

## İşbank 2018 Year-End Expectations

Macroeconomic Indicators	2018
GDP Growth	4.1%
Annual CPI Inflation	10.2%
Budget Deficit/GDP	1.9%
Public Debt Stock/GDP	30.0%
Banking Sector Loan Growth	13%-14%
Banking Sector Deposit Growth	12%-13%
<b>İşbank</b>	<b>2018*</b>
Loan Growth	13%-14%
TL Loans	14%-15%
FX Loans (USD)	5%-6%
Loans/Total Assets	~ 67%
Deposit Growth	13%-14%
TL Deposits	17%-18%
FX Deposits (USD)	3%-4%
TL Loans/TL Deposits	Decrease
NPL Ratio	<3.0%
Gross Cost of Risk**	115-120 bps
Capital Adequacy Ratio	>14%
Net Interest Margin	4.2%-4.4%
Net Interest Margin (Swap adjusted)	3.7%-3.9%
Net Interest Income Growth	~14%-15%
Dividend Income Growth	~8%-9%
Total Operating Income Growth	~14%-15%
Net Fees & Commissions Growth	>15%
OPEX Growth	~13%-14%
Cost/Income Ratio	43%-45%
Return on Average Assets	1.6%-1.7%

(\*) Growth rates are calculated based on 2017 YE projections.

(\*\*) (Specific Loan Loss Provisions + General Loan Loss Provisions) / Average Performing Loans