

9M21 EARNINGS PRESENTATION

Based on BRSA Consolidated Financials

October 27th, 2021

TURKISH ECONOMY

STRONG ECONOMIC ACTIVITY,

backed by domestic demand, pressures **INFLATION**

Recovery in Tourism Revenues support CURRENT ACCOUNT DEFICIT

BUDGET DEFICIT REMAINS

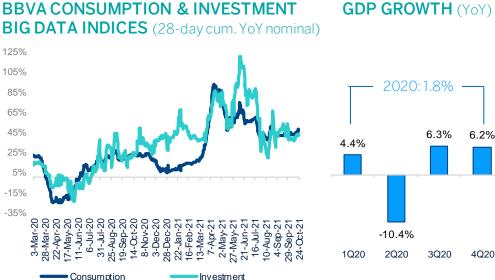
below the Maastricht Criteria with resillient tax revenues and controlled expenditures



DOMESTIC DEMAND KEEPS GROWING ON CONSUMPTION, ECONOMIC ACTIVITY HIGHER THAN EXPECTED SO FAR

2020:1.8%

6.3%



-10.4% 2Q20 3Q20 4Q20 1Q21 2Q21

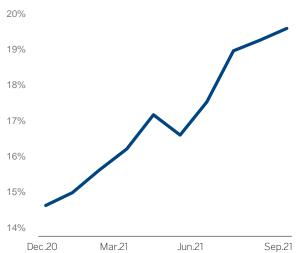
6.2%

7.2%

21.7%

- Our big data proxies suggest that domestic demand keeps growing on consumption, whereas investment stays relatively weaker
- The Turkish Economy grew by 14.3% in the first half of the year. Economic activity in 30 was still stronger than expected

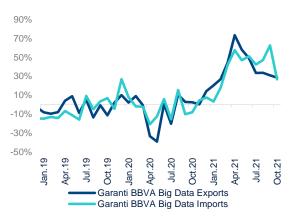
CONSUMER INFLATION (ANNUAL)



Inflationary pressures remain high on food inflation, cost push factors, worsening inflation expectations and still growing domestic demand

EXPORTS EXPECTED TO REMAIN SUPPORTIVE LED BY RECOVERING EXTERNAL DEMAND AND TOURISM REVENUES

BBVA EXPORTS & IMPORTS BIG DATA INDICES (YoY nominal)



CURRENT ACCOUNT BALANCE / GDP



- Exports remain supportive led by recovering external demand, though imports still suprise on the upside
- Current account deficit further shrinks to 3% of GDP in August
- Pressures on the CAD have increased due to higher energy bill and potential dollarization.
- Budget deficit to GDP realized at 1.5% in September, still boosted by strong tax revenues and relatively controlled expenditures.

CG BUDGET DEFICIT / GDP

9M21 FINANCIAL RESULTS

PROVEN CAPABILITY TO GENERATE SUPERIOR ROAE

consistently above inflation

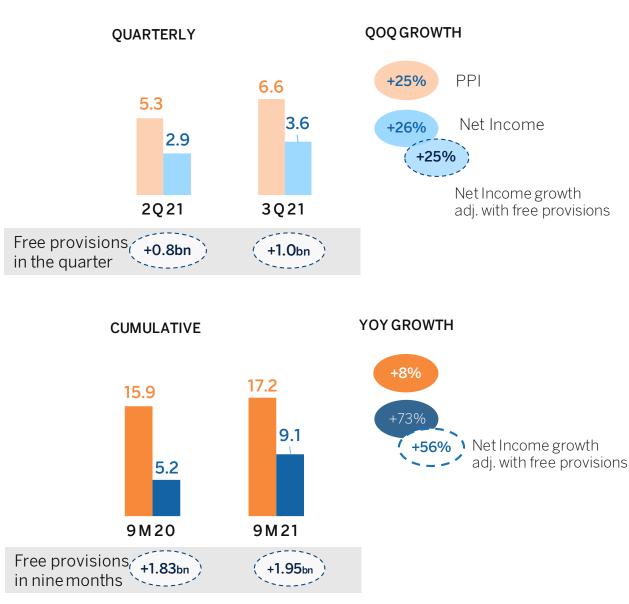
HEALTHY MARKET SHARE GAINS

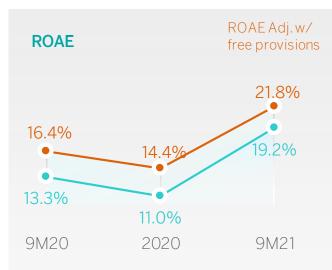
PROACTIVELY SHAPED & WELL PROVISIONED ASSETS

UNRIVALED NII & FEE GENERATION CAPABILITY

A NEW RECORD HIGH IN QUARTERLY PROFITS

PRE-PROVISION INCOME & NET INCOME (TL Billion)





■ ROAA in 9M21 is 2.2% and 2.5% when adjusted with the free provisions.

Total free provisions on B/S reached TL 6.6bn.

 Visible NIM improvement since Q2
2021 upon TL loan repricing and growth as well as managed spread.

Sustained outstanding fee generation capability.

■No ease in prudent provisioning, however, the need for further loan loss provisioning has come down.

CUSTOMER DRIVEN ASSET GROWTH REINFORCES SUSTAINABLE REVENUE GENERATION CAPABILITY

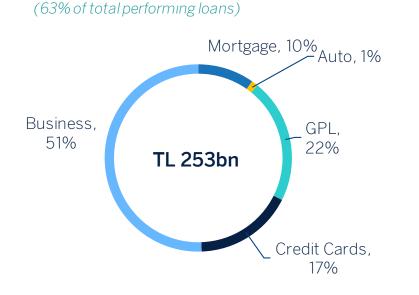


Outperformed sector TL lending growth while actively managing spreads

Strategically managed securities portfolio to help ride out volatility

Opportunistic CPI & FRN Security additions in 3Q

SIGNIFICANT MARKET SHARE GAINS WITH RATIONAL PRICING

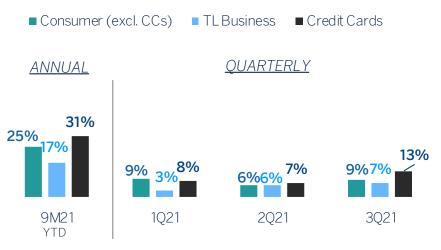


TL PERFORMING LOANS

Market Share*	2020	9M21
TL Loans	9.6%	10.6%
Consumer (excl. CCs)	10.2%	11.7%
TL Business	8.3%	9.0%
Consumer GPL	11.1%	12.7%
Acquiring Volume	16.9%	17.2%
IssuingVolume	17.6%	17.4%

* Based on bank-only BRSA Weekly Data, among commercial banks and Interbank Card Center data TL Ioan market share ranking was as of June, per bank-only financials

TL PERFORMING LOAN GROWTH



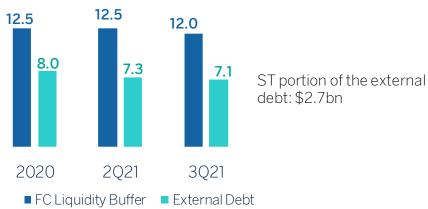
- **#1 rank in TL loans*** among private banks
- Healthy growth in consumer lending while keeping price discipline
- 47% of GPLs are granted to salary customers.

SOLID FUNDING MIX REMAINS TO BE THE MAIN DIFFERENTIATOR

LIABILITIES & SHE BREAKDOWN



EXTERNAL DEBT VS. FC QUICK LIQUIDITY² (US\$ bn)



LIQUIDITY COVERAGE RATIOS³

Total LCR	192%
Minimum Requirement	100%
FC LCR	362%
Minimum Requirement	80%

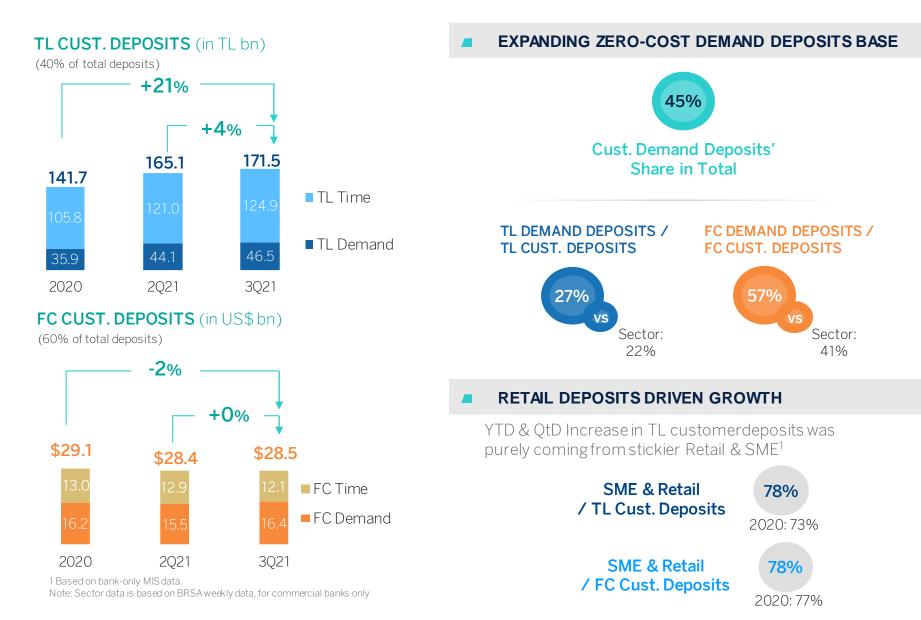
1 Includes funds borrowed, sub-debt & FC securities issued

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

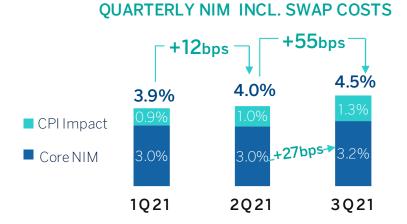
3 Represents the average of September's last week.

4 Free Funds=SHE-Reserve Requirement-Net NPL-Subsidiaries-Fixed Assets+Demand Deposits. Private Peer average represents June 2021 bank-only data.

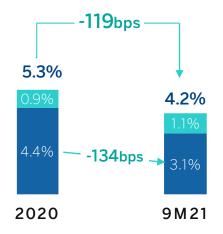
STRONG DEPOSIT GROWTH FROM A HIGH BASE REFLECTS CUSTOMERS' PREFERENCE



A BILLION INCREASE IN QUARTERLY NII UNDERSCORES OUR SUPERIOR BALANCE SHEET MANAGEMENT



CUMULATIVE NIM INCL. SWAP COSTS

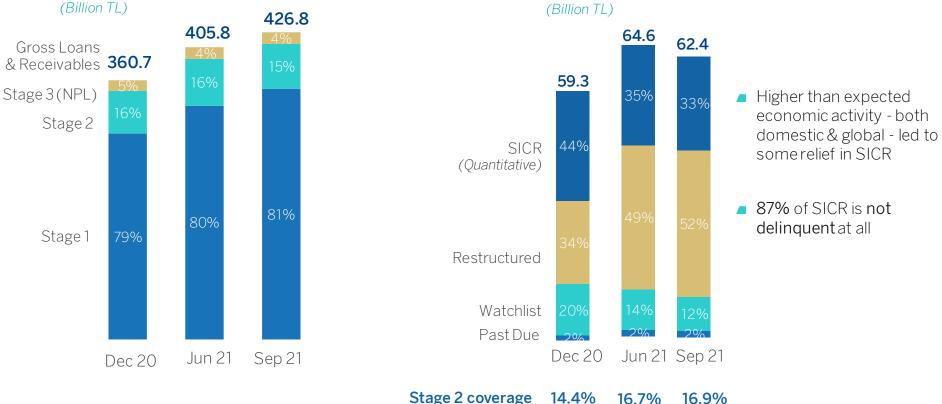


NII (INCL. SWAP COSTS) & CORE NII (TL bn)



EFFECTIVE AND PRUDENT RISK APPROACH PROVIDES RESILIENCE

LOANS & RECEIVABLES BREAKDOWN¹ (Rillion TL)

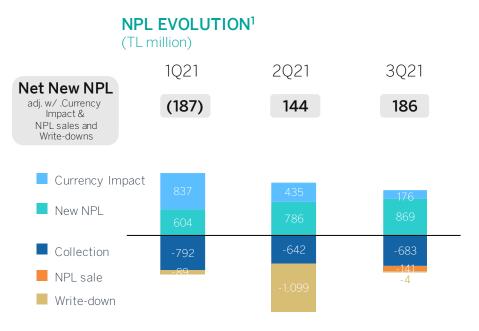


STAGE-2 BREAKDOWN¹

90-180 days files' balance TL 1.7 bn with 35% coverage at the end of 9M21, following the temporary measure on NPL recognition day*

1 Including Leasing & Factoring Receivables Note: SICR: Significant Increase in Credit Risk per our threshold for Probability of Default (PD) changes *Stage-2 past due definition changed to 90-180 days after regulation change of increased NPL recognition day to 180 days 12

LIMITED INFLOWS IN NET NEW NPLs, INCREASED COVERAGE, YET LOWER CoR



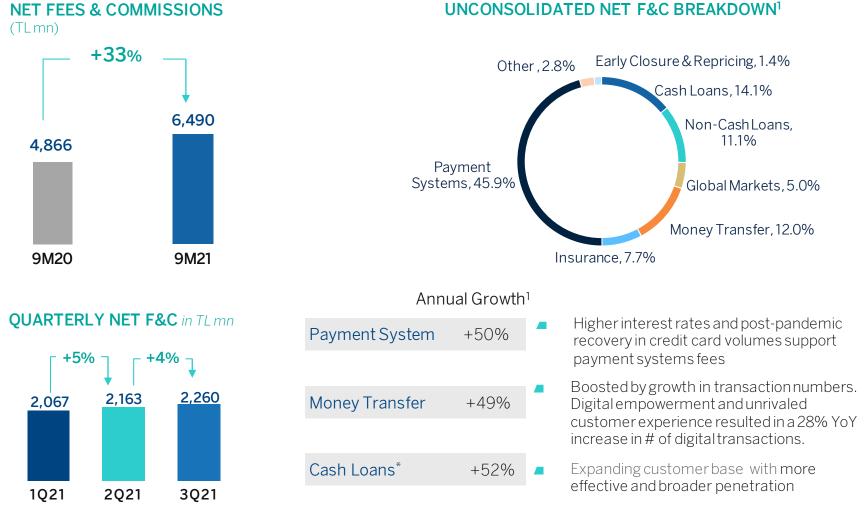
NET CoR TREND excl. CURRENCY



1021		2021	3Q21	3Q21
	1221	2221	2651	(adj. w/WD)*
NPL (nominal TL bn)	16.7	16.2	16.4	22.3
NPL Ratio	4.4%	4.0%	3.8%	5.2%
NPL Coverage	66%	66%	69%	77%

- Currency impact in 9M21 was 67bps fully hedged – no impact to bottom line.
- Quarterly Net CoR dropped notably (3Q21: 0.05%, 2Q21: 0.45% vs. 1Q21: 1.3%) after front loaded provisioning in previous periods.

UNRIVALED FEE GENERATION CAPABILITY ON THE BACK OF RELATIONSHIP BANKING AND DIGITALIZATION



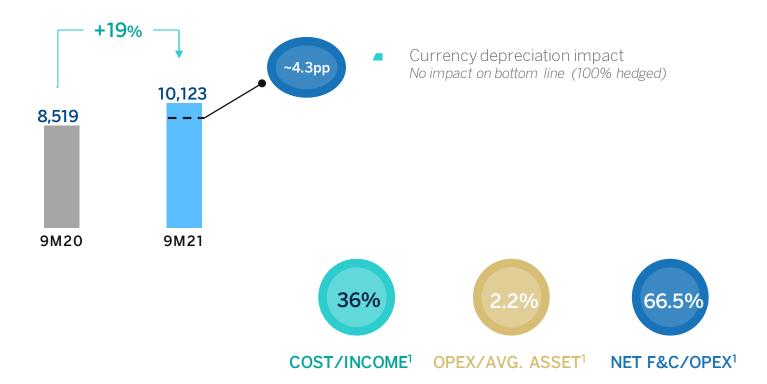
1 Net Fees & Comm. breakdown is based on MIS data.

Some cash loan related fees, which were previously classified under 'other' are moved to 'cash loan fees as of 31.12.2020. On a comparable basis; share of cash loan fees in 9M20: 12.8% and share of other fees: 3.3%

*Excludes LYY related dividend income

OPEX GROWTH MANAGED IN LINE WITH FULL YEAR GUIDANCE DESPITE CURRENCY DEPRECIATION

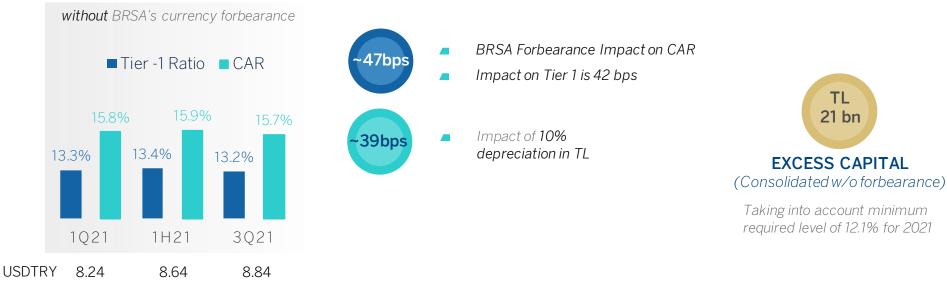
OPERATING EXPENSES (TL Million)

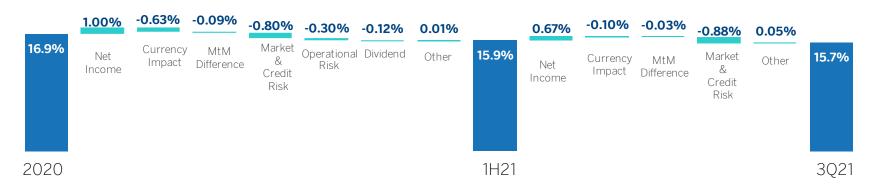


1 OPEX excluding currency impact is used in the calculation of efficiency ratios. Income defined as NII inc. Swaps + Net F&C + Dividend Income + Subsidiary Income + Net Trading Income (excludes swaps & currency hedge) + Other income (net of prov. Reversals)

STRONG CAPITAL BUFFERS REMAIN WELL ABOVE THE REGULATORY LEVELS

SOLVENCY RATIOS





1 Required Consolidated CAR level = 8.0% + SIFI Buffer for Group 2 (1.5%) + Capital Conservation Buffer (2.5%) + Counter Cyclical Buffer (0.125%); Required Consolidated Tier-I = 6.0% + Buffers; Reqired Consolidated CET-1 = 4.5% + Buffers

Continuous investments in DIGITAL, enriching CX & addressing global trends

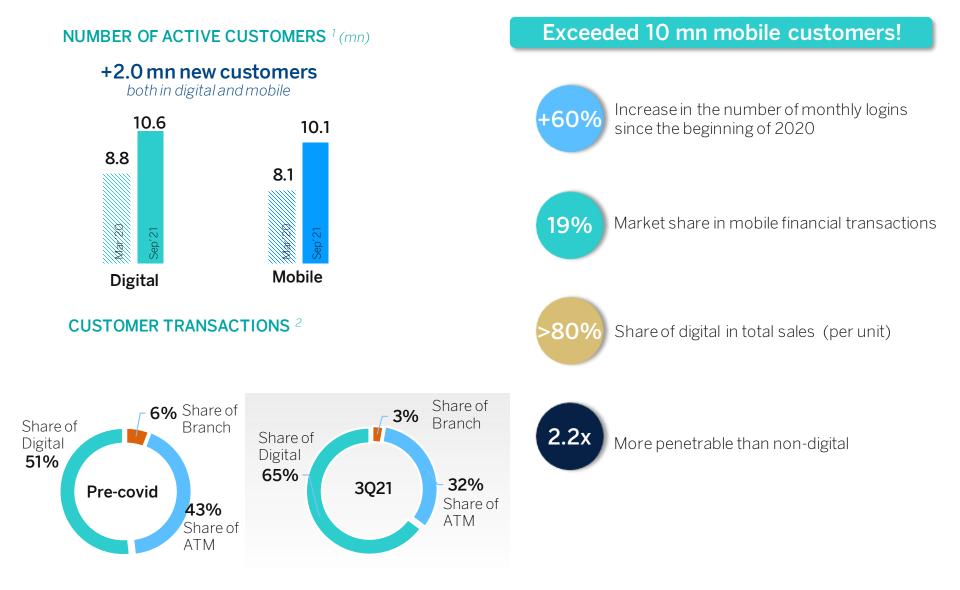
>10 MILLION MOBILE CUSTOMER

Highest digital & mobile customer base

SHARE OF BRANCH

in top transactions CAME DOWN TO ~3% LEVELS

EMPOWER AND SERVE TO IMPROVE THE FINANCIAL HEALTH OF OUR CUSTOMERS



SUSTAINABILITY is at the core of our strategy

BBVA 2025 PLEDGE 200BN €

'CARBON NEUTRAL BANK' as of 2020

First and only Turkish signatory UN NET ZERO BANKING ASSOCIATION (NZBA)

TRANSITION TO LOW CARBON ECONOMY

Climate Change Action Plan

E&S Risk Management

Sustainable Finance



Prioritizing renewable energy projects and ve putting a shadow price on carbon Market Leader with 24.7% market share in RES financing



Reducing deforestation



Creating Green Office Standards



Managing water-related risks



Environmental and Social Loan Policies in-line with Equator Principles



Environmental and Social Impact Assessment Model



Sectoral Principles



Innovative financing mechanisms such as; Green Loan, Sustainability-linked Loan etc.



Decarbonization of the Portfolio

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Creating awareness and increasing capacity



Brain storming about the sectoral needs

Dow Jones Sustainability Indices

Powered by the S&P Global CSA

Only company from Turkey to be in place for 6 consecutive years



Only bank in Turkey



Only company from Turkey to be in place for five consecutive years vigeoris BEST EM PERFORMERS

One of the two banks from Turkey listed in 2021 For more information please see ESG Analyst Data& Presentation on the IR website



Appendix

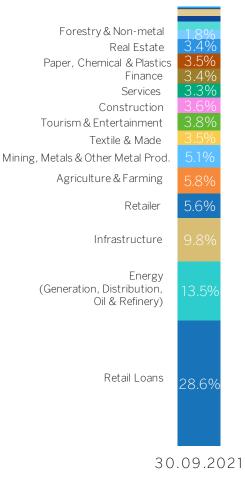
- PG. 22 Sector Breakdown of Gross Loans PG. 28 Securities portfolio
- PG. 23 FC Loan Breakdown
- PG. 24 Deferred Loans
- PG. 25 Maturity Profile & Liquidity Buffers
- Adjusted L/D and Liquidity PG. 26 Coverage Ratios,
- PG. 27 Consumer Loans & TL Business **Banking Loans**

- PG. 29 Summary Balance Sheet
- PG. 30 Summary P&L
- Key Financial Ratios PG. 31
- PG. 32 Quarterly & Cumulative Net Cost of Risk

APPENDIX: SECTOR BREAKDOWN OF GROSS LOANS

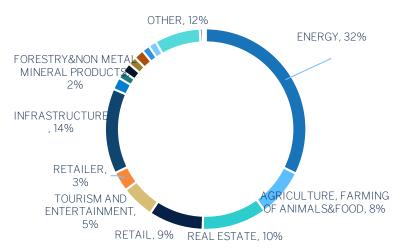
SECTOR BREAKDOWN OF GROSS LOANS¹

TL 371.3bn



	%	OF SHAR	E IN	CO	OVERAGES	S
Key Sectors	Stage 1	Stage 2	Stage 3	Stage 1	Stage 2	Stage 3
RETAIL	82%	16%	2%	0,8%	6,4%	74,0%
ENERGY	66%	26%	8%	0,3%	22,3%	67,5%
CONSTRUCTION	89%	6%	5%	0,7%	15,1%	72,4%
TEXTILE & MADE	89%	7%	3%	0,5%	14,5%	74,8%
TOURISM & ENTATIRMENT	79%	18%	3%	0,4%	17,7%	65,5%
REAL ESTATE	53%	34%	13%	0,6%	38,6%	50,3%

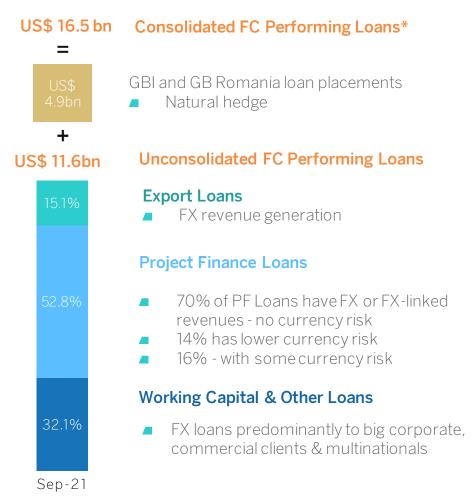
SECTOR BREAKDOWN OF STAGE 2 EXCLUDING SICR¹

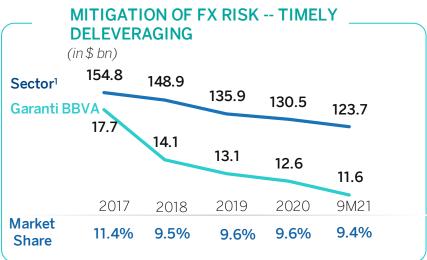


CLOSELY MONITORED AND WELL-PROVISIONED FC LOANS

FC PERFORMING LOANS

(37% of total performing loans)





 Regular conduct of FX sensitivity analysis for proactive staging and provisioning

APPENDIX: DEFERRALS' PAYMENT EVOLUTION BETTER THAN EXPECTED

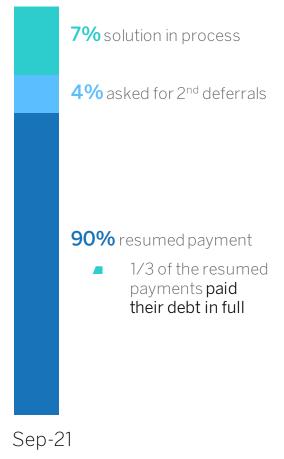
TOTAL LOAN DEFERRALS GRANTED



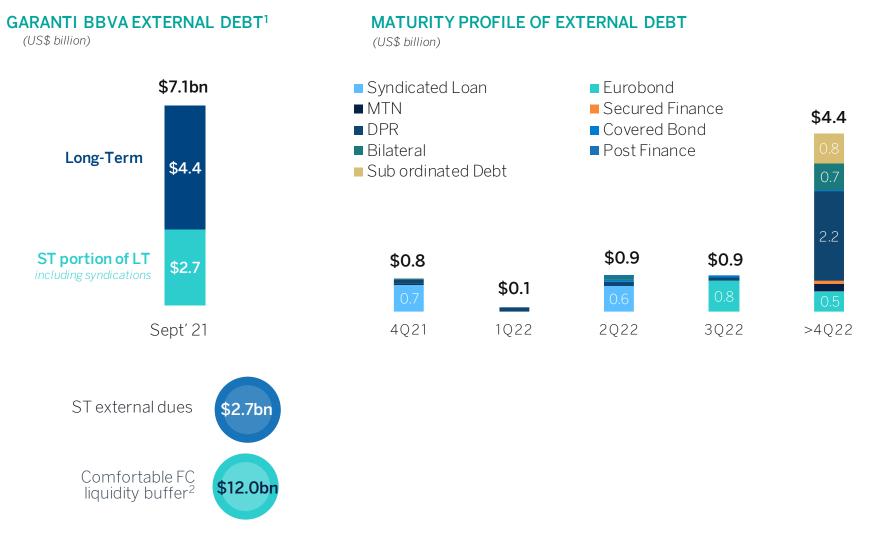
DEFERRALS' STAGING BREAKDOWN & COVERAGES	Share in Total	Coverage
Stage 1	39%	0.6%
Stage 2	57%	20%
Stage 3	4%	62%
Total		15%

EXPIRED LOAN DEFERRALS' PAYMENT BEHAVIOR

94% of total deferrals



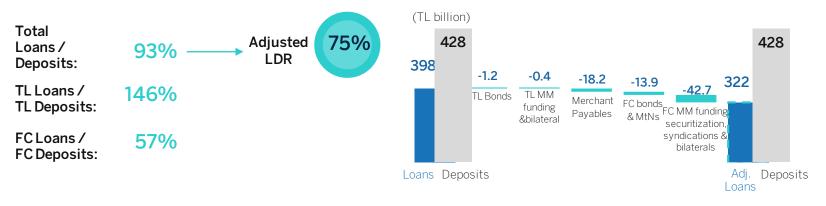
APPENDIX: COMFORTABLE LIQUIDITY & MANAGEABLE EXTERNAL DEBT STOCK



1 Excludes cash collateralized borrowings 2 FC Liquidity Buffer includes FC reserves under ROM, swaps, money market placements, CBRT eligible unencumbered securities

APPENDIX: ADJUSTED LDR AND LIQUIDITY COVERAGE RATIOS

Loans funded via long-term on B/S alternative funding sources ease LDR



LIQUIDITY COVERAGE RATIOS¹

Total LCR	192%
Minimum Requirement	100%
FC LCR	362%
Minimum Requirement	80%

1 Represents the average of September's last week.

APPENDIX: CONSUMER & TL BUSINESS BANKING LOANS

Consumer & TL Business Banking Loans (TL billion)	Dec-19	Sep-20	Dec-20	Sep-21	QoQ (%)	YoY (%)
TL Business Banking	77.9	102.2	109.3	127.8	7.2	25.0
Cons. Mortgage Loans	22.4	24.9	25.2	29.3	5.7	17.4
Consumer Auto Loans	1.8	1.8	2.1	2.8	-3.0	52.5
Cons. General Purpose Loans ¹	32.4	43.1	45.0	58.1	9.8	34.9
Cons. Credit Card Balances	22.3	25.1	26.5	33.9	13.3	34.9

Market Shares ³	Jun-21	Sep-21	QoQ 🛆	Rank
Consumer Loans inc. Consumer CCs	12.7%	13.1%	40 bps	#1*
Cons. Mortgage Loans	9.2%	9.5%	37 bps	#1*
Consumer Auto Loans	28.3%	29.0%	67 bps	#1*
Cons. General Purpose Loans	12.2%	12.7%	48bps	#2*
TL Business Banking	8.8%	9.0%	18bps	#2*
# of CC customers ²	13.2%	13.2%	2 bps	#1
Issuing Volume (Cumulative) ²	17.3%	17.4%	13 bps	#1
Acquiring Volume (Cumulative) ²	16.9%	17.2%	32 bps	#2

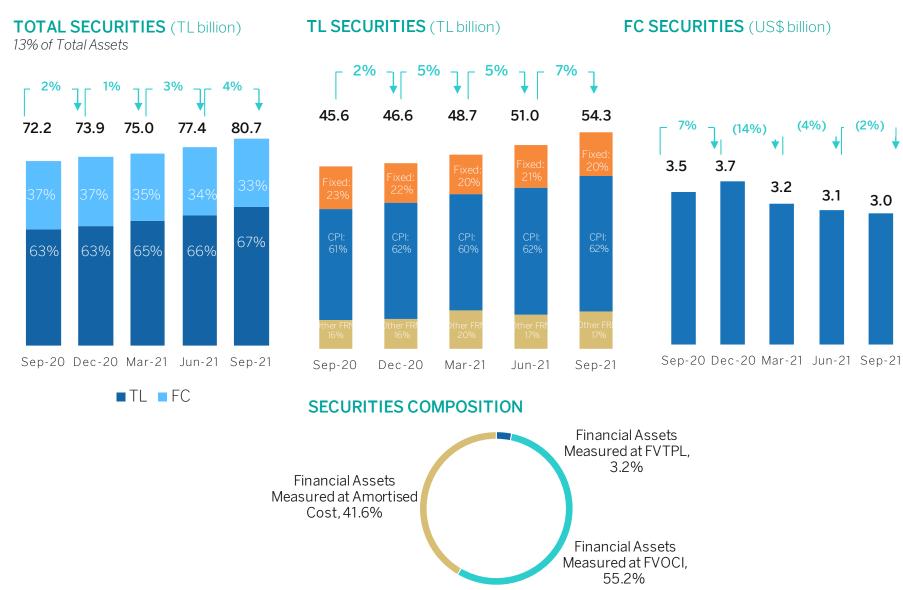
* Rankings are among private banks as of June 21

1 Including other loans and overdrafts

2 Cumulative figures and rankings as of September 2021, as per Interbank Card Center data, 3 Sector figures used in market share calculations are based on bank-only

BRSA weekly data as of 01.10.2021, for commercial banks

APPENDIX: SECURITIES PORTFOLIO



Note: Fixed - Floating breakdown of securities are based on bank-only MIS data

3.0

APPENDIX: SUMMARY BALANCE SHEET

(TL billion)

ASSETS	30.09.2020	31.12.2020	31.03.2021	30.06.2021	30.09.2021
Cash & Cash Equivalents	44,4	50,0	40,5	49,4	44,7
Balances at CBRT	34,2	44,7	56,6	64,0	67,8
Securities	72,2	73,9	75,0	77,4	80,7
Gross Loans + Leasing & Factoring receivables	356,5	360,7	382,6	405,8	426,8
+TL Loans	206,3	215,5	227,2	240,2	260,2
TL Loans NPL	10,4	7,8	7,7	7,4	7,5
info: TL Performing Loans	195,9	207,6	219,5	232,8	252,7
+FC Loans (in US\$ terms)	18,2	18,3	17,5	17,7	17,4
FC Loans NPL (in US\$)	1,2	1,0	1,0	0,9	0,9
info: FC Performing Loans (in US\$)	17,0	17,3	16,5	16,8	16,5
info: Performing Loans (TL+FC)	326,3	335,0	355,6	377,8	398,4
Fixed Assets & Subsidiaries	7,0	7,3	7,2	7,1	7,1
Other	11,5	4,4	6,8	4,1	3,7
	<u>525,9</u> 30.09.2020	540,9	568,8	607,8	630,8
LIABILITIES & SHE				30.06.2021	
Total Deposits	345,7	358,1	371,9	412,0	428,2
+Demand Deposits	158,8	156,1	163,6	179,4	194,3
TL Demand	40,5	36,0	40,3	45,0	49,0
FC Demand (in US\$ terms)	15,4	16,3	15,0	15,6	16,4
+Time Deposits	186,8	202,0	208,2	232,6	233,9
TL Time	90,0	106,3	103,7	120,6	123,9
FC Time (in US\$ terms)	12,6	13,0	12,7	13,0	12,4
Interbank Money Market	3,1	3,2	13,1	5,3	5,5
Bonds Issued	23,5	22,8	21,1	19,4	19,5
Funds Borrowed	52,8	49,4	53,2	56,4	55,0
Other liabilities	40,1	45,1	45,6	47,2	51,5
			64.0	C7 C	71.1
Shareholders' Equity	60,7	62,4	64,0	67,6	71,1

APPENDIX: SUMMARY P&L

		QUARTERLY P&L		CUN	CUMULATIVE P&L		
TL	Million	2Q21	3Q21	QoQ	9M20	9M21	YoY
(+)	Net Interest Income including Swap costs	4.962	6.030	22%	16.137	15.485	-4%
	(+) NII excluding CPI linkers' income	6.360	7.678	21%	16.051	19.889	24%
	(+) Income on CPI linkers	1.262	1.719	36%	2.230	3.973	78%
	(-) Swap Cost	-2.659	-3.367	27%	-2.145	-8.378	291%
(+)	Net Fees & Comm.	2.163	2.260	4%	4.866	6.490	33%
(+)	Net Trading & FX gains/losses (excl. Swap costs and currency hedge)	841	841	0%	1.916	3.176	66%
	info: Gain on Currency Hedge ¹	621	252	-59%	2.550	1.978	-22%
(+)	Other income (excl. Prov. reversals & one-offs)	628	787	25%	1.550	1.895	22%
=	REVENUES	8.595	9.918	15%	24.468	27.046	11%
(+)	Non-recurring other income	16	145	n.m	0	305	n.m
	(+) Gain on asset sale	16	145	n.m	0	305	n.m
(-)	OPEX	-3.349	-3.494	4%	-8.519	-10.123	19%
	(-) HR	-1.346	-1.408	5%	-3.267	-3.975	22%
	(-) Non-HR	-2.003	-2.087	4%	-5.251	-6.148	17%
=	PRE-PROVISION INCOME	5.261	6.569	25%	15.950	17.228	8%
(-)	Net Expected Loss (excl. Currency impact)	-446	-56	-87%	-4.872	-1.712	-65%
	(-) Expected Loss	-2.830	-2.001	-29%	-11.288	-10.147	-10%
	info: Currency Impact ¹	-621	-252	-59%	-2.550	-1.978	-22%
	(+) Provision Reversal under other Income	1.763	1.692	-4%	3.866	6.457	67%
(-)	Taxation and other provisions	-1.922	-2.878	50%	-5.838	-6.444	10%
	(-) Free Provision	-800	-1.000	n.m	-1.830	-1.950	n.m
	(-) Taxation	-687	-1.667	142%	-2.131	-3.023	42%
	(-) Other provisions (excl. free prov.)	-435	-211	-51%	-1.876	-1.471	-22%
=	NET INCOME	2.893	3.634	26%	5.240	9.072	73%

1 Neutral impact at bottom line, as provision increase due to currency depreciation are 100% hedged (FX gain included in Net trading income line)

APPENDIX: KEY FINANCIAL RATIOS

	Sep-20	Dec-20	Mar-21	Jun-21	Sep-21
Profitability ratios					
ROAE (Cumulative) ¹	13,3%	11,0%	16,7%	18,3%	19,2%
ROAA (Cumulative) ¹	1,6%	1,3%	1,9%	2,1%	2,2%
Cost/Income	34,8%	36,5%	37,8%	38,3%	37,0%
Quarterly NIM incl. Swap costs	5,3%	4,9%	3,9%	4,0%	4,5%
Quarterly NIM incl. Swap costs excl. CPI linkers	4,5%	3,5%	3,0%	3,0%	3,2%
Cumulative NIM incl. Swap costs	5,5%	5,3%	3,9%	3,9%	4,2%
Cumulative NIM incl. Swap costs excl. CPI linkers	4,7%	4,4%	3,0%	3,0%	3,1%
Liquidity ratios					
Loans / Deposits	94,4%	93,6%	95,6%	91,7%	93,0%
TL Loans / TL Deposits	150,1%	146,0%	152,4%	140,6%	146,2%
Adj. Loans/Deposits	74%	74%	76%	74%	75%
(Loans adj. with on-balance sheet alternative funding sources)					
TL Loans / (TL Deposits + TL Bonds + Merchant Payables)	131,7%	128,4%	135,8%	124,7%	128,5%
FC Loans / FC Deposits	60,6%	59,0%	59,7%	58,9%	57,0%
Asset quality ratios	E 00/		4 40/	4.00/	2.00/
NPL Ratio	5,9%	4,5%	4,4%	4,0%	3,8%
Coverage Ratio	6,5%	5,8%	6,1%	5,8%	5,6%
+ Stage1	0,6%	0,8%	0,7%	0,6%	0,6%
+ Stage2	15,7%	14,4%	15,6%	16,7%	16,9%
+ Stage3	68,5%	63,4%	65,6%	65,6%	68,8%
Cumulative Net Cost of Risk (excluding currency impact, bps) ²	202	231	132	87	58
Solvency ratios	16.00/	16.00/	15.00/	15 00/	15 70/
CAR (excl. BRSA Forbearance)	16,9%	16,9%	15,8%	15,9%	15,7%
Common Equity Tier I Ratio (excl. BRSA Forbearance)	14,2%	14,3%	13,3%	13,4%	13,2%
Leverage	7,7x	7,7x	7,9x	8,0x	7,9x

1 Note: Excludes non-recurring items when annualizing Net Income for the remaining quarters of the year in calculating Return On Average Equity (ROAE) and Return On Average Assets (ROAA) for 1220, 2220, 3220 and 1221, 2 Neutral impact at bottom line, as provision increase due to currency depreciation are 100% hedged

(FX gain included in Net trading income line)

APPENDIX: QUARTERLY & CUMULATIVE NET CoR

(Million TL)	4000			2001
Quarterly Net Expected Credit Loss	4Q20	1Q21	2Q21	3Q21
(-) Expected Credit Losses	3.043	5.316	2.830	2.001
Stage 1	342	1.126	417	285
Stage 2	2.070	2.940	1.218	765
Stage 3	631	1.250	1.195	951
(+) Provision Reversals under other				
income	519	3.002	1.763	1.692
Stage 1	102	1.532	928	446
Stage 2	190	986	365	860
Stage 3	227	484	470	386
(=) (a) Net Expected Credit Losses	2.524	2.314	1.067	309
(b) Average Gross Loans	358.607	371.651	394.203	416.294
(a/b)Quarterly Total Net CoR (bps)	280	253	109	29
info: Currency Impact ¹	-24	121	63	24
Total Net CoR excl. currency impact (bps)	304	132	45	5

(Million TL)

Cumulative Net Expected Credit Loss	9M21	
(-) Expected Credit Losses	10.147	
Stage 1	1.829	
Stage 2	4.923	
Stage 3	3.395	

(+) Provision Reversals under other income	6.457
Stage 1	2.905
Stage 2	2.211
Stage 3	1.341
(=) (a) Net Expected Credit Losses	3.690
(b) Average Gross Loans	393.973
(a/b) Cumulative Total Net CoR (bps)	125
<u> </u>	
info: Currency Impact ¹	67
into. currency inpact	67_
	= 0
Total Net CoR excl. currency impact (bps)	58

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