



# CORPORATE PRESENTATION

March 2025

# AGENDA

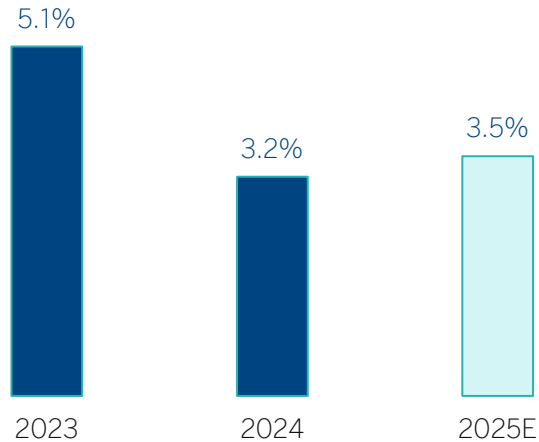
- 01 TURKISH ECONOMY OVERVIEW
- 02 TURKISH BANKING SECTOR OVERVIEW
- 03 GARANTI BBVA CORPORATE PROFILE & FINANCIAL HIGHLIGHTS
- 04 SUSTAINABILITY AT GARANTI BBVA
- 05 CORPORATE GOVERNANCE AT GARANTI BBVA

01

# TURKISH ECONOMY OVERVIEW

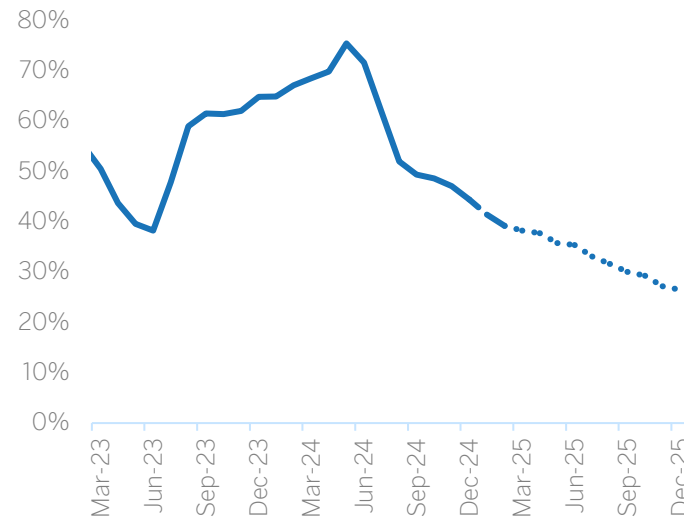
# TURKISH ECONOMY (I/II)

## GDP GROWTH (YoY)



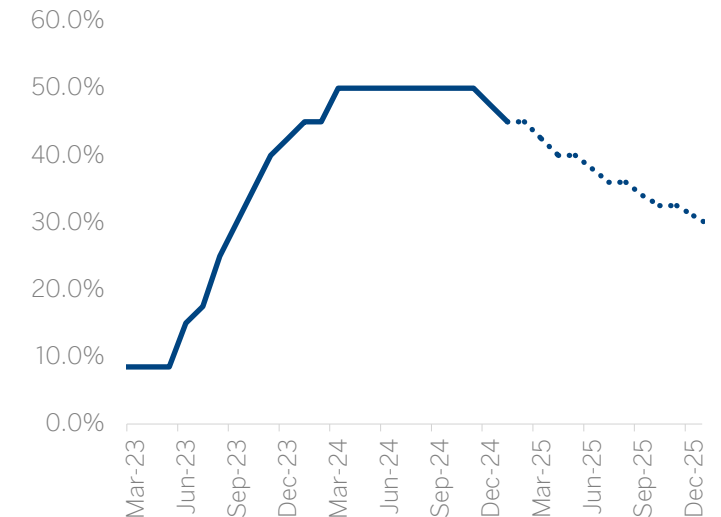
- **4Q24 GDP realizations pointed to a recovery** in growth led by private consumption.
- Although the heightening protectionism triggered by trade tariffs could pose downside risk on global growth, **current strong momentum, likelihood of lower real rates** than we previously expected and **delayed fiscal consolidation** exert upside risks on 2025 GDP growth. Hence, we revise our 2025 GDP growth forecast to 3.5% (vs. 2.5%) on top of earlier and stronger than expected recovery as of 4Q24.

## CONSUMER INFLATION (% YoY)



- **February monthly CPI rose by 2.27%, lower than consensus**, mainly due to food prices excluding processed food and core prices on top of basic goods. Yet, the services inflation trend remained to be stable near 4%
- Unanchored inflation expectations, domestic demand-driven growth dynamics, potential upward adjustments in households utility and administered prices keep upside risks on inflation outlook. We **maintain our year-end inflation forecast for 2025 at 29%**.

## CBRT POLICY RATE

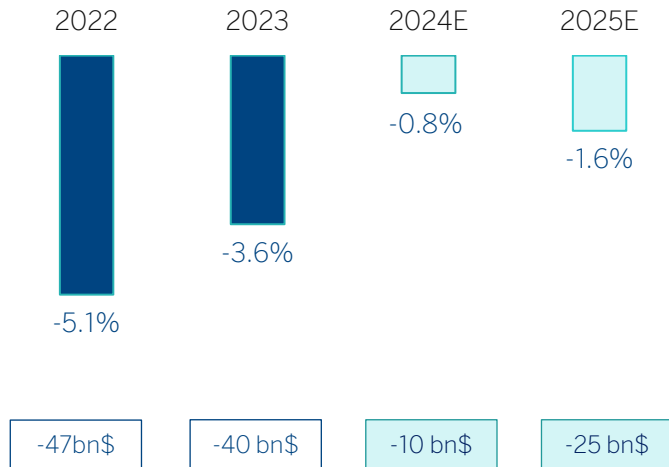


- In January & March MPC meeting, **the CBRT lowered the policy rate by 500 bps in total to 42.5%**.
- Ease in inflation trend in February clears out further space for the CBRT to continue rate cuts. We expect the easing cycle to continue with **250 bps cuts in April and smaller cuts afterwards before reaching 31.5% by year end**.

[Click here to view our latest macro forecast](#)

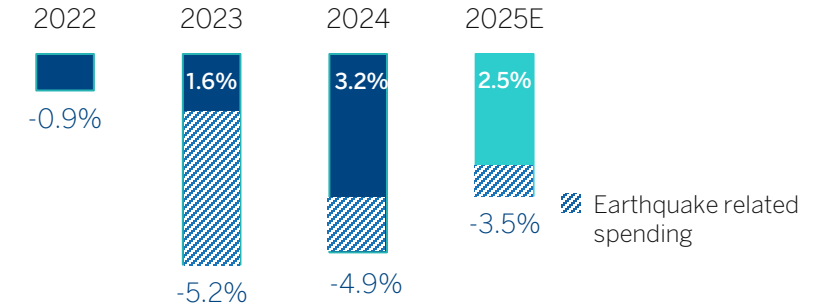
# TURKISH ECONOMY (II/II)

## CA DEFICIT / GDP (year end)



- **Current account deficit diminished to 0.8% of GDP in 2024**, led by normalization in gold imports, strong tourism revenues, and improving core trade deficit on moderation in domestic demand, .
- **We expect current account deficit to GDP to worsen to 1.6% of GDP in 2025**, led by higher domestic demand putting upward pressure on imports and stronger US dollar than previously expected.

## BUDGET DEFICIT / GDP (year end)



- The latest Medium Term Program (MTP) projections target a clearer fiscal consolidation in 2025 with savings in capital expenditures and transfers. Accordingly, we expect the budget deficit to GDP ratio **to decline to 3.5% in 2025**.

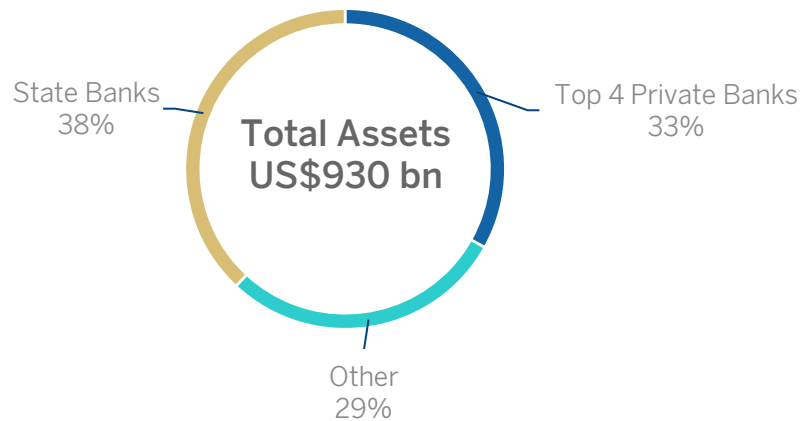
[Click here to view our latest macro forecast](#)

02

# TURKISH BANKING SECTOR OVERVIEW

# TURKISH BANKING SECTOR (I/III)

## TOTAL ASSETS BREAKDOWN



	# of Banks	Share in Assets	Share in Loans	Share in Deposits
Top 4 Private Commercial Banks	4	33%	35%	34%
State Comm. Banks	3	38%	37%	43%
Other Private Commercial Banks	26	15%	14%	13%
Development & Inv. Banks	20	6%	7%	-
Participation Banks	9	8%	7%	9%

**Total: 62**

Dominated by top 4 Private Banks & 3 State Banks

TOP 10 BANKS <sup>1</sup>	Assets Market Share	Foreign Ownership	Free Float
Ziraat Bankası	16.5%	-	-
VakıfBank	12.3%	-	6.0%
TÜRKİYE İŞ BANKASI	11.8%	-	32.4%
Garanti BBVA	9.3%	BBVA (85.97%)	14.0%
AKBANK	8.9%	-	53.7%
HALKBANK	8.8%	-	8.5%
YapıKredi	8.5%	-	38.8%
QNB FINANSBANK	5.4%	Qatar National Bank (99.88%)	0.12%
DenizBank	4.9%	Emirates NBD Bank PJSC (100%)	-
TEB	2.2%	BNP Paribas (72.5%)	-

Note: Sector figures are based on bank-only BRSA monthly data as of December 2024.

<sup>1</sup> Top 10 banks make up 88.5% of sector's total asset as of Dec-24.

# TURKISH BANKING SECTOR (II/III)

## STRONG PROFITABILITY

ROAE

24%

ROAA

2.1%

## HEALTHY ASSET QUALITY & SOLID COVERAGE RATIOS

NPL Ratio

1.9%

NPL Coverage

76%

## CUSTOMER DEPOSIT DRIVEN LIABILITY MIX WITH SUFFICIENT LIQUIDITY BUFFERS

Customer Deposits / Assets

64%

Low Share of External Funding in Assets

17%

ST External Debt<sup>1</sup> vs. FC Liquidity Buffer<sup>1</sup>

75 bn USD vs. 54 bn USD

## STRICTLY REGULATED & BASEL III COMPLIANT STRONG CAPITAL

CAR

19.2%

CET-1

15.0%

Leverage

10.7<sub>x</sub>

Note: Commercial Banks' figures are based on BRSA monthly data as of December 2024. Leverage defined as Debt / Equity

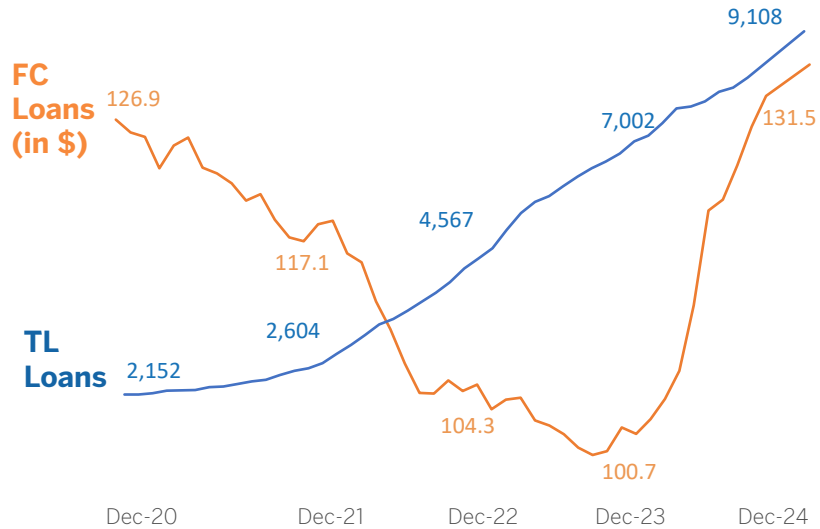
(1) Quick Liquidity Buffers: FC reserves Under ROM, swaps, money market placements, CBRT eligible unencumbered securities, cash, FC collateral deposit



# TURKISH BANKING SECTOR (III/III)

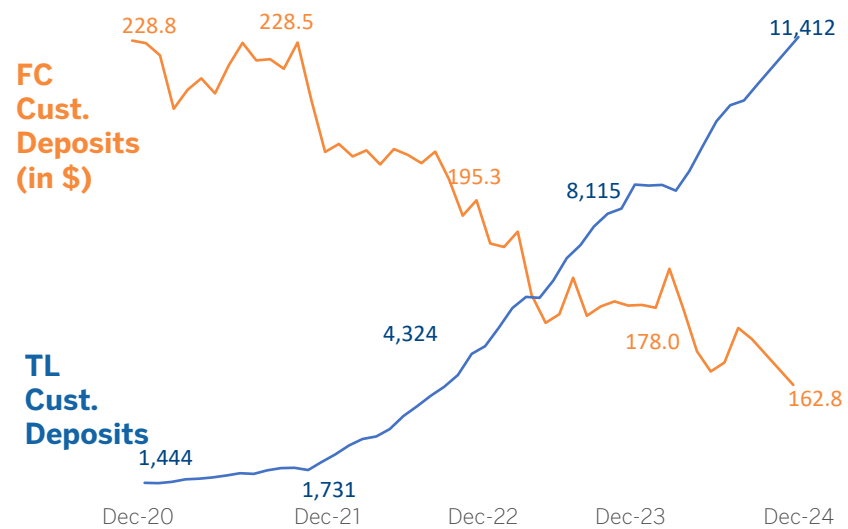
## UNINTERRUPTED GROWTH IN TL LOANS, WITH ACCELERATED PACE IN FC LOANS AFTER YEARS OF DEVELERAGING

Performing Loans<sup>1</sup>, in TL and \$bn



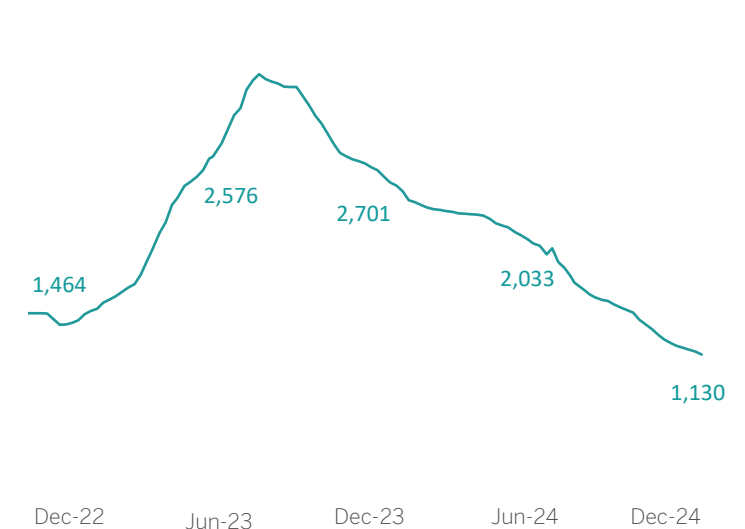
## DEDOLARIZATION OF THE ECONOMY CONTINUES...

Customer Deposits<sup>1</sup>, in TL and \$bn



## ... WHILE FOREIGN CURRENCY PROTECTED DEPOSITS STARTED TO UNWIND WITH CONVERSION TO TL DEPOSITS

Foreign Currency Protected Deposit<sup>2</sup>, in TLbn



<u>GROWTH (YOY)</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2024</u>
<b>TL Loans</b>	21%	75%	53%	30%
<b>FC Loans</b>	-7.7%	-10.9%	-3.4%	31%

<u>GROWTH (YOY)</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2024</u>
<b>TL Deposits</b>	20%	150%	88%	41%
<b>FC Deposits</b>	-0.1%	-14.5%	-9%	-9%

<u>GROWTH (YOY)</u>	<u>2023</u>	<u>2024</u>
<b>Foreign Currency Protected Deposits</b>	86%	-57%

1 Based on BRSA monthly data as of December 2024, for commercial banks only.

2 Based on BRSA weekly data as of 27 December 2024, for the sector.

03

# GARANTI BBVA CORPORATE PROFILE & FINANCIAL HIGHLIGHTS

# ABOUT GARANTI BBVA

## Garanti BBVA's Presence 2024

Branches*	Subsidiaries	Employees	Total Customers
795	10	22.664	27.7 mn



20% Subsidiaries' Contribution to Net Income

**OUR PURPOSE**  
To bring the *age of opportunity* to *everyone*

## Digital Capabilities 2024

Customers		Digital Sales
Digital C.	Mobile C.	Share in Total Sales (retail)
16.7 mn	16.5 mn	89%

Highest Digital and Mobile Customer Base

## Financial Highlights 2024

Leader in profitability

Net Profit	ROAE	CET1
92.2 bn TL	33%	14.7%
Total Assets	Performing Loans / Assets	
3.0 trillion TL	58%	
	Securities / Assets	
	14%	

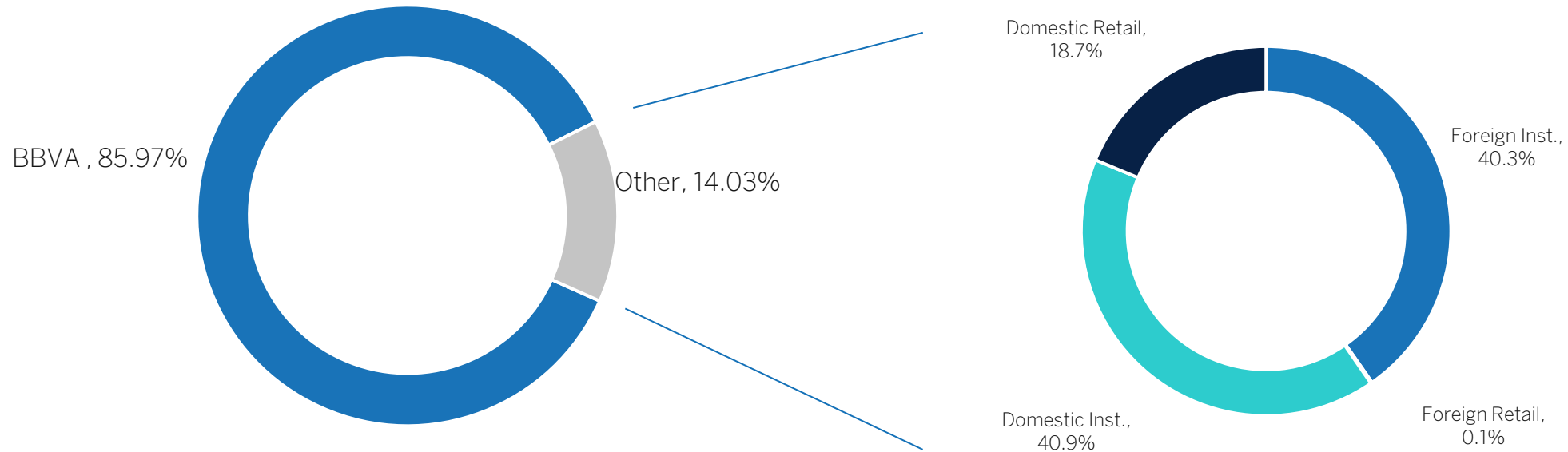
## Brand & Corporate Reputation

Sustainable Business 2025 Target	Member of Net Zero Banker's Association	
400 bn TL	1 <sup>st</sup> Turkish Bank	
Commercial Banking NPS**	SME NPS**	Retail NPS**
#1	#2	#2

\* Branch figure Includes representative office in Shanghai. In number of employees subsidiaries are included..

\*\*Net Promoter Score study was conducted by independent research firm Ipsos for Garanti BBVA. The research was conducted in January-December 2024 period using online panel and telephone techniques, with quota sampling method, with customers who described the relevant bank as their main bank and contacted their bank in the last 3 months. The research conducted by telephone technique was based on the Garanti BBVA customer list.

# SHAREHOLDER STRUCTURE



## Most Valuable Bank and Company in BIST-100

(as of 11 March 2025)

**575**bn TL (\$15,7bn)

Market Capitalization

## YTD RETURN

(as of 3 March, 2025)

**+6%**  
in \$ terms

## FOREIGN OWNERSHIP

**45%** as of 07 March

Foreign Institutional Investors: Fund + Institutions

Domestic Institutional Investors: Fund + Institutions + Investment Partnership + Other

# GARANTI BBVA'S KEY FINANCIAL STRENGTHS

<p><b>1 CUSTOMER DRIVEN ASSET GROWTH</b></p>	<p>HIGHEST TL LENDING*</p> <p><b>21.8%</b> market share</p>	<p><b>#1</b> in Consumer Loans &amp; Credit Cards, <b>#2</b> TL Business Banking Loans</p>	
<p><b>2 STRATEGICALLY MANAGED FUNDING STRUCTURE</b></p>	<p>ZERO-COST DEMAND DEPOSIT BASE</p> <p><b>39%</b> customer demand deposits share in total</p>	<p>HIGH LIQUIDITY</p> <p><b>\$5.5</b>bn External Debt vs. <b>\$3.5</b>bn FC Liquidity Buffer</p>	
<p><b>3 SOLID ASSET QUALITY, STRONG COVERAGE RATIOS</b></p>	<p>TOTAL COVERAGE RATIO**</p> <p><b>4.3%</b></p>	<p>2024 NET COR</p> <p><b>78</b><sub>BPS</sub></p>	<p>HIGHEST PROVISION LEVEL**</p> <p><b>78.6</b><sub>BN TL on B/S</sub></p>
<p><b>4 CORE BANKING REVENUE DRIVEN NET INCOME GENERATION</b></p>	<p>HIGHEST CORE NIM</p> <p><b>2.1%</b> in 2024</p>	<p>ROAE (Cumulative)</p> <p><b>33%</b> in 2024</p>	<p>ROAA (Cumulative)</p> <p><b>3.5%</b> in 2024</p>
<p><b>5 STRONG CAPITAL POSITION</b></p>	<p>HIGHEST CET1 (w/o BRSA's forbearance)</p> <p><b>14.7%</b></p>	<p>EXCESS CAPITAL (w/o BRSA's forbearance, per consolidated financials)</p> <p><b>133</b><sub>BN TL</sub></p>	

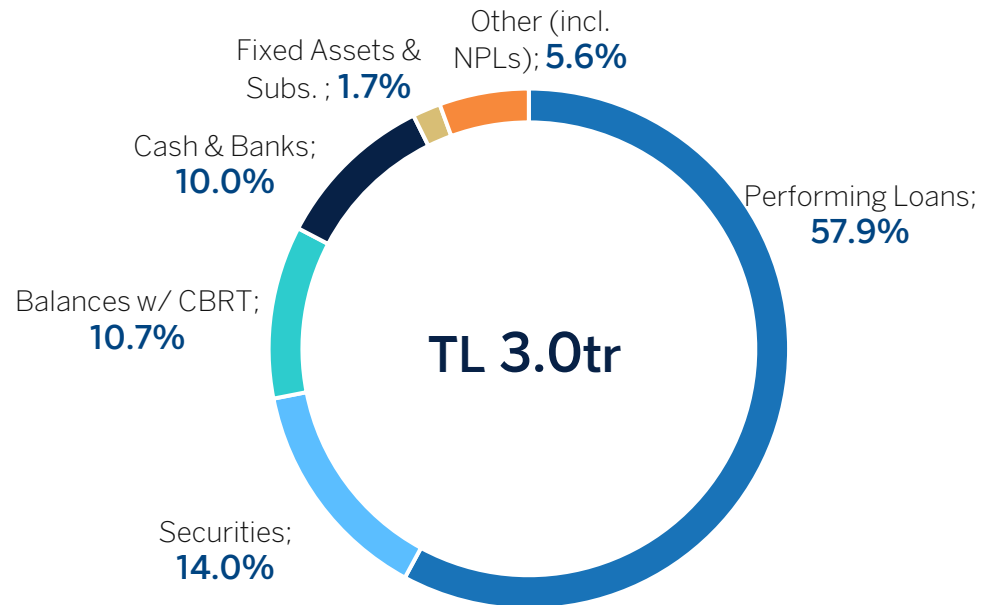
\*among private peers, as of December 2024.

\*\* Adjusted with write-downs since 2019. Excluding write-downs Total coverage ratio: 3.3% and Total provision on B/S: 60.8bn TL

Note: Figures are per BRSA Consolidated Financials, unless otherwise stated

# 1 CUSTOMER DRIVEN ASSET GROWTH

## ASSET BREAKDOWN



### HIGHEST SHARE OF LOANS IN ASSETS

**58%**

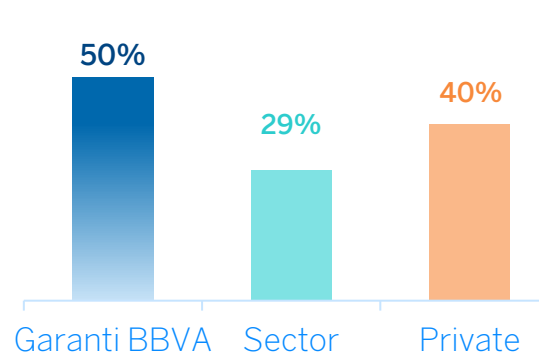
Performing loans' share in total assets

**vs. sector: 49%\***

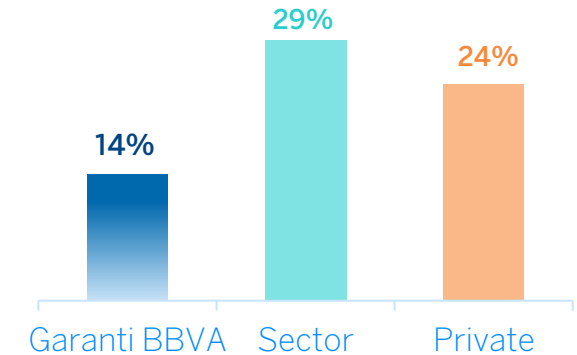
## PERFORMING LOAN GROWTH<sup>1</sup>

(as of Dec-2024, YoY)

### TL Lending



### FC Lending (in USD)



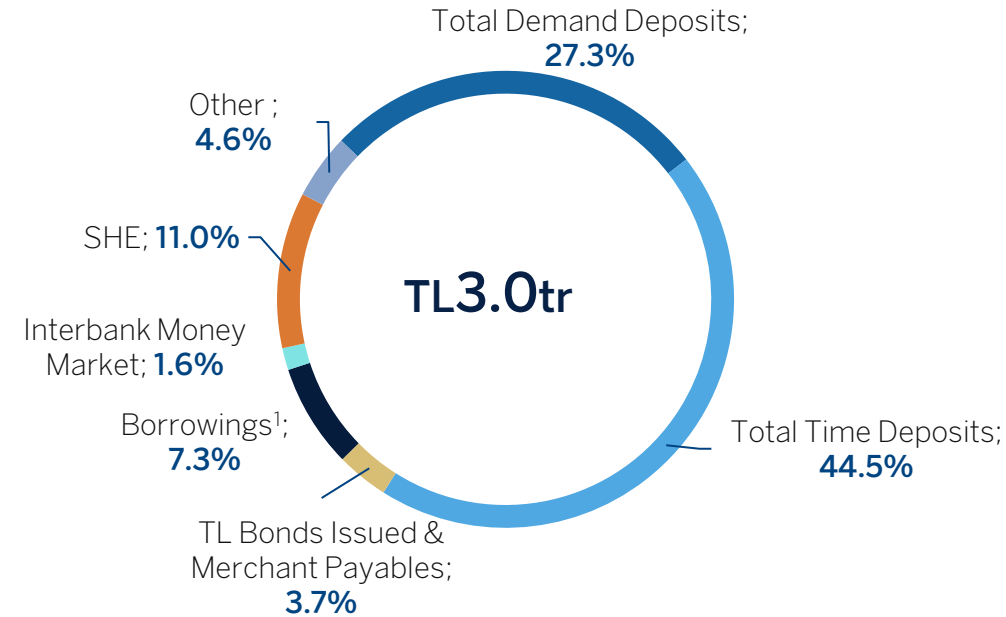
■ Garanti BBVA ■ Sector ■ Private

- **Maintained leadership in TL lending** with across the board market share gains
- Increased duration gap on TL
- #1 in both Issuing & Acquiring volumes
- Salary customers' share in outstanding GPLs: **43%**

\*Sector data is based on BRSA December monthly data, for commercial banks only  
Sector figures used in market share calculations are based on bank-only BRSA weekly data as of 27.12.2024, for private commercial banks

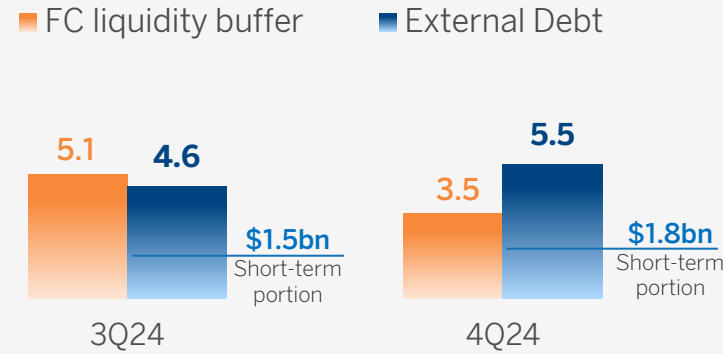
# 2 STRATEGICALLY MANAGED FUNDING STRUCTURE

## LIABILITIES & SHE BREAKDOWN

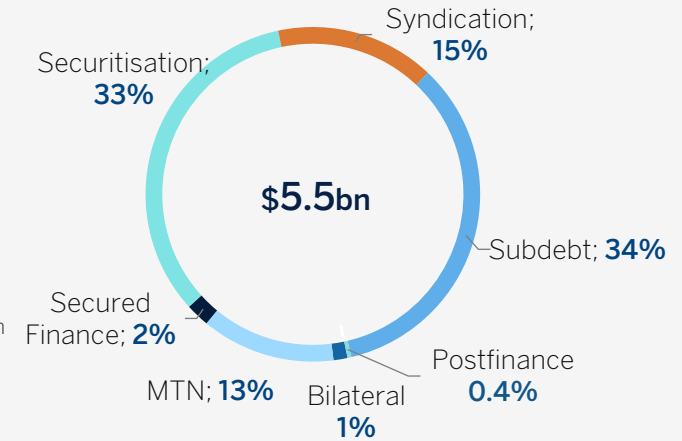


## EXTERNAL DEBT VS. FC QUICK LIQUIDITY<sup>2</sup>

(US\$ bn)



## WHOLESALE FUNDING BREAKDOWN



### LOW LEVERAGE

**8.1x**  
Debt / Equity

### HIGHLY LIQUID BALANCE SHEET

**\$1.8bn**  
Short-term portion  
of external debt

**\$3.5bn**  
FC Liquidity Buffer

### WELL-DIVERSIFIED FUNDING STRUCTURE

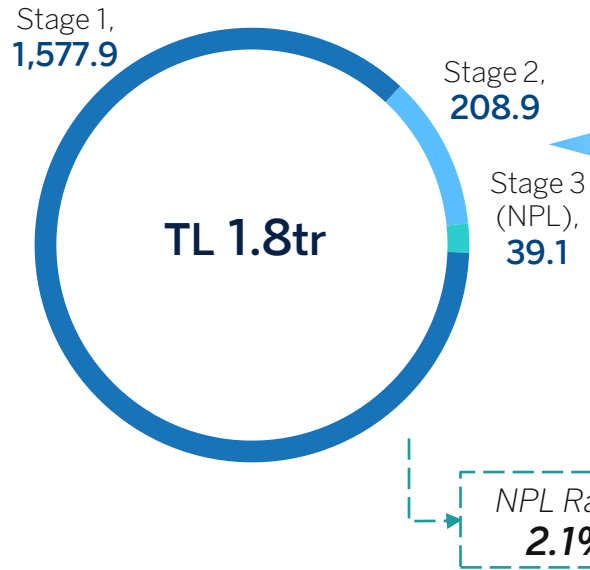
**100%**  
of the new syndication  
issuances  
since 2021 are ESG- linked

<sup>1</sup> Includes funds borrowed, sub-debt & FC securities issued

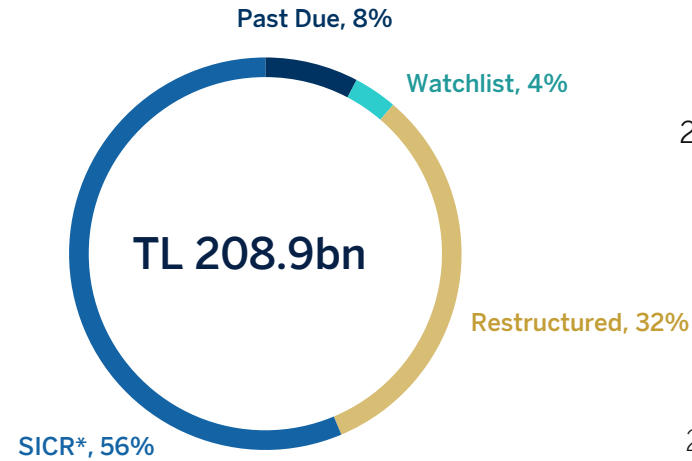
<sup>2</sup> FC Liquidity Buffer includes FC reserves under ROM, swaps, money market placements, CBRT eligible unencumbered securities.

# 3 SOLID ASSET QUALITY, STRONG COVERAGE RATIOS

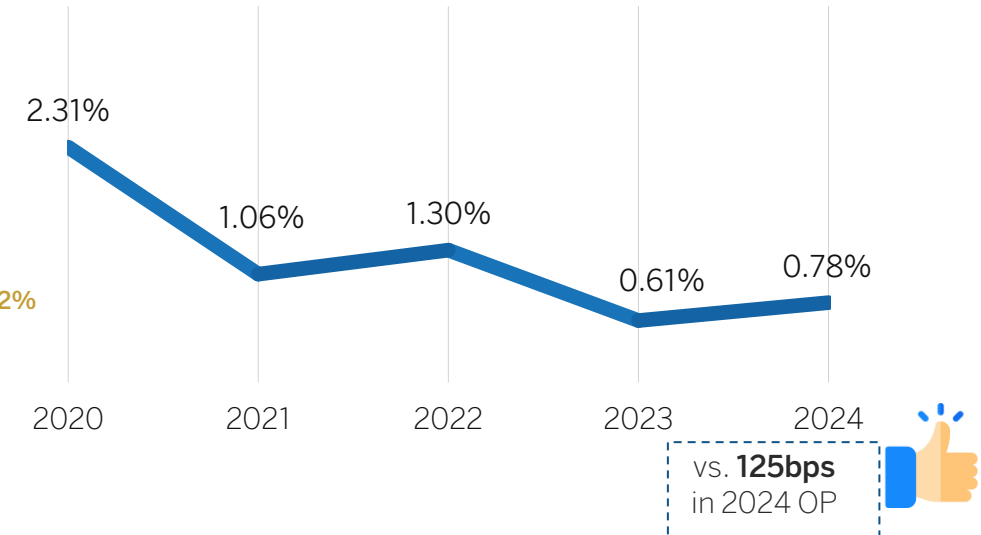
## LOANS & RECEIVABLES BREAKDOWN (Billion TL)



## STAGE-2 BREAKDOWN



## NET CoR TREND excl. CURRENCY



### TOTAL PROVISIONS ON B/S

60.8bn TL  
78.6bn TL when adj. w/ WD<sup>1</sup>

### TOTAL COVERAGE RATIO

3.3%  
4.3% when adj. w/ WD<sup>1</sup>

### NPL COVERAGE RATIO

66.9%  
77.3% when adj. w/ WD<sup>1</sup>

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

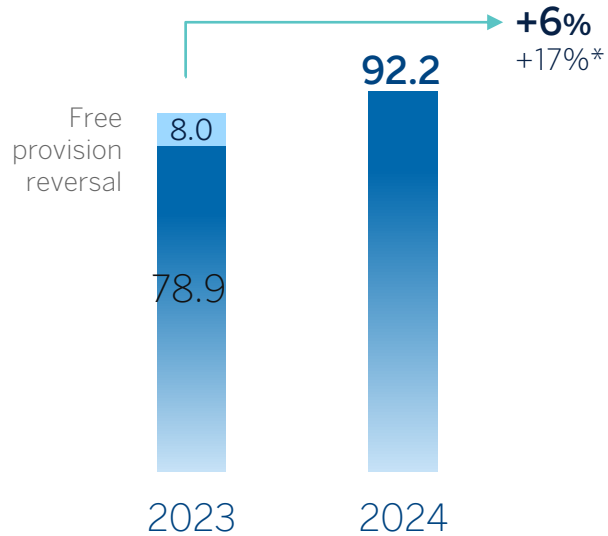
<sup>1</sup> Adjusted with write-downs since 2019



# 4 CORE BANKING REVENUE DRIVEN NET INCOME GENERATION...

## NET INCOME (TL bn)

CUMULATIVE



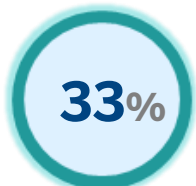
QUARTERLY



## CORE BANKING REVENUE BREAKDOWN

TL bn, cumulative	Garanti BBVA	Private Peers Avg. <sup>1</sup>
Core NII	49,3	(30,6)
Pure Trading	34,7	32,6
Net F&C	97,1	78,9
<b>CORE BANKING REVENUE</b>	<b>181,1</b>	<b>80,7</b>

HIGHEST ROAE  
2024



vs. Mid-30s  
in 2024 OP



HIGHEST ROAA  
2024



*Garanti BBVA leads in core banking revenue generation capability, highlighting the sustainable nature of the Bank's profitability.*

Pure trading: Trading income excl. Swap cost & currency hedge & KKM related additional remuneration.

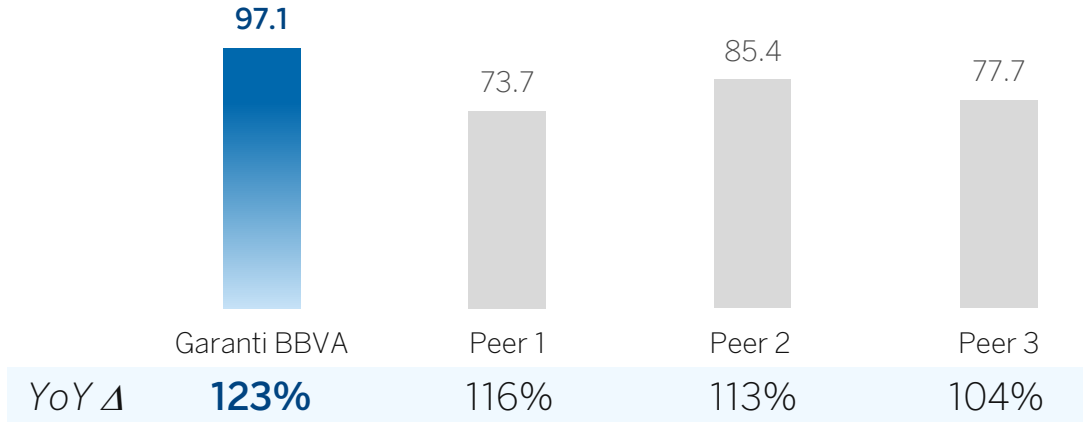
Core NII: NII – CPI linkers' income + swap costs + KKM related additional remuneration cost booked under trading line.

<sup>1</sup> Private peer average is defined as the top 3 private banks excluding Garanti BBVA.

# 4 BACKED BY SUPERIOR FEE GENERATION CAPABILITY...

## NET FEES & COMMISSIONS

(TL bn, 2024)



### SOLID PRESENCE IN CREDIT CARD BUSINESS

+2.8x YoY  
Payment Systems Fees

#1 in Issuing Volume  
CC customers and  
Acquiring Volume

### WELL DIVERSIFIED & ABOVE INFLATION FEE PERFORMANCE

#1 in TL Cash &  
TL Non-Cash Loans  
(as of 30.09.2024)

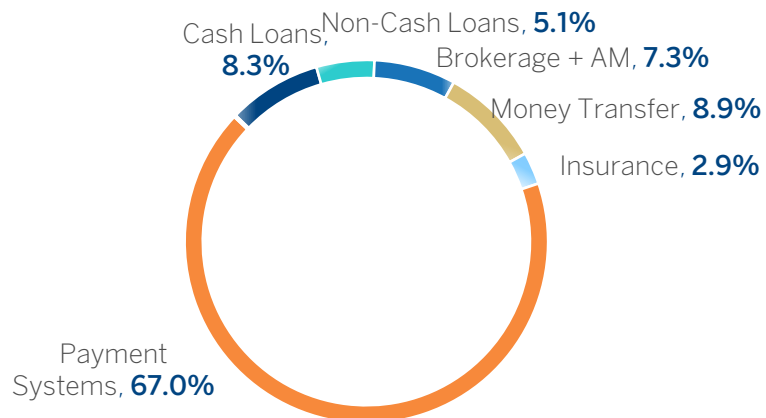
#1 in Money Transfer fees

### EXPANDING CUSTOMER BASE & INCREASING PENETRATION

~16.7 mn  
Digital customers

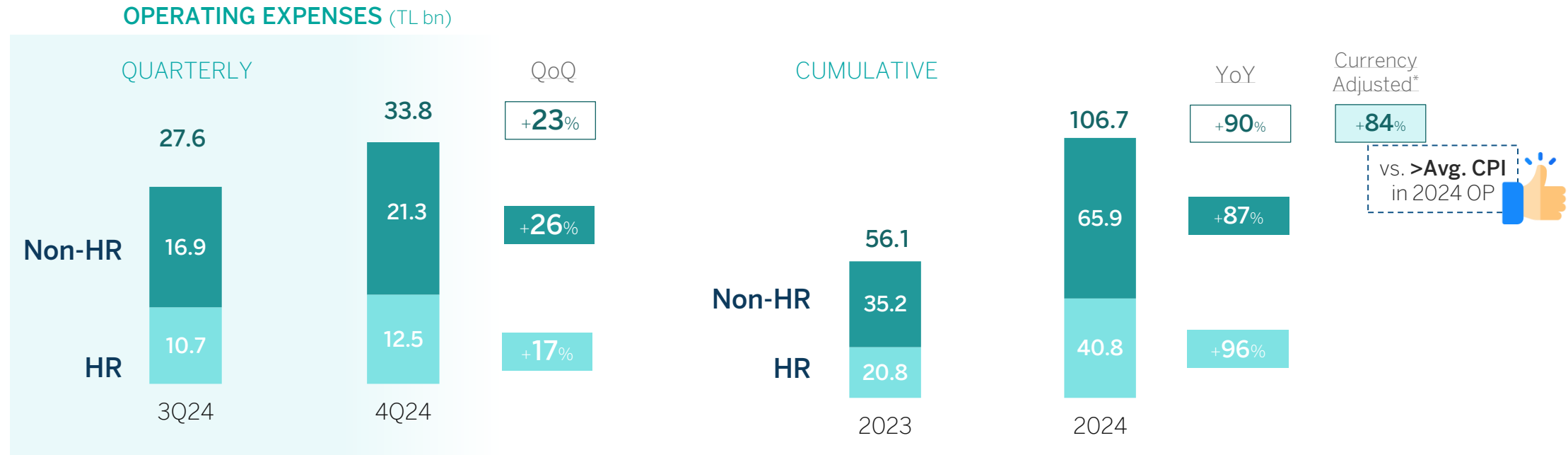
89%  
Digital sales in total sales

## NET F&C BREAKDOWN<sup>1</sup>



<sup>1</sup> Net Fees&Comm . breakdown is based on Consolidated Financials. Garanti Pension premiums are shown under Other Income. As of December 2023, a number of fee sources previously booked under 'Other' have been reclassified under 'Money Transfer'. Rankings are among private banks

# 4 ... AND STRICTLY MANAGED COST GROWTH



**DISCIPLINED COST MANAGEMENT WILL CONTINUE TO DIFFERENTIATE OUR EFFICIENCY RATIOS**

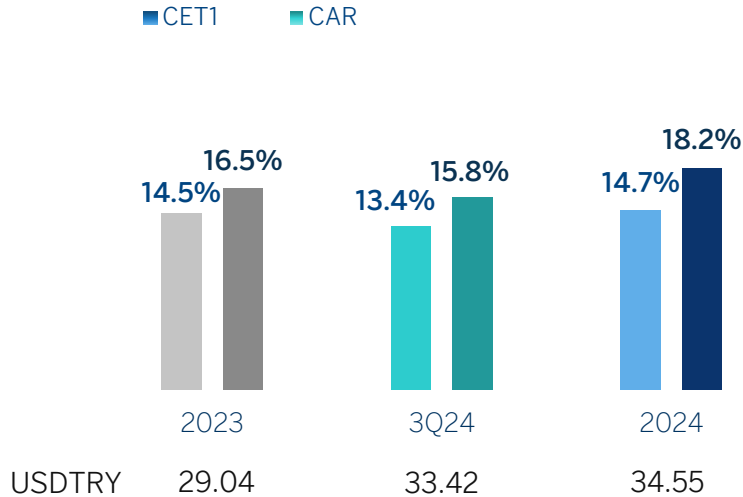
COST / INCOME	FEES / OPEX	OPEX / AVG. ASSETS
44%	91%	4.1%

\*100% of currency linked expenses are hedged, thus no impact on bottom-line

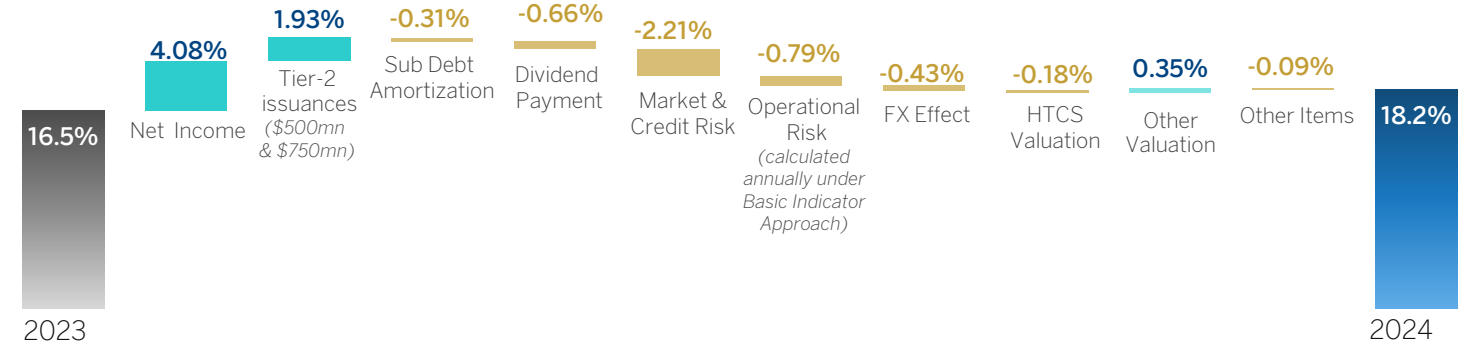
Note: Income defined as NII inc. Swaps + Net F&C + Dividend Income + Subsidiary Income + Net Trading Income (excludes swaps & currency hedge) + Other income (net of prov. Reversals, free provision reversals and one-off income)

# 5 CAPITAL REMAINS STRONG ON THE BACK OF HEALTHY CAPITAL GENERATION

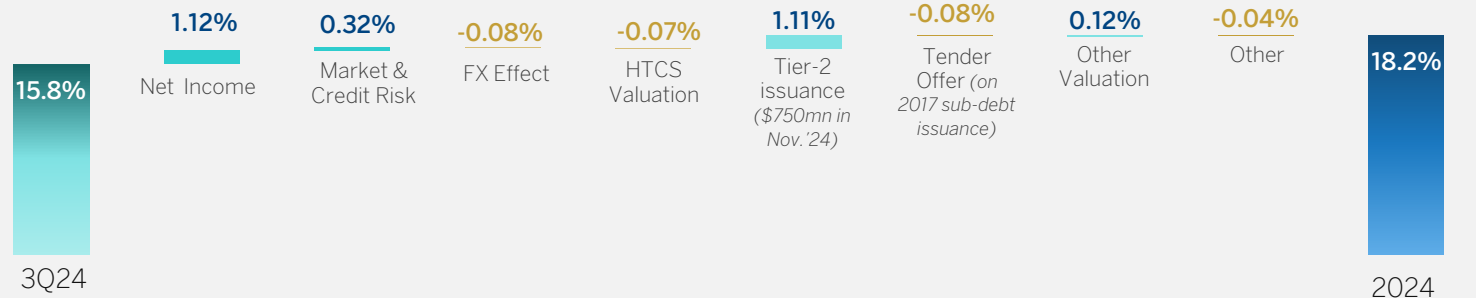
## SOLVENCY RATIOS *(without BRSA's forbearance)*



## 2023 – 2024 CAR EVOLUTION *(Consolidated, without BRSA's forbearance)*



## 3Q24 – 2024 CAR EVOLUTION *(Consolidated, without BRSA's forbearance)*



~20.5bps  
CAR sensitivity to  
10% TL  
depreciation

~1.6%  
BRSA  
Forbearance  
Impact on CAR

TL 133 bn  
Excess Capital  
(Consolidated  
& w/o forbearance)

+2%  
Annual impact from  
regulatory change on  
RWAs of consumer &  
commercial loans\*

1 Required Consolidated CAR level = 8.0% + SIFI Buffer for Group 2 (1.5%) + Capital Conservation Buffer (2.5%) + Counter Cyclical Buffer (0.16%); Required Consolidated Tier-I = 6.0% + Buffers; Required Consolidated CET-1 = 4.5% + Buffers

\*19 September 2024 and 19 December 2024 dated BRSA decisions

04

# SUSTAINABILITY AT GARANTI BBVA

# SUSTAINABILITY AT GARANTI BBVA



## Combating Climate Change

Contribution to Sustainable Development (2018-2024)

291 bn TL

The target of contributing and financing of sustainable development between 2018 and 2025 is updated to the **400 billion TL**

Decarbonization Target

1<sup>st</sup> company to declare this target in Türkiye\*

Market share of wind power plants (WPP) by installed power financed by the Bank (2024YE)

23.6%



## Inclusive Growth

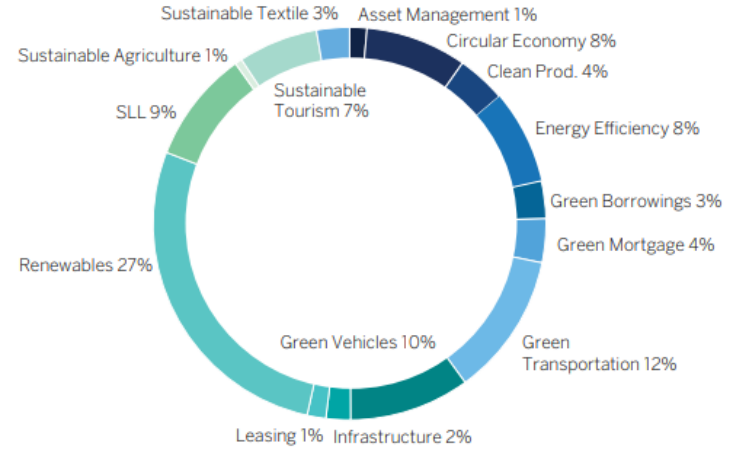
Financing the Women Entrepreneurs

200 bn TL - in 5 years

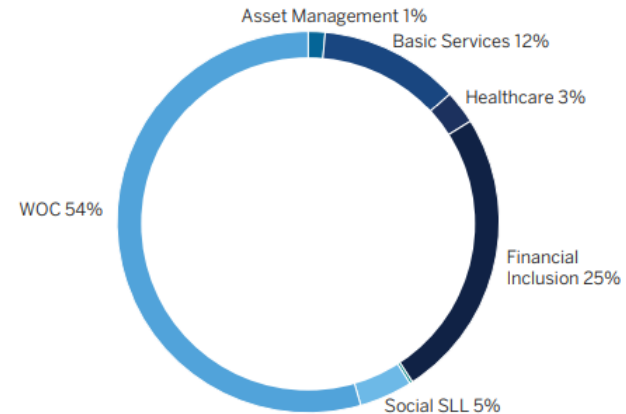
Unbanked Women Program

6,671 women participated since October 2023

## Climate Action Financing by Themes\*\*



## Inclusive Growth Financing by Themes\*\*

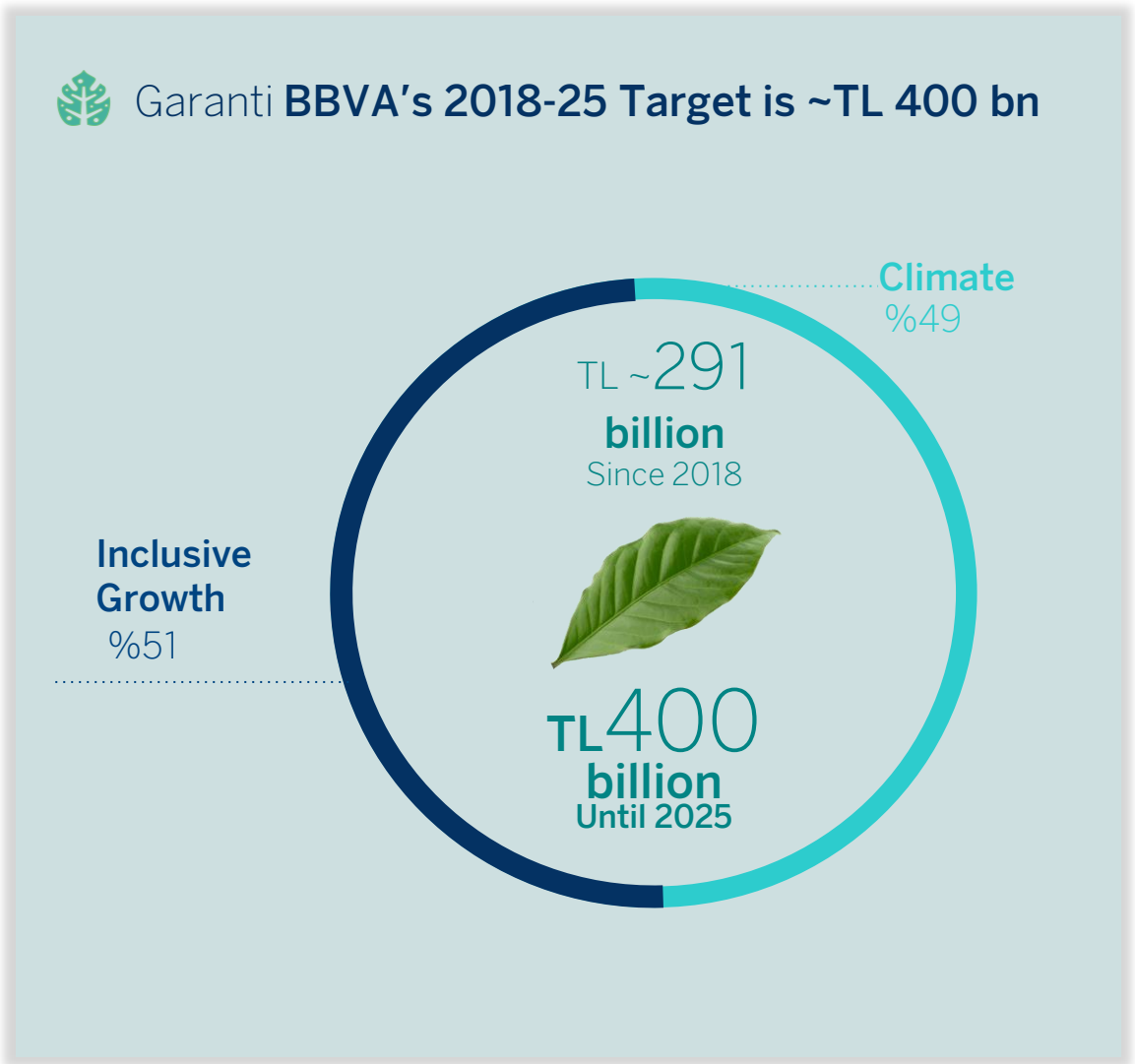
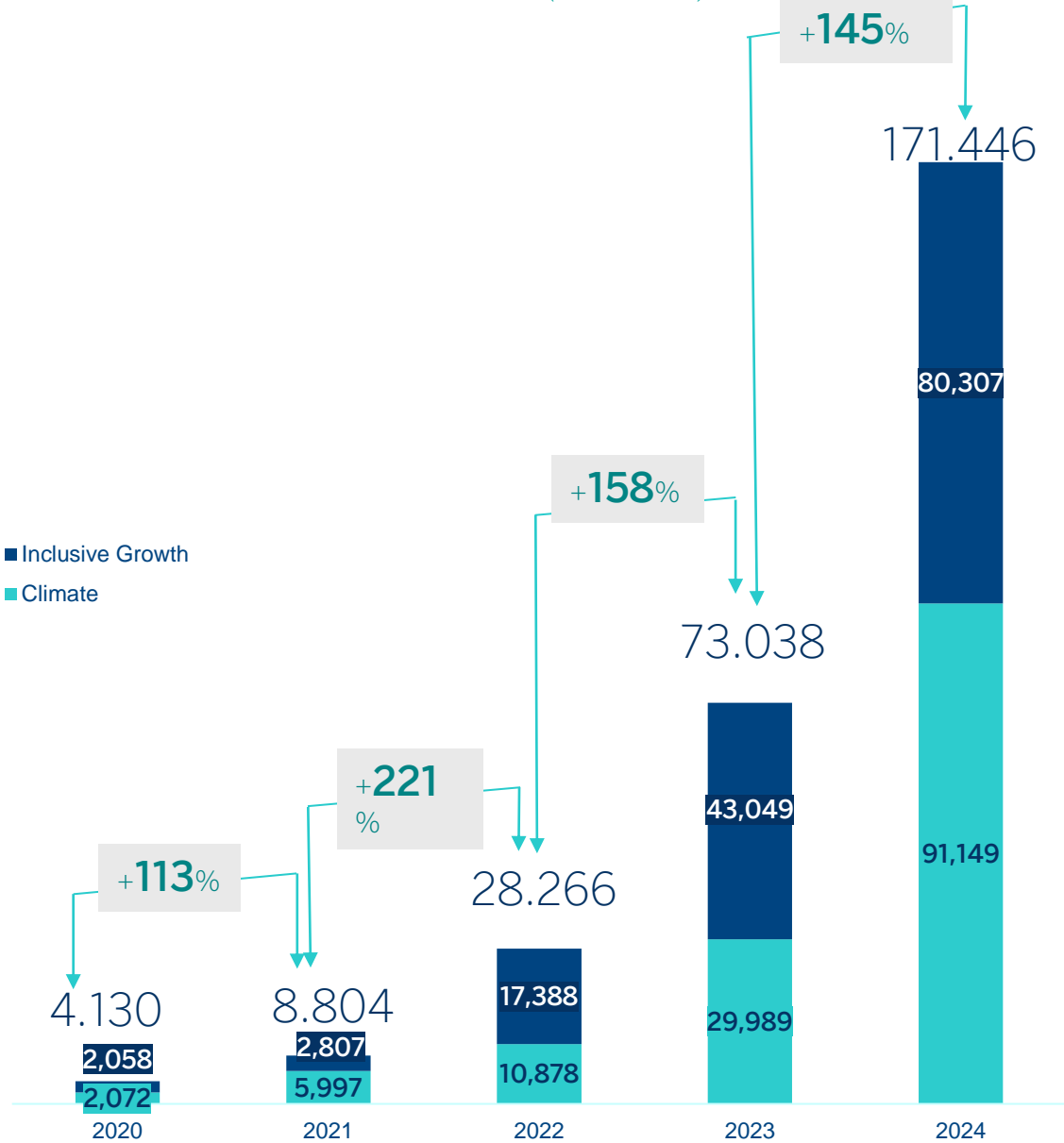


\* Within PACTA ((Paris Agreement Capital Transition Assessment) methodology

\*\*Management data as at 31.12.2024.






# COMBATING CLIMATE CHANGE (I/V)

## SUSTAINABLE FINANCE CHANNELING (TL MILLION)



# COMBATING CLIMATE CHANGE (II/V)

## GARANTI BBVA DECARBONIZATION TARGETS

Scenario	Sector	Metric	Emission Scope	Garanti BBVA Baseline *	Garanti BBVA Progress (2023)	Garanti BBVA Progress (2024)	Reduction Target by 2030	Difference
IEA Net Zero 2050	 Energy	kgCO <sub>2</sub> e/MWh	1+2	371*	339	371	(-71%)	+0%
	 Automotive	gCO <sub>2</sub> e/km	3	182	179	171	(-40%)	+15%
	 Iron & Steel	kg CO <sub>2</sub> e/ Tiron&steel	1+2	1131***	1.306***	1.414	(-13%)	0%
	 Cement	kg CO <sub>2</sub> e/ Tcement	1+2	726	726	726	(-20%)	0%
	 Coal							

Phase-out plan was announced in March 2021.  
The Bank will reduce the coal exposure of our portfolio to zero by 2040 or sooner.

Note: Garanti BBVA has negligible Oil&Gas exposure.

\*The starting point for Energy, Automotive, Iron & Steel, and Cement is 2022.

\*\*Starting data for Energy has been updated.

\*\*\*The emission factor per ton of production in the iron and steel sector has been updated, taking into account grid electricity emissions.

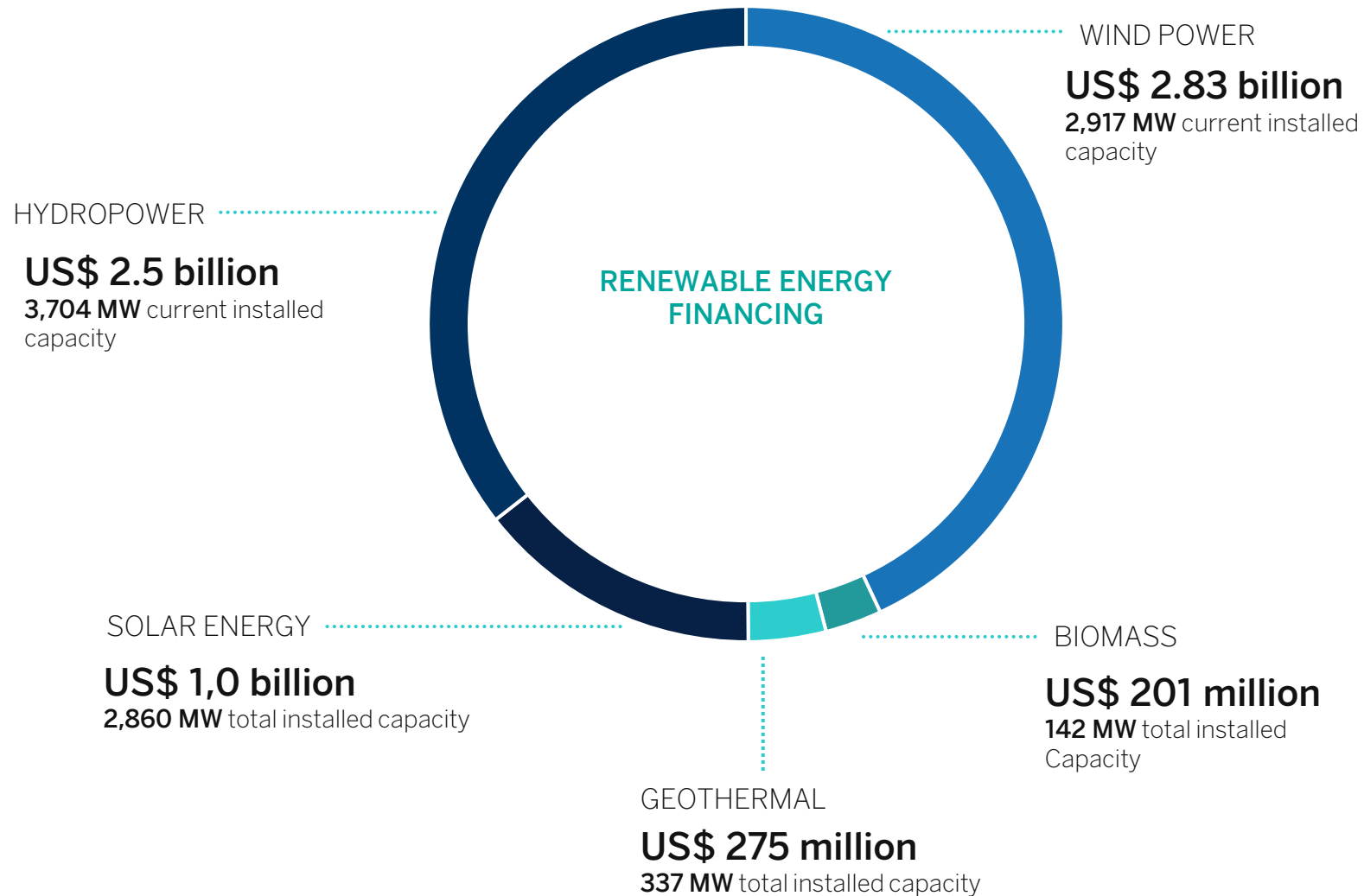
## FINANCED EMISSIONS (AS OF 31 DEC. 2024)

Sectors	2024					Score
	Financed Emissions (MtCO <sub>2</sub> e)			Emission Intensity (tCO <sub>2</sub> e)/M€)		
	Total	Scope 1 & 2	Scope 3	Scope 1 & 2	Scope 1 & 2 & 3	
Manufacturing	19.3	5.3	13.3	782	2,851	4.3
Electricity, gas, steam and air conditioning supply	8.0	4.7	3.2	1,947	3,287	4.0
Wholesale and retail trade	6.5	2.0	4.6	528	1,747	4.2
Mining and quarrying	0.6	0.3	0.3	495	894	4.4
Transportation and storage	1.2	0.8	0.3	418	589	4.4
Agriculture, forestry and fishing	0.9	0.6	0.4	1,837	3,007	4.4
Other Sectors	2.1	0.3	1.8	68	477	4.1
Mortgages	0.3	0.3	-	389	389	4.0
Other Retail Portfolios	0.6	0.1	0.4	78	298	4.2
<b>Total</b>	<b>39.34</b>	<b>14.40</b>		<b>632</b>		<b>4.2</b>

\*Prepared by GarantiBBVA. Due to different calculation method of scope1&2, sum of scope 1&2 and scope 3 might not be equal to Total emissions.



# COMBATING CLIMATE CHANGE (III/V)



## 100% Renewable Energy

*in new Project Finance Loans since 2014*



## US\$7 billion

*financing to renewable energy to date*



## 23.6%

*market share in wind PP financing*



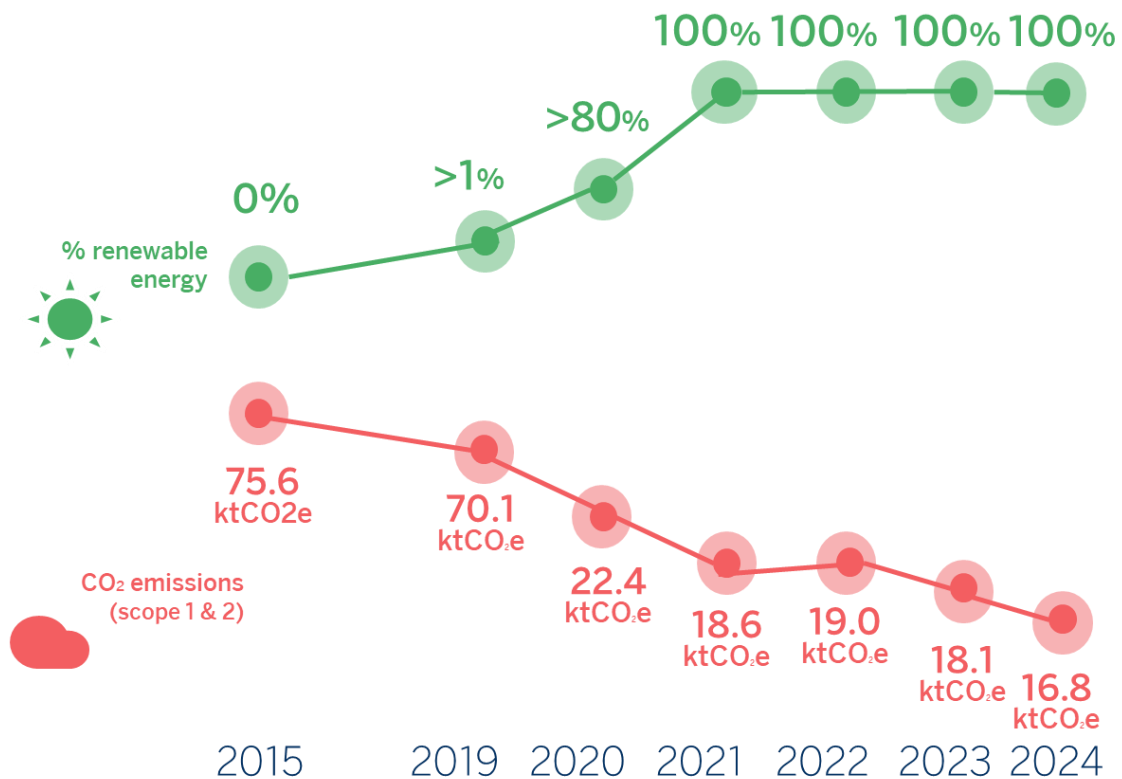
## 14.82 million tCO<sub>2</sub>e

*avoided in 2024*



# COMBATING CLIMATE CHANGE (IV/V)

## MANAGEMENT OF OUR DIRECT ENVIRONMENTAL IMPACT



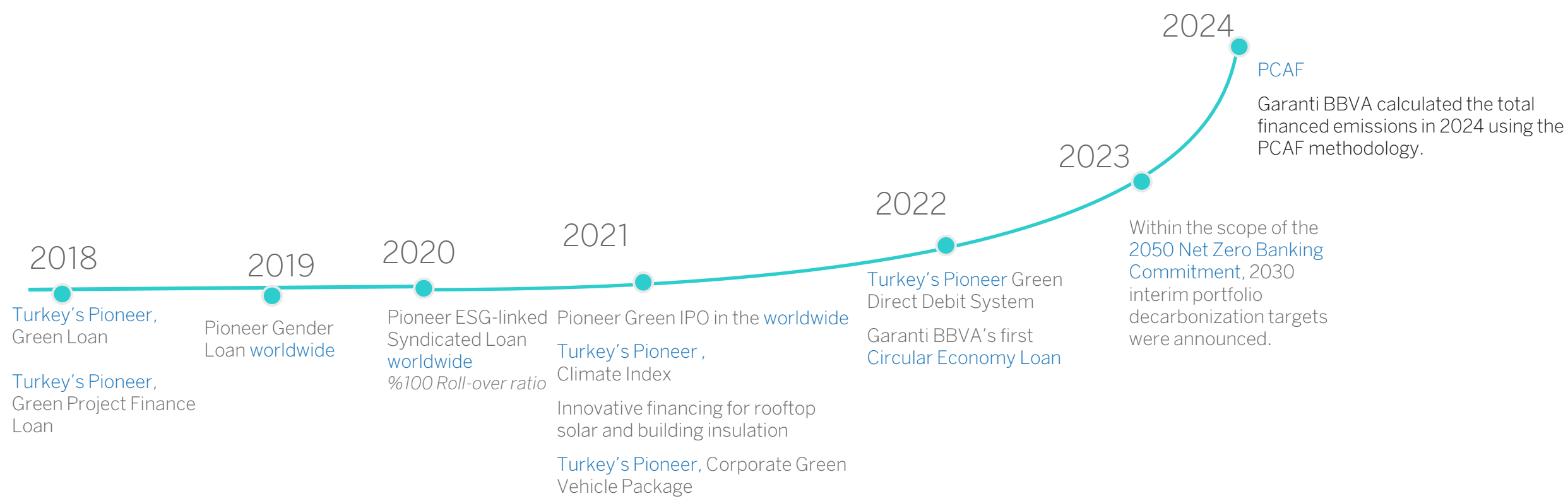
## CARBON INTENSITY (TCO<sub>2</sub>E/TOTAL ASSETS)



- > Since the introduction of the Environmental Management System in 2012, **the Bank's carbon intensity decreased by 99%.**
- > **Solar Power Plants (SPP)** planned to have a total installed capacity of approximately 300 kW and an annual power generation capacity of 400 MWh **were installed in Pendik Campus and Güneşli Service Buildings.**
- > **114 rooftop solar panels** were installed on ATMs from early 2024.

# COMBATING CLIMATE CHANGE (V/V)

## SUSTAINABLE PRODUCTS



# INCLUSIVE GROWTH

## Unbanked Women program

It provides free, online and face-to-face financial literacy and entrepreneurship trainings for women to better manage their finances. Since October 2023, **6,671 women** participated in financial literacy and entrepreneurship trainings.

## Entrepreneurship and Women Entrepreneurs

Garanti BBVA contributes to the entrepreneurial ecosystem through;

- The Women Entrepreneurs Program, launched in 2006
- Türkiye's Women Entrepreneur Competition, celebrating its 18th year, which encourages women entrepreneurs and highlights role models
- Türkiye Women Entrepreneur Academy, which provides training support and the Women in Trade Platform, supporting women entrepreneurs in expanding into new markets
- Garanti BBVA Partners Tech Entrepreneurship Acceleration Program, which contributes to the sustainability of technology startups
- 'Technology Entrepreneurs Service Model', offers tailormade banking services to technology entrepreneurs operating in technoparks.

## Consistently increasing market share in SME and SME-Micro loans

In 2024,

- TL SME Loans share in TL Loans **30%**
- TL SME Loan Market Share among private Banks **23%\***
- **TL 49bn** Financing to women-owned businesses
- **47.000 encouraged female entrepreneurs** (applications received for the 2007-2023 women entrepreneurs competition)

# COMMUNITY INVESTMENTS



Contribution to community investment programs

875 mn TL

3 focuses of action

- Reducing inequalities and promote inclusive growth
- Education for all
- Frontier knowledge and accessible culture



**Türkiye's Life: Fire Management Grant Program** Under the Türkiye's Life: Fire Management Grant Program co-launched with WWF-Türkiye in June 2022. As of the end of 2024 **a total 8 projects have been implemented**



**Salt** founded by Garanti BBVA in 2011 to support the production of **knowledge, culture and arts**. Salt Research archival collections give online access to **more than 2 million documents and resources**.



**Blue Breath:** Co-launched with **Turkish Marine Environment Protection Association/ TURMEPA** to **combat marine pollution**.

Since September 2021 to date, all sea sweepers in all regions collected **approximately 257.698 kilograms** of solid waste, which were recycled.



**ÖRAV** was established by Garanti BBVA in 2008 with the aim of **championing children's right to access quality education** by **supporting professional and personal development of teachers**.

With **46,326** teachers reached in 2024.

**eşit biz**









**EqualUs (EşitBiz)** project is being conducted since the beginning of 2022 in order to contribute to change by **raising awareness of gender equality**.



**5 Pebbles: Social and Financial Leadership Program** is intended to build on primary and secondary school students' social and financial leadership knowledge, attitudes and skills.

In 2024, **22,088 students** and **1,004 teachers** were reached.

# SUSTAINABILITY INDICES

						
INDICES / ESG RATINGS	S&P CORPORATE SUSTAINABILITY ASSESSMENT	CDP CLIMATE CHANGE	CDP WATER SECURITY	FTSE4GOOD	SUSTAINALYTICS ESG RISK	BLOOMBERG GENDER EQUALITY INDEX (2023)
SCORING RANGE	0-100	A / D-	A / D-	0-5	0-40+	0-100
SCORE	<b>85</b>	<b>B</b>	<b>A-</b>	<b>3,8</b>	<b>23,7</b>	<b>89,06</b>
	<p>Our score is the <b>15th highest</b> in the banking sector globally and <b>#1</b> in <b>Türkiye</b></p> 	<p><b>Local indices in which Garanti BBVA is included</b></p> <ul style="list-style-type: none"> <li>&gt; BIST SUSTAINABILITY INDEX</li> <li>&gt; BIST-25 SUSTAINABILITY INDEX <i>(as of January 1, 2025)</i></li> <li>&gt; BIST CORPORATE GOVERNANCE INDEX</li> </ul>				<p>The only bank from Türkiye to be included in the index for <b>7 consecutive years</b></p> 

05

# CORPORATE GOVERNANCE AT GARANTI BBVA

# 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

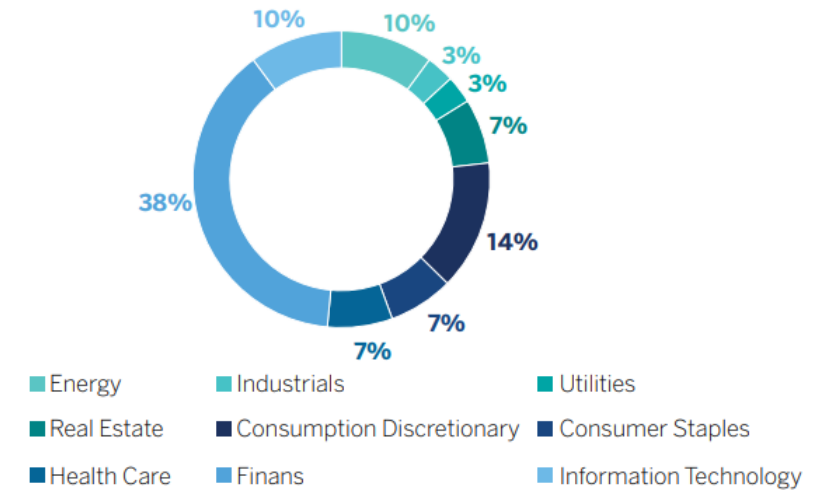


# BOARD OF DIRECTORS

Name and Surname		Appointment Date	Education	Experience in Banking and Business Administration
Süleyman Sözen	Non-executive	29.05.1997	Undergraduate	43 years
Jorge Saenz Azcunaga Carranza	Non-executive / Independent	24.03.2016	Undergraduate	31 years
Mahmut Akten	Executive	23.08.2024	Master	25 years
Sait Ergun Özen	Non-executive	14.05.2003	Undergraduate	37 years
Ebru Oğan Knottnerus	Non-executive / Independent	27.03.2024	Master	33 years
Jaime Saenz de Tajeda Pulido	Non-executive	02.10.2014	Undergraduate	32 years
Pablo Alfonso Pastor Muñoz	Non-executive	31.03.2021	Master	34 years
Rafael Salinas Martinez de Lecca	Non-executive	08.05.2017	Master	33 years
Belkis Sema Yudum	Non-executive /Independent	30.04.2013	Undergraduate	44 years
Avni Aydın Düren	Non-executive	17.06.2020	Master	33 years
M. Canan Özsoy	Non-executive /Independent	04.04.2019	Master	33 years

## EXPERIENCE COMPOSITION

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



# SENIOR MANAGEMENT

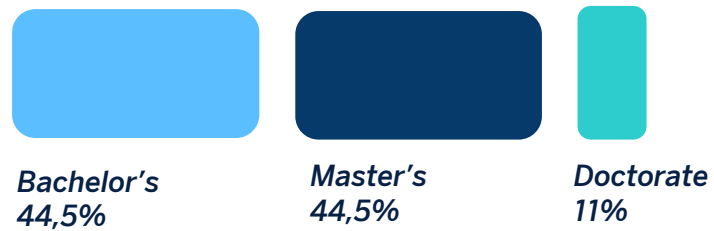
## GENDER



## AVERAGE EXPERIENCE



## EDUCATION



**CHIEF EXECUTIVE OFFICE**  
Mahmut Akten

Economic Research  
General Secretariat  
Information Systems Security  
Retail Collections



**Finance and Treasury**  
Aydın Güler



**Credit Risk Management**  
Murat Atay



**Engineering and Data**  
İlker Kuruöz



**Talent and Culture**  
Ebru Taşçı Firuzbay



**Retail Banking**  
Ceren Acer Kezik



**Corporate, Investment Banking and Global Markets**  
Sinem Edige



**Commercial & Institutional Banking**  
Cemal Onaran



**SME Banking**  
Sibel Kaya

# CORPORATE GOVERNANCE RATING

## OUR JCR CORPORATE GOVERNANCE RATING EVOLUTION

Main Section	10.12.2016	11.12.2017	11.12.2018	11.12.2019	11.12.2020	10.12.2021	9.12.2022	8.12.2023	6.12.2024
Shareholders	9.22	9.22	9.22	9.67	9.67	9.67	9.73	9.73	9.73
Public Disclosure & Transparency	9.25	9.40	9.67	9.67	9.76	9.85	9.85	9.85	9.85
Stakeholders	9.23	9.57	9.72	9.86	9.86	9.86	9.87	9.87	9.87
Board of Directors	9.34	9.66	9.76	9.76	9.81	9.81	9.81	9.81	9.85
Overall Score	<b>9.27</b>	<b>9.51</b>	<b>9.60</b>	<b>9.73</b>	<b>9.77</b>	<b>9.79</b>	<b>9.81</b>	<b>9.81</b>	<b>9.82</b>
Outlook	Positive	Positive	Positive	Positive	Stable	Positive	Positive	Positive	Stable

### STRENGTHS

- **25% female representation target** in the BoD is achieved.
- **Integrated Annual Report** including a detailed review of financial and nonfinancial performance, future strategies, targets on key material issues
- Effective & transparent **IR website**
- Pioneering practices in the **digital banking**
- Announcement of **decarbonization targets**
- **Qualified, educated and experienced BoD**
- Effective and comprehensive **internal control, internal audit and risk management** systems.

### CONSTRAINTS

- Absence of any clauses to broaden the exercise of **minority rights** (holding less than 5% of the share)
- Lack of disclosure of the **per-person remuneration** of the top managers and the board members

[Click here to view Corporate Governance Principles Compliance Report](#)

# ESG KEY PERFORMANCE INDICATORS

Employee and Diversity Indicators	2023	2024	Audited Data (Yes/No)
Ratio of women employees	55.7%	55.5%	✓
Women in senior management (%)	30.0%	44.4%	✓
Women in mid-level management (%)	39.3%	40.1%	✓
Women in technology (Share of women in STEM roles)	39.9%	39.4%	✓
Women in revenue-generating roles	64.8%	64.3%	✓
Number of maternity leaves	437	443	✓
Ratio of women employees returned to work after maternity leave	98.4%	97.5%	✓
Number of paternity leaves	379	379	✓
Number of employees with disabilities	380	428	✓
Employee turnover	11.6%	13.3%	✓
Employee engagement score*	4.31	4.38	

Performance Indicators for Training	2023	2024	Audited Data (Yes/No)
<b>Employees Completed Selected Trainings *</b>			
Number of Employees Completed "Gender Equality" Trainings	4,846	22,659	✓
Number of Employees Completed "Anti Corruption" Trainings	8,715	9,197	✓
Number of Employees Completed "Ethics" Trainings	13,914	11,069	✓
Number of Employees Completed "Information Security" Trainings	35,971	42,581	✓
Number of Employees Completed "PDPL Trainings"	27,317	14,082	✓
Number of Employees Completed "Cyber Security" Trainings	13,349	4,968	✓
Number of Employees Completed "Sustainability Trainings"	19,591	53,418	✓

\*The 2023 and 2024 data in the table shows the total number of participants who completed the training

Related Indicators	2024	2023	2022	
Gender Pay Gap (Percentage)*	0.8 ✓	0.3	(0.1)	
	Management Level**	Branch Manager/ Mid-Level Manager**	Rest of the Employees**	Average
2024 (Percentage)*	2.8 ✓	0.7 ✓	0.9 ✓	0.8 ✓

\* Median value given, as average metrics is negatively affected by extreme values (i.e. very high/very low). Annual total cash income data was used in the study and Garantibank International fees were not included in the calculations due to data confidentiality.

\*\* Management Level: Directors, Regional Managers, Corporate and Commercial Branch Managers, Managers

Branch Manager/Mid-level Managers: Branch Managers (except Corporate & Commercial branches), Senior Supervisors and Supervisors

Rest of the Employees: Associates, Specialists and Specialist Assistants, Assistants and Support Staff

## GHG Emissions (Tonnes Of CO<sub>2</sub> Equivalent)

Year	Scope 1 (TCO <sub>2</sub> e)	Scope 2**** (TCO <sub>2</sub> e)	Scope 3**** (TCO <sub>2</sub> e)	Total TCO <sub>2</sub> e (Scope 1 & 2)	GHG Emissions Intensity***** (TCO <sub>2</sub> e / Total Assets)	% Change In GHG Emissions Intensity
2024	16,820 ✓	0 ✓	13,901 ✓	16,820 ✓	5.6 ✓	99% ✓
2023	18,073	0	11,445	18,073	8.2	98%
2022	18,981	0	411	18,981	14.6	97%
2021	18,643	0	61	18,643	22	96%
2020	10,508	11,934	345	22,442	42	74%

\*\*\* Scope 2 emissions are stated as 0 due to the IREC purchases.

\*\*\*\* Specified Scope 3 emissions include activities arising from airplane and train travel carried out by Garanti BBVA employees for business purposes and the means of transportation preferred by employees (private vehicles, public transportation, shuttle vehicles, etc.) to reach the office

\*\*\*\*\* Scope 3 is not included in the intensity calculations.

For the year 2024, estimates are used for data not available at the closing date of this report.

This table only includes Garanti BBVA and its domestic subsidiaries.

For more, [Click here to view our ESG Performance Indicators](#)



# APPENDIX: SUMMARY BALANCE SHEET

(TL billion)

ASSETS	31.12.2023	31.03.2024	30.06.2024	30.09.2024	31.12.2024
Cash & Cash Equivalents	234.6	215.6	272.2	341.8	301.0
Balances at CBRT	291.7	334.8	313.1	325.0	322.1
Securities	326.5	380.3	396.6	409.9	421.3
Gross Loans & Receivables	1259.6	1430.3	1530.2	1689.0	1826.0
<b>+TL Loans</b>	<b>769.1</b>	<b>895.4</b>	<b>975.5</b>	<b>1062.6</b>	<b>1177.1</b>
TL NPL	18.6	21.7	23.7	30.2	33.9
<i>info: TL Performing Loans</i>	750.5	873.6	951.8	1032.5	1143.2
<b>+FC Loans (in US\$ terms)</b>	<b>15.5</b>	<b>15.5</b>	<b>16.0</b>	<b>17.3</b>	<b>17.3</b>
FC NPL (in US\$ terms)	0.2	0.1	0.1	0.1	0.1
<i>info: FC Performing Loans (in US\$ terms)</i>	15.3	15.3	15.9	17.2	17.2
<i>info: Performing Loans (TL+FC)</i>	1193.8	1361.1	1459.9	1608.7	1738.6
Fixed Assets & Subsidiaries	32.5	34.2	41.6	42.7	52.5
Other	56.9	67.1	63.8	69.5	79.7
<b>TOTAL ASSETS</b>	<b>2,201.7</b>	<b>2,462.5</b>	<b>2,617.4</b>	<b>2,877.8</b>	<b>3,002.6</b>
LIABILITIES & SHE	31.12.2023	31.03.2024	30.06.2024	30.09.2024	31.12.2024
Total Deposits	1604.9	1753.9	1854.1	2058.6	2154.3
<b>+Demand Deposits</b>	<b>662.7</b>	<b>760.8</b>	<b>726.6</b>	<b>807.7</b>	<b>819.7</b>
TL Demand	150.4	164.2	181.9	196.6	204.0
FC Demand (in US\$ terms)	17.6	18.8	17.1	18.3	17.8
<b>+Time Deposits</b>	<b>942.2</b>	<b>993.1</b>	<b>1127.5</b>	<b>1250.9</b>	<b>1334.7</b>
TL Time	727.6	752.7	906.2	970.0	1047.2
FC Time (in US\$ terms)	7.4	7.6	6.9	8.4	8.3
Interbank Money Market	56.0	86.6	124.9	113.7	46.9
Bonds Issued	11.1	13.0	10.0	18.4	28.1
Funds Borrowed	133.1	158.6	159.8	165.8	192.4
Other liabilities	150.9	194.3	188.3	217.3	249.4
Shareholders' Equity	245.6	256.1	280.3	304.0	331.4
<b>TOTAL LIABILITIES &amp; SHE</b>	<b>2,201.7</b>	<b>2,462.5</b>	<b>2,617.4</b>	<b>2,877.8</b>	<b>3,002.6</b>

## APPENDIX: SUMMARY P&L

TL Million	QUARTERLY P&L			CUMULATIVE P&L		
	3Q24	4Q24	QoQ	2023	2024	YoY
(+) Net Interest Income including Swap costs	25,168	31,565	25%	81,902	94,117	15%
(+) <i>NII excluding CPI linkers' income</i>	18,867	22,365	19%	49,041	81,222	66%
(+) <i>Income on CPI linkers</i>	12,959	14,118	9%	37,326	44,816	20%
(-) <i>Swap Cost</i>	-6,658	-4,919	-26%	-4,465	-31,922	615%
(+) Net Fees & Comm.	26,147	29,127	11%	43,501	97,107	123%
(+) Net Trading & FX gains/losses (excl. Swap costs and currency hedge)	8,514	6,691	-21%	23,518	34,722	48%
<i>info: Gain on Currency Hedge<sup>1</sup></i>	1,891	-47	-103%	13,041	4,427	-66%
(+) Income from investments under equity	455	223	-51%	3,277	2,026	-38%
(+) Other income (excl. Prov. reversals & one-offs)	3,257	3,712	14%	16,841	14,114	-16%
(+) Non-recurring other income	-1	366	<i>n.m</i>	579	1,111	92%
(+) <i>Gain on asset sale &amp; Revaluation of real estate</i>	-1	366	<i>n.m</i>	706	1,111	57%
(+) <i>Administrative Fine / Reversal</i>	0	0	<i>n.m</i>	-127	0	<i>n.m</i>
(+) <i>Free Provision Reversal</i>	0	0	<i>n.m</i>	8,000	0	<i>n.m</i>
(-) OPEX	-27,616	-33,843	23%	-56,054	-106,650	90%
(-) <i>HR</i>	-10,714	-12,509	17%	-20,849	-40,785	96%
(-) <i>Non-HR</i>	-16,902	-21,334	26%	-35,204	-65,865	87%
(-) Net Expected Loss (excl. Currency impact)	-5,347	-2,120	-60%	-6,171	-12,098	96%
(-) <i>Expected Loss</i>	-11,185	-18,095	62%	-39,154	-58,096	48%
<i>info: Currency Impact<sup>1</sup></i>	-1,891	47	-103%	-13,041	-4,427	-66%
(+) <i>Provision Reversal under other Income</i>	3,947	16,023	306%	19,942	41,571	108%
(-) Taxation and other provisions	-8,216	-10,493	28%	-20,486	-32,268	58%
(-) <i>Free Provision</i>	0	0	<i>n.m</i>	0	0	<i>n.m</i>
(-) <i>Taxation</i>	-8,095	-10,162	26%	-20,154	-31,749	58%
(-) <i>Other provisions (excl. free prov.)</i>	-121	-331	174%	-332	-519	56%
<b>= NET INCOME</b>	<b>22,361</b>	<b>25,229</b>	<b>13%</b>	<b>86,907</b>	<b>92,179</b>	<b>6%</b>

<sup>1</sup> 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-23	Mar-24	Jun-24	Sep-24	Dec-24
<b>Profitability ratios</b>					
ROAE (Cumulative) <sup>1</sup>	44.5%	36.0%	34.2%	32.9%	32.5%
ROAA (Cumulative) <sup>1</sup>	4.9%	3.9%	3.7%	3.5%	3.5%
Cost/Income	34.8%	41.7%	42.1%	42.6%	44.1%
<b>Liquidity ratios</b>					
Loans / Deposits	74.4%	77.6%	78.7%	78.1%	80.7%
TL Loans / TL Deposits	85.5%	95.3%	87.5%	88.5%	91.4%
Adj. Loans/Deposits (Loans adj. with on-balance sheet alternative funding sources)	64%	67%	68%	68%	70%
TL Loans / (TL Deposits + TL Bonds + Merchant Payables)	79.5%	87.6%	81.3%	81.7%	84.0%
FC Loans / FC Deposits	61.0%	58.2%	66.3%	64.6%	65.9%
<b>Asset quality ratios</b>					
NPL Ratio	2.1%	1.9%	1.9%	2.1%	2.1%
Coverage Ratio	4.1%	3.7%	3.6%	3.6%	3.3%
+ Stage1	0.5%	0.5%	0.5%	0.5%	0.6%
+ Stage2	21.4%	21.1%	18.8%	17.4%	12.3%
+ Stage3	67.8%	65.3%	64.2%	63.3%	66.9%
Cumulative Net Cost of Risk (excluding currency impact, bps) <sup>2</sup>	61	64	66	90	78
<b>Solvency ratios</b>					
CAR (excl. BRSA Forbearance)	16.5%	15.4%	15.2%	15.8%	18.2%
Common Equity Tier I Ratio (excl. BRSA Forbearance)	14.5%	12.7%	12.8%	13.4%	14.7%
Leverage	8.0x	8.6x	8.3x	8.5x	8.1x

<sup>1</sup> 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) Please refer to the Appendix: Summary P&L for non-recurring items

<sup>2</sup> Neutral impact at bottom line, as provision increase 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.



FTSE4Good

### Investor Relations

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