

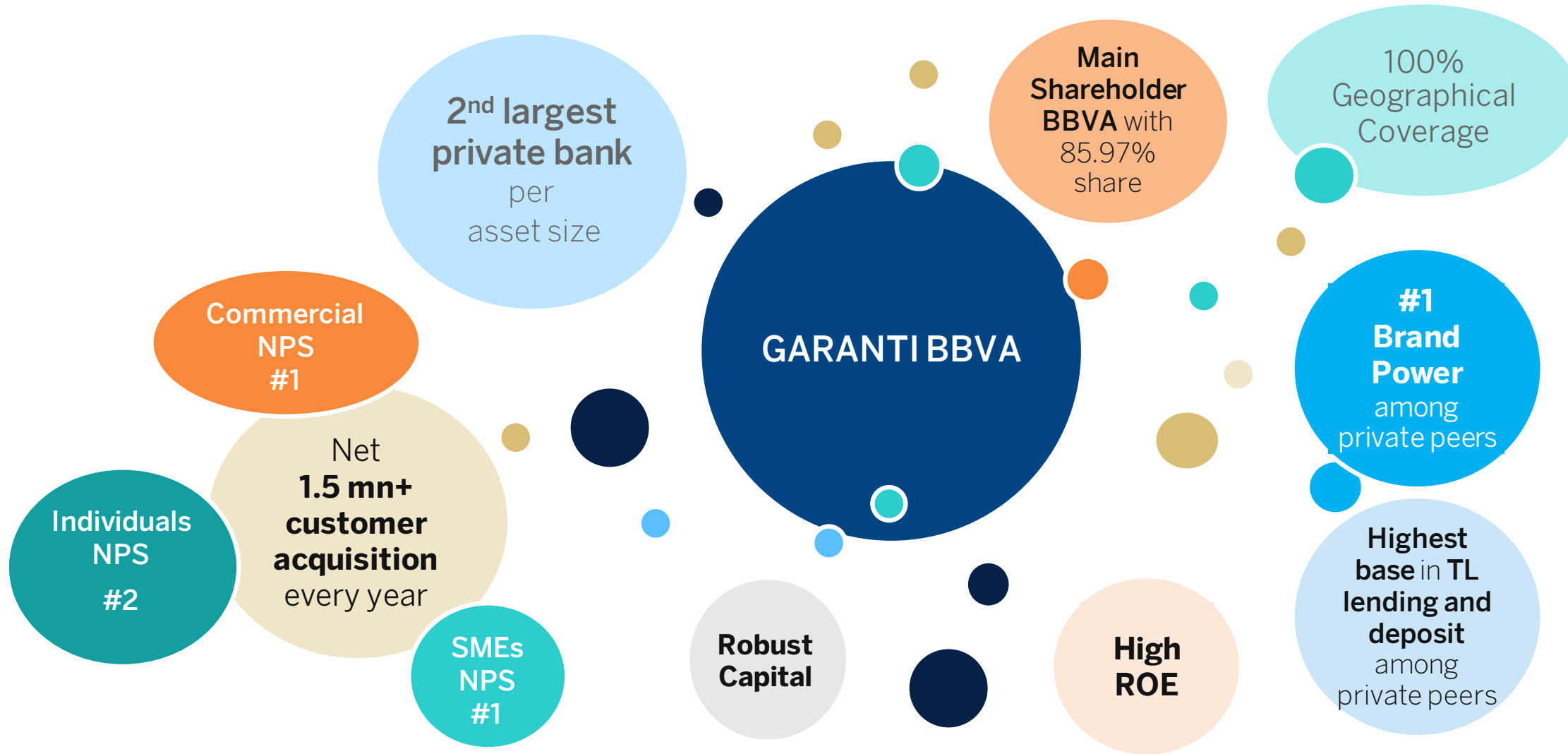


2022 PERFORMANCE EVALUATION

ORDINARY GENERAL MEETING OF SHAREHOLDERS

April 13th, 2023

GARANTI BBVA AT A GLANCE



OUR UNIQUE VALUE PROPOSITION

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

STRONG PERFORMANCE IN
EMPLOYEE LOYALTY

4.3 /5 poll results

BLOOMBERG GENDER
EQUALITY INDEX

The only Turkish company that has
been in place for **7** consecutive years

HYBRID WORKING
MODEL

40%/60%
at office / home

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

HIGHEST DIGITAL AND
MOBILE CUSTOMER BASE

13 million

DIGITAL'S SHARE IN
TOTAL SALES

86 %

OUR MOBILE TRANSACTION
MARKET SHARE

20 %

ACTIONS IN LINE WITH
**RESPONSIBLE
BANKING PRINCIPLES**

CARBON NEUTRAL BANK

since **2020**

OUR COMMITMENT TO
SUSTAINABLE FINANCE

>40 billion TL (2018-2022)

FINANCING TO COMMUNITY
INVESTMENT PROGRAMS

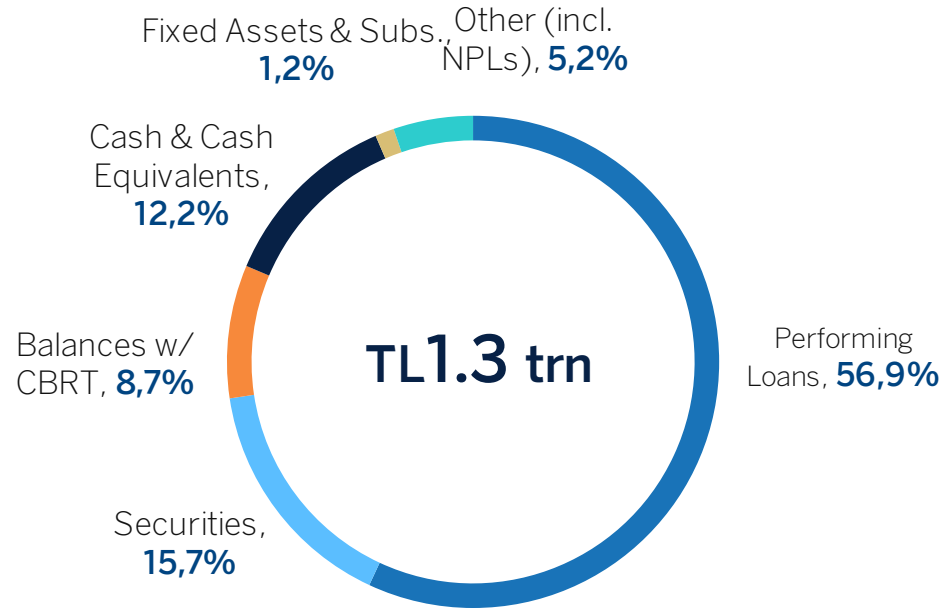
71.7 million TL

OUR KEY FINANCIAL STRENGTHS

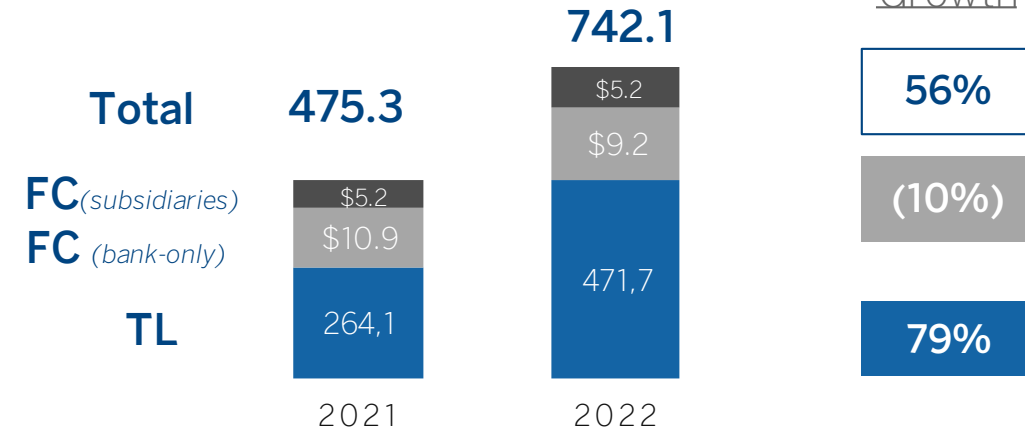
1	CUSTOMER-DRIVEN ASSET MIX , TL LENDING GROWTH IN LINE WITH MACRO-PRUDENTIAL POLICIES	STRONG TL LOAN BASE	10.5% MARKET SHARE
2	HIGHLY LIQUID & ACTIVELY MANAGED FUNDING PORTFOLIO	LEADER IN BOTH TL TIME AND TL DEMAND DEPOSITS	49% of customer deposits is customer demand deposit
3	SUSTAINED INCREASE IN COVERAGES DESPITE AN IMPROVING NPL RATIO	STRONG COVERAGE RATIO IS TWO TIMES THE NPL	5.1% total coverage ratio (40.1BN TL coverage) - 2.6% NPL
4	ACCELERATED PACE IN HIGH QUALITY REVENUE GENERATION	COST/INCOME RATIO (Cumulative)	ROAE (Cumulative)
		24% vs. 33% in 2021	51% in 2021
5	STRONG CAPITAL POSITION AND STRENGTHENED CAPITAL BUFFER	CET1 (w/o BRSA's forbearance)	EXCESS CAPITAL (w/o BRSA's forbearance per consolidated financials)
		14.5%	48 BN TL

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

ASSET BREAKDOWN



PERFORMING LOANS (TL, US \$ billion)



MARKET SHARES

(number 1 among private comm'l banks)

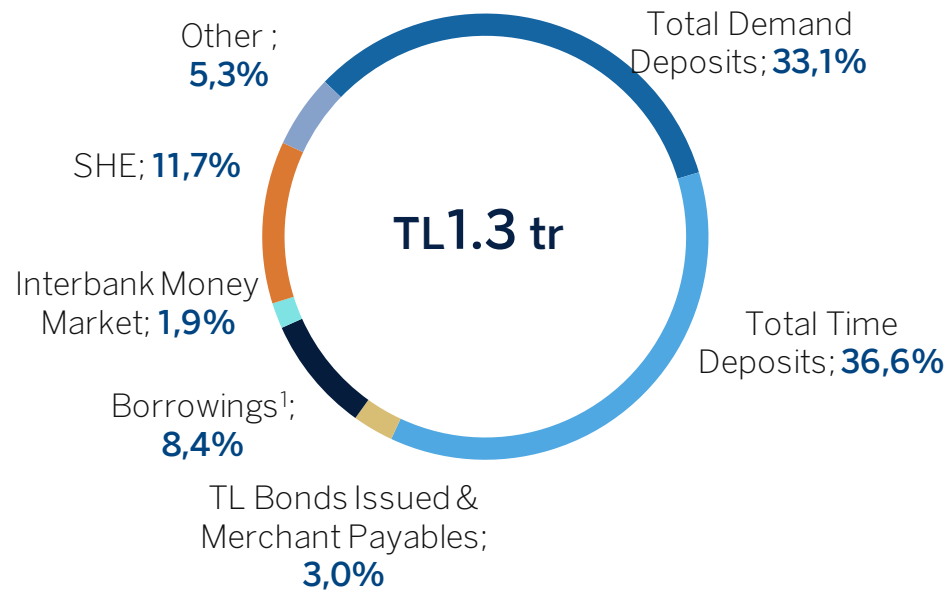
	2021	2022
TL loans	19.2%	19.7%
TL Business	17.5%	18.4%
Consumer (excl. CCs)	21.0%	19.9%
Credit Cards	21.6%	22.9%

#1*

in TL loans, Consumer loans and Acquiring & issuing volumes among private banks

2 HIGHLY LIQUID & ACTIVELY MANAGED FUNDING PORTFOLIO

LIABILITIES & SHE BREAKDOWN



ZERO-COST DEMAND DEPOSIT BASE

%49

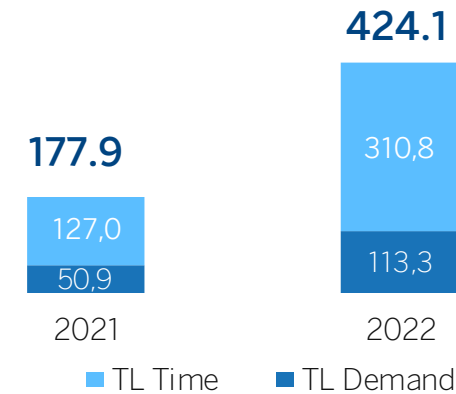
customer demand deposits
share in total

HIGH FC LIQUIDITY BUFFER²

\$10.0 BILLION

TL CUST. DEPOSITS (in TL bn)

(47% of total deposits)



Growth

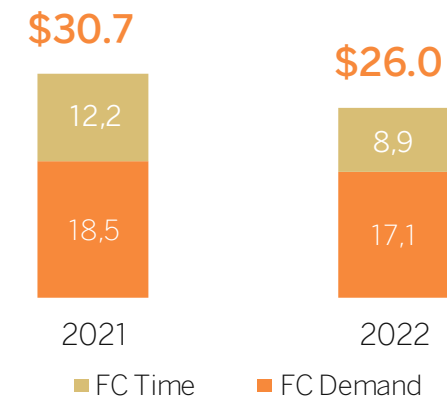
138%

145%

122%

FC CUST. DEPOSITS (in US\$ bn)

(53% of total deposits)



Growth

(16%)

(27%)

(8%)

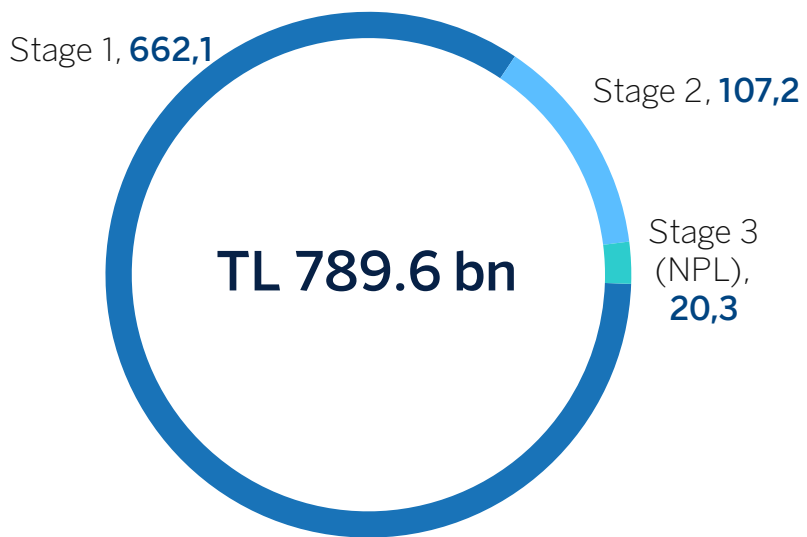
¹ Includes funds borrowed, sub-debt & FC securities issued

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

3 SOLID ASSET QUALITY WITH STRONG COVERAGES

LOAN PORTFOLIO BREAKDOWN

(TL Billion)



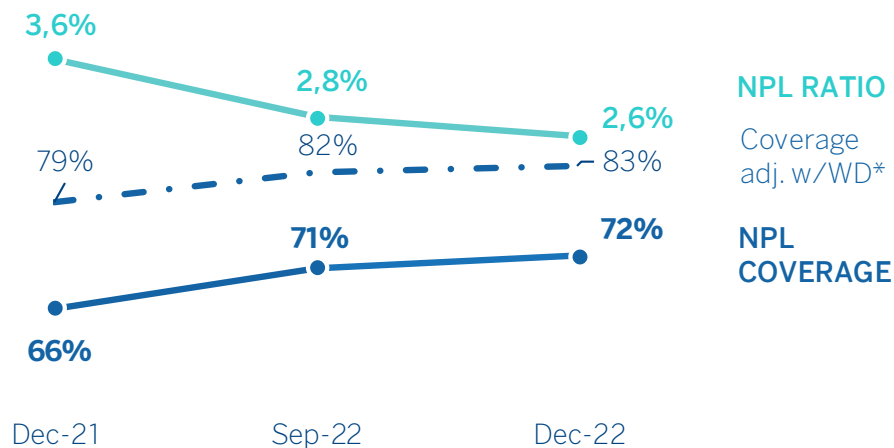
TL 789.6 bn

TOTAL NON-CASH LOANS

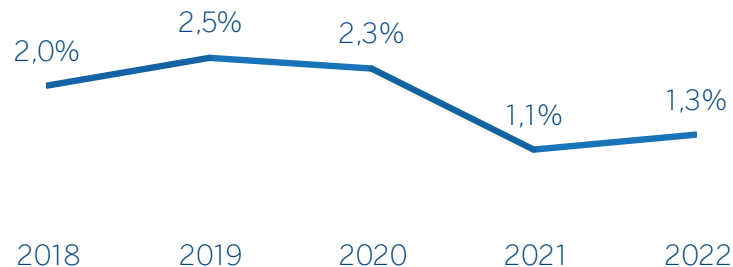
232.4 billion TL

NPL & COVERAGE RATIOS

(%)



NET CoR TREND excl. CURRENCY



Adjusted with write-downs since 2019

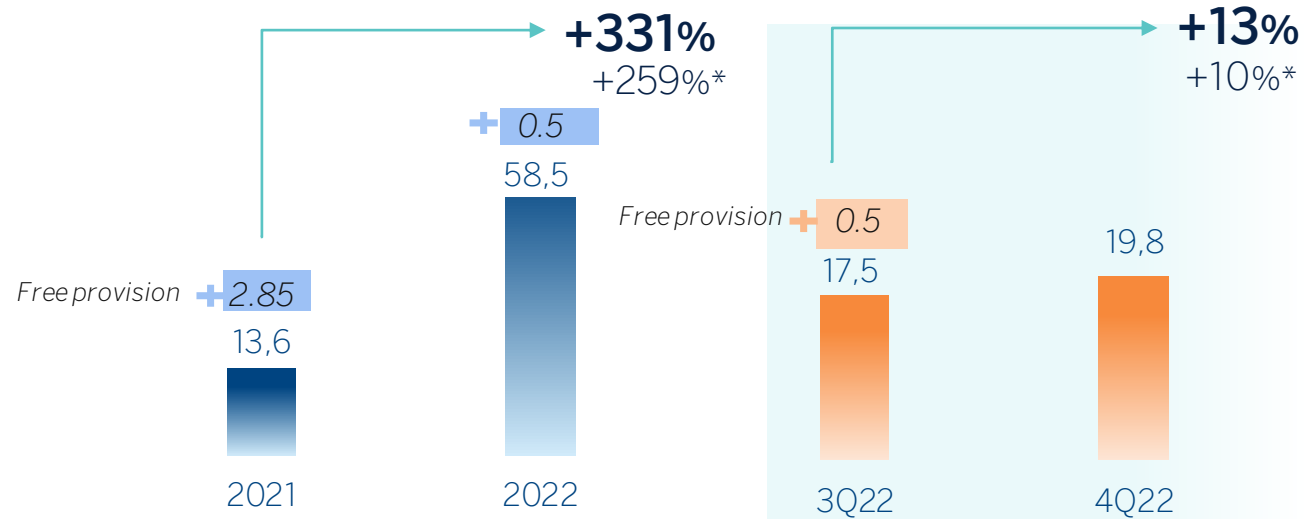
1 No impact on bottom line as it is 100% hedged

4 ACCELERATED PACE IN HIGH QUALITY REVENUE GENERATION

NET INCOME (TL bn)

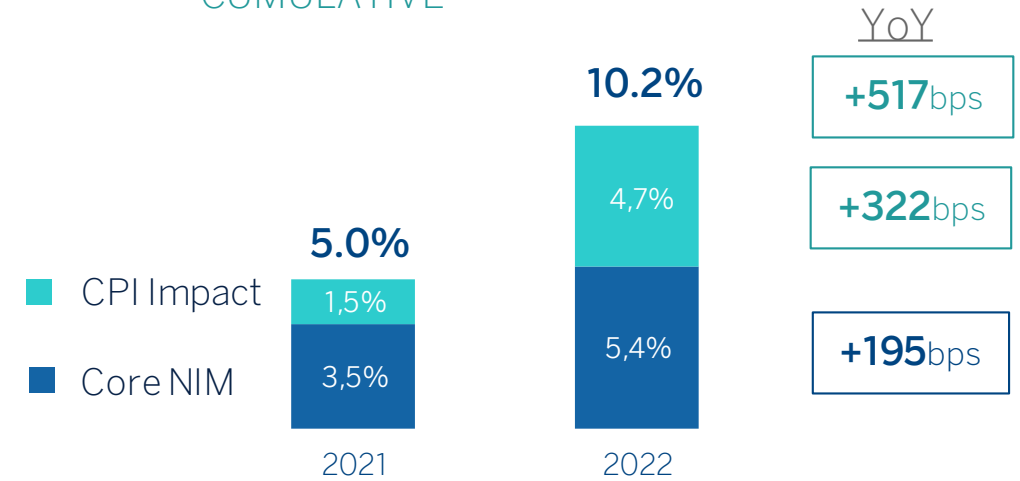
CUMULATIVE

QUARTERLY



NIM INCL. SWAP COST**

CUMULATIVE



EARNINGS QUALITY BACKED BY CORE REVENUE GROWTH

VS. WELL-MANAGED COST GROWTH

2.5X YoY
Core NII growth

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

Below avg. CPI
63%
OPEX growth
(net of currency)

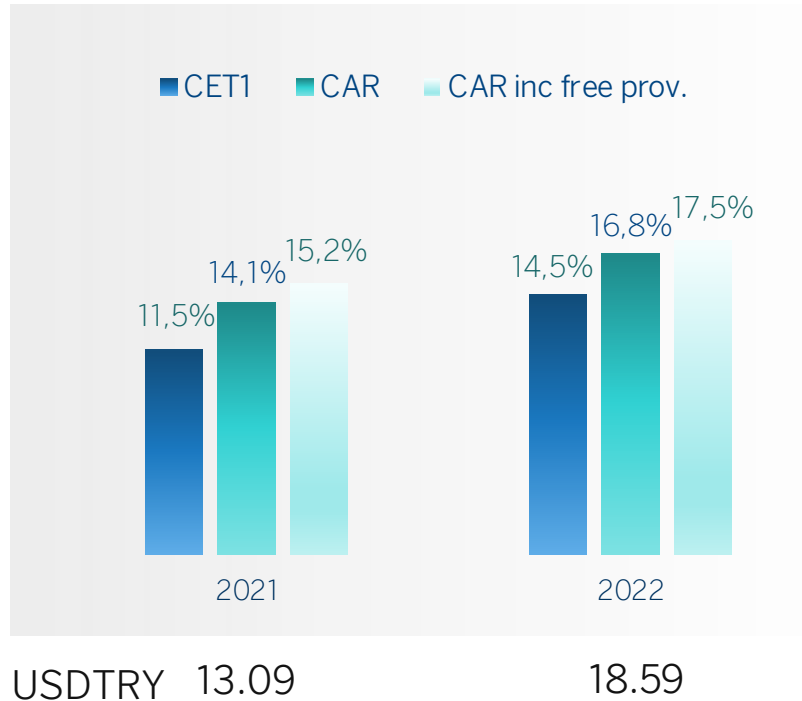
*adj. w/free provision

** 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

SOLVENCY RATIOS

without BRSA's forbearance



~1.8%
BRSA Forbearance
Impact on **CAR**

~38bps
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



THANK YOU

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