

1Q24 Earnings Presentation

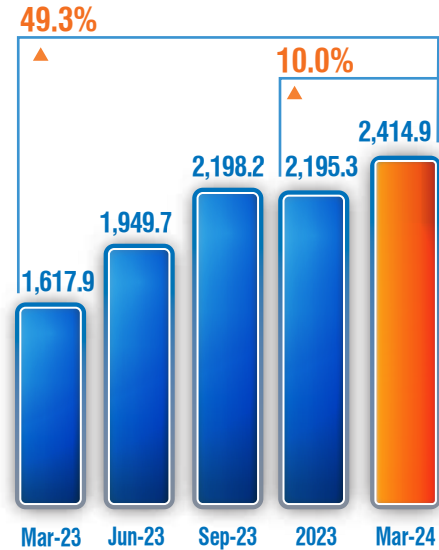
DISTINGUIS H ED
PROFIT A BLE
RESI L IENT
RIS K CONSCIOUS
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Securities spurred the asset growth while loans were subdued by tight financial conditions

> FX LCR is at 349%, well above the regulatory limit of 80%.

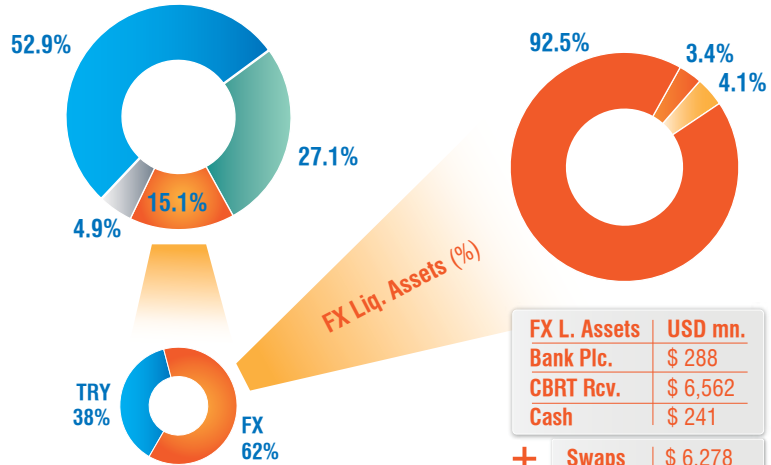
Asset Growth
YoY 49.3% QoQ 10.0%

Total Asset Growth (TRY billion)



Asset Mix (%)

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



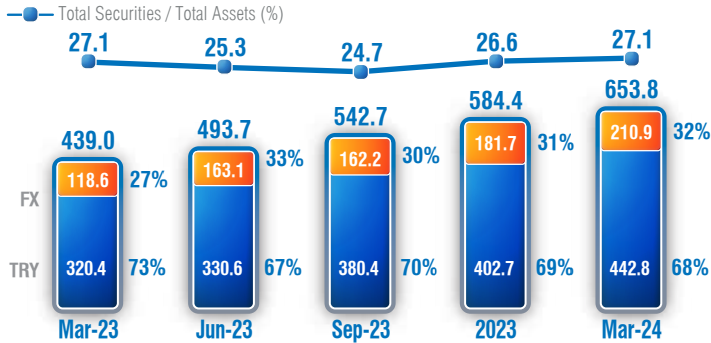
| FX L. Assets | USD mn. |
|--------------|----------|
| Bank Plc. | \$ 288 |
| CBRT Rcv. | \$ 6,562 |
| Cash | \$ 241 |

+ Swaps | \$ 6,278

> FX wholesale funding (excluding bank deposits) due within 12 months = \$546 mn.

CPI-Linkers continue to support profitability in the first quarter

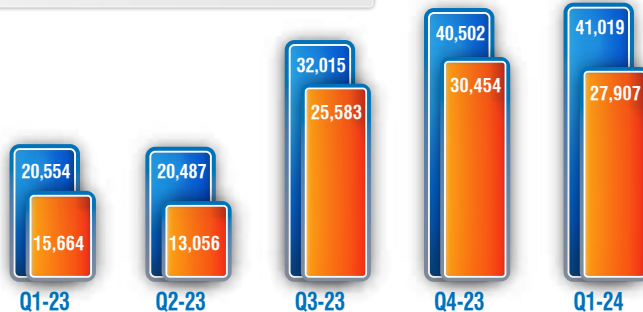
Total Securities Portfolio (TRY billion)



Interest Income on Securities (TRY million)

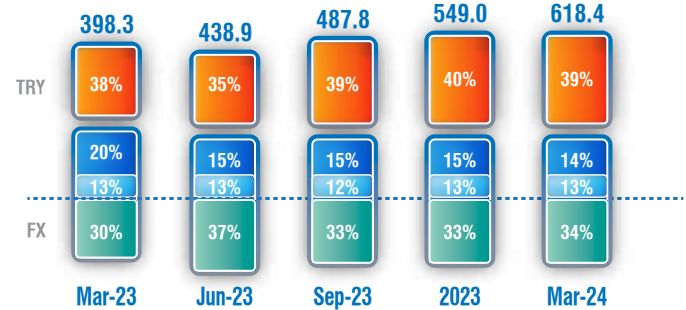
● Total ● CPI Linkers

CPI Linkers' valuation rate is 65% for 1Q24.

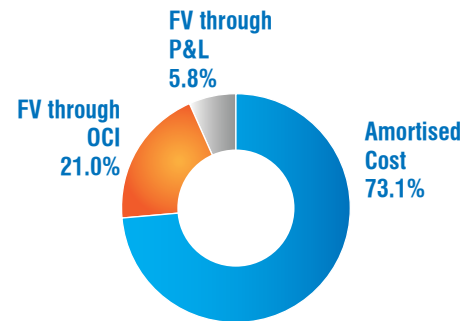


Securities Classification (TRY billion)^(*)

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



Securities Composition (%)



^(*) Excluding borrowed securities

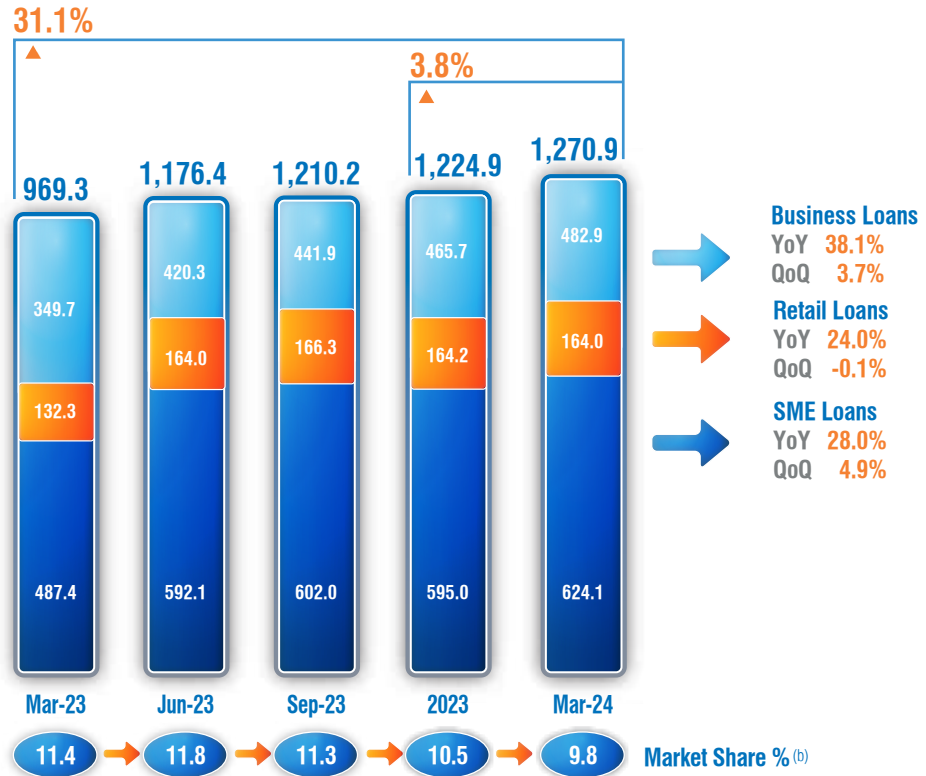
Cooling down on loan growth continued due to declining demand and monthly loan growth caps

(TRY billion)^(a)

| Total Loans | |
|-----------------|--------------------------------|
| HALKBANK | B. Sector^(b) |
| YoY | YoY |
| 31.1% | 51.8% |
| QoQ | QoQ |
| 3.8% | 10.7% |

| TRY Loans | |
|-----------------|--------------------------------|
| HALKBANK | B. Sector^(b) |
| YoY | YoY |
| 24.4% | 43.3% |
| QoQ | QoQ |
| 1.3% | 8.8% |

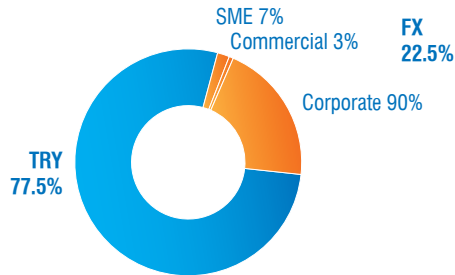
| FX Loans | |
|-----------------|--------------------------------|
| HALKBANK | B. Sector^(b) |
| YoY | YoY |
| 61.1% | 72.0% |
| QoQ | QoQ |
| 13.1% | 14.7% |
| in USD terms | |
| YoY | YoY |
| -4.3% | 2.2% |
| QoQ | QoQ |
| 3.0% | 4.5% |



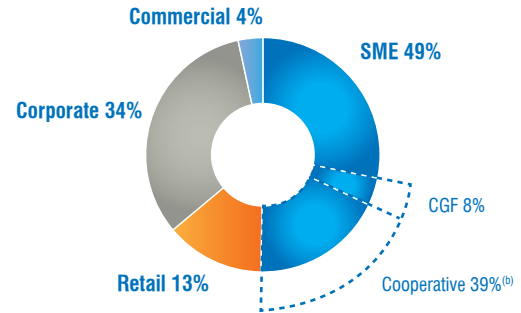
(a) Excluding interest accruals (b) BRSA monthly data as of Mar-24

SME loans are responsible for nearly half of our loan book

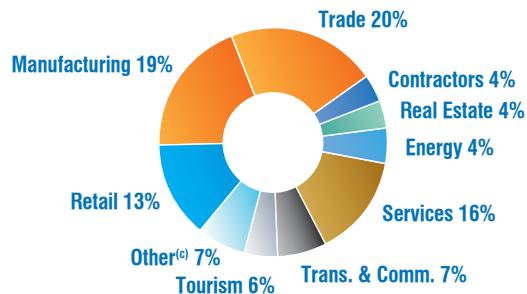
Loans by Currency (%)^(a)



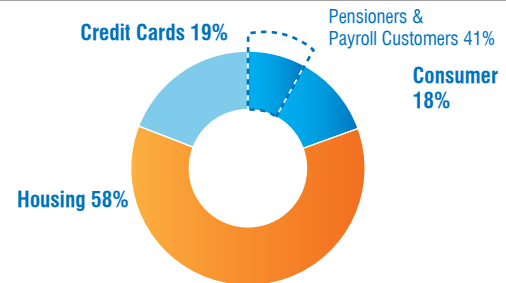
Loans by Customer Segmentation (%)^(a)



Sectoral Breakdown of Loans (%)



Retail Loans by Types (%)^(a)

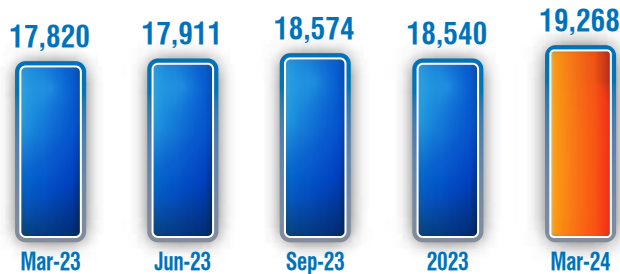


(Vehicle loans make up 5.0% of retail loans.)

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

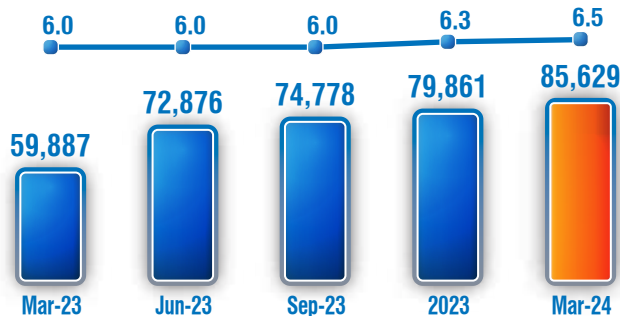
Asset quality remains strong despite accelerated rate hike cycle

NPL Portfolio (TRY million)



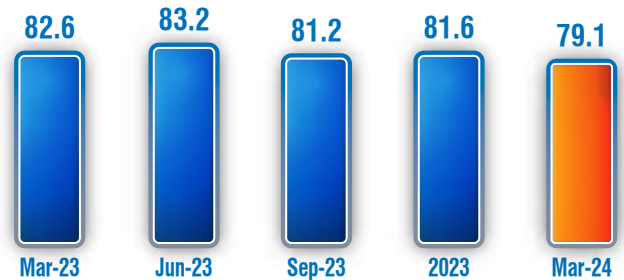
Loans under Close Watch (TRY million)

Loans under close watch/Loans (%)



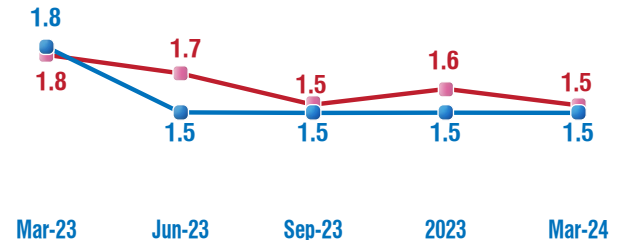
(*) BRSA monthly data as of Mar-24

NPL Coverage (%)



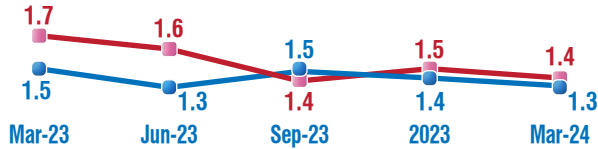
NPL/Total Loans (%)

Halkbank Sector^(*)

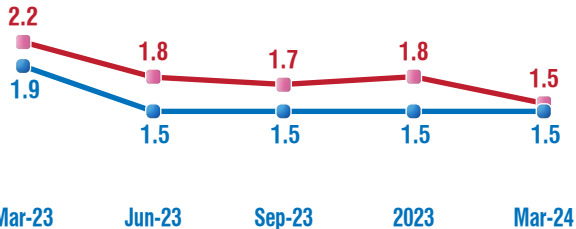


NPL ratio by segments

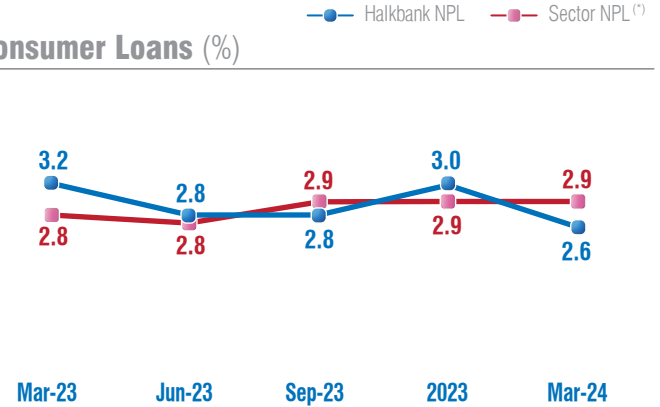
Corporate - Commercial (%)



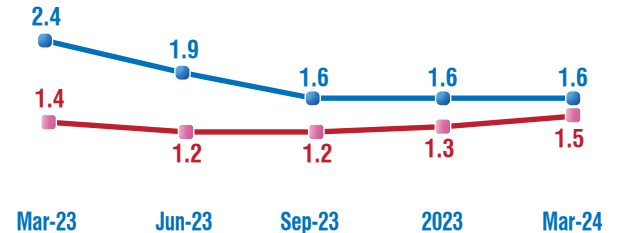
SME Loans (%)



Consumer Loans (%)



Credit Cards (%)



(*) BRSA monthly data as of Mar-24.

A cautious approach in provisioning to offset any potential lagged effects of tight financial conditions

Provisions and Reversals (TRY million)

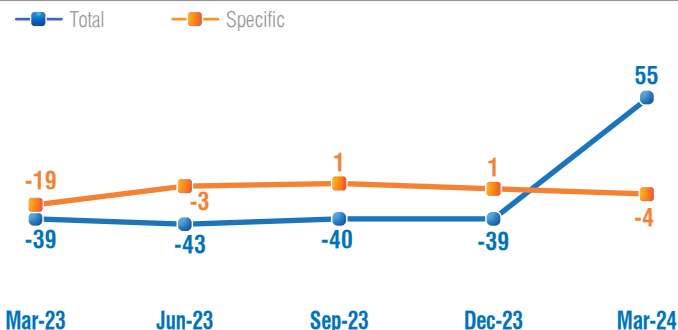
Quarterly

| (TRY million) | Q1-23 | Q2-23 | Q3-23 | Q4-23 | Q1-24 |
|---------------------|-------|-------|-------|-------|-------|
| S1 Provisions | 323 | -296 | 4 | 42 | 1,905 |
| S2 Provisions | 0 | 0 | 495 | -331 | 2,762 |
| S3 Provisions | 689 | 648 | 829 | 491 | 932 |
| Total Reversals | 1,894 | 1,667 | 2,257 | 1,190 | 3,820 |
| Net Total CoR (bps) | -39 | -48 | -30 | -31 | 55 |

Coverage Ratios

| | Mar-23 | Jun-23 | Sep-23 | 2023 | Mar-24 |
|----------------|--------|--------|--------|--------|--------|
| Stage 1 | 1.34% | 1.06% | 0.99% | 0.94% | 1.00% |
| Stage 2 | 42.4% | 33.4% | 31.2% | 27.9% | 27.0% |
| Stage 3 | 82.6% | 83.2% | 81.2% | 81.6% | 79.1% |
| NPL (S1+S2+S3) | 294.9% | 285.5% | 268.6% | 261.7% | 262.3% |
| Total Loans | 5.24% | 4.22% | 3.99% | 3.82% | 3,81% |

Net Cost of Risk (bps) (Cumulative)

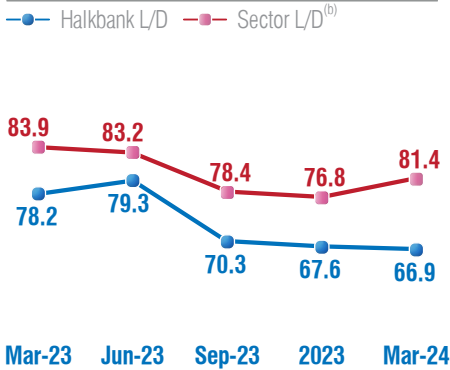


Gross Cost of Risk (bps) (Cumulative)

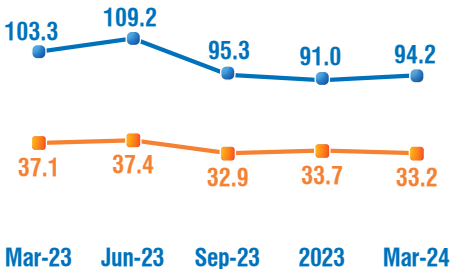


We shifted some of our deposit funding to repos in order to mitigate the marginal cost

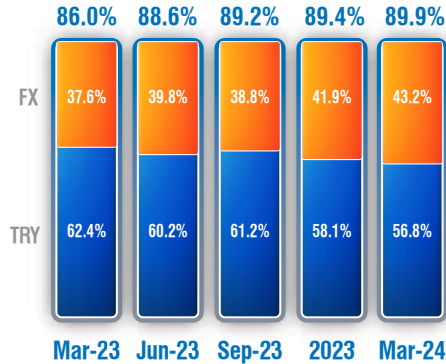
Loan to Deposit (%)



● TRY L/D ● FX L/D



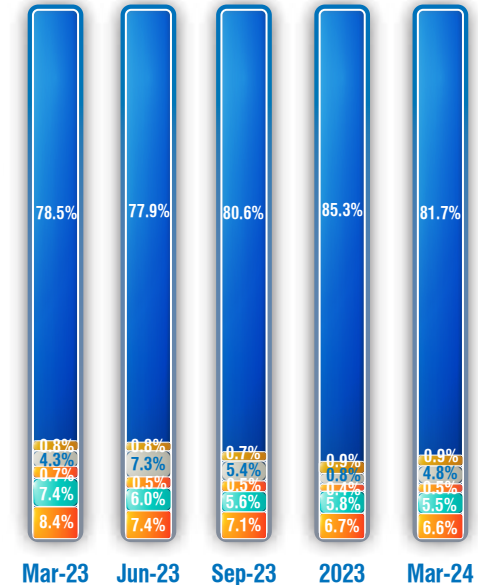
Composition of IBLs^(a)



> FX wholesale funding makes up 3.2% of total liabilities vs sector average^(b) of 17.4%.

Liabilities Mix (%)

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



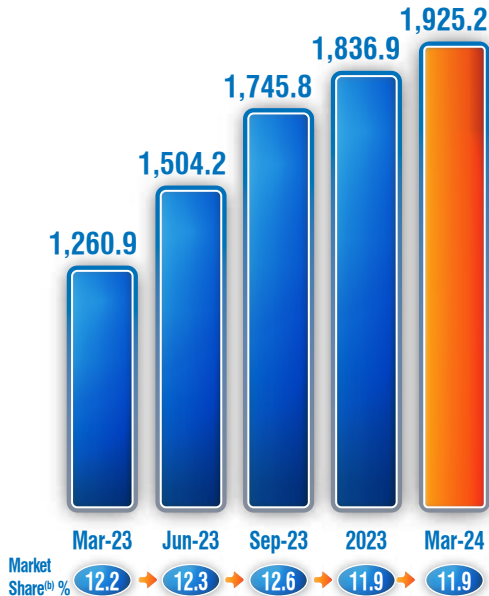
(a) Including interest accruals and excluding funds. Excluding demand deposits, the share of IBL is 68.1% in Mar-24.

(b) BRSA monthly data as of Mar-24, gross loans and including interbank deposits.

FX driven deposit growth

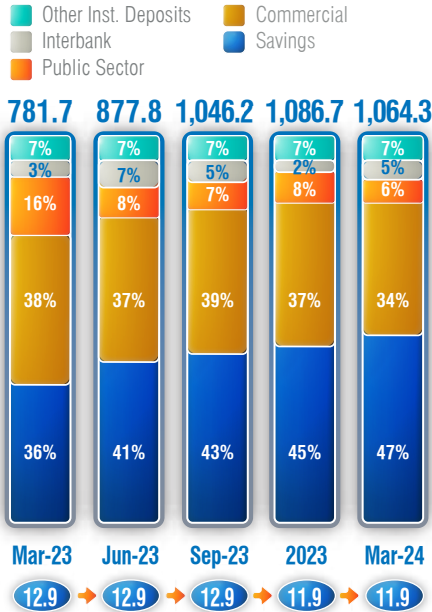
| | HALKBANK | B. Sector ^(b) |
|-----|----------|--------------------------|
| YoY | 52.7% | 56.0% |
| QoQ | 4.8% | 4.4% |

Total Deposits (TRY billion)^(a)



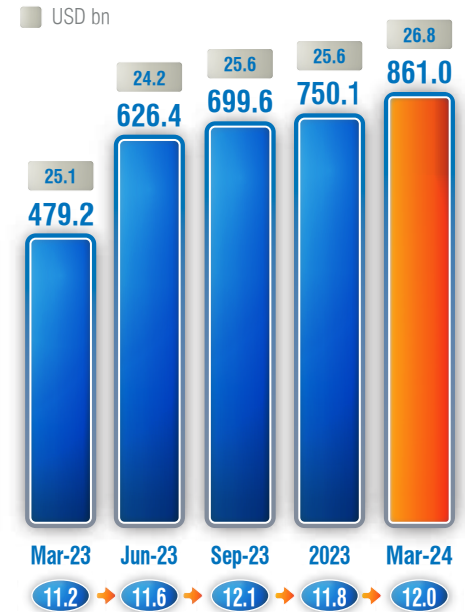
| | HALKBANK | B. Sector ^(b) |
|-----|----------|--------------------------|
| YoY | 36.2% | 48.1% |
| QoQ | -2.1% | -1.7% |

TRY Deposits (TRY billion)^(a)



| | HALKBANK | B. Sector ^(b) |
|--------------|----------|--------------------------|
| YoY | 79.7% | 67.1% |
| QoQ | 14.8% | 13.0% |
| in USD terms | YoY 6.7% | -0.8% |
| | QoQ 4.6% | 3.0% |

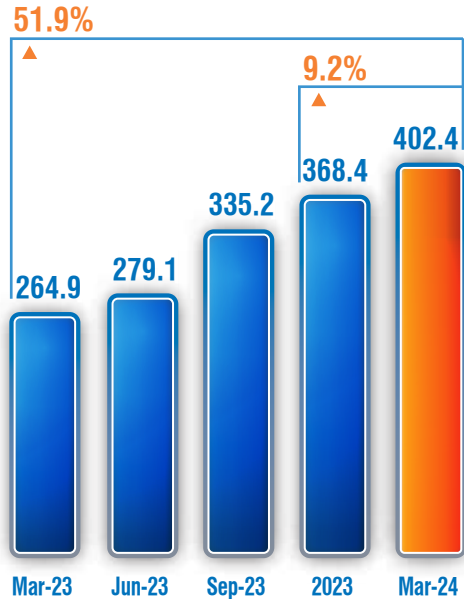
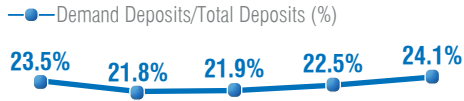
FX Deposits (TRY billion)^(a)



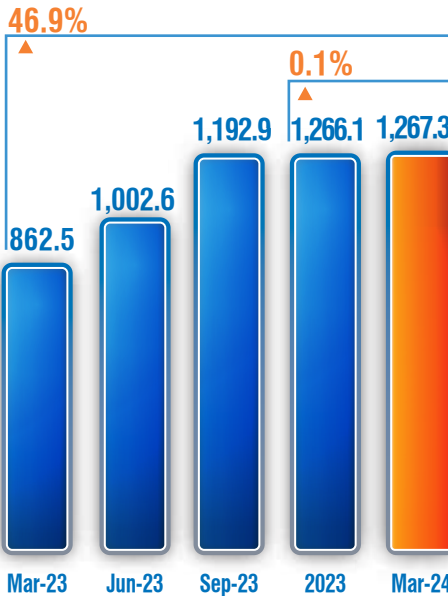
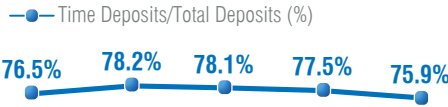
(a) Excluding interest accruals. (b) BRSA monthly data as of Mar-24, including interbank deposits.

Increase in the demand deposits alleviated some of our deposit costs

Demand Deposits (TRY billion)^(a)



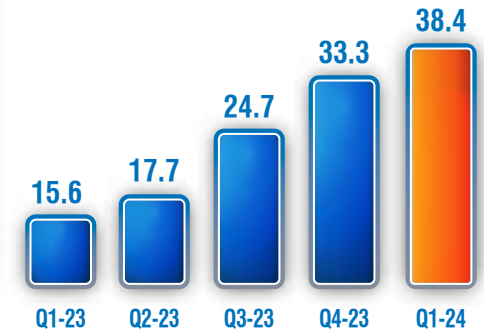
Time Deposits (TRY billion)^(a)



Deposits by Currency (%)^(b)



Cost of TRY Deposits (%)^(c)

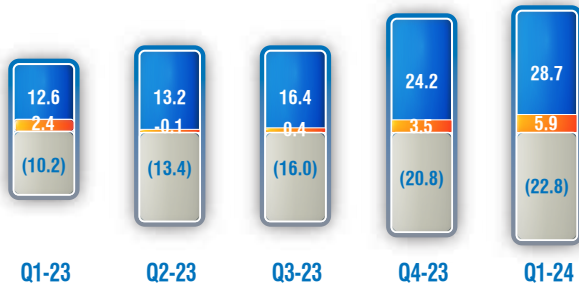


(a) Excluding interest accruals and interbank. (b) Excluding interest accruals. (c) Time & demand blended.

Cost – Yield – Spread

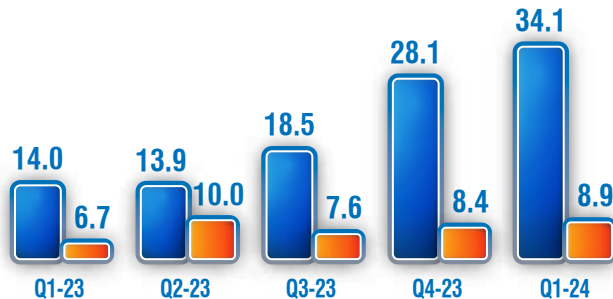
Blended Cost - Yield - Spread (%)

■ Yield on Loans
 ■ Cost of Deposits^(*)
 ■ Spread



Yield on Loans (%)

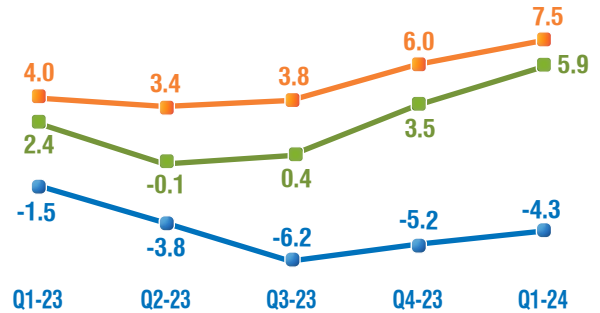
■ TRY
 ■ FX



(*) Time & demand blended.

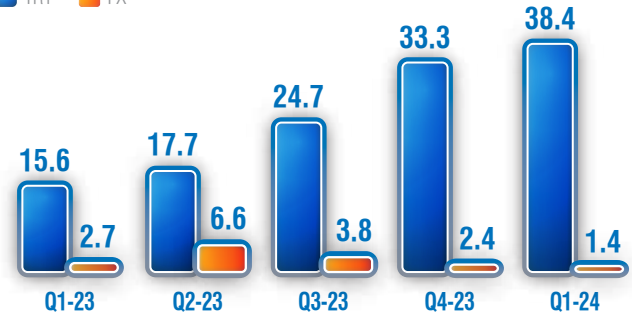
Spreads (%)

— TRY Core
 — FX Core
 — Blended Core



Cost of Deposits (%)^(*)

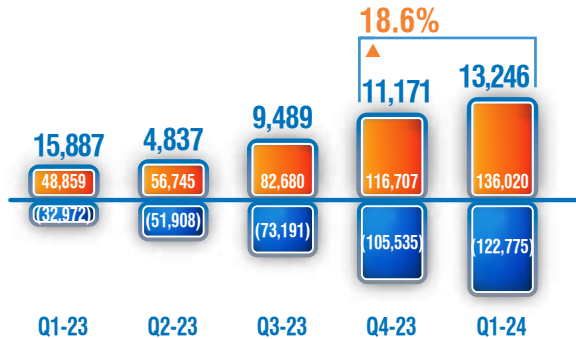
■ TRY
 ■ FX



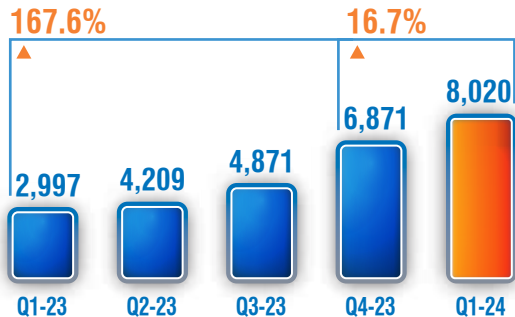
Net F&C increased 17% QoQ and 168% YoY

Net Interest Income (TRY million)

Interest Income Interest Expenses

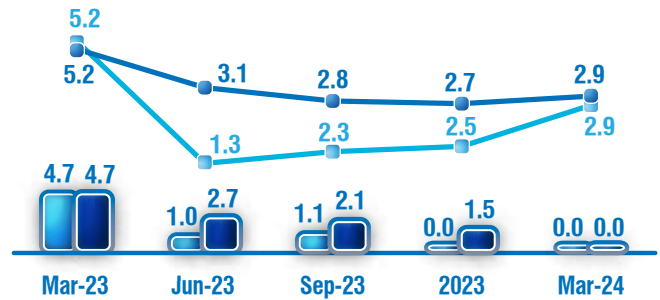


Net Fees & Commissions Income (TRY million)

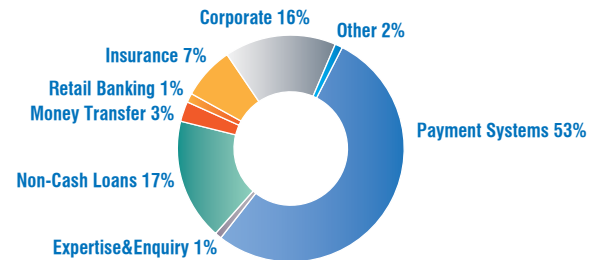


NIM (%)

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

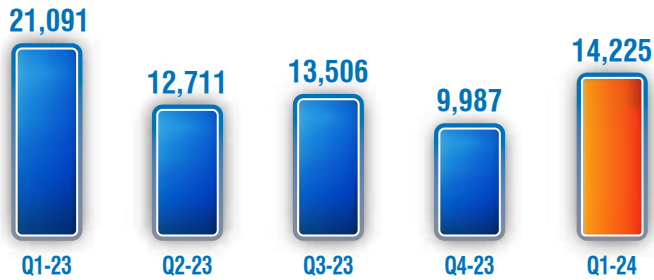


Breakdown of Fees & Commissions (%) (Cumulative)

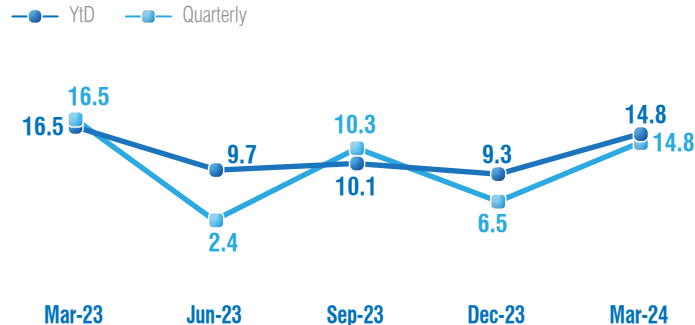


Details of profitability metrics

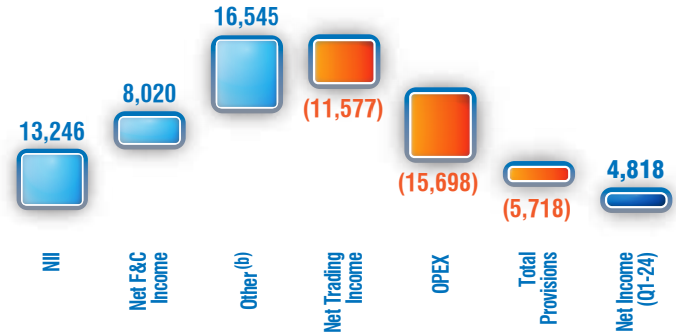
Total Operating Revenues (TRY million)^(a)



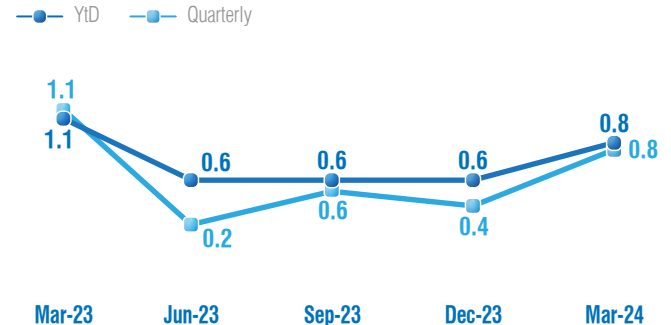
RoE (%)



Q1-24 Revenue Walk (TRY million)



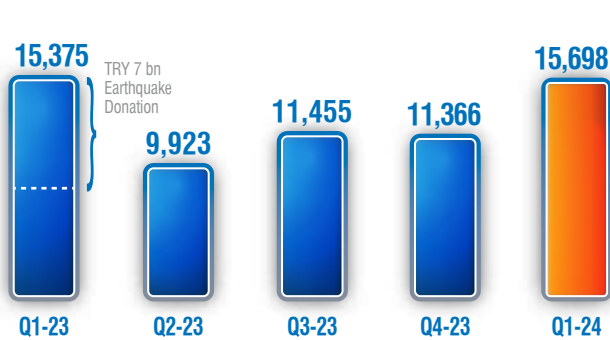
RoA (%)



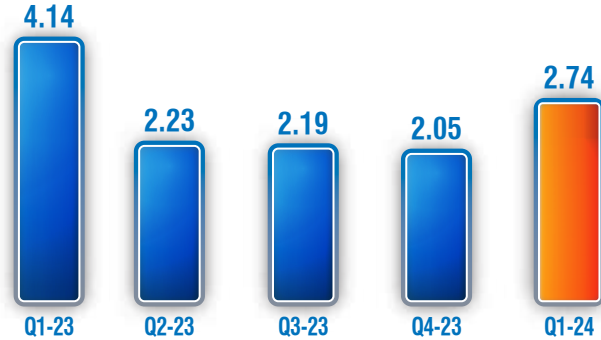
(a) Net Interest Income + Net Fees & Commissions + Net Trading Income + Other Operating Income (b) Other Operating Income + Tax Provisions + Dividend

OPEX increased broadly due to wage growth

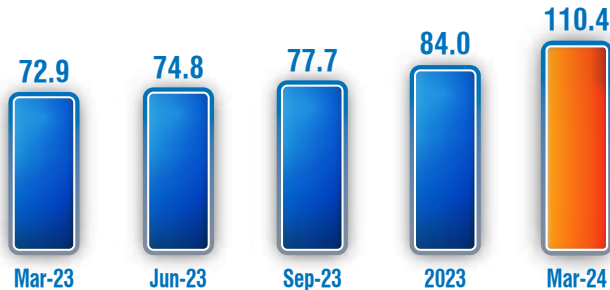
Operating Expenses (TRY million)



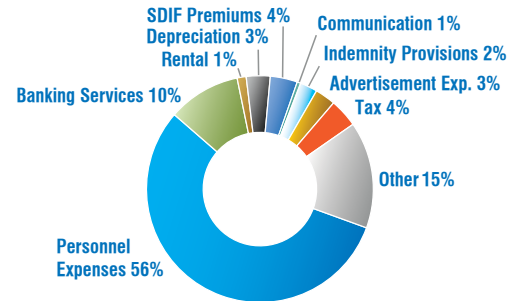
Operating Expenses / Average Assets (%)



Cost/Income (%)



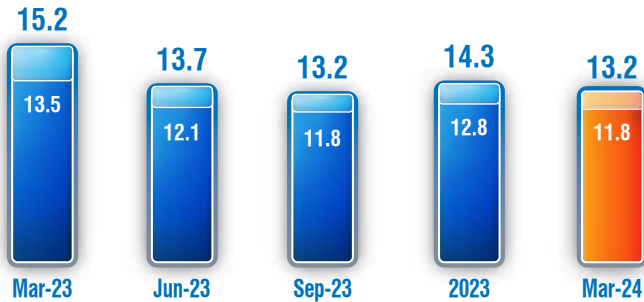
Breakdown of Operating Expenses (%)



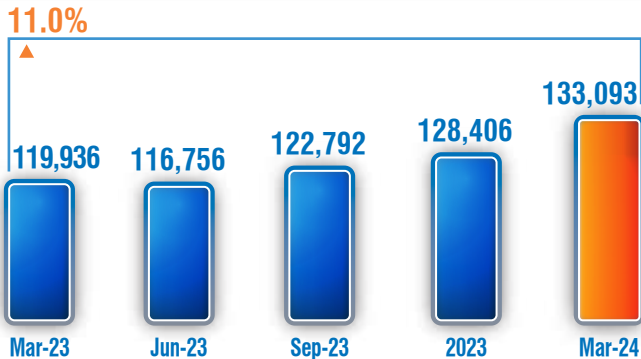
Solvency Ratios

CAR (%)

● Tier-I ● CAR



SHE (TRY million)



Details on Capital Ratio

Details on Capital Ratio (TRY mn)

| | Cons. Basel III Mar-24 | Uncons. Basel III Mar-24 |
|-------------------------------------|------------------------|--------------------------|
| Credit Risk Base Amount (CRBA) | 1,198,320 | 1,134,985 |
| Market Risk Base Amount (MRBA) | 102,642 | 87,731 |
| Operational Risk Base Amount (ORBA) | 95,339 | 86,059 |
| Total Risk Weighted Assets (RWAs) | 1,396,301 | 1,308,775 |
| Regulatory Capital | 186,325 | 172,691 |

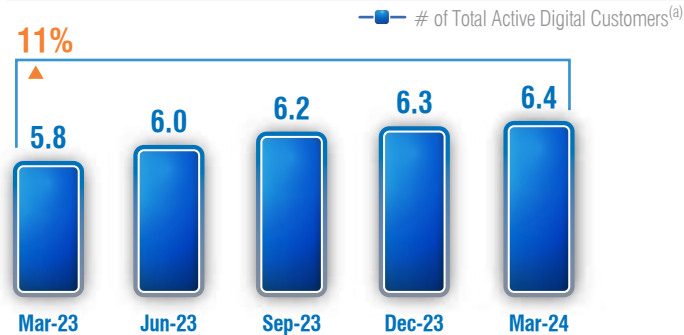
| | | |
|---------------------------------|--------------|--------------|
| CAR (%) | 13.34 | 13.19 |
| Tier-I (%) | 11.96 | 11.78 |
| Common Equity Tier-I (%) | 9.72 | 9.39 |

| Basel III Capital Requirements | Minimum | Capital Conservation Buffer | Counter Cyclical Buffer* | SIFI Buffer | Consolidated Regulatory Requirements |
|--------------------------------|---------|-----------------------------|--------------------------|-------------|--------------------------------------|
| CAR (%) | 8.00 | 2.50 | 0.08 | 1.00 | 11.58 |
| Tier-I (%) | 6.00 | 2.50 | 0.08 | 1.00 | 9.58 |
| CET-I (%) | 4.50 | 2.50 | 0.08 | 1.00 | 8.08 |

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

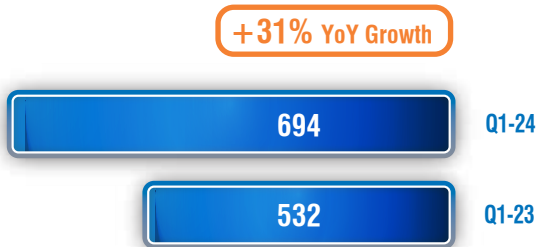
Digital transactions grew by 31% YoY with ongoing efforts on digitalisation

Active Digital Customers by Types (Million)

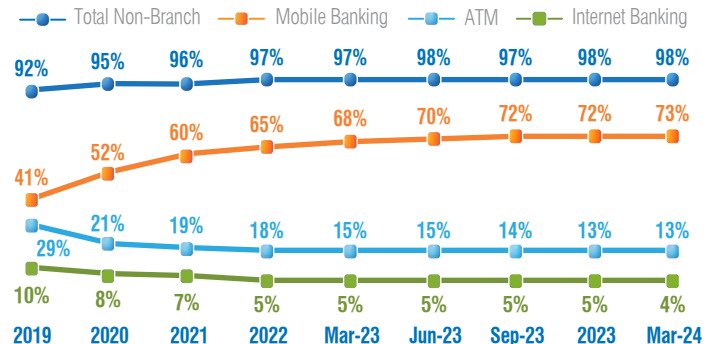


of active digital banking customers increased 11% YoY and reached 6.4 million

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



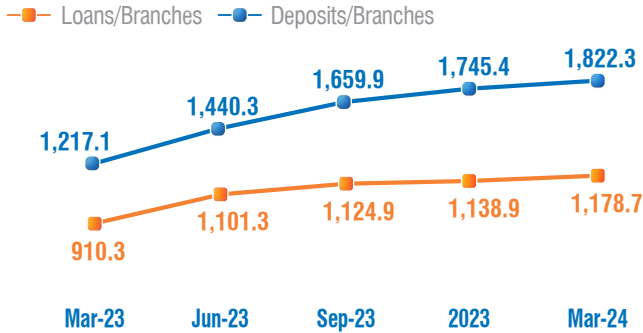
Evolution of Transactions per Channel (% Share)



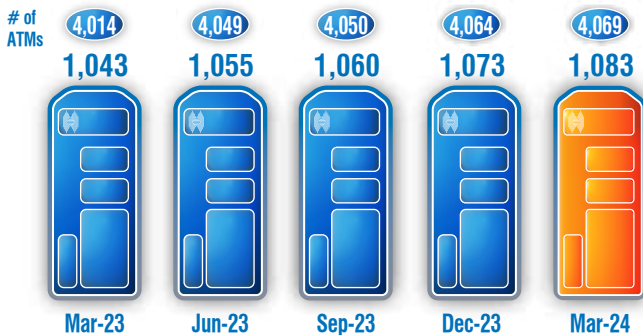
(a) Internet-only customers + Mobile-only customers + Those customers who use both internet and mobile (b) Total number of digital transactions (mobile and internet) on a yearly cumulative basis

Branch Network – Human Resources

Loans and Deposits per Branch (TRY million)

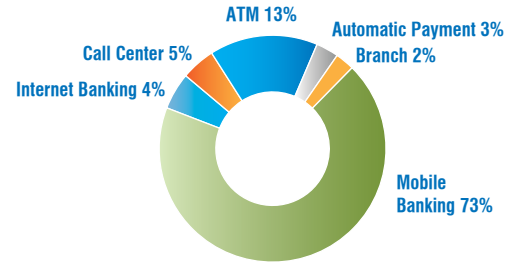


Branches^(*)

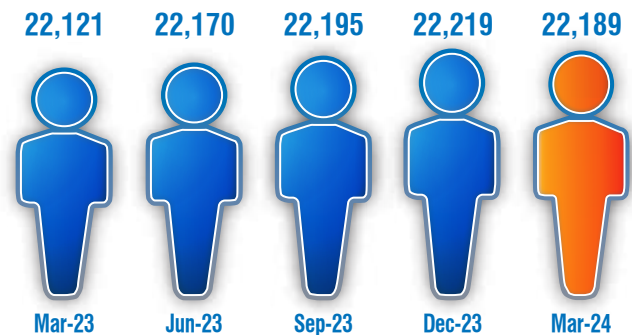


(*) Domestic branches

Breakdown of Banking Transactions (%)



Headcount



Annex

| Halkbank | TRY Million | Market Share (%) |
|----------------------|-------------|------------------|
| Total Assets | 2,414,878 | 9.3 |
| Loans ^(a) | 1,270,900 | 9.8 |
| TRY Loans | 984,659 | 11.5 |
| FC Loans | 286,241 | 6.6 |
| SME Loans | 624,062 | 17.3 |
| Corp. + Comml. L. | 482,888 | 7.7 |
| Retail Loans | 163,950 | 5.4 |
| Housing | 95,102 | 21.4 |
| GPLs | 30,254 | 2.8 |
| Credit Cards | 30,466 | 2.2 |
| Auto | 8,128 | 8.7 |

(a) Excluding interest accruals.

| Banking Sector Metrics ^(b) | 1Q23 | 1Q24 |
|--|-------------|---------------------|
| Loan Growth (YtD, %) | 12.4 | 10.7 |
| Deposit Growth ^(c) (YtD, %) | 11.7 | 4.4 |
| LDR (%) | 83.9 | 81.4 |
| NPL (%) | 1.8 | 1.5 |
| CoR ^(d) (bps) | 49 | 95 |
| Macroeconomic Indicators | 1Q23 | Current |
| GDP Growth (%) | 4.0 | 4.5 ^(e) |
| CPI (%) | 50.5 | 68.5 ^(f) |
| Unemployment (%) | 10.0 | 8.7 ^(g) |
| CBT Policy Interest Rate (%) | 8.50 | 50.00 |

(b) BRSA monthly data as of Dec-23 and Mar-24.

(c) Including interbank deposits.

(d) S3 Provisions/Av. Gross Loans

(e) Turkish Statistical Institute (TSI), 2023/4.

(f) TSI, Mar-24.

(g) TSI, Feb-24.

Balance Sheet

| In TRY million | Mar-23 | 2023 | Mar-24 | QoQ Change % | YoY Change % |
|---|------------------|------------------|------------------|-----------------|-----------------|
| Cash and Balances Held with the Central Bank ^(a) | 153,081 | 273,730 | 351,340 | 28.4 | 129.5 |
| Banks & Money Market ^(b) | 8,393 | 15,824 | 14,581 | (7.9) | 73.7 |
| Securities ^(b) | 439,032 | 584,393 | 653,759 | 11.9 | 48.9 |
| Net Loans ^(b) | 949,486 | 1,222,035 | 1,276,514 | 4.5 | 34.4 |
| Gross NPL | 17,820 | 18,540 | 19,268 | 3.9 | 8.1 |
| NPL Net | 1,402 | 1,800 | 2,318 | 28.7 | 65.4 |
| Property and Equipment | 12,089 | 21,547 | 22,215 | 3.1 | 83.8 |
| Other Assets | 55,841 | 77,758 | 96,469 | 24.1 | 72.8 |
| Total Assets | 1,617,922 | 2,195,287 | 2,414,878 | 10.0 | 49.3 |
| Deposits ^(b) | 1,269,386 | 1,872,848 | 1,973,555 | 5.4 | 55.5 |
| Funds Borrowed ^(b) | 12,685 | 16,992 | 21,376 | 25.8 | 68.5 |
| Interbank Money Market ^(b) | 69,638 | 20,182 | 116,965 | 479.6 | 68.0 |
| Marketable Securities Issued | 10,858 | 9,252 | 11,249 | 21.6 | 3.6 |
| Funds | 23 | 572 | 14 | (97.5) | (36.9) |
| Other Liabilities | 127,454 | 134,606 | 144,242 | 7.2 | 13.2 |
| Provisions | 7,942 | 12,429 | 14,384 | 15.7 | 81.1 |
| Shareholders' Equity | 119,936 | 128,406 | 133,093 | 3.7 | 11.0 |
| Total Liabilities | 1,617,922 | 2,195,287 | 2,414,878 | 10.0 | 49.3 |

(a) Reserve deposits monitored in balance with Central Bank

(b) Including interest accruals

Income Statement

| In TRY million | Q1-23 | Q4-23 | Q1-24 | QoQ Change% | YoY Change% |
|---|---------------|----------------|----------------|----------------|----------------|
| Interest Income | 48,859 | 116,707 | 136,020 | 16.5 | 178.4 |
| On Loans | 27,966 | 75,515 | 89,965 | 19.1 | 221.7 |
| On Securities | 20,554 | 40,502 | 41,019 | 1.3 | 99.6 |
| Interest Expense | 32,972 | 105,535 | 122,775 | 16.3 | 272.4 |
| On Deposits | 29,617 | 95,912 | 108,738 | 13.4 | 267.1 |
| Net Interest Income | 15,887 | 11,171 | 13,246 | 18.6 | (16.6) |
| Net Fees and Commissions | 2,997 | 6,871 | 8,020 | 16.7 | 167.6 |
| Net Trading Income | (315) | (11,143) | (11,577) | 3.9 | 3,572.8 |
| Swap Cost | (1,420) | (11,685) | (13,207) | 13.0 | 830.2 |
| Other Operating Income | 2,522 | 3,087 | 4,536 | 46.9 | 79.8 |
| Reversal of Loan Loss Provisions | 1,115 | 464 | 1,064 | 129.1 | (4.6) |
| Total Operating Revenues | 21,091 | 9,987 | 14,225 | 42.4 | (32.6) |
| Operating Expenses | 15,375 | 11,366 | 15,698 | 38.1 | 2.1 |
| Net Operating Income | 5,716 | (1,379) | (1,473) | 6.8 | (125.8) |
| Provision for Loan Losses and Other Receivables | 1,031 | 194 | 5,718 | 2,843.1 | 454.4 |
| Stage 3 Provisions | 689 | 491 | 932 | 89.9 | 35.3 |
| Profit/(Losses) from Associates | 1 | 4 | 850 | N/A | N/A |
| Income Before Taxes | 4,685 | (1,569) | (6,341) | 304.1 | (235.4) |
| Provision for Tax | 429 | (3,631) | (11,159) | 207.3 | N/A |
| Net Income | 4,256 | 2,062 | 4,818 | 133.7 | 13.2 |

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