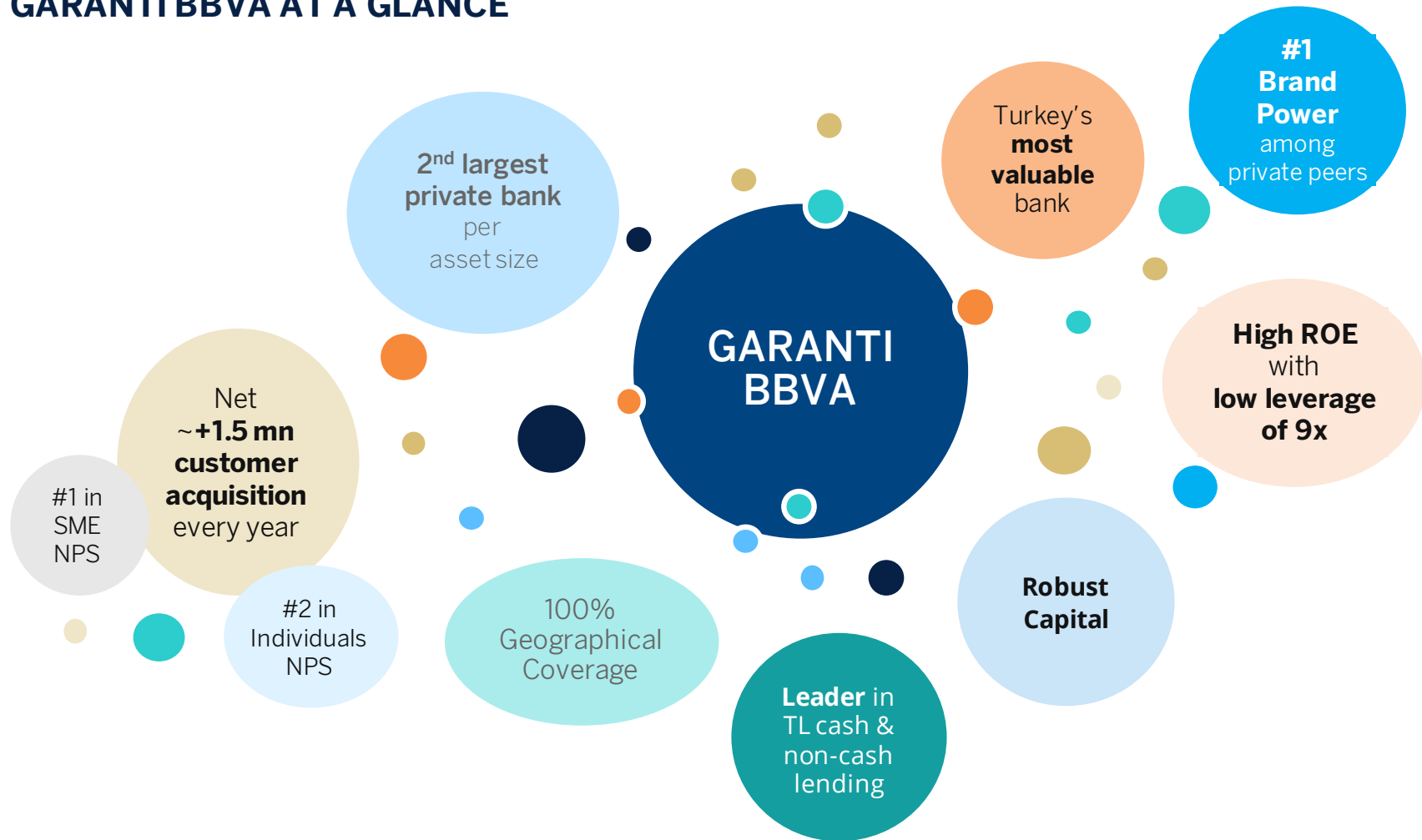
1 Source: CBRT, as of April 2022. Excludes non-residents' FC deposits

2 Quick Liquidity Buffers: FC reserves Under ROM, swaps, money market placements, CBRT eligible unencumbered securities

02

GARANTI BBVA CORPORATE PROFILE & FINANCIAL HIGHLIGHTS

GARANTI BBVA AT A GLANCE

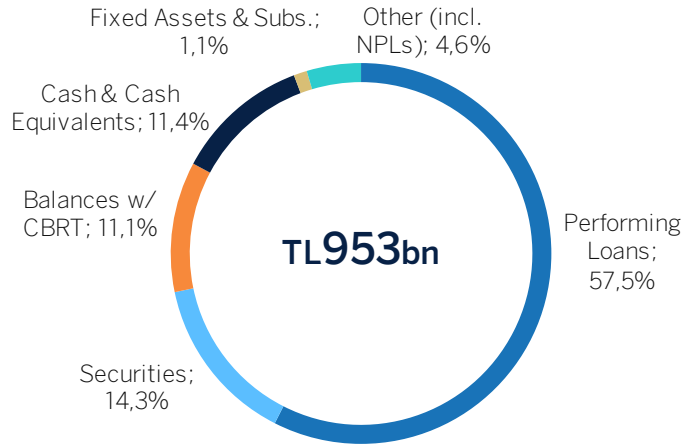


GARANTI BBVA'S KEY FINANCIAL STRENGTHS

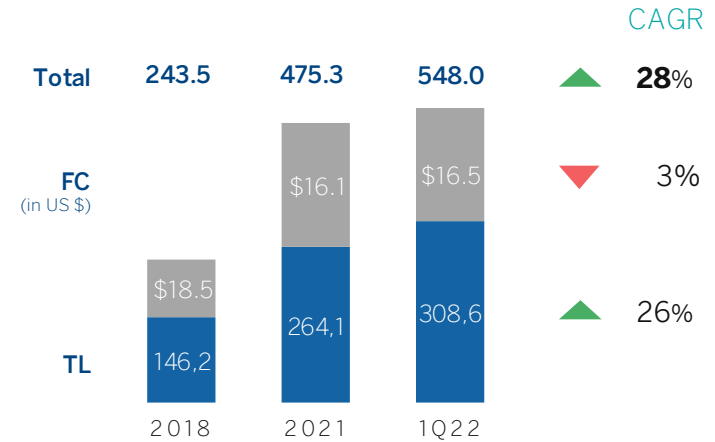
1	CUSTOMER-DRIVEN ASSET MIX, FOCUSING ON TL LENDING	HIGHEST TLLENDING	10.5% MARKET SHARE
2	HIGHLY LIQUID & ACTIVELY MANAGED FUNDING MIX	ZERO-COST DEMAND DEPOSIT BASE	50% customer demand deposits share in total
3	SOUND ASSET QUALITY WITH STRONG COVERAGE LEVELS	TOTAL COVERAGE RATIO	5.5% vs. NPL Ratio of 3.3%
4	REMARKABLE PERFORMANCE IN CORE REVENUE GENERATION SIGNIFICANT POSITIVE JAWS	COST/INCOME RATIO (Cumulative)	24% vs. 31% IN 2021
5	STRONG CAPITAL POSITION AND AMPLE CAPITAL BUFFER	CET1 (w/o BRSA's forbearance)	EXCESS CAPITAL (w/o BRSA's forbearance, per consolidated financials)
		13.9%	21 BN TL

CUSTOMER-DRIVEN ASSET MIX, FOCUSING ON TL LENDING

ASSET BREAKDOWN



PERFORMING LOANS (TL, US \$ billion)



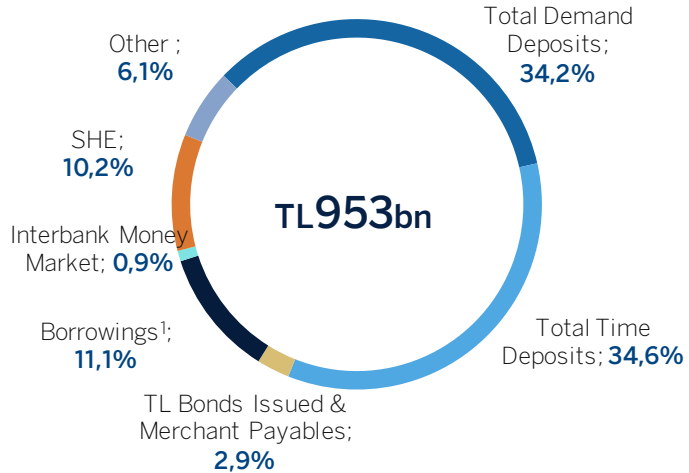
#1* in Consumer Loans
 TL business banking loans
 Credit card customers
 Merchant Base

* Rankings are among private banks as of March 2022

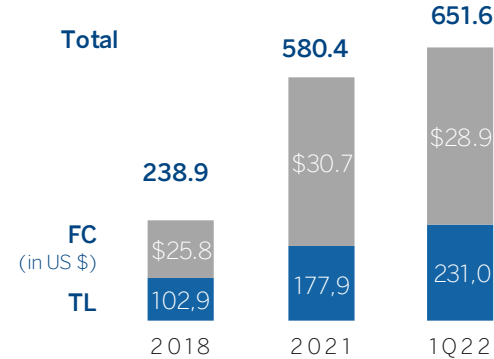
1 Sector figures used in market share calculations are based on bank-only BRSA weekly data as of 01.04.2022, for commercial banks

HIGHLY LIQUID & ACTIVELY MANAGED FUNDING MIX

LIABILITIES & SHE BREAKDOWN



CUSTOMER DEPOSITS (TL, US \$ billion)



ZERO-COST DEMAND DEPOSIT BASE

50%

customer demand deposits
share in total

HIGH FC LIQUIDITY BUFFER

\$10.8 BILLION

vs. total external debt
of \$6.8 billion

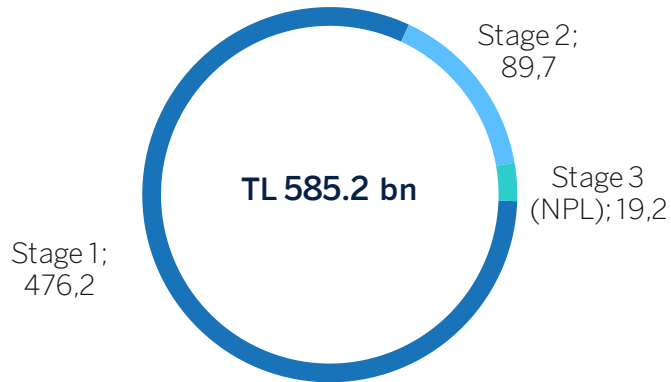
¹ Includes funds borrowed, sub-debt & FC securities issued

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

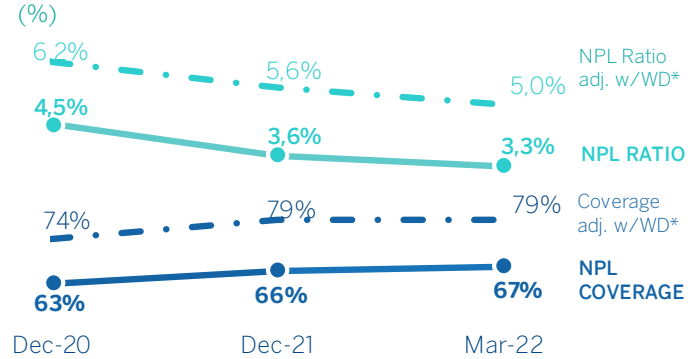
SOUND ASSET QUALITY WITH STRONG COVERAGE LEVELS

LOAN PORTFOLIO BREAKDOWN¹

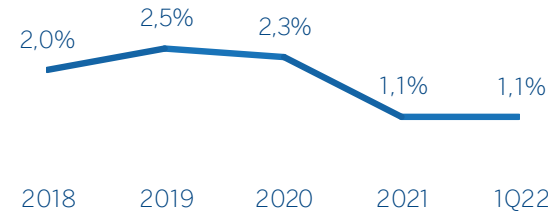
(TL Billion)



NPL & COVERAGE RATIOS



NET CoR TREND excl. CURRENCY



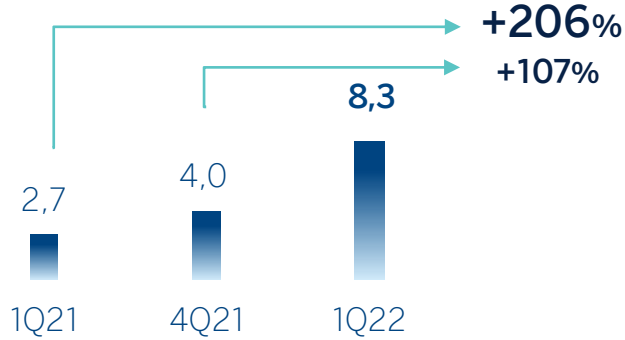
153bps
currency
depreciation
Impact,
no bottom-line
impact⁽²⁾

*Adjusted with write-downs since 2019
¹ Including Leasing & Factoring Receivables
² No impact on bottom line as it is 100% hedged

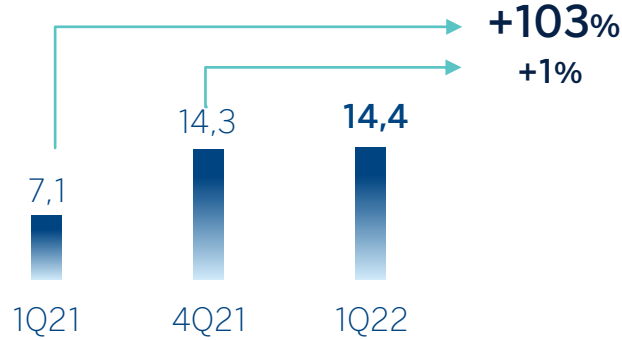
REMARKABLE PERFORMANCE IN CORE REVENUE GENERATION

SIGNIFICANT POSITIVE JAWS

NET INCOME (TL bn)



CORE BANKING INCOME (TL bn)



ROAE
37.5%

COST/
INCOME
27.6%

+55% YoY

Fee & Comm. growth

*supported by the strong performance
in payment systems, lending &
transaction activity*

+144% YoY

NII (SWAP cost
inc.) growth

*backed by robust loan
originations & low cost
deposit base*

14%

Subsidiaries Contribution
to Net Income

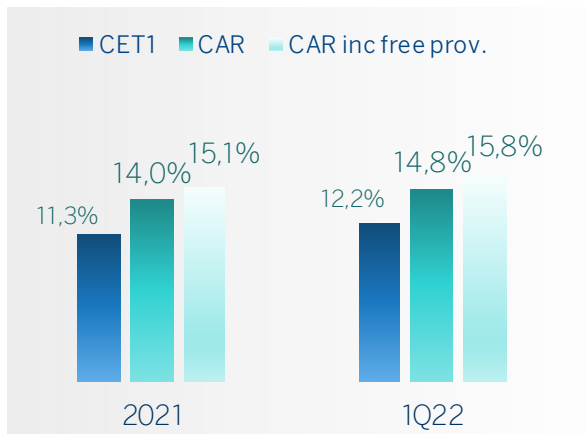
*#1 in number of Pension participants
#2 in non-life premium production*

GARANTI BBVA'S PIONEER POSITION

Strong Capital Buffers Thanks to Superior Internal Capital Generation Capacity

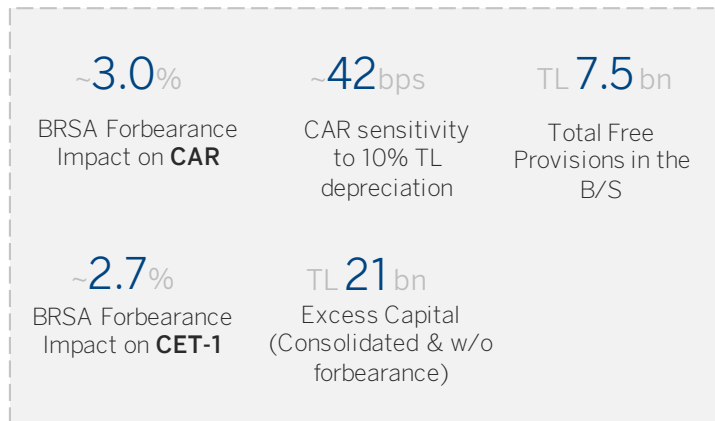
SOLVENCY RATIOS

without BRSA's forbearance



USDTRY 13.09

14.55



GARANTI BBVA'S UNIQUE VALUE PROPOSITION

SUSTAINABILITY

CARBON NEUTRAL BANK as of 2020

First Bank in Turkey to join
NET ZERO BANKING ALLIANCE

RENEWABLE ENERGY



100% renewable energy financing
in new PF loans since 2014

24.7% market share
in wind farm financing **#1**

SUSTAINABLE FINANCE



8.8bn TL Sustainable finance
mobilization in 2021; **+103%** YoY

DIGITAL EXPERIENCE

11.1 MILLION MOBILE CUSTOMERS
Highest digital & mobile customer base

SHARE OF BRANCH

in top transactions came down to
~3%

85% Share of digital in total sales

19% Market share in mobile financial
transactions

FINANCIAL HEALTH

More personalized,
proactive guidance;
focus both on savings
and lending solutions



BRAND POWER



SMEs NPS

#1

Individuals NPS

#2



Brand Power

among private Peers

#1

Most Valuable Bank

by market capitalization

#1

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

03

CORPORATE GOVERNANCE & RISK MANAGEMENT

GARANTI BBVA

OUR PURPOSE

“To bring **the age of opportunity** to **everyone**”

OUR VALUES

 **Customer** comes first

 We think **big**

 We are **one team**

OUR STRATEGIC PRIORITIES

WHAT WE STAND FOR?

 Financial Health

 Sustainability

DRIVERS OF SUPERIOR PERFORMANCE

 Reaching More Customers

 Operational Excellence

ACCELERATORS TO DELIVER OUR STRATEGY

 Best & Most Engaged Team

 Data & Technology

SHAREHOLDING STRUCTURE

SHAREHOLDER STRUCTURE

As of 18 May 2022

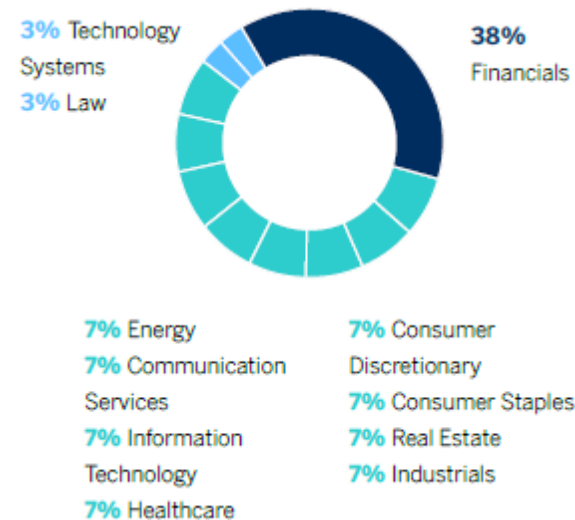
Name	Number of Shares	Nominal (TL)	Share(%)
BBVA (BANCO BILBAO VIZCAYA ARGENTARIA, S.A.)	361,089,589,019	3,610,895,890.19	85.97
OTHERS	58,910,410,981	589,104,109.81	14.03
GRAND TOTAL	420,000,000,000	4,200,000,000.00	100.00

BOARD OF DIRECTORS

Name and Surname		Appointment Date	Education	Experience in Banking and Business Administration
Süleyman Sözen	Non-executive	29.05.1997	Undergraduate	41 years
Jorge Saenz Azcunaga Carranza	Non-executive / Independent	24.03.2016	Undergraduate	27 years
Recep Baştuğ	Executive	06.09.2019	Undergraduate	32 years
Sait Ergun Özen	Non-executive	14.05.2003	Undergraduate	35 years
Dr. Muammer Cüneyt Sezgin	Non-executive	30.06.2004	PhD	34 years
Jaime Saenz de Tajeda Pulido	Non-executive	02.10.2014	Undergraduate	30 years
Pablo Alfonso Pastor Muñoz	Non-executive	31.03.2021	Masters	32 years
Rafael Salinas Martinez de Lecca	Non-executive	08.05.2017	Masters	31 years
Belkis Sema Yudum	Non-executive /Independent	30.04.2013	Undergraduate	42 years
Avni Aydın Düren	Non-executive /Independent	17.06.2020	Masters	30 years
M. Canan Özsoy	Non-executive /Independent	04.04.2019	Masters	33 years

EXPERIENCE COMPOSITION

Chart is prepared in accordance with Global Industry Classification Standard (GCIS). The Global Industry Classification Standard (GCIS) is an industry taxonomy developed by MSCI and Standar & Poor's (S&P) for use by the global financial community



SENIOR MANAGEMENT

GENDER



AVERAGE EXPERIENCE



EDUCATION



CHIEF EXECUTIVE OFFICE

Recep Baştuğ

Strategic Planning



Finance and Treasury
Aydın Güler



Chief Credit Risk Officer
Murat Atay



Engineering and Data
İlker Kuruöz



Talent & Culture
Didem Dinçer Başer



Retail Banking
Mahmut Akten



Client Solutions
Işıl Akdemir Evliyaoğlu



Commercial Banking
Cemal Onaran

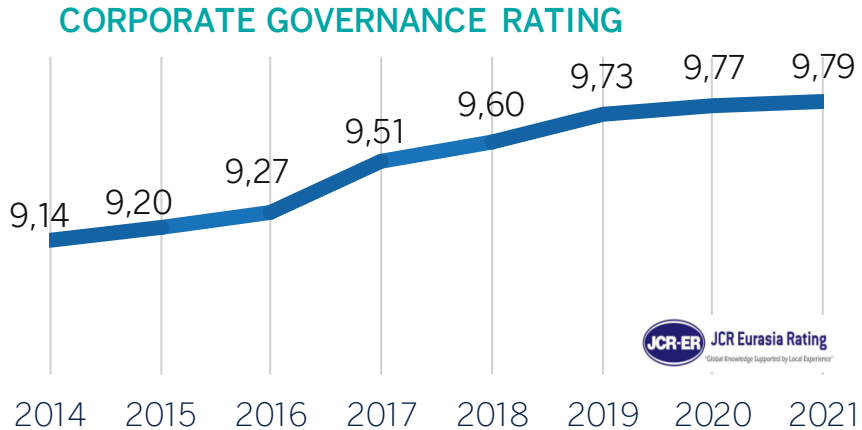


SME Banking
Sibel Kaya



Corporate, Investment Banking and Global Markets
Ebru Dildar Edin

CORPORATE GOVERNANCE RATING



Rating increase was driven by;

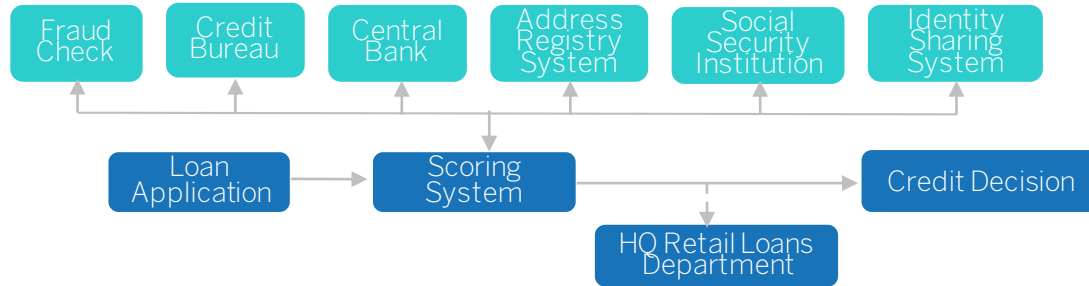
- **Public Disclosure and Transparency** – With the inclusion of the '**About Turkish Economy**' and '**Garanti BBVA Climate Index**' sections to the IR's website, **it will become a more effective platform**; hence its score is increased to 9.85 from 9.76.
- **Board of Directors** - the Outlook has been determined as 'Positive' based on the **positive contribution of Board of Directors Diversity and Compliance Policy** published on 8 July 2021 and the **female representation target of 25% by the end of 2025**.



Visit [Garanti BBVA IR website](https://www.garanti-bbva.com.tr/en/ir) for the compliance report and more information

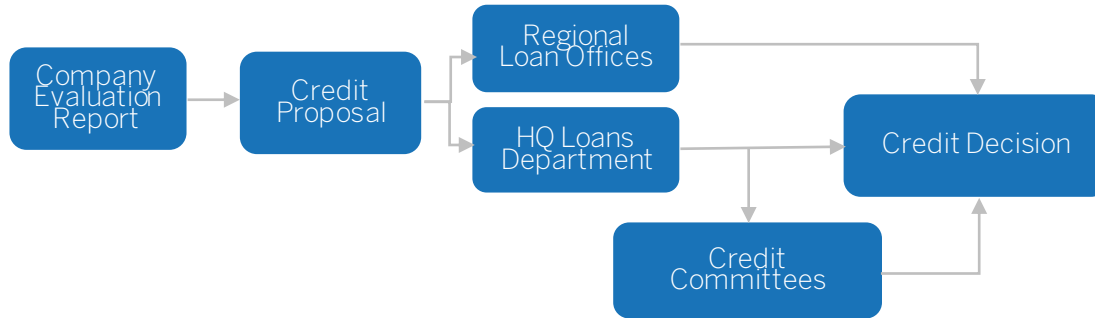
ADVANCED RISK MANAGEMENT SYSTEMS

RETAIL BANKING: CENTRALIZED PROCESS



- **Loan to Value:**
 Consumer Mortgages Max: 80%;
 Auto Loans Max: 70% up to TL400K,
 50% from TL400K up to TL800K,
 30% from TL800K up to 1.2M,
 20% from TL 1.2M up to 2.0M.

WHOLESALE BANKING: DECENTRALIZED PROCESS



- 25 regional loan offices
- Weekly Credit Committee meetings
- All credit lines automatically expire one year after approval
- Decentralized credit decision via Regional Loan Offices for fast approval process & local management of smaller exposures
- Multi layered committee structure at the HQ to approve & manage larger exposures

Appendix

PG. 27 Summary Balance Sheet

PG. 28 Summary P&L

PG. 29 Key Financial Ratios

APPENDIX – SUMMARY BALANCE SHEET (PER BRSA CONSOLIDATED FINANCIALS)

(TL billion)

ASSETS	31.03.2021	30.06.2021	30.09.2021	31.12.2021	31.03.2022
Cash & Cash Equivalents	40.5	49.4	44.7	114.3	109.1
Balances at CBRT	56.6	64.0	67.8	102.7	105.6
Securities	75.0	77.4	80.7	99.3	135.9
Gross Loans + Leasing & Factoring receivables	382.6	405.8	426.8	509.5	585.2
+TL Loans	227.2	240.2	260.2	272.3	316.7
TL Loans NPL	7.7	7.4	7.5	8.1	8.1
info: TL Performing Loans	219.5	232.8	252.7	264.1	308.6
+FC Loans (in US\$ terms)	17.5	17.7	17.4	16.8	17.1
FC Loans NPL (in US\$)	1.0	0.9	0.9	0.7	0.7
info: FC Performing Loans (in US\$)	16.5	16.8	16.5	16.1	16.5
info: Performing Loans (TL+FC)	355.6	377.8	398.4	475.3	548.0
Fixed Assets & Subsidiaries	7.2	7.1	7.1	8.9	10.7
Other	6.8	4.1	3.7	15.8	6.8
TOTAL ASSETS	568.8	607.8	630.8	850.5	953.3
LIABILITIES & SHE	31.03.2021	30.06.2021	30.09.2021	31.12.2021	31.03.2022
Total Deposits	371.9	412.0	428.2	582.8	656.0
+Demand Deposits	163.6	179.4	194.3	295.3	326.2
TL Demand	40.3	45.0	49.0	52.1	62.5
FC Demand (in US\$ terms)	15.0	15.6	16.4	18.6	18.1
+Time Deposits	208.2	232.6	233.9	287.5	329.7
TL Time	103.7	120.6	123.9	126.4	168.7
FC Time (in US\$ terms)	12.7	13.0	12.4	12.3	11.1
Interbank Money Market	13.1	5.3	5.5	15.9	8.8
Bonds Issued	21.1	19.4	19.5	25.6	24.7
Funds Borrowed	53.2	56.4	55.0	78.7	84.1
Other liabilities	45.6	47.2	51.5	67.0	82.9
Shareholders' Equity	64.0	67.6	71.1	80.3	97.0
TOTAL LIABILITIES & SHE	568.8	607.8	630.8	850.5	953.3

APPENDIX – SUMMARY P&L (PER BRSA CONSOLIDATED FINANCIALS)

TL Million	QUARTERLY P&L			CUMULATIVE P&L		
	4Q21	1Q22	QoQ	1Q21	1Q22	YoY
(+) Net Interest Income including Swap costs	8,686	10,951	26%	4,492	10,951	144%
(+) <i>NII excluding CPI linkers' income</i>	9,780	10,829	11%	5,852	10,829	85%
(+) <i>Income on CPI linkers</i>	2,421	3,414	41%	993	3,414	244%
(-) <i>Swap Cost</i>	-3,516	-3,293	-6%	-2,352	-3,293	40%
(+) Net Fees & Comm.	2,705	3,206	19%	2,067	3,206	55%
(+) Net Trading & FX gains/losses (excl. Swap costs and currency hedge)	5,313	3,624	-32%	1,494	3,624	143%
<i>info: Gain on Currency Hedge¹</i>	6,163	2,062	-67%	1,104	2,062	87%
(+) Other income (excl. Prov. reversals & one-offs)	874	1,013	16%	111	1,013	810%
(+) Income from investments under equity	0	271	<i>n.m</i>	153	271	<i>n.m</i>
= REVENUES	17,577	19,066	8%	8,318	19,066	129%
(+) Non-recurring other income	207	98	<i>n.m</i>	512	98	<i>n.m</i>
(+) <i>Gain on asset sale</i>	207	98	<i>n.m</i>	512	98	<i>n.m</i>
(-) OPEX	-5,117	-5,286	3%	-3,279	-5,286	61%
(-) <i>HR</i>	-2,071	-2,023	-2%	-1,221	-2,023	66%
(-) <i>Non-HR</i>	-3,046	-3,262	7%	-2,058	-3,262	58%
= PRE-PROVISION INCOME	12,667	13,878	10%	5,551	13,878	150%
(-) Net Expected Loss (excl. Currency impact)	-2,719	-1,419	-48%	-1,210	-1,419	17%
(-) <i>Expected Loss</i>	-10,809	-7,151	-34%	-5,316	-7,151	35%
<i>info: Currency Impact¹</i>	-6,163	-2,062	-67%	-1,104	-2,062	87%
(+) <i>Provision Reversal under other Income</i>	1,927	3,670	90%	3,002	3,670	22%
(-) Taxation and other provisions	-5,960	-4,197	-30%	-1,644	-4,197	155%
(-) <i>Free Provision</i>	-900	0	<i>n.m</i>	-150	0	<i>n.m</i>
(-) <i>Taxation</i>	-1,800	-3,067	70%	-669	-3,067	358%
(-) <i>Other provisions (excl. free prov.)</i>	-3,260	-1,130	-65%	-825	-1,130	37%
= NET INCOME	3,988	8,263	107%	2,697	8,263	206%

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 *(PER BRSA CONSOLIDATED FINANCIALS)*

	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22
Profitability ratios					
ROAE (Cumulative) ¹	17.7%	18.3%	19.2%	18.9%	37.5%
ROAA (Cumulative) ¹	2.0%	2.1%	2.2%	2.0%	3.7%
Cost/Income	37.1%	38.3%	37.0%	33.8%	27.6%
Liquidity ratios					
Loans / Deposits	95.6%	91.7%	93.0%	81.5%	83.5%
TL Loans / TL Deposits	152.4%	140.6%	146.2%	148.1%	133.5%
Adj. Loans/Deposits (Loans adj. with on-balance sheet alternative funding sources)	76%	74%	74%	65%	66%
TL Loans / (TL Deposits + TL Bonds + Merchant Payables)	135.8%	124.7%	128.5%	128.7%	119.5%
FC Loans / FC Deposits	59.7%	58.9%	57.0%	52.2%	56.4%
Asset quality ratios					
NPL Ratio	4.4%	4.0%	3.8%	3.6%	3.3%
Coverage Ratio	6.1%	5.8%	5.6%	5.8%	5.5%
+ Stage1	0.7%	0.6%	0.6%	0.7%	0.8%
+ Stage2	15.6%	16.7%	16.9%	16.8%	17.0%
+ Stage3	65.6%	65.6%	68.8%	66.4%	67.4%
Cumulative Net Cost of Risk (excluding currency impact, bps) ²	132	87	58	106	105
Solvency ratios					
CAR (excl. BRSA Forbearance)	15.8%	15.9%	15.7%	14.0%	14.8%
Common Equity Tier I Ratio (excl. BRSA Forbearance)	13.3%	13.4%	13.2%	11.3%	12.2%
Leverage	7.9x	8.0x	7.9x	9.0x	8.8x

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, 3Q21, 4Q21 and 1Q22.

² Neutral impact at bottom line, as provision increase due to currency depreciation are 100% hedged (FX gain included in Net trading income line)

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Note: **Net Promoter Score** research is conducted by independent research agency Ipsos for Garanti BBVA. According to the research results, Garanti BBVA has the 2nd highest Net Promoter Score among retail customers representing its own profile and leader among SME customers, in both cases compared to its competition, which includes Isbank, Akbank, Yapı Kredi Bank, and QNB Finansbank. Research was conducted throughout 2021. Main bank customers, who have communicated with the banks over the last 3 months, were surveyed using online panel and telephone techniques by quota sampling. **Brand Power** research is conducted by independent research agency Kantar for Garanti BBVA. According to the research results, Garanti BBVA has the highest Brand Power score among competition which are Ziraat Bankası, İş Bankası, Yapı Kredi Bankası, TEB, QNB Finansbank, Vakıfbank, ING, Denizbank and Akbankası in Q3. Research was conducted throughout 2021. Our target audience is main bank customers. We were conducting surveys via online panel by quota sampling.

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