

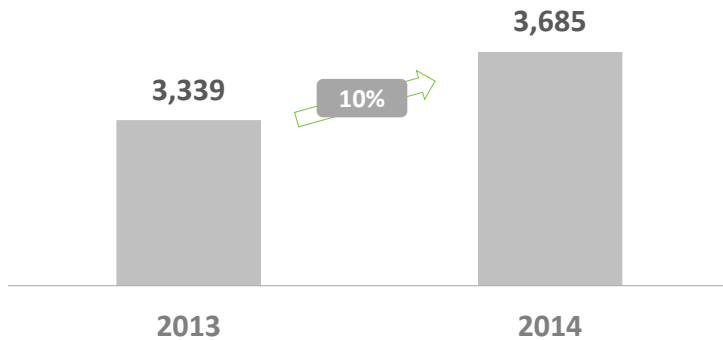


Assessment of Financial Results of 2014
-General Shareholders' Meeting-

April 9, 2015

Our net income reached TL 3.7 Billion in 2014

Net Income (TL Million)



Sound profitability ratios

Return on Average Equity
15%

Return on Average Assets
1.6%

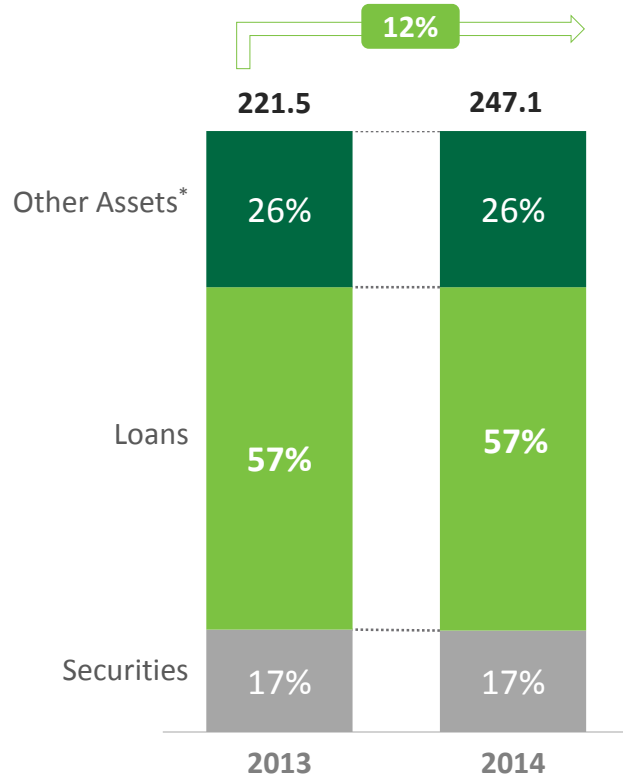
Outstanding performance despite regulatory charges & market volatility

- + Well-managed Net Interest Margin
-- *the only bank to increase net interest margin on a yearly basis**
- + Liquid, low-risk & well-capitalized balance sheet
-- *highest Common Equity Tier I ratio**
- + Superior Net Fees & Commissions performance
-- *highest yearly growth*
- + Disciplined cost management
-- *highest per branch efficiency ratios**
- + Increasing contribution from subsidiaries
-- *subsidiaries' contribution to consolidated income: 15%** (2013: 12%)*

*Among peers (Isbank, Akbank, YKB, Halkbank, Vakifbank), based on bank-only data. Efficiency ratios are defined as assets, deposits and cash loans per branch.
 **Excluding one-off effects for fair comparison. Garanti Romania booked about RON 75m (~TL 60mn) of loan-loss provisions in November 2014 as imposed by NBR. The Bank's coverage ratio increased to 65% from 35%. The subsidiaries' contribution is 13%, including this effect.

Composition of assets continued to be customer driven

Total Assets (% TL Billion)



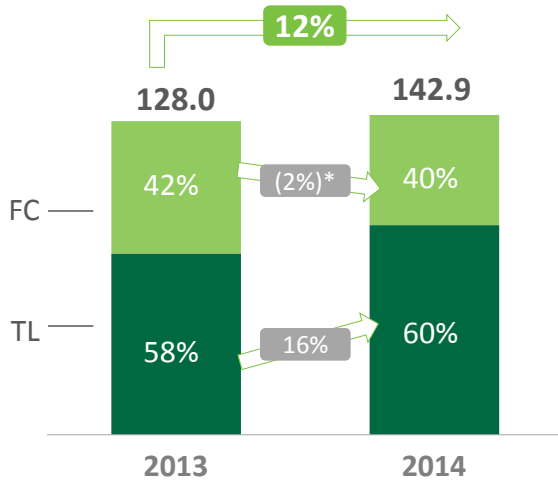
Strategic evolution of assets

- > **Moderate & disciplined** growth in lending
- > **Actively shaped** securities portfolio -- strategic investments to securities to support NIM

* Including accruals

Continued support to the economy with sustainable and strong growth strategy

Performing Loans (TL Billion)



Main drivers of growth:

- TL business banking loans**
 > **28%** growth YoY in TL business banking loans
- Retail products enabling high margin & cross-sell opportunities**
 > **13%** growth in consumer loans (excluding credit cards) **#1**
- > **12%** growth in mortgages **#1**

Maintained asset quality

below sector

NPL ratio

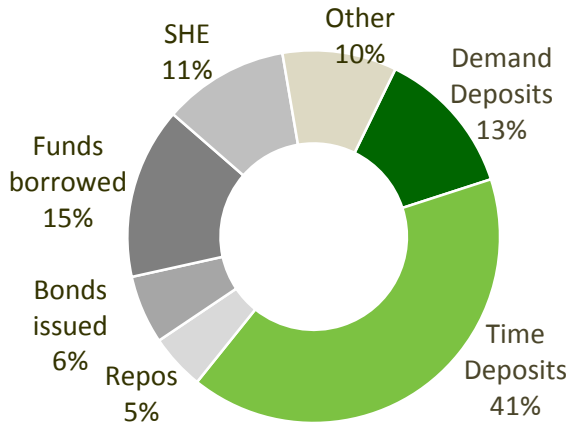


* In US\$ terms

** Based on bank-only financials for fair comparison with sector

Actively managed funding structure by supporting customer driven deposit base with diversified funding sources

Composition of Liabilities(%)



Customer-driven and expanding deposit base

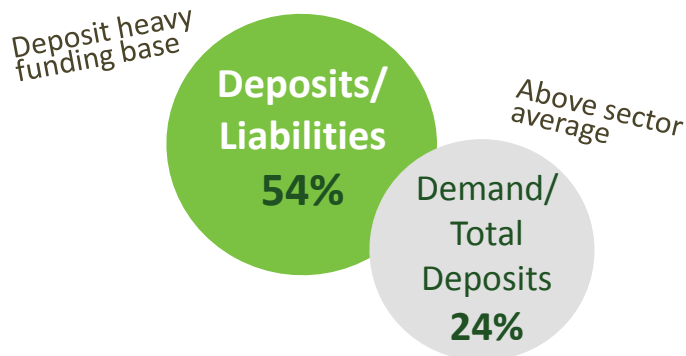
Deposit growth in line with lending growth

12% growth in total deposits

%18 growth in demand deposits

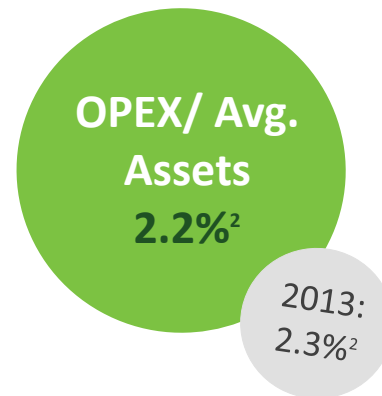
Rapidly growing customer base

%100 geographical coverage in Turkey
with **1,005** branches,
Serving more than **13 million** customers



Differentiating in the sector with sustainable income generation capacity ve efficient cost management

We have the **highest**
ordinary banking income
generation capacity



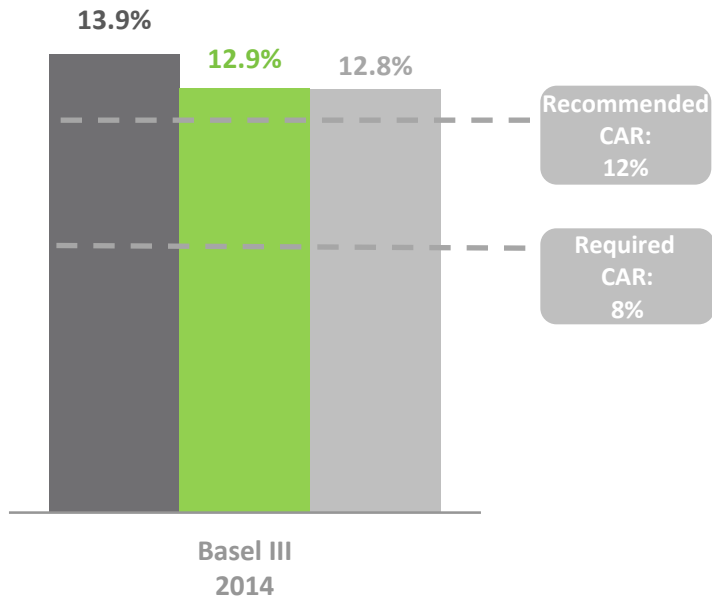
We maintain our **leadership**
in per branch efficiencies

**Our branches create
the highest volume**

Actively utilized capital

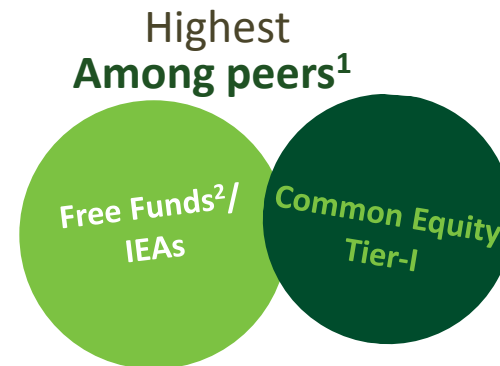
Capital adequacy ratios

- CAR
- Common Equity Tier-I
- Total Tier-I



Our strong capital base, strengthened by internal resources, supports growth potential

Leverage: 8.3x



¹Among peers (Isbank, Akbank, YKB, Halkbank, Vakifbank), based on bank-only data

²Free Funds = Free Equity + Demand Deposits . Free Equity = SHE - (Net NPL+ Investment in Associates and Subsidiaries + Tangible and Intangible Assets+ AHR+ Reserve Requirements)

We touch the lives of our customers with value added innovative products and services

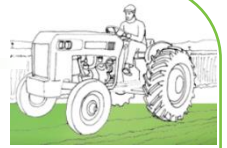
Offering **seamless experience** across all channels,
integrated to our customers' lives.

We continue to act as the solution partner of the SMEs



- > Unlicensed Solar Energy Loan»
- > EstablishYourBusiness application
- > Digital Transformation Ambassadors
- > The product named "Speed" (Hız) developed by Garanti Factoring with a particular focus on fulfilling the needs of SME customers

We stand by the farmers



- > The first bank to extend loans on the Basis of Electronic Warehouse Receipt created before the Central Registry Agency(MKK)
- > **"Supporting Family Farmers for Agricultural and Rural Development"** project
- > **"Farmers Should Never Have to Ask Twice"** çalışma ve etkinliği

Stand by our customers with
578 products
in 2014

We stand by the retirees



- > "Customer is Mine" project
- > Garanti Pension, Treatment Support Insurance product.

We put digital channels at the heart of customer experience

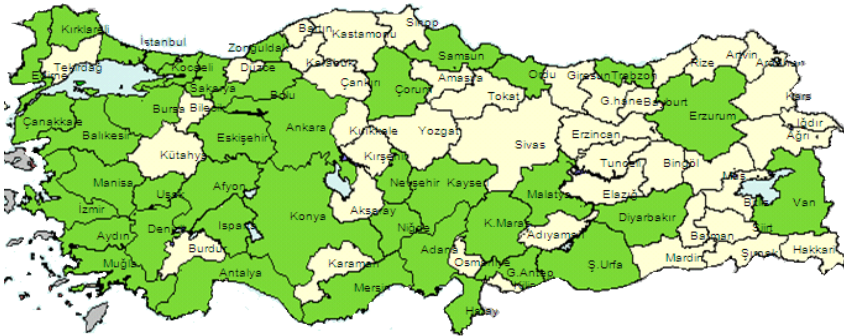
- > Social Media Customer Satisfaction Team **"GarantiyeSor"**,
- > First financial Google Glass application in the world - **iGaranti Glass**
- > Enabling payments via Garanti official website without logging in
- > Receive applications via Facebook, as a first in Turkey



%100 coverage in Turkey

-- Number of branches tripled since 2002

2002



%100
Geographical
coverage

Serving in **81 cities**

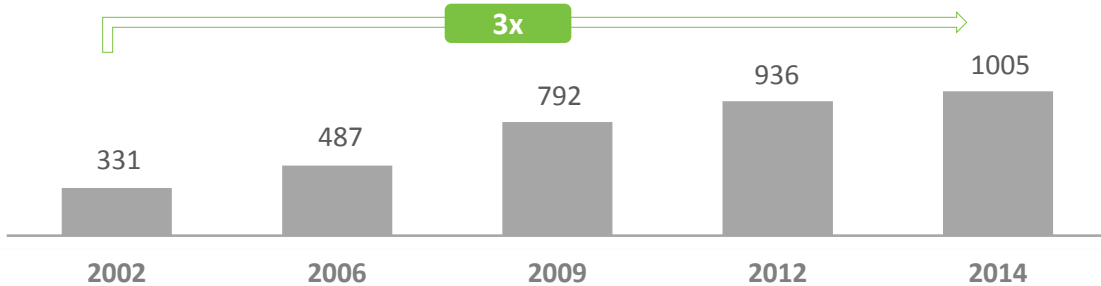
2002:
49%

2014



LEADER
in loans,
customer deposits and ordinary
banking income per branch ratios

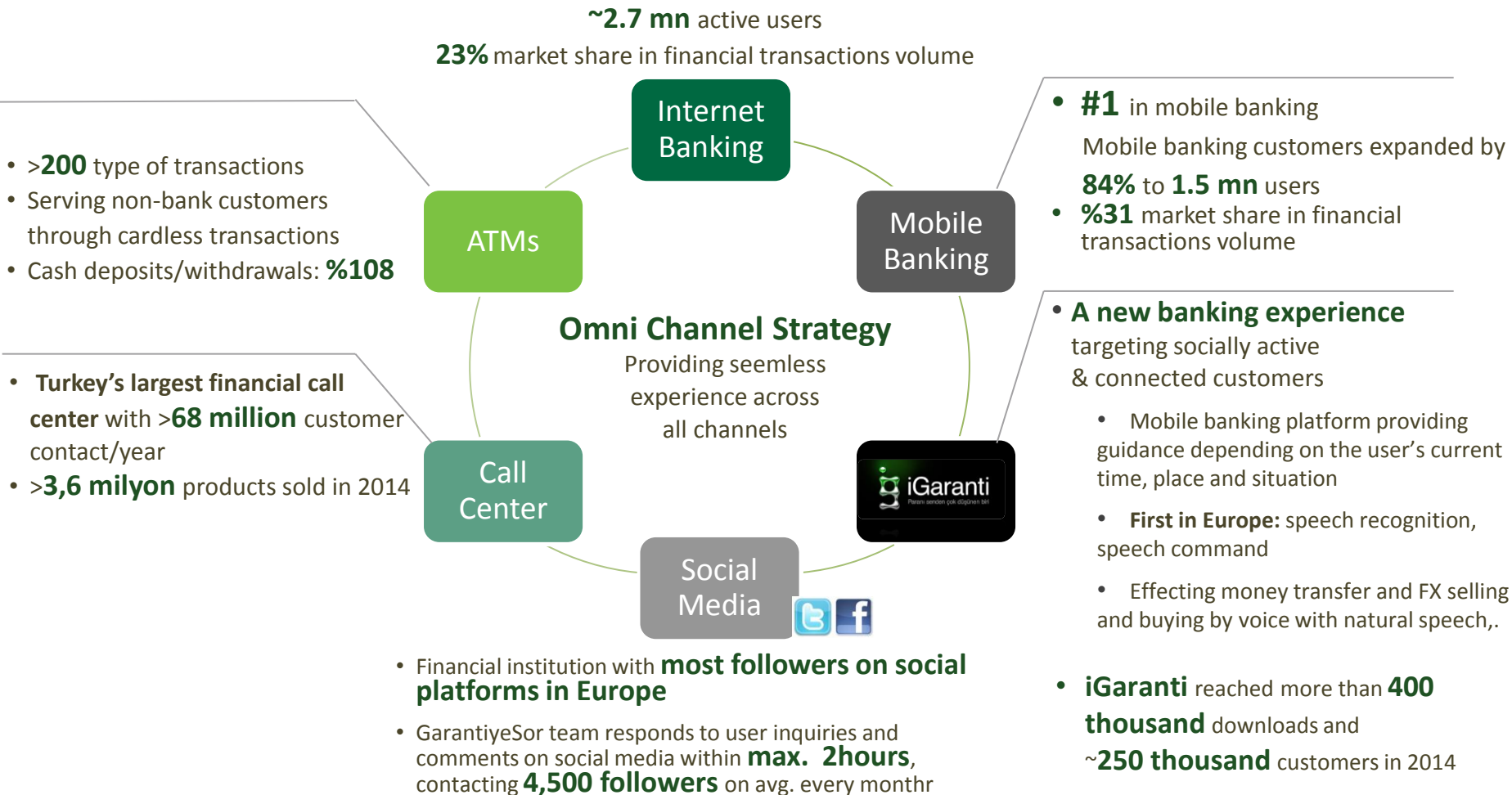
Number of Branches



#1
> 670 net branch additions
since 2002

We are everywhere with investments to distribution channels

While 66% of all transactions were executed through digital channels in 2004, this ratio reached 85% in 2014.



Initiatives creating value to all our stakeholders...

Kadın Girişimci Yönetici Okulu.



Sustainable Finance

- The total amount of loans disbursed to women entrepreneurs: **2.1 billion TL**
- 370 women entrepreneurs in 4 cities participated in **Women Entrepreneurs Executive Training Program**
- Launched **efficient irrigation systems loan** for agriculture sector
- **35% market share** in Turkey's operational wind capacity
- New product for financing **Solar Power Projects** up to **1 MW**

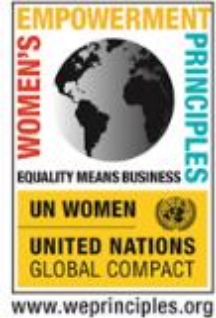
Stakeholders

- First Turkish bank to sign **UN Women's Empowerment Principles**
- Support for **HeforShe** which emphasizes men's support for women rights
- First Turkish bank to issue a Sustainability Report under **G4-Comprehensive level of GRI standard** in 2014
- EBRD **Sustainability Award**
- 2nd time **CDP Leadership Award** for its climate-related efforts
- Participation in **Borsa İstanbul Corporate Governance and Sustainability Indices**



HeForShe
UN Women: Sürdürülebilirlik
for Gender Equality

We Support



Initiatives creating value to all our stakeholders...



Environmental impact of operations

- 605 locations included in **ISO14001 Environmental Management System**
- First Turkish Bank to qualify for **WWF Green Office Certificate**

Communities

- **Main supporter of the Entrepreneurship Foundation of Turkey since 2014**
- Join the **Workforce Join Life Project** aims to increase the employment of disabled persons
- **Salt Beyoglu, Salt Galata and Salt Ulus:** 51 exhibitions, 44 events, 137 guided exhibition tours and workshops for pupils, and made 14 comprehensive publications, 1,129,111 thousand visitors.
- **Teachers Academy Foundation** 92.932 teachers in 80 cities



Kurucu  Garanti



Sponsorships

- Supporting Jazz music to popularize and spread for 18 years with Garanti Jazz Green
- 12 Giant Men, 12 Giant Men Basketball Schools, Pixies of the Court
- National Men's, Women's and Young Wheelchair Basketball Team and Wheelchair Basketball leagues

Garanti continues to work with its all stakeholders to create a **sustainable, sound** and **successful business model**

Our Vision:



**is to be the
best bank in Europe.**