

9M 2023 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

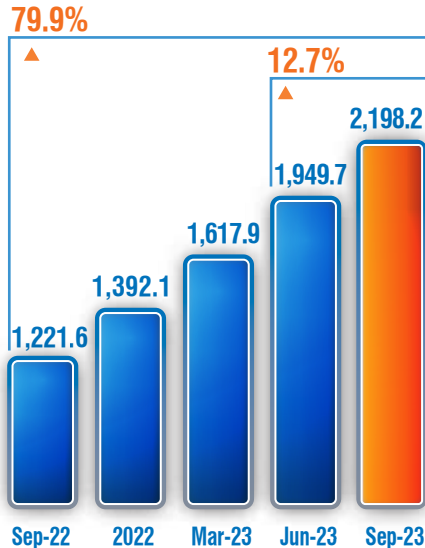
FX liquidity covers more than 2x of FX wholesale debt (inc. bank deposits) maturing within 1 year

> FX LCR is at 508%, well above the regulatory limit of 80%.

Asset Growth

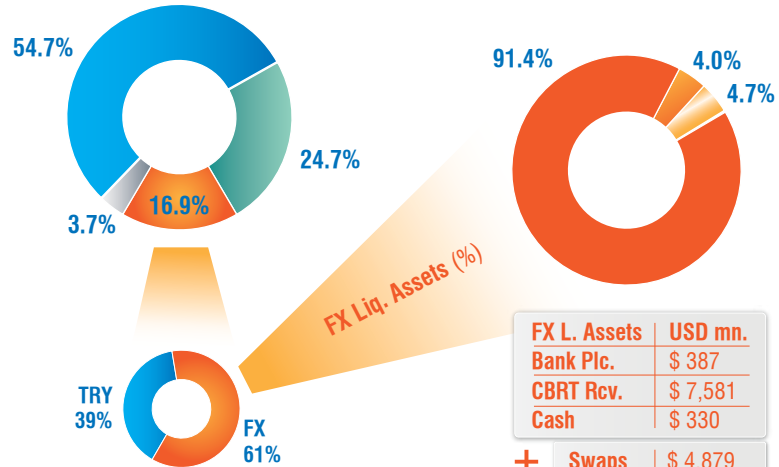
YoY **79.9%** QoQ **12.7%**

Total Asset Growth (TRY billion)



Asset Mix (%)

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



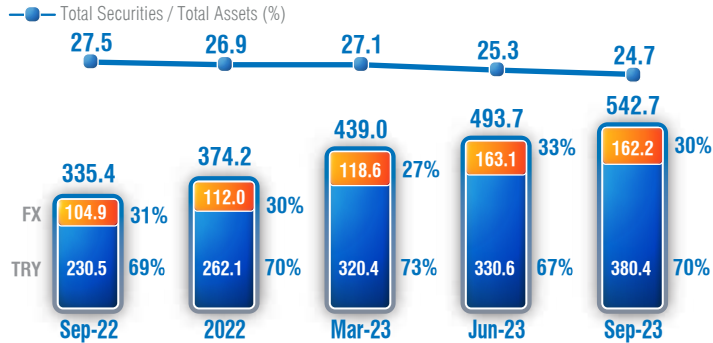
FX L. Assets	USD mn.
Bank Plc.	\$ 387
CBRT Rcv.	\$ 7,581
Cash	\$ 330

+ Swaps | \$ 4,879

> FX wholesale funding (excluding bank deposits) due within 12 months = \$434 mn.

Substantial linkers' income, CPI linkers has increased their share to 39% within the total securities classification

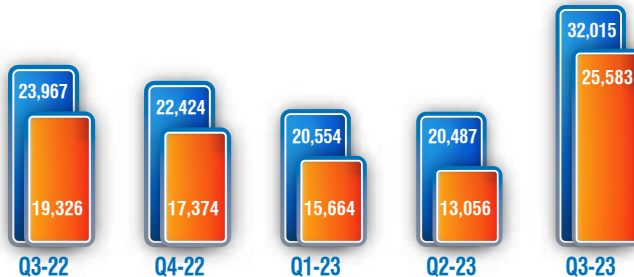
Total Securities Portfolio (TRY billion)



Interest Income on Securities (TRY million)

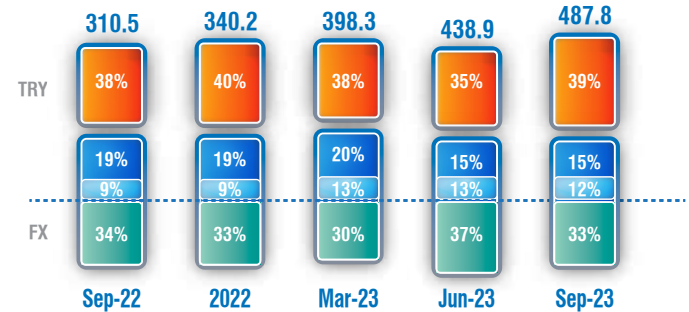
■ Total ■ CPI Linkers

CPI Linkers' valuation rate was adjusted from 50% to 60% in 3Q23.

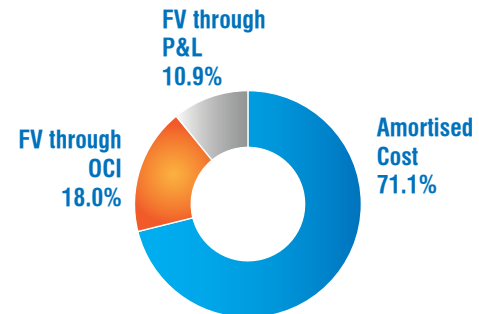


Securities Classification (TRY billion)(*)

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



Securities Composition (%)

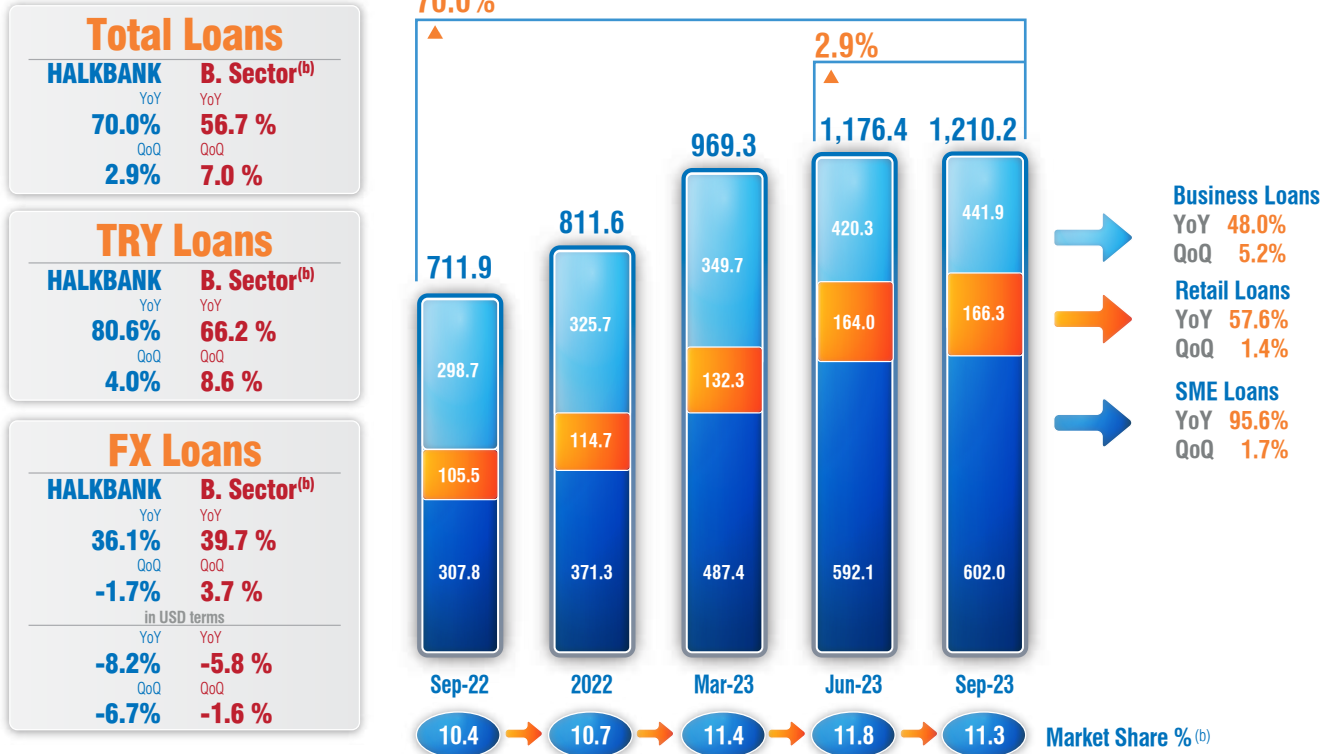


(*) Excluding borrowed securities

Muted loan growth, up by 2.9% QoQ following aggressive YoY growth of 70%

(TRY billion)^(a)

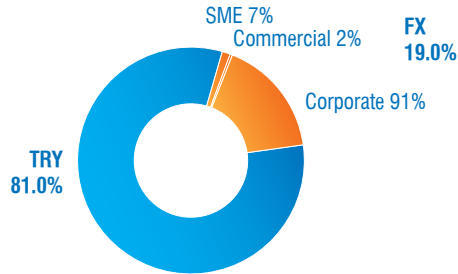
CGF Utilisation (TRY bn)	Jun-23	Sep-23
Current loan amount	78.1	76.7



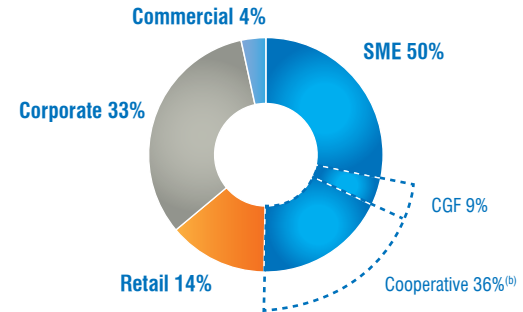
(a) Excluding interest accruals (b) BRSA monthly data as of Sep-23.

TRY and SME dominated loan portfolio

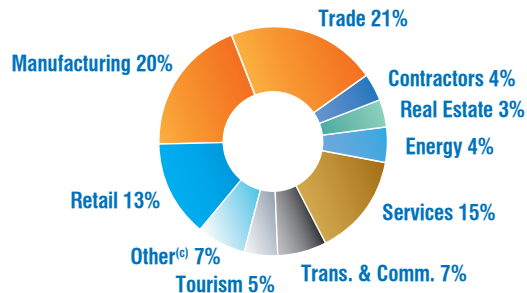
Loans by Currency (%)^(a)



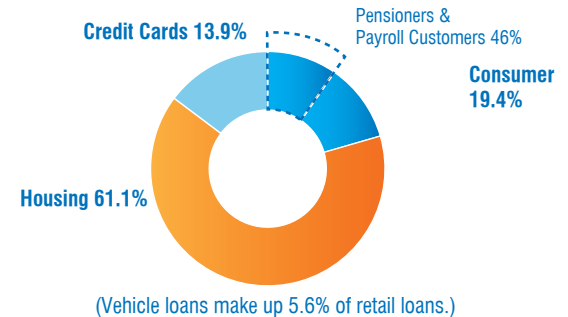
Loans by Customer Segmentation (%)^(a)



Sectoral Breakdown of Loans (%)



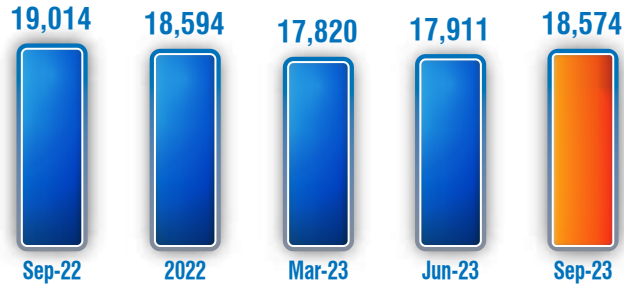
Retail Loans by Types (%)^(a)



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

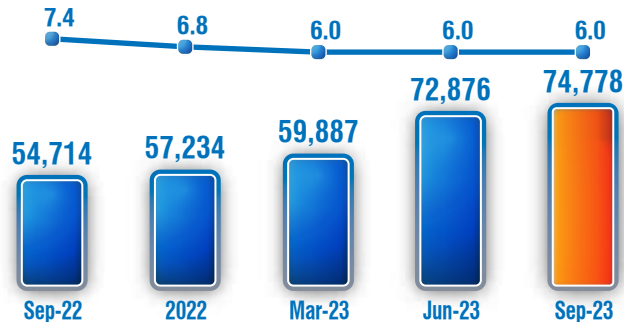
Limited net NPL inflow unhindered the NPL ratio

NPL Portfolio (TRY million)



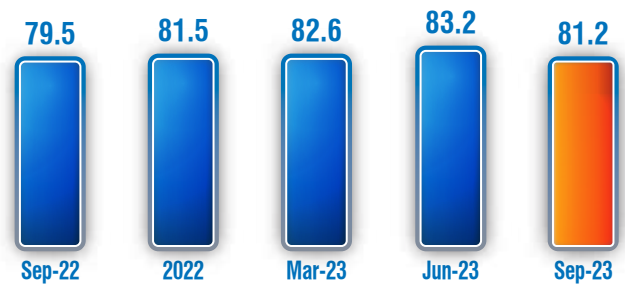
Loans under Close Watch (TRY million)

—●— Loans under close watch/Loans (%)



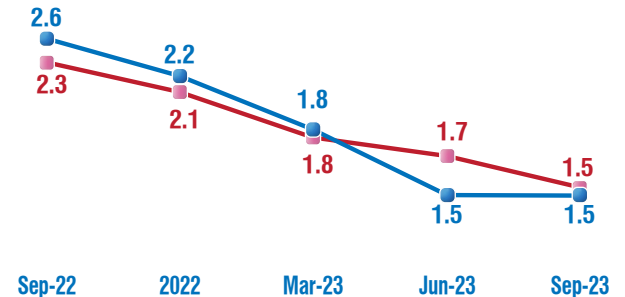
(*) BRSA monthly data as of Sep-23.

NPL Coverage (%)



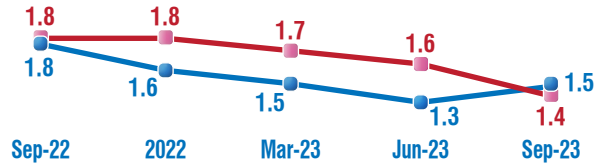
NPL/Total Loans (%)

—●— Halkbank —■— Sector(*)

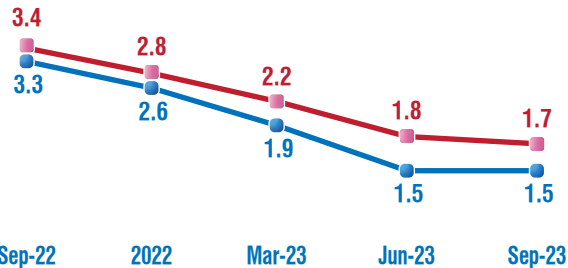


NPL ratio by segments

Corporate - Commercial (%)

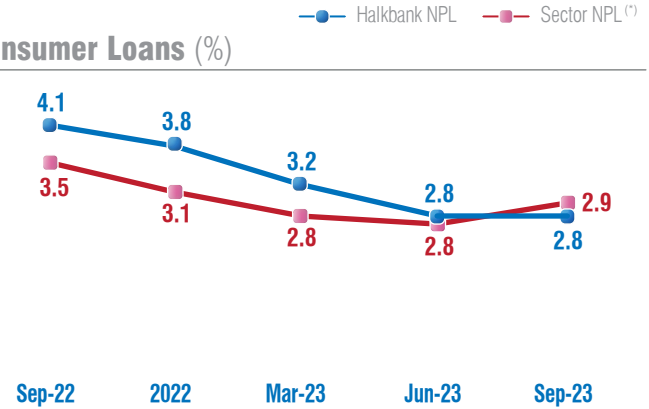


SME Loans (%)

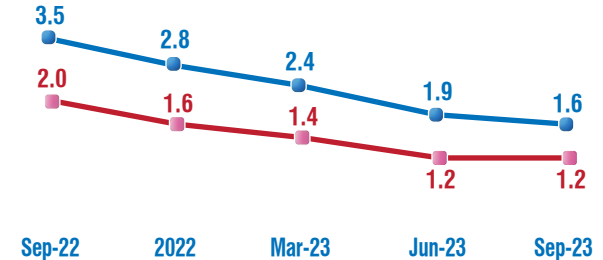


(*) BRSA monthly data as of Sep-23.

Consumer Loans (%)



Credit Cards (%)



Total loan coverage has maintained a strong 3.99% level

Provisions and Reversals (TRY million)

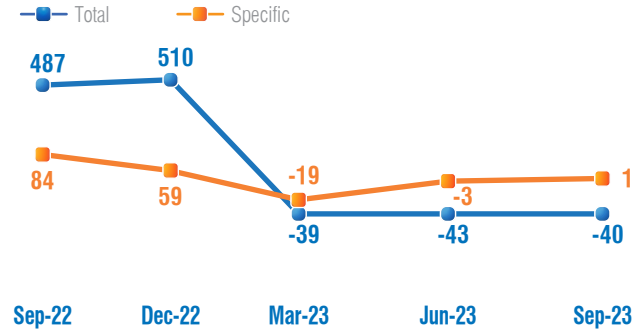
Quarterly

(TRY million)	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23
S1 Provisions	6,404	3,217	323	-296	4
S2 Provisions	5,950	8,680	0	0	495
S3 Provisions	1,955	350	689	648	829
Total Reversals	347	304	1,894	1,667	2,257
Net Total CoR (bps)	789	598	-39	-48	-30

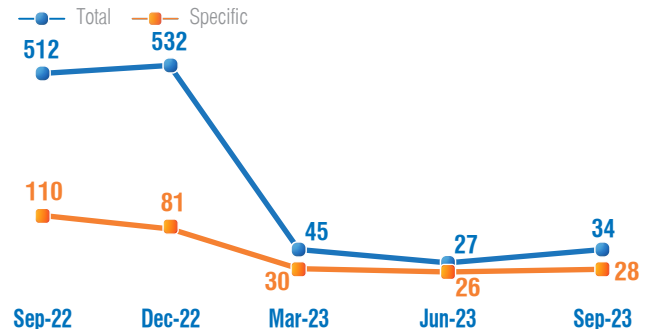
Coverage Ratios

	Sep-22	2022	Mar-23	Jun-23	Sep-23
Stage 1	1.39%	1.58%	1.34%	1.06%	0.99%
Stage 2	32.0%	45.4%	42.4%	33.4%	31.2%
Stage 3	79.5%	81.5%	82.6%	83.2%	81.2%
NPL (S1+S2+S3)	220.6%	286.7%	294.9%	285.5%	268.6%
Total Loans	5.65%	6.33%	5.24%	4.22%	3.99%

Net Cost of Risk (bps) (Cumulative)

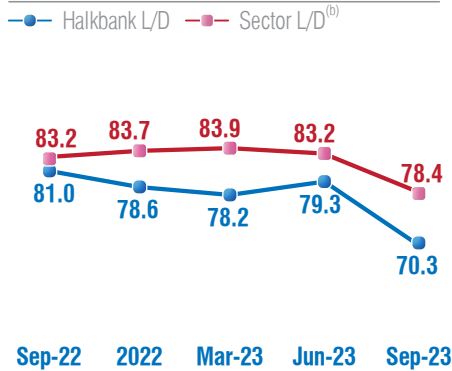


Gross Cost of Risk (bps) (Cumulative)

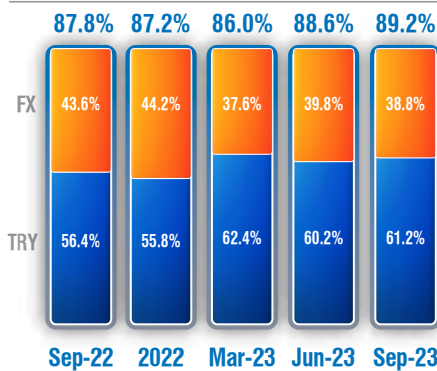


Deposits continue to increase their share within the liabilities mix

Loan to Deposit (%)

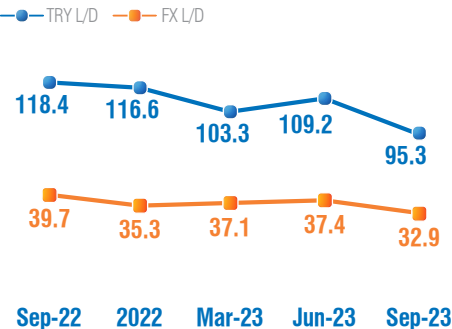
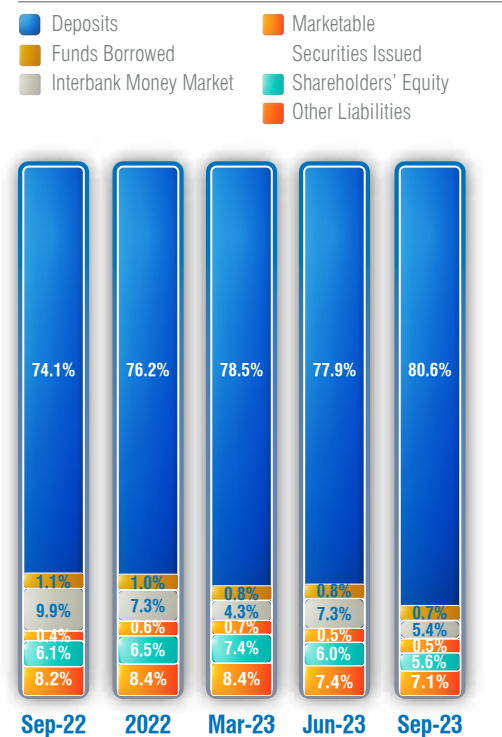


Composition of IBLs^(a)



> FX wholesale funding makes up 2.8% of total liabilities vs sector average^(b) of 15.7%.

Liabilities Mix (%)



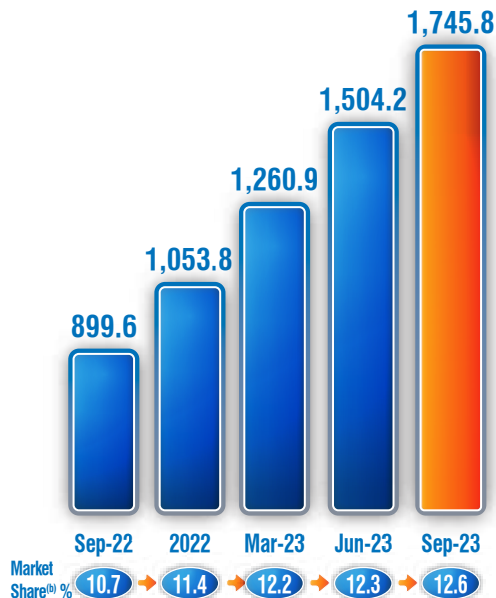
(a) Including interest accruals and excluding funds. Excluding demand deposits, the share of IBL is 67.2% in Sep-23.

(b) BRSA monthly data as of Sep-23, gross loans and including interbank deposits.

Strong growth in TL deposits, up by 19.2% QoQ

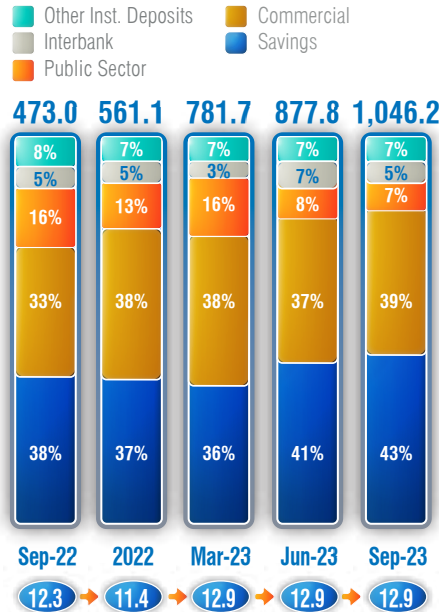
	HALKBANK	B. Sector ^(b)
YoY	94.1%	65.1 %
QoQ	16.1%	13.5 %

Total Deposits (TRY billion)^(a)



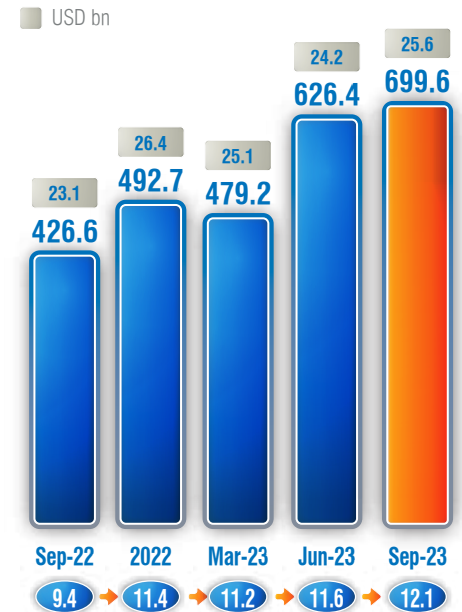
	HALKBANK	B. Sector ^(b)
YoY	121.2%	111.0 %
QoQ	19.2%	19.0 %

TRY Deposits (TRY billion)^(a)



	HALKBANK	B. Sector ^(b)
YoY	64.0%	26.3%
QoQ	11.7%	6.7%
in USD terms	YoY 10.6%	-14.8%
	QoQ 6.0%	1.2%

FX Deposits (TRY billion)^(a)

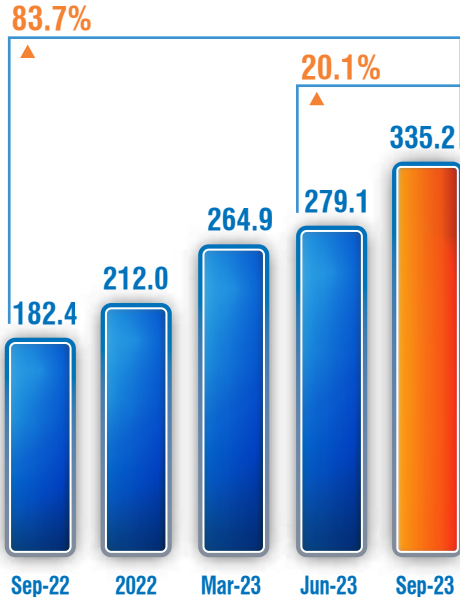


(a) Excluding interest accruals. (b) BRSA monthly data as of Sep-23, including interbank deposits.

TL deposits reached a 60% share within the total deposits

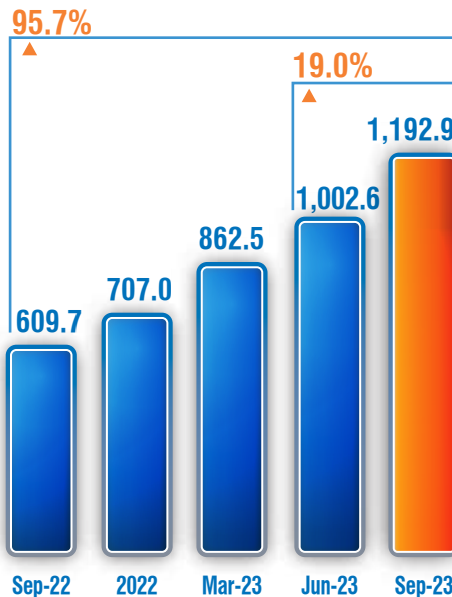
Demand Deposits (TRY billion)^(a)

—●— Demand Deposits/Total Deposits (%)

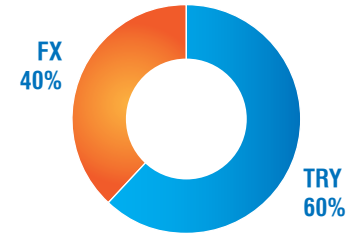


Time Deposits (TRY billion)^(a)

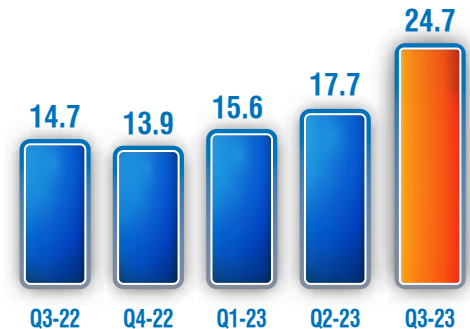
—●— Time Deposits/Total Deposits (%)



Deposits by Currency (%)^(b)



Cost of TRY Deposits (%)^(c)

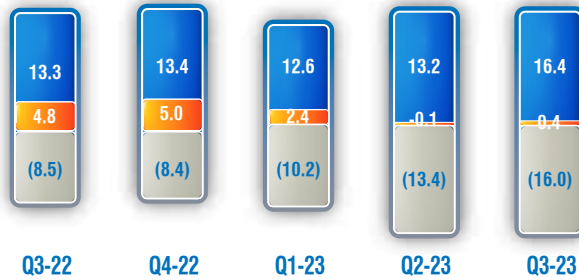


(a) Excluding interest accruals and interbank. (b) Excluding interest accruals. (c) Time & demand blended.

Cost – Yield – Spread

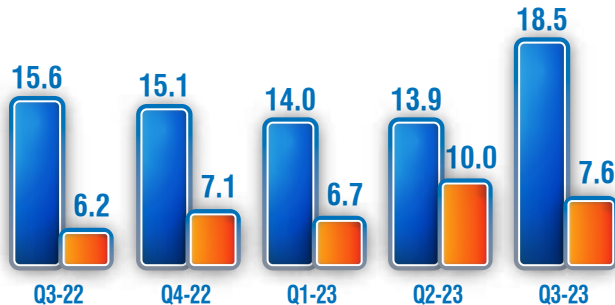
Blended Cost - Yield - Spread (%)

Yield on Loans Cost of Deposits^(*) Spread



Yield on Loans (%)

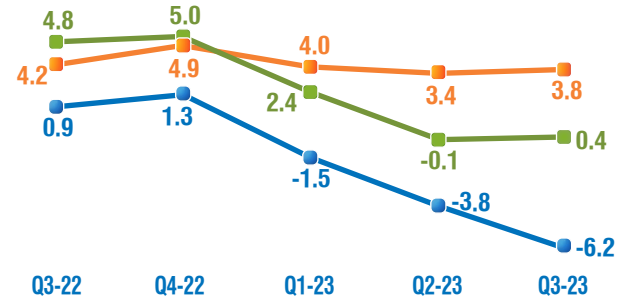
TRY FX



(*) Time & demand blended.

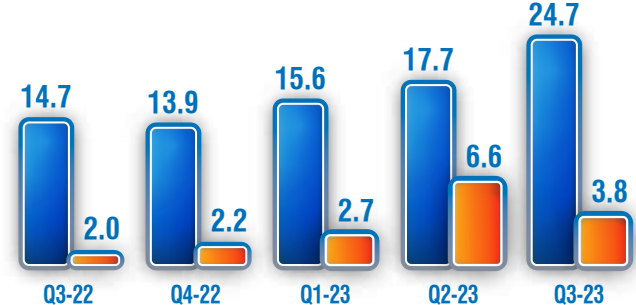
Spreads (%)

TRY Core FX Core Blended Core



Cost of Deposits (%)^(*)

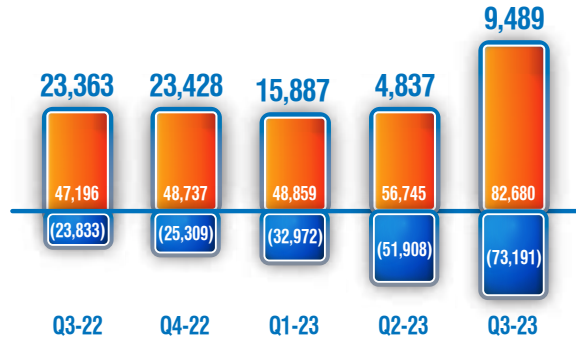
TRY FX



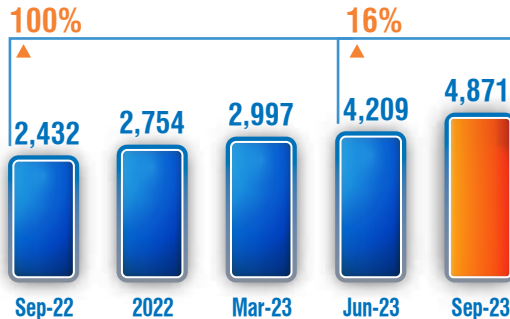
Fee & Commission income up by 16% QoQ, 100% on YoY basis

Net Interest Income (TRY million)

Interest Income Interest Expenses

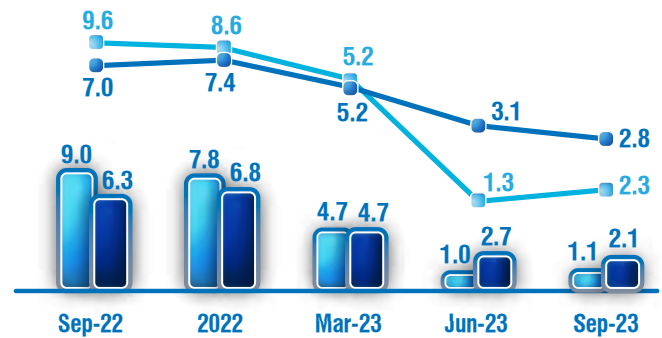


Net Fees & Commissions Income (TRY million)

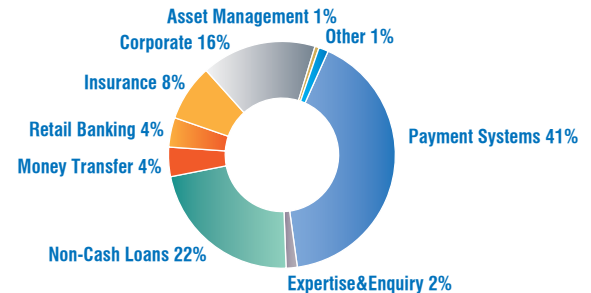


NIM (%)

YtD Quarterly Swap adj. (QoQ) Swap adj. (YtD)

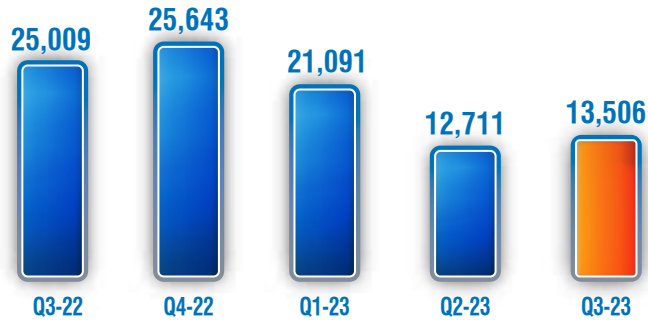


Breakdown of Fees & Commissions (%) (Cumulative)

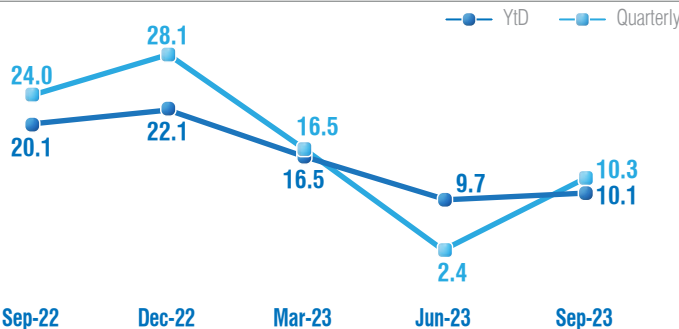


Details of profitability metrics

Total Operating Revenues (TRY million)^(a)

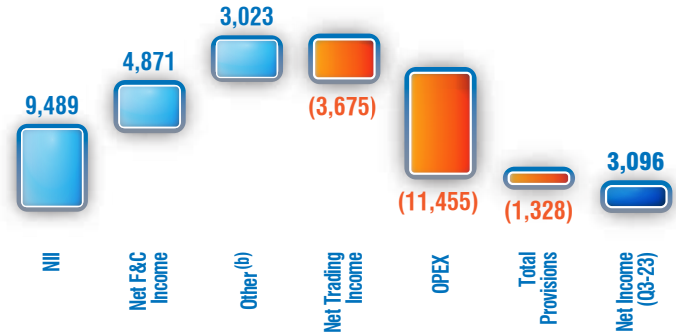


RoE (%)

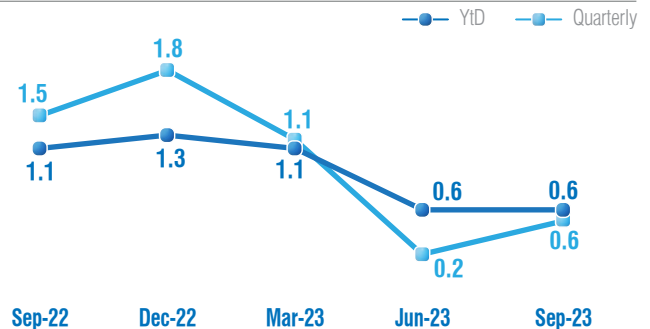


(a) Net Interest Income + Net Fees & Commissions + Net Trading Income + Other Operating Income (b) Other Operating Income + Tax Provisions + Dividend

Q3-23 Revenue Walk (TRY million)

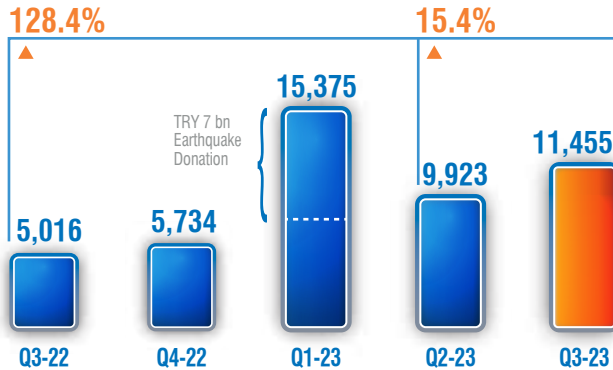


RoA (%)

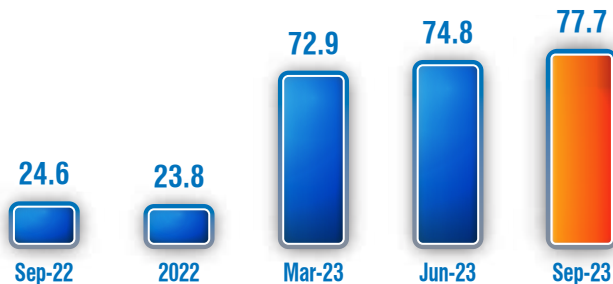


Disciplined OPEX management

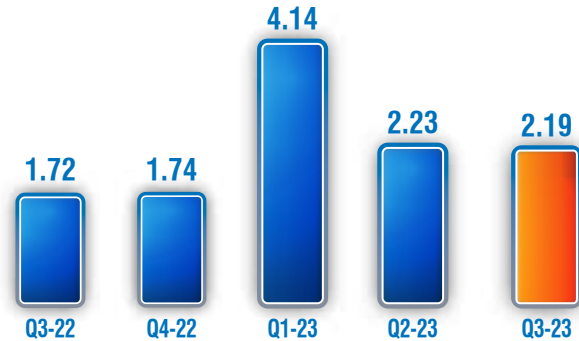
Operating Expenses (TRY million)



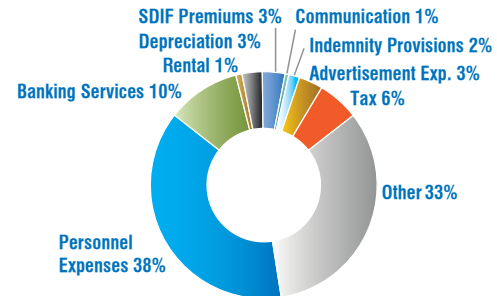
Cost/Income (%)



Operating Expenses / Average Assets (%)



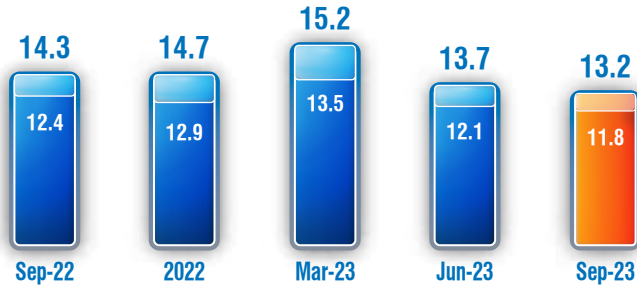
Breakdown of Operating Expenses (%)



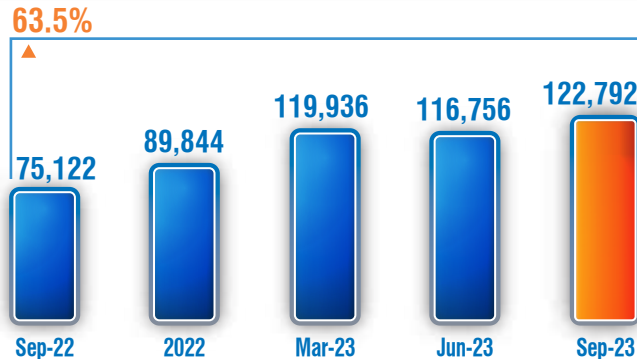
Solvency Ratios

CAR (%)

● Tier-I ● CAR



SHE (TRY million)



Details on Capital Ratio

Details on Capital Ratio (TRY mn)

Cons. Basel III
Sep-23

Uncons. Basel III
Sep-23

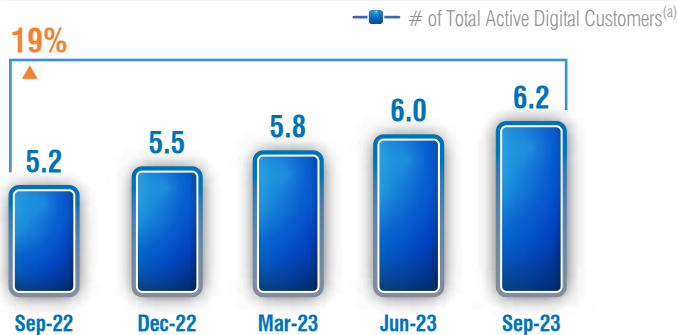
Credit Risk Base Amount (CRBA)	1,163,736	1,122,659
Market Risk Base Amount (MRBA)	74,167	63,697
Operational Risk Base Amount (ORBA)	69,046	66,028
Total Risk Weighted Assets (RWAs)	1,306,950	1,252,384
Regulatory Capital	166,657	165,936
CAR (%)	12.75	13.25
Tier-I (%)	11.29	11.77
Common Equity Tier-I (%)	9.30	9.69

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.

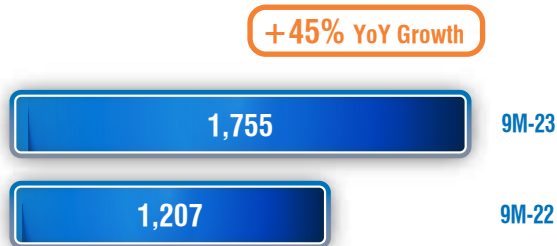
Increased customer engagement via digital channels are visible across the board

Active Digital Customers by Types (Million)

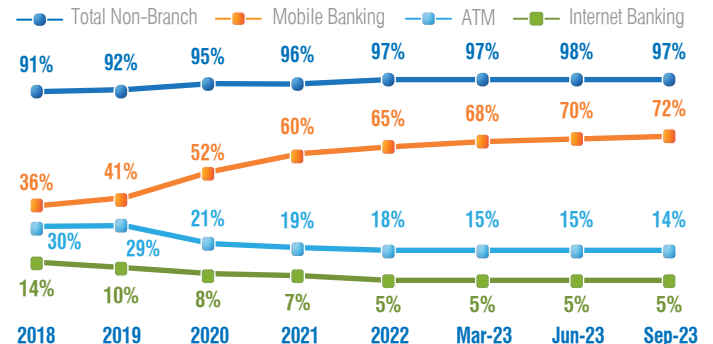


of active digital banking customers increased 19% YoY and reached 6.2 million

Digital Transactions Growth (Cumulative) (Million)^(b)



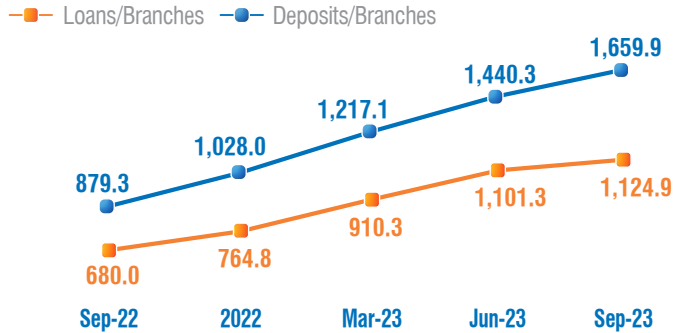
Evolution of Transactions per Channel (% Share)



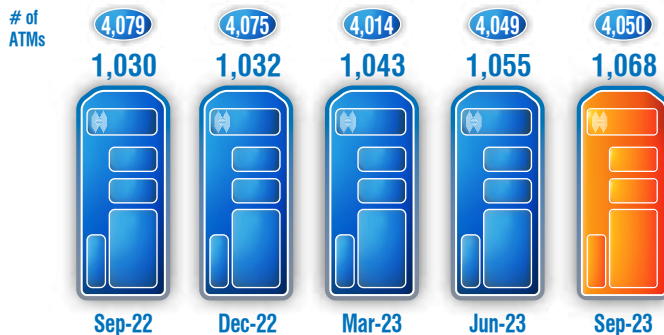
(a) Internet-only customers + Mobile-only customers + Those customers who use both internet and mobile (b) Total number of digital transactions (mobile and internet) on a 9-month cumulative basis

Branch Network – Human Resources

Loans and Deposits per Branch (TRY million)

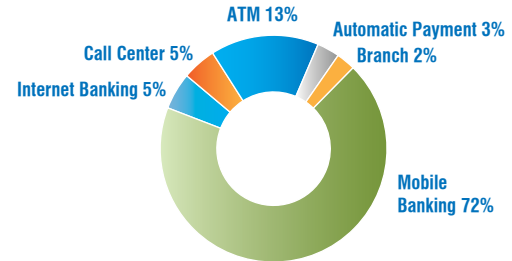


Branches^(*)

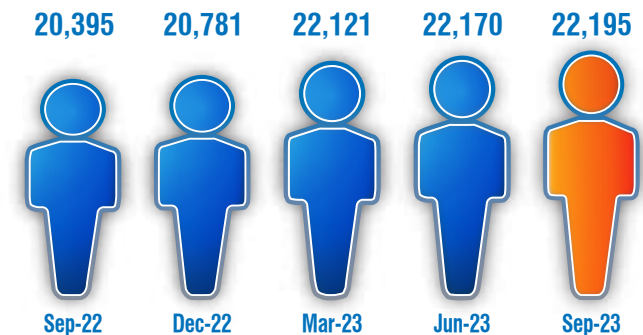


(*) Domestic branches

Breakdown of Banking Transactions (%)



Headcount



Annex

Halkbank	TRY Million	Market Share (%)
Total Assets	2,198,166	10.4
Loans ^(a)	1,210,188	11.3
TRY Loans	979,811	13.5
FC Loans	230,377	6.7
SME Loans	601,973	20.2
Corp. + Comml. L.	441,919	8.3
Retail Loans	166,296	6.9
Housing	101,602	22.8
GPLs	32,189	3.5
Credit Cards	23,135	2.4
Auto	9,370	10.6

Banking Sector Metrics ^(b)	9M-22	9M-23
Loan Growth (YtD, %)	39.5	41.3
Deposit Growth ^(c) (YtD, %)	52.1	50.0
LDR (%)	83.2	78.4
NPL (%)	2.3	1.5
CoR ^(d) (bps)	131	62
Macroeconomic Indicators	9M-22	Current
GDP Growth (%)	7.8	3.9 ^(e)
CPI (%)	78.6	61.4 ^(f)
Unemployment (%)	10.4	9.2 ^(g)
CBT Policy Interest Rate (%)	14.00	35.00

(b) BRSA monthly data as of Dec-22 and Sep-23.

(c) Including interbank deposits.

(d) S3 Provisions/Av. Gross Loans

(e) Turkish Statistical Institute (TSI), 2023/2.

(f) TSI, Oct-23.

(g) TSI, Aug-23.

(a) Excluding interest accruals.

Balance Sheet

In TRY million	Sep-22	2022	H1-23	Sep-23	QoQ (%)	YtD (%)	YoY (%)
Cash and Balances Held with the Central Bank ^(a)	133,092	158,994	192,165	358,704	86.7	125.6	169.5
Banks & Money Market ^(b)	8,095	7,177	11,065	13,573	22.7	89.1	67.7
Securities ^(b)	335,373	374,181	493,729	542,679	9.9	45.0	61.8
Net Loans ^(b)	700,409	789,308	1,161,900	1,201,378	3.4	52.2	71.5
Gross NPL	19,014	18,594	17,911	18,574	3.7	(0.1)	(2.3)
NPL Net	2,098	1,675	1,349	1,845	36.7	10.2	(12.1)
Property and Equipment	9,317	12,643	15,962	16,358	2.5	29.4	75.6
Other Assets	35,336	49,836	74,924	65,473	(12.6)	31.4	85.3
Total Assets	1,221,622	1,392,140	1,949,743	2,198,166	12.7	57.9	79.9
Deposits ^(b)	905,706	1,060,923	1,519,498	1,772,721	16.7	67.1	95.7
Funds Borrowed ^(b)	13,429	13,422	15,882	15,531	(2.2)	15.7	15.7
Interbank Money Market ^(b)	121,304	102,159	143,293	119,768	(16.4)	17.2	(1.3)
Marketable Securities Issued	5,379	8,976	10,056	11,968	19.0	33.3	122.5
Funds	9	238	24	25	2.8	(89.6)	177.7
Other Liabilities	94,573	107,862	135,210	144,679	7.0	34.1	53.0
Provisions	6,100	8,717	9,025	10,682	18.4	22.5	75.1
Shareholders' Equity	75,122	89,844	116,756	122,792	5.2	36.7	63.5
Total Liabilities	1,221,622	1,392,140	1,949,743	2,198,166	12.7	57.9	79.9

(a) Reserve deposits monitored in balance with Central Bank

(b) Including interest accruals

Income Statement

In TRY million	Sep-22	Sep-23	YoY (%)	Q3-22	Q2-23	Q3-23	QoQ (%)	YoY (%)
Interest Income	105,237	188,284	78.9	47,196	56,745	82,680	45.7	75.2
On Loans	59,418	114,044	91.9	23,131	35,968	50,109	39.3	116.6
On Securities	45,118	54,303	20.4	23,967	20,487	32,015	56.3	33.6
Interest Expense	60,420	158,072	161.6	23,833	51,908	73,191	41.0	207.1
On Deposits	43,562	142,760	227.7	17,950	45,472	67,671	48.8	277.0
Net Interest Income	44,818	30,213	(32.6)	23,363	4,837	9,489	96.2	(59.4)
Net Fees and Commissions	5,708	12,077	111.6	2,432	4,209	4,871	15.7	100.3
Net Trading Income	(4,194)	(5,067)	20.8	(1,636)	(1,077)	(3,675)	241.3	124.7
Swap Cost	(4,032)	(7,631)	89.2	(1,582)	(1,148)	(5,063)	340.9	220.1
Other Operating Income	2,430	10,086	315.0	850	4,742	2,821	(40.5)	232.0
Reversal of Loan Loss Provisions	1,201	2,109	75.6	347	380	614	61.4	76.8
Total Operating Revenues	48,762	47,308	(3.0)	25,009	12,711	13,506	6.3	(46.0)
Operating Expenses	11,982	36,754	206.7	5,016	9,923	11,455	15.4	128.4
Net Operating Income	36,780	10,554	(71.3)	19,993	2,788	2,051	(26.4)	(89.7)
Provision for Loan Losses and Other Receivables	24,775	2,729	(89.0)	14,239	370	1,328	258.9	(90.7)
Stage 3 Provisions	5,251	2,166	(58.8)	1,955	648	829	27.9	(57.6)
Profit/(Losses) from Associates	382	397	4.0	1	43	353	717.7	N/A
Income Before Taxes	12,386	8,222	(33.6)	5,755	2,461	1,076	(56.3)	(81.3)
Provision for Tax	3,481	172	(95.1)	1,450	1,762	(2,020)	N/A	N/A
Net Income	8,905	8,050	(9.6)	4,304	699	3,096	343.0	(28.1)

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