

9M 2022 Earnings Presentation

DISTINGUIS H ED
PROFIT A BLE
RESI L IENT
RIS K CONSCIOUS
RELIA B LE
SUST A INABLE
NATIO N WIDE
MAR K ETMAKER

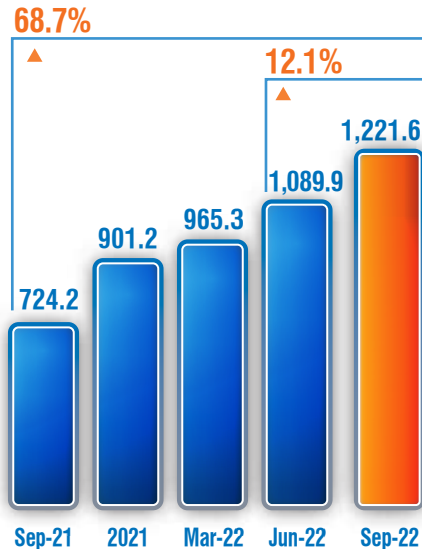
The total FX wholesale debt due within 12 months stands at a limited \$461 mn.

> FX LCR is at 304%, well above the regulatory limit of 80%.

Asset Growth

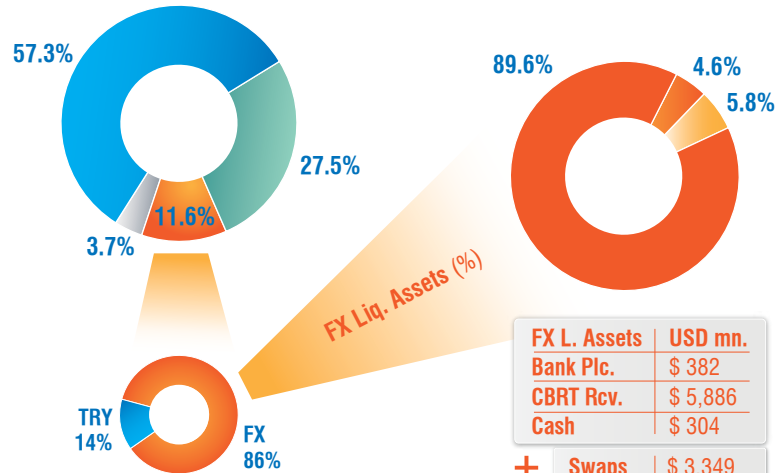
YoY **68.7%** QoQ **12.1%**

Total Asset Growth (TRY billion)



Asset Mix (%)

Loans Securities Bank Placements CBRT Receivables Cash
Liq. Assets Other Assets



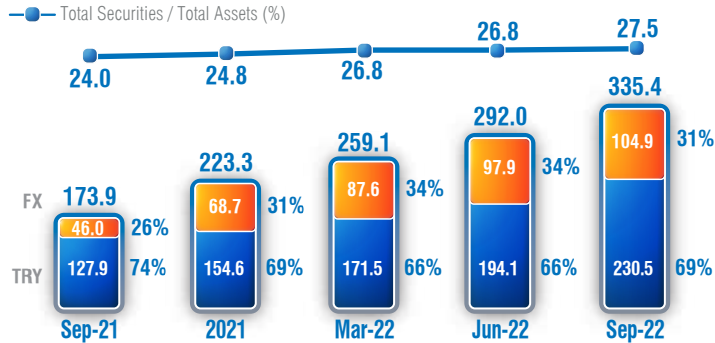
FX L. Assets	USD mn.
Bank Plc.	\$ 382
CBRT Rcv.	\$ 5,886
Cash	\$ 304

+ Swaps | \$ 3,349

> FX wholesale funding (excluding bank deposits) due within 12 months = \$461 mn.

Boosted CPI linker gain driven by its valuation adjustment and its share within the securities portfolio continued to increase

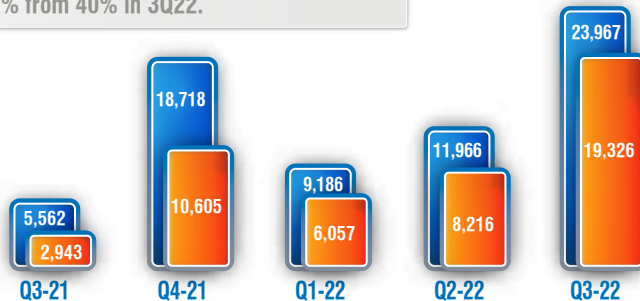
Total Securities Portfolio (TRY billion)



Interest Income on Securities (TRY million)

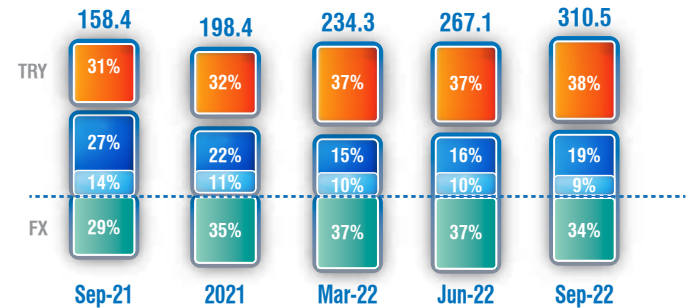
■ Total ■ CPI Linkers

CPI linkers' valuation rate was adjusted to 60% from 40% in 3Q22.

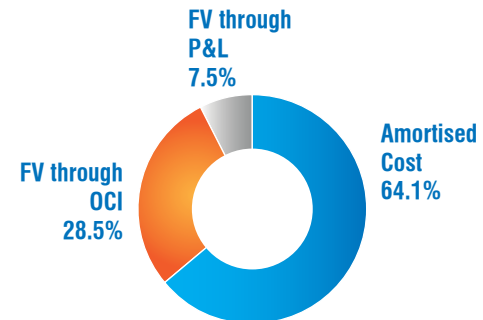


Securities Classification (TRY billion)(*)

■ Fixed Rate (FX) ■ Other Floating Rate ■ CPI Linkers ■ Fixed Rate (TRY)



Securities Composition (%)



(*) Excluding borrowed securities

Strong loan growth backed by SME loans which are not subject to the securities maintenance practice

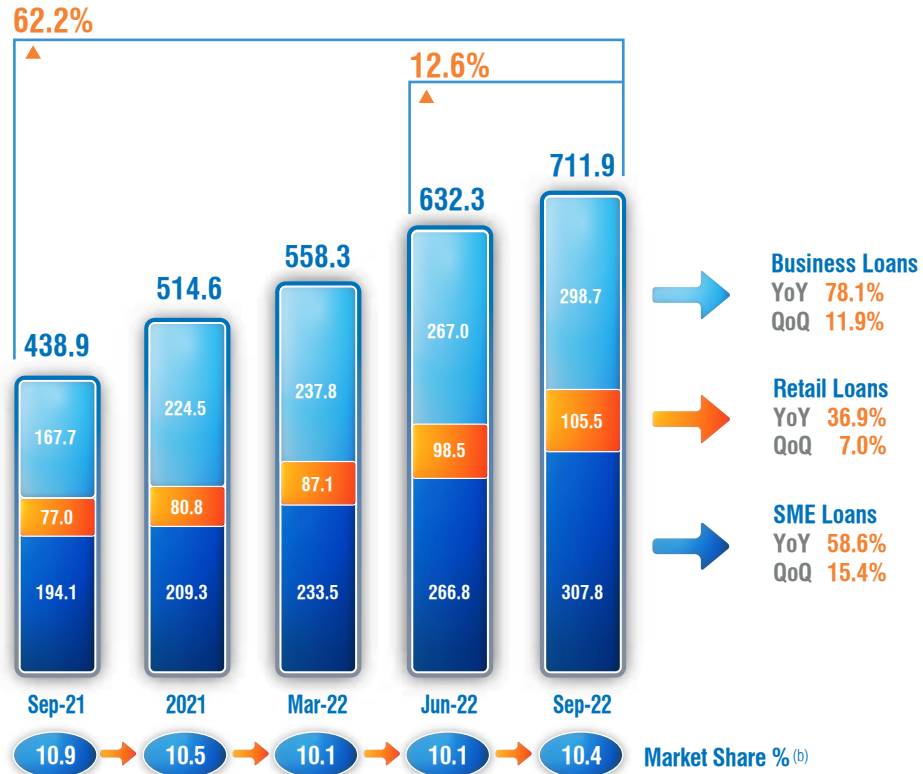
(TRY billion)^(a)

CGF Utilisation (TRY bn)	Jun-22	Sep-22
Current loan amount	38.5	34.5

Total Loans	
HALKBANK	B. Sector ^(b)
YoY	YoY
62.2%	69.3%
QoQ	QoQ
12.6%	8.9%

TRY Loans	
HALKBANK	B. Sector ^(b)
YoY	YoY
58.6%	68.6%
QoQ	QoQ
15.3%	13.1%

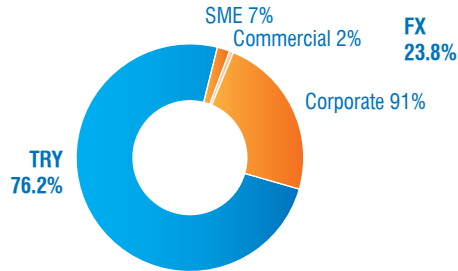
FX Loans	
HALKBANK	B. Sector ^(b)
YoY	YoY
74.9%	70.5%
QoQ	QoQ
4.7%	2.1%
in USD terms	
YoY	YoY
-16.2%	-18.4%
QoQ	QoQ
-5.7%	-8.1%



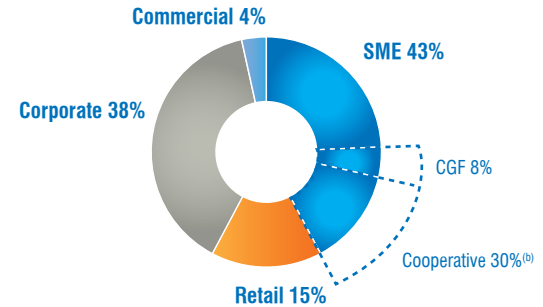
(a) Excluding interest accruals (b) BRSA monthly data as of Sep-22.

Increased dominance of TRY and SME loan portfolio

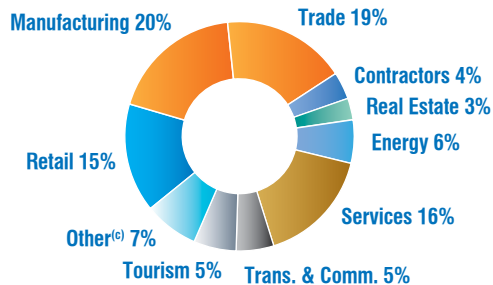
Loans by Currency (%)^(a)



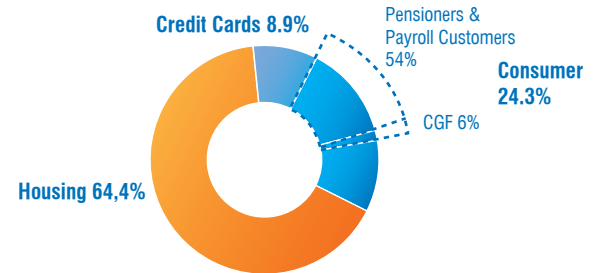
Loans by Customer Segmentation (%)^(a)



Sectoral Breakdown of Loans (%)



Retail Loans by Types (%)^(a)

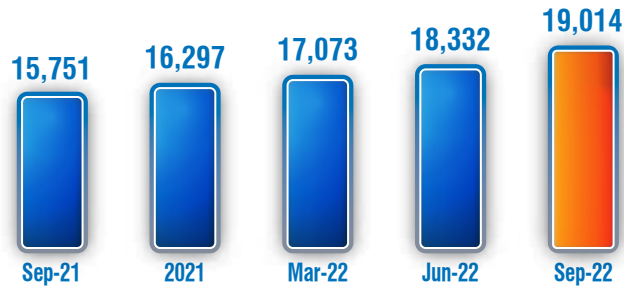


(Vehicle loans make up 2.4% of retail loans.)

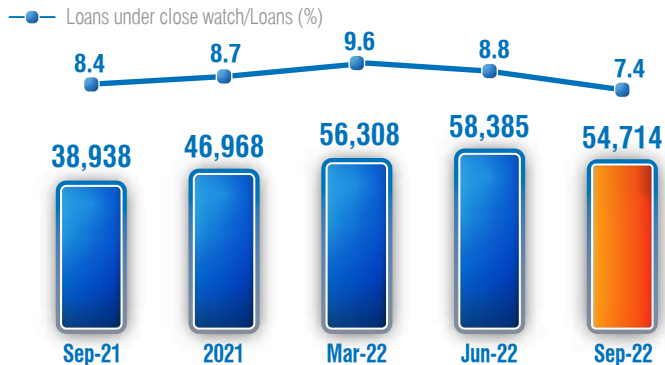
(a) Excluding interest accruals (b) Micro SMEs (c) Includes sectors below 3%.

NPL coverage further strengthen albeit limited NPL inflow

NPL Portfolio (TRY million)

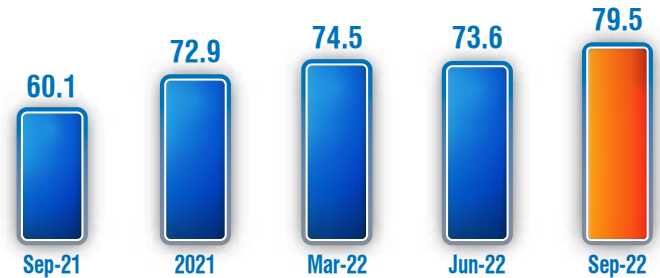


Loans under Close Watch (TRY million)

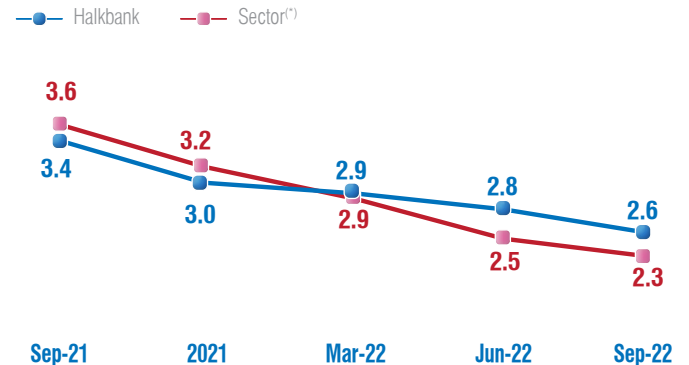


(*) BRSA monthly data as of Sep-22.

NPL Coverage (%)

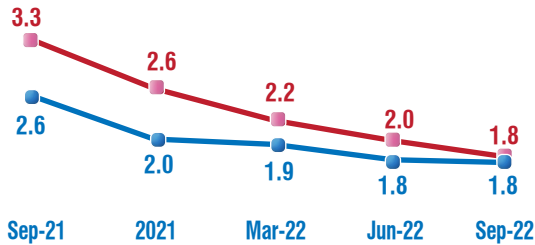


NPL/Total Loans (%)

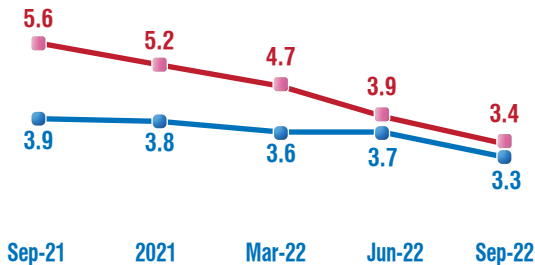


NPL ratio by segments

Corporate - Commercial (%)

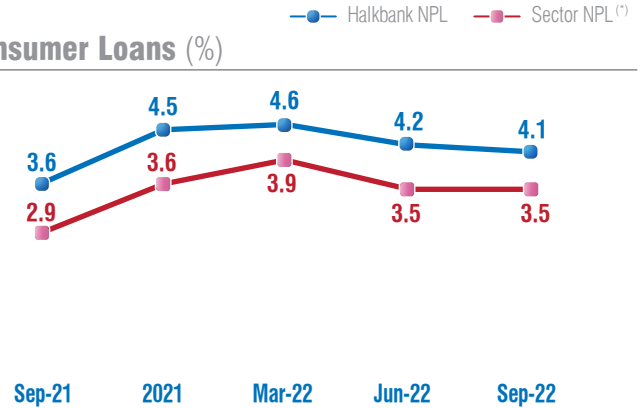


SME Loans (%)

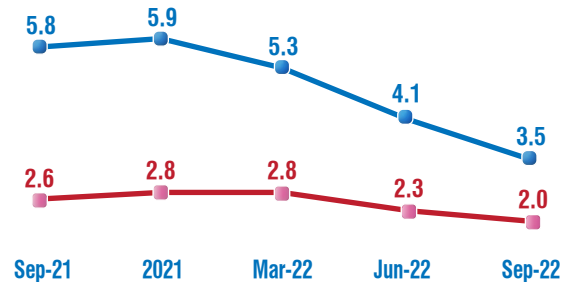


(*) BRSA monthly data as of Sep-22.

Consumer Loans (%)



Credit Cards (%)



The accelerated momentum of provisioning expanded to S1 and S2 stages

Provisions and Reversals (TRY million)

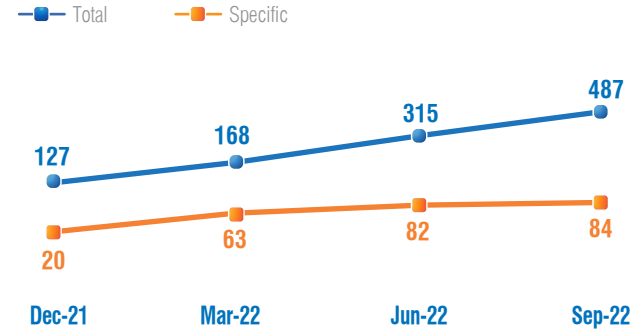
Quarterly

(TRY million)	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22
S1 Provisions	164	2,136	79	2,154	6,404
S2 Provisions	144	5,172	1,382	3,319	5,950
S3 Provisions	397	2,885	1,294	2,002	1,955
Total Reversals	423	292	420	437	347
Net Total CoR (bps)	24	784	168	453	789

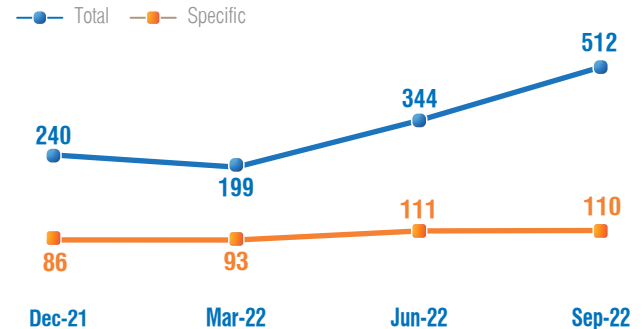
Coverage Ratios

	Sep-21	2021	Mar-22	Jun-22	Sep-22
Stage 1	0.41%	0.76%	0.42%	0.66%	1.39%
Stage 2	5.0%	14.6%	17.3%	22.4%	32.0%
Stage 3	60.1%	72.9%	74.5%	73.6%	79.5%
NPL (S1+S2+S3)	83.1%	137.2%	144.0%	166.1%	220.6%
Total Loans	2.83%	4.14%	4.20%	4.60%	5.65%

Net Cost of Risk (bps) (Cumulative)



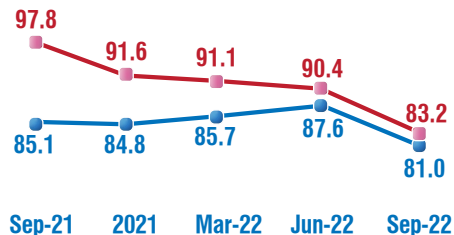
Gross Cost of Risk (bps) (Cumulative)



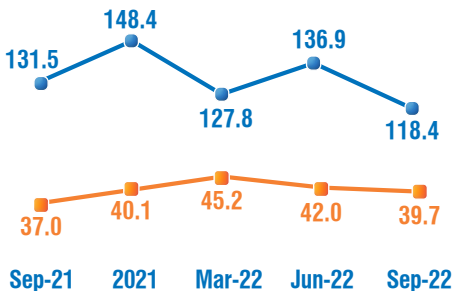
Improving TRY LDR with a growing share of deposits

Loan to Deposit (%)

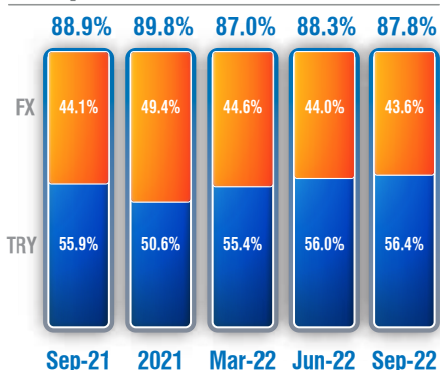
— Halkbank L/D — Sector L/D^(b)



— TRY L/D — FX L/D



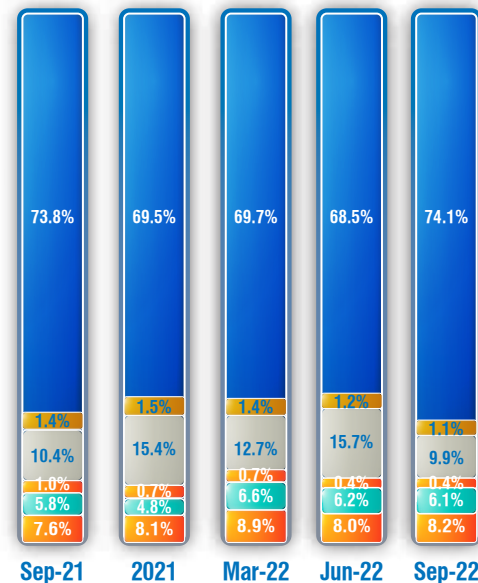
Composition of IBLs^(a)



> FX wholesale funding makes up 3.4% of total liabilities vs sector average^(b) of 16.6%.

Liabilities Mix (%)

Deposits
 Funds Borrowed
 Interbank Money Market
 Marketable
 Securities Issued
 Shareholders' Equity
 Other Liabilities



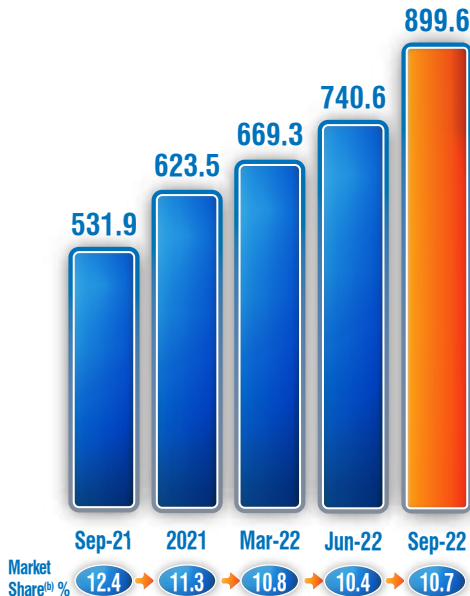
(a) Including interest accruals and excluding funds. Excluding demand deposits, the share of IBL is 67.3% in Sep-22.

(b) BRSA monthly data as of Sep-22, gross loans and including interbank deposits.

Strong TRY deposit growth benefitted from the increased share of low-cost public sector deposits

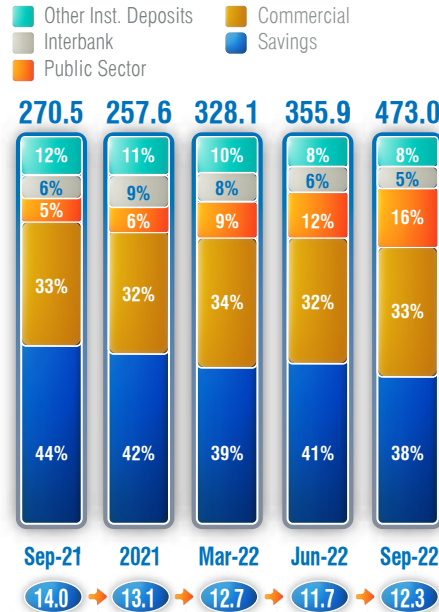
	HALKBANK	B. Sector^(b)
YoY	69.1%	96.4%
QoQ	21.5%	18.1%

Total Deposits (TRY billion)^(a)



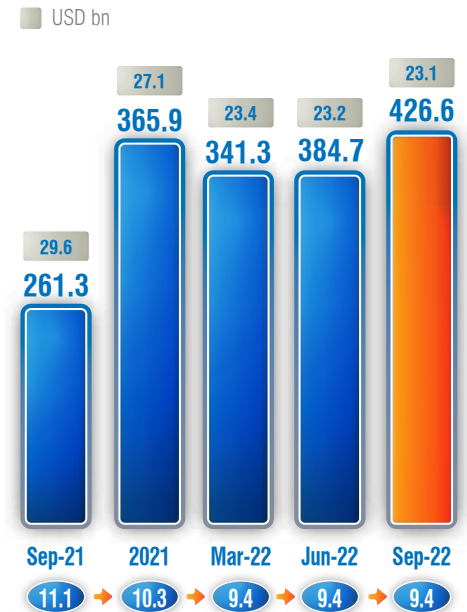
	HALKBANK	B. Sector^(b)
YoY	74.9%	99.8%
QoQ	32.9%	26.7%

TRY Deposits (TRY billion)^(a)



	HALKBANK	B. Sector^(b)
YoY	63.2%	93.5%
QoQ	10.9%	11.8%
in USD terms	YoY -21.8%	-7.3%
	QoQ -0.2%	0.6%

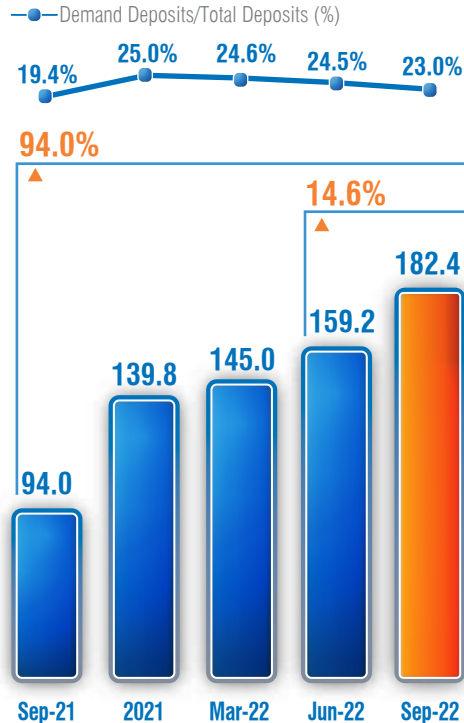
FX Deposits (TRY billion)^(a)



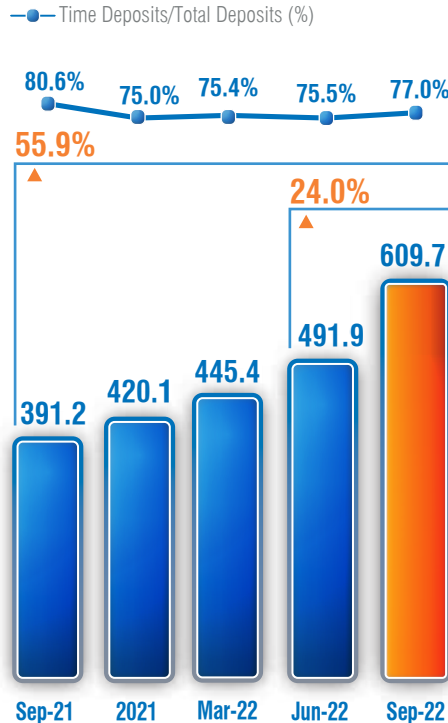
(a) Excluding interest accruals. (b) BRSA monthly data as of Sep-22, including interbank deposits.

TRY deposits regained its dominance on the deposit base, corresponding to 53% of total deposits

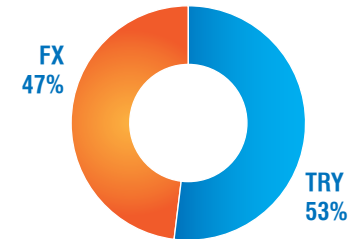
Demand Deposits (TRY billion)^(a)



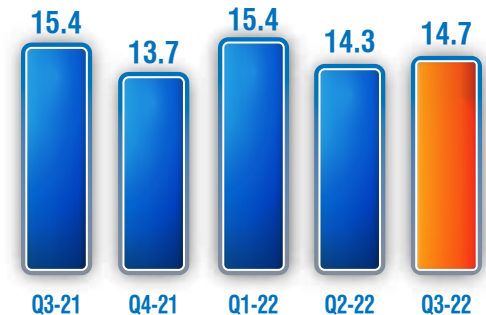
Time Deposits (TRY billion)^(a)



Deposits by Currency (%)^(b)



Cost of TRY Deposits (%)^(c)



(a) Excluding interest accruals and interbank. (b) Excluding interest accruals. (c) Time & demand blended.

Cost – Yield – Spread

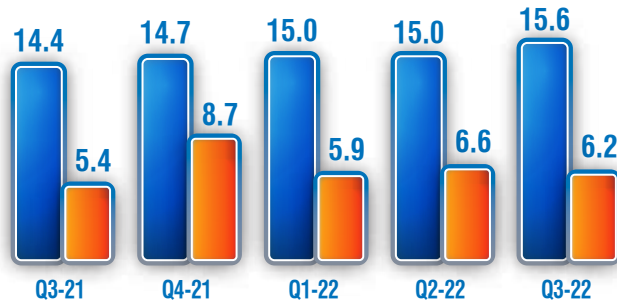
Blended Cost - Yield - Spread (%)

Yield on Loans Cost of Deposits^(*) Spread



Yield on Loans (%)

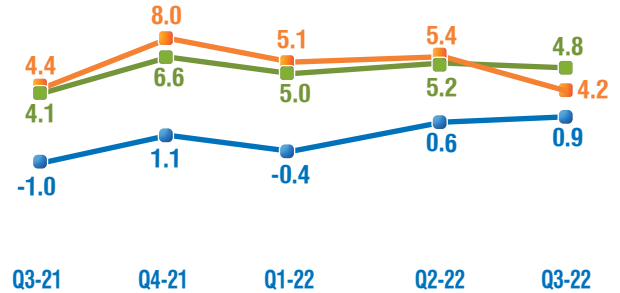
TRY FX



(*) Time & demand blended.

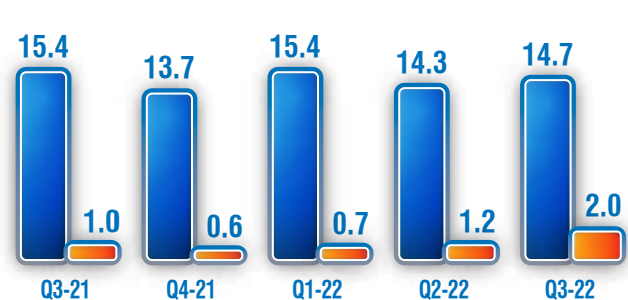
Spreads (%)

TRY Core FX Core Blended Core



Cost of Deposits (%)^(*)

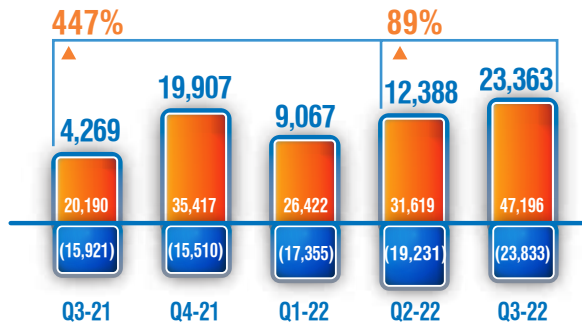
TRY FX



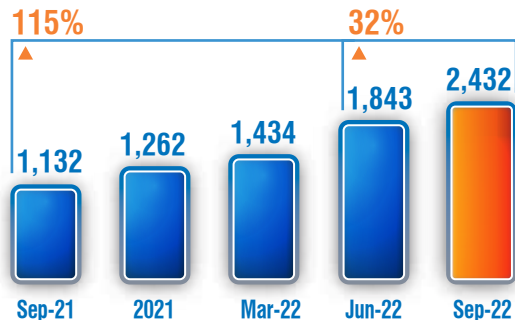
Headline NIM improved by 380 bps QoQ, F&C income soared by 32% QoQ

Net Interest Income (TRY million)

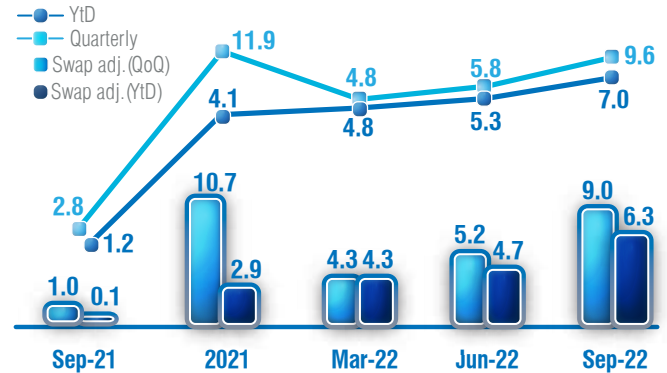
Interest Income Interest Expenses



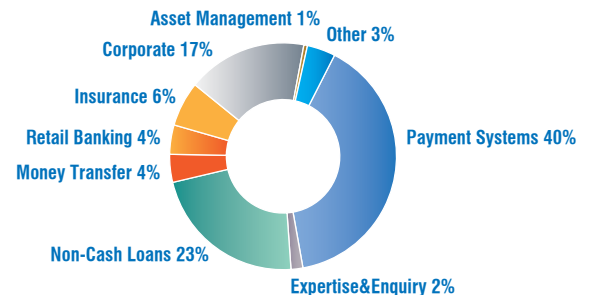
Net Fees & Commissions Income (TRY million)



NIM (%)

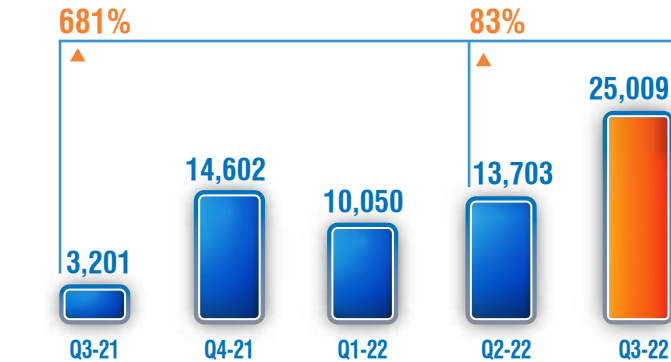


Breakdown of Fees & Commissions (%) (Cumulative)



Solid operating revenue compensates for significant provision expenses, yielding quarterly RoE at 24%

Total Operating Revenues (TRY million)^(a)

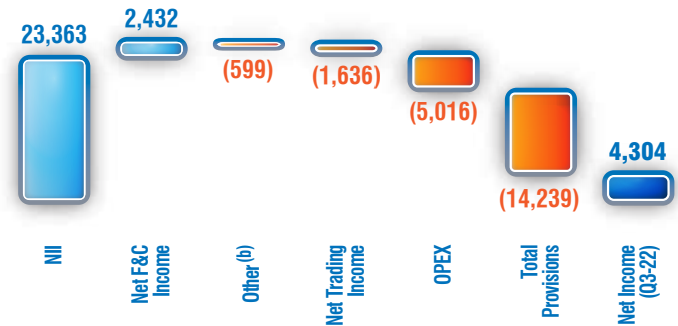


RoE (%)

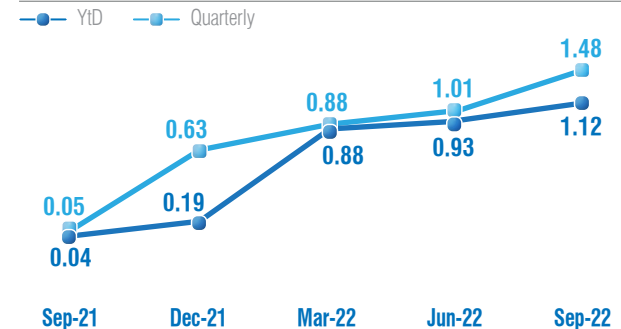


(a) Net Interest Income + Net Fees & Commissions + Net Trading Income + Other Operating Income (b) Other Operating Income + Tax Provisions + Dividend

Q3-22 Revenue Walk (TRY million)

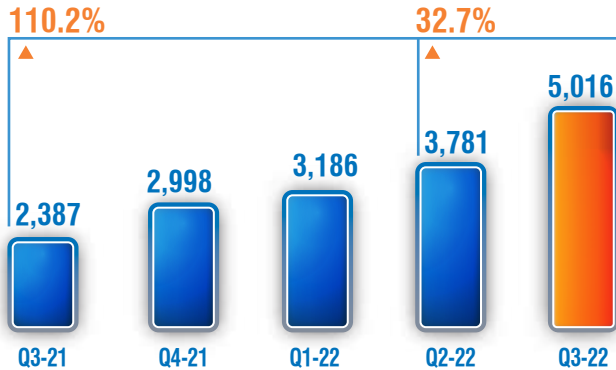


RoA (%)

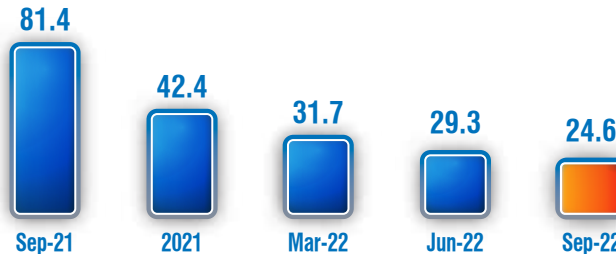


Cost/Income Ratio further improved and stands at 24.6%

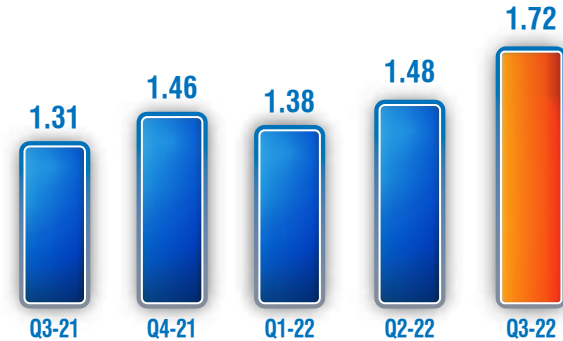
Operating Expenses (TRY million)



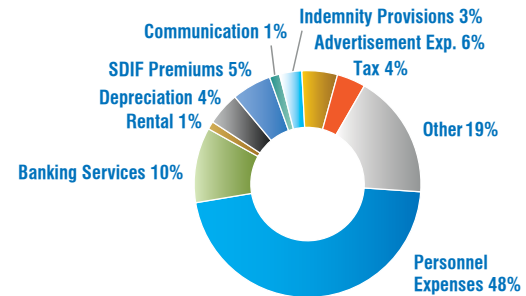
Cost/Income (%)



Operating Expenses / Average Assets (%)



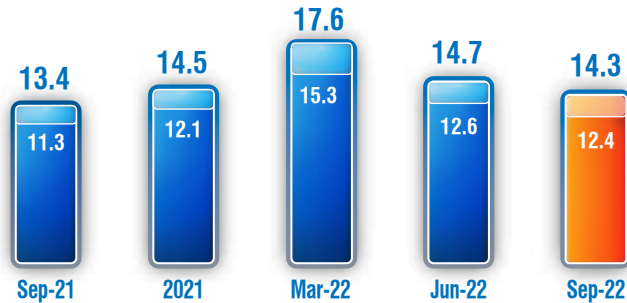
Breakdown of Operating Expenses (%)



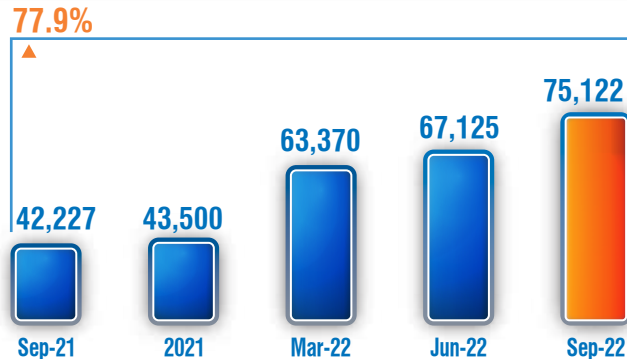
Solvency Ratios

CAR (%)

● Tier-I ● CAR



SHE (TRY million)



Details on Capital Ratio

Details on Capital Ratio (TRY mn)

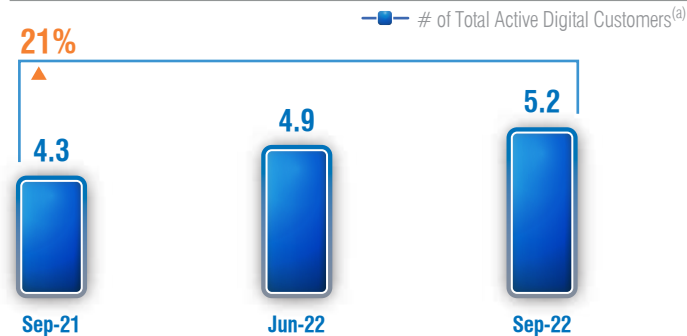
	Cons. Basel III Sep-22	Uncons. Basel III Sep-22
Credit Risk Base Amount (CRBA)	711,876	687,369
Market Risk Base Amount (MRBA)	25,312	19,233
Operational Risk Base Amount (ORBA)	29,467	27,691
Total Risk Weighted Assets (RWAs)	766,656	734,294
Regulatory Capital	103,989	105,089
CAR (%)	13.56	14.31
Tier-I (%)	11.65	12.35
Common Equity Tier-I (%)	9.53	10.14

Basel III Capital Requirements	Minimum	Capital Conservation Buffer	Counter Cyclical Buffer*	SIFI Buffer	Consolidated Regulatory Requirements
CAR (%)	8.00	2.50	0.05	1.00	11.55
Tier-I (%)	6.00	2.50	0.05	1.00	9.55
CET-I (%)	4.50	2.50	0.05	1.00	8.05

(*) Countercyclical Capital Buffer is 0.01% on an unconsolidated basis.

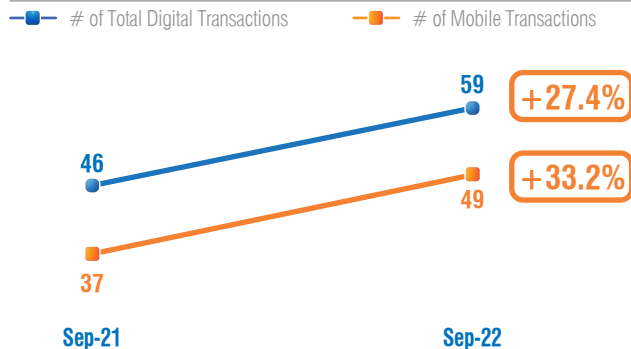
Total active digital customers reached up to 5.2 million

Active Digital Customers by Types (Million)

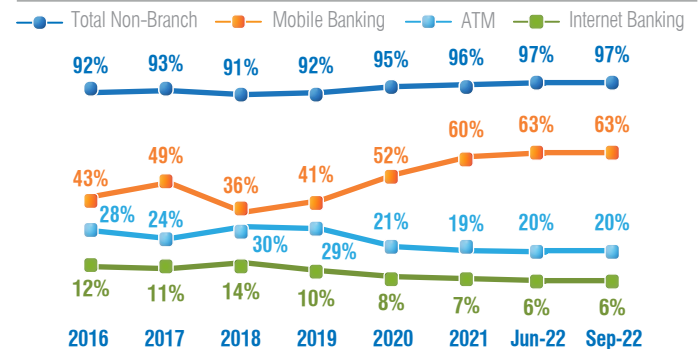


of active digital banking customers increased 21% YoY and reached 5.2 million

Total Digital Transactions Growth (Million)^(b)



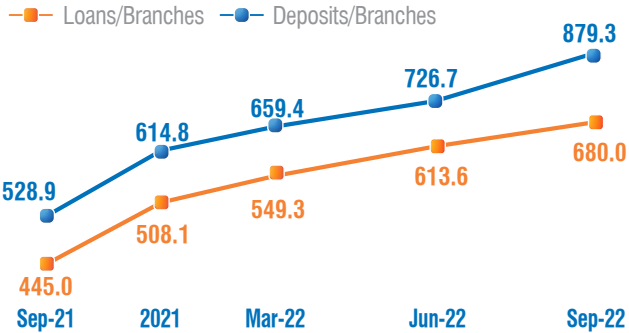
Evolution of Transactions per Channel (% Share)



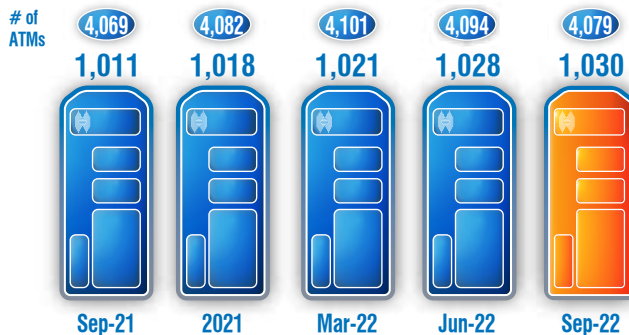
(a) Internet-only customers + Mobile-only customers + Those customers who use both internet and mobile (b) Internet Transactions + Mobile Transactions

Branch Network – Human Resources

Loans and Deposits per Branch (TRY million)

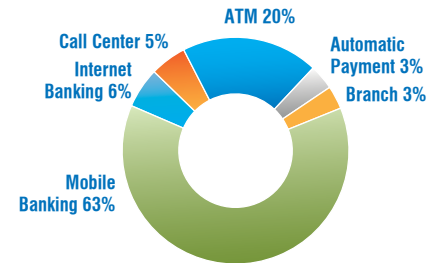


Branches^(*)

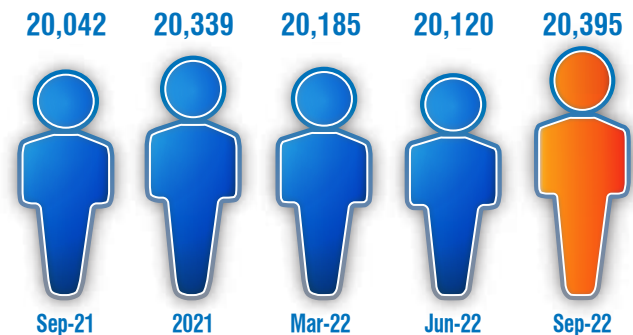


(*) Domestic branches

Breakdown of Banking Transactions (%)



Headcount



Annex

Halkbank	TRY Million	Market Share (%)
Total Assets	1.221,622	9.3
Loans ^(a)	711,944	10.4
TRY Loans	542,677	12.4
FC Loans	169,267	6.9
SME Loans	307.773	18.0
Corp. + Comml. L.	298.683	7.8
Retail Loans	105,488	8.0
Housing	67,939	19.2
GPLs	25,589	4.4
Credit Cards	9,387	2.7
Auto	2,572	8.2

Banking Sector Metrics ^(b)	9M-21	9M-22
Loan Growth (YtD, %)	12.9	39.5
Deposit Growth ^(c) (YtD, %)	18.4	52.1
LDR (%)	97.8	83.2
NPL (%)	3.6	2.3
CoR ^(d) (bps)	85	131
Macroeconomic Indicators	9M-21	Current
GDP Growth (%)	7.9	7.6 ^(e)
CPI (%)	19.6	85.5 ^(f)
Unemployment (%)	11.4	10.1 ^(g)
CBT Policy Interest Rate (%)	18.00	10.50

(b) BRSA monthly data as of Dec-21 and Sep-22.

(c) Including interbank deposits.

(d) S3 Provisions/Av. Gross

(e) Turkish Statistical Institute (TSI), 2022/2.

(f) TSI, Oct-22.

(g) TSI, Sep-22.

(a) Excluding interest accruals.

Balance Sheet

In TRY million	Sep-21	2021	H1-22	Sep-22	QoQ (%)	YtD (%)	YoY (%)
Cash and Balances Held with the Central Bank ^(a)	74,259	123,424	122,063	133,092	9.0	7.8	79.2
Banks & Money Market ^(b)	2,484	3,534	9,147	8,095	(11.5)	129.0	225.9
Securities ^(b)	173,880	223,301	291,989	335,373	14.9	50.2	92.9
Net Loans ^(b)	449,858	517,225	630,753	700,409	11.0	35.4	55.7
Gross NPL	15,751	16,297	18,332	19,014	3.7	16.7	20.7
NPL Net	4,238	2,442	2,972	2,098	(29.4)	(14.1)	(50.5)
Property and Equipment	8,521	8,831	8,478	9,317	9.9	5.5	9.3
Other Assets	15,241	24,901	27,476	35,336	28.6	41.9	131.9
Total Assets	724,242	901,217	1,089,907	1,221,622	12.1	35.6	68.7
Deposits ^(b)	534,754	625,904	747,073	905,706	21.2	44.7	69.4
Funds Borrowed ^(b)	9,837	13,545	13,548	13,429	(0.9)	(0.9)	36.5
Interbank Money Market ^(b)	75,670	139,170	170,734	121,304	(29.0)	(12.8)	60.3
Marketable Securities Issued	6,892	6,413	4,125	5,379	30.4	(16.1)	(21.9)
Funds	8	139	14	9	(35.9)	(93.6)	5.7
Other Liabilities	52,805	69,136	82,900	94,573	14.1	36.8	79.1
Provisions	2,050	3,408	4,387	6,100	39.0	79.0	197.6
Shareholders' Equity	42,227	43,500	67,125	75,122	11.9	72.7	77.9
Total Liabilities	724,242	901,217	1,089,907	1,221,622	12.1	35.6	68.7

(a) Reserve deposits monitored in balance with Central Bank

(b) Including interest accruals

Income Statement

In TRY million	Sep-21	Sep-22	YoY (%)	Q3-21	Q2-22	Q3-22	QoQ (%)	YoY (%)
Interest Income	53,361	105,237	97.2	20,190	31,619	47,196	49.3	133.8
On Loans	37,979	59,418	56.4	14,216	19,410	23,131	19.2	62.7
On Securities	14,371	45,118	214.0	5,562	11,966	23,967	100.3	330.9
Interest Expense	48,108	60,420	25.6	15,921	19,231	23,833	23.9	49.7
On Deposits	32,259	43,562	35.0	11,069	13,560	17,950	32.4	62.2
Net Interest Income	5,253	44,818	753.1	4,269	12,388	23,363	88.6	447.3
Net Fees and Commissions	2,826	5,708	102.0	1,132	1,843	2,432	31.9	114.7
Net Trading Income	(5,544)	(4,194)	(24.3)	(2,728)	(1,543)	(1,636)	6.0	(40.0)
Swap Cost	(4,873)	(4,032)	(17.3)	(2,740)	(1,351)	(1,582)	17.1	(42.3)
Other Operating Income	5,659	2,430	(57.1)	527	1,015	850	(16.3)	61.2
Reversal of Loan Loss Provisions	2,963	1,201	(59.5)	289	437	347	(20.6)	20.1
Total Operating Revenues	8,194	48,762	495.1	3,201	13,703	25,009	82.5	681.4
Operating Expenses	6,672	11,982	79.6	2,387	3,781	5,016	32.7	110.2
Net Operating Income	1,522	36,780	2,136.5	814	9,922	19,993	101.5	2,356.6
Provision for Loan Losses and Other Receivables	1,692	24,775	1,364.5	705	7,487	14,239	90.2	1,918.6
Stage 3 Provisions	1,382	5,251	280.0	397	2,002	1,955	(2.3)	392.8
Profit/(Losses) from Associates	150	382	154.2	1	381	1	(99.6)	(2.8)
Income Before Taxes	(19)	12,386	N/A	110	2,816	5,755	104.3	5,142.0
Provision for Tax	(235)	3,481	N/A	18	241	1,450	501.5	8,132.7
Net Income	215	8,905	4,039.0	92	2,575	4,304	67.2	4,570.3

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