ORDINARY GENERAL MEETING OF SHAREHOLDERS

GARANTI BBVA AT A GLANCE

- 2nd largest private bank per asset size
- Commercial NPS #1
- Individuals NPS #2
- Net 1.5 mn+ customer acquisition every year
- SMEs NPS #1
- Robust Capital
- Main Shareholder BBVA with 85.97% share
- 100% Geographical Coverage
- #1 Brand Power among private peers
- Highest base in TL lending and deposit among private peers
- High ROE
- GARANTI BBVA
## OUR UNIQUE VALUE PROPOSITION

### PRACTICES FOR EMPLOYEE SATISFACTION AND WORK-LIFE BALANCE

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Strong performance in employee loyalty</td>
<td>4.3/5 poll results</td>
</tr>
<tr>
<td>Hybrid working model</td>
<td>40%/60% at office/home</td>
</tr>
<tr>
<td>Bloomberg gender equality index</td>
<td>The only Turkish company that has been in place for 7 consecutive years</td>
</tr>
</tbody>
</table>

### UNIQUE CUSTOMER EXPERIENCE CREATED BY OUR SUPERIOR DIGITAL EXPERIENCE

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Highest digital and mobile customer base</td>
<td>13 million</td>
</tr>
<tr>
<td>Digital’s share in total sales</td>
<td>86%</td>
</tr>
<tr>
<td>Our mobile transaction market share</td>
<td>20%</td>
</tr>
</tbody>
</table>

### ACTIONS IN LINE WITH RESPONSIBLE BANKING PRINCIPLES

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Carbon neutral bank</td>
<td>since 2020</td>
</tr>
<tr>
<td>Our commitment to sustainable finance</td>
<td>&gt;40 billion TL (2018-2022)</td>
</tr>
<tr>
<td>Financing to community investment programs</td>
<td>71.7 million TL</td>
</tr>
</tbody>
</table>
OUR KEY FINANCIAL STRENGTHS

1. CUSTOMER-DRIVEN ASSET MIX, TL LENDING GROWTH IN LINE WITH MACRO-PRUDENTIAL POLICIES

2. HIGHLY LIQUID & ACTIVELY MANAGED FUNDING PORTFOLIO

3. SUSTAINED INCREASE IN COVERAGE DESPITE AN IMPROVING NPL RATIO

4. ACCELERATED PACE IN HIGH QUALITY REVENUE GENERATION

5. STRONG CAPITAL POSITION AND STRENGTHENED CAPITAL BUFFER

STRONG TL LOAN BASE

10.5% MARKET SHARE

LEADER IN BOTH TL TIME AND TL DEMAND DEPOSITS

49% of customer deposits is customer demand deposit

STRONG COVERAGE RATIO IS TWO TIMES THE NPL

5.1% total coverage ratio (40.1BN TL coverage) - 2.6% NPL

COST/INCOME RATIO (Cumulative)  
24% vs. 33% in 2021

ROAE (Cumulative)  
51% in 2021

CET1 (w/o BRSA’s forbearance)  
14.5%

EXCESS CAPITAL (w/o BRSA’s forbearance per consolidated financials)  
48BN TL

Note: Sector figures used in market share calculations are based on bank-only BRSA weekly data as of 30.12.2022, for commercial banks
CUSTOMER-DRIVEN ASSET MIX, TL LENDING GROWTH IN LINE WITH MACRO-PRUDENTIAL POLICIES

ASSET BREAKDOWN

- Cash & Cash Equivalents, 12.2%
- Fixed Assets & Subs, 1.2%
- Securities, 15.7%
- Balances w/ CBRT, 8.7%
- Performing Loans, 56.9%
- Other (incl. NPLs), 5.2%

PERFORMING LOANS (TL, US $ billion)

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>475.3</td>
<td>742.1</td>
</tr>
<tr>
<td>FC (subsidiaries)</td>
<td>$5.2</td>
<td>$9.2</td>
</tr>
<tr>
<td>FC (bank-only)</td>
<td>$10.9</td>
<td></td>
</tr>
<tr>
<td>TL</td>
<td>264.1</td>
<td>471.7</td>
</tr>
</tbody>
</table>

Growth

- 56%
- (10%)
- 79%

MARKET SHARES

(number 1 among private comm’l banks)

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>TL loans</td>
<td>19.2%</td>
<td>19.7%</td>
</tr>
<tr>
<td>TL Business</td>
<td>17.5%</td>
<td>18.4%</td>
</tr>
<tr>
<td>Consumer (excl. CCs)</td>
<td>21.0%</td>
<td>19.9%</td>
</tr>
<tr>
<td>Credit Cards</td>
<td>21.6%</td>
<td>22.9%</td>
</tr>
</tbody>
</table>

#1* in TL loans, Consumer loans and Acquiring & issuing volumes among private banks
HIGHLY LIQUID & ACTIVELY MANAGED FUNDING PORTFOLIO

LIABILITIES & SHE BREAKDOWN

- TL1.3 tr
- Total Demand Deposits: 33.1%
- Total Time Deposits: 36.6%
- SHE: 11.7%
- Interbank Money Market: 1.9%
- Borrowings¹: 8.4%
- TL Bonds Issued & Merchant Payables: 3.0%
- Other: 5.3%

TL CUST. DEPOSITS (in TL bn)
(47% of total deposits)

- 2021: 177.9
- 2022: 424.1

- Growth: 138%
- (2021: 127.0, 50.9)
- (2022: 310.8, 113.3)

FC CUST. DEPOSITS (in US$ bn)
(53% of total deposits)

- 2021: $30.7
- 2022: $26.0

- Growth: (16%)
- (2021: $12.2, $18.5)
- (2022: $8.9, $17.1)

ZERO-COST DEMAND DEPOSIT BASE
49%
customer demand deposits share in total

HIGH FC LIQUIDITY BUFFER²:
$10.0 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
SOLID ASSET QUALITY WITH STRONG COVERAGES

LOAN PORTFOLIO BREAKDOWN
(TL Billion )

Stage 1, 662.1
Stage 2, 107.2
Stage 3 (NPL), 20.3

TL 789.6 bn

TOTAL NON-CASH LOANS
232.4 billion TL

NPL & COVERAGE RATIOS
(%) -

Coverage adj. w/WD* NPL & Coverage excl. CURRENCY

NPL RATIO
Coverage adj. w/WD*
NPL COVERAGE

NET CoR TREND excl. CURRENCY

1 No impact on bottom line as it is 100% hedged

Adjusted with write-downs since 2019
ACCELERATED PACE IN HIGH QUALITY REVENUE GENERATION

NET INCOME (TL bn)

CUMULATIVE

+331%
+259%*

Free provision
+0.5
58.5

2021
13.6
2022
17.5
19.8
3Q22
4Q22

QUARTERLY

+13%
+10%*

NIM INCL. SWAP COST**

CUMULATIVE

YoY
+517 bps
+322 bps
+195 bps

CPI Impact
5.0%
1.5%
1.5%

Core NIM
3.5%
3.5%
5.4%

EARNINGS QUALITY BACKED BY CORE REVENUE GROWTH

2.5X YoY
Core NII growth

2X YoY
Fee & Comm. Growth
supported by strong transaction activity across the board

VS.

WELL-MANAGED COST GROWTH

Below avg. CPI
63%

OPEX growth
(net of currency)

*adj. w/free provision

**Calculated based on bank only MIS data, using daily averages

Core NII = NII + Swap Cost – CPI linkers income. For CPI linkers’ income and swap costs please refer to Appendix page

Free provision
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SUPERIOR CAPITAL POSITION AND STRENGTHENED CAPITAL BUFFER

SOLVENCY RATIOS

without BRSA’s forbearance

- CET1
- CAR
- CAR inc free prov.

2021: 11.5%, 14.1%, 15.2%
2022: 14.5%, 16.8%, 17.5%

USDTRY
2021: 13.09
2022: 18.59

- ~1.8% BRSA Forbearance Impact on CAR
- ~38 bps CAR sensitivity to 10% TL depreciation

TL 48 bn Excess Capital (Consolidated & w/o forbearance)
TL 8.0 bn Total Free Provisions in the B/S

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-1=6.0% + Buffers; Required Consolidated CET-1= 4.5%+Buffers
THANK YOU
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