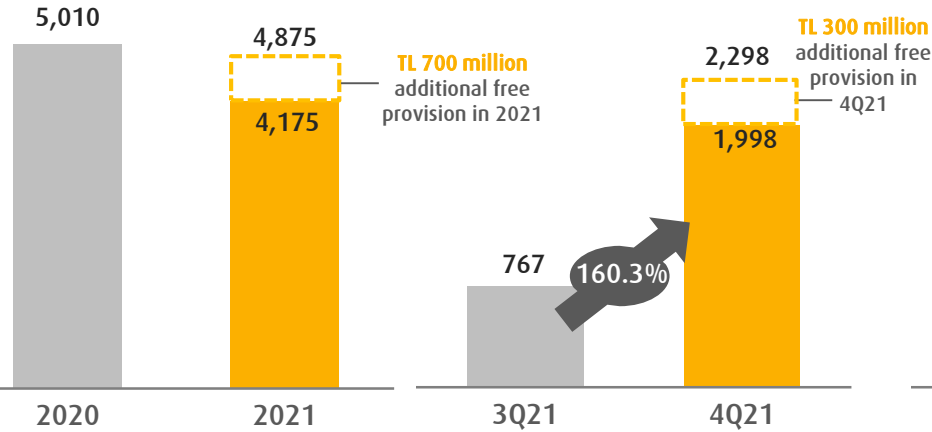




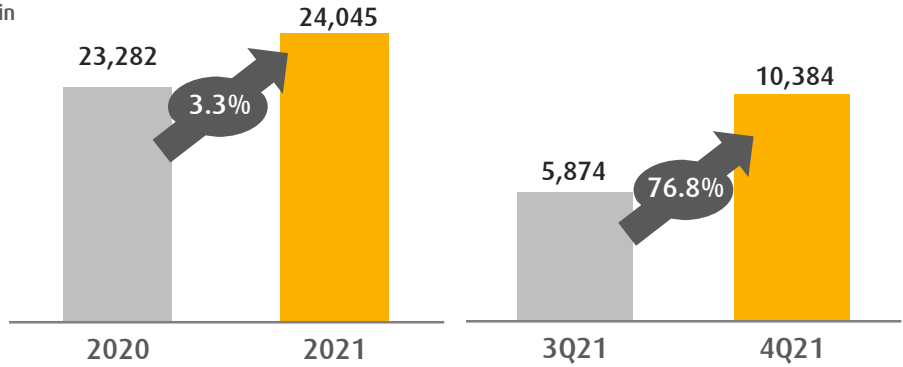
# Earnings Presentation BRSA Bank-Only YE 2021 February 14, 2022

# 4Q21 Earnings and Ratios

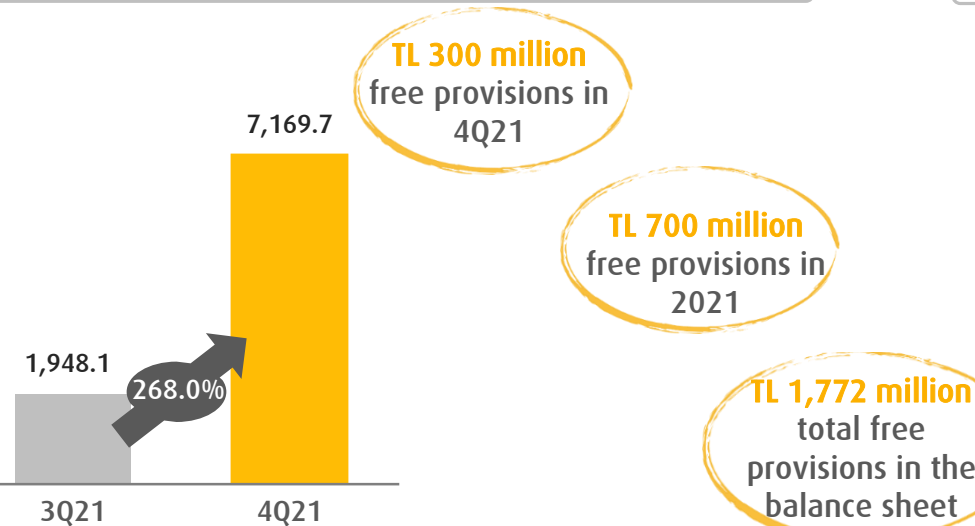
Net Income (TL million)



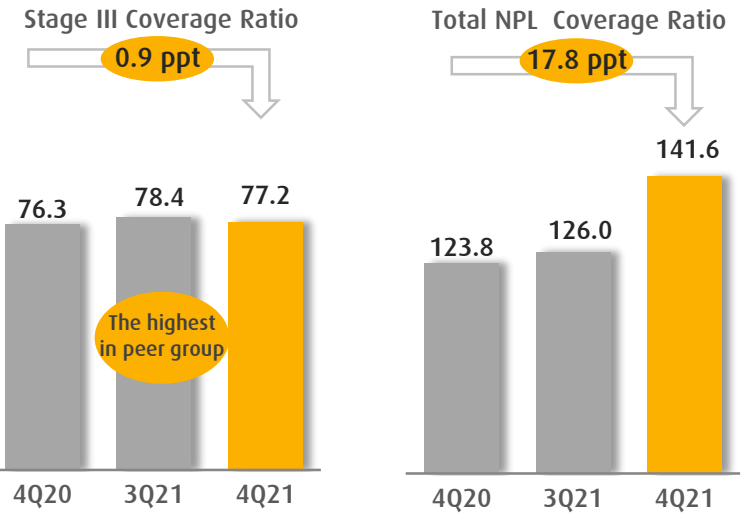
Core Banking Revenue (TL million)\*



Pre-Provisions Profit

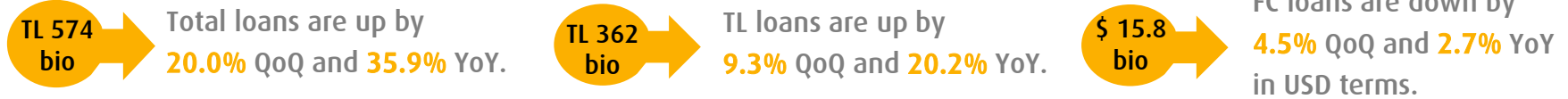


Coverage Ratios (%)

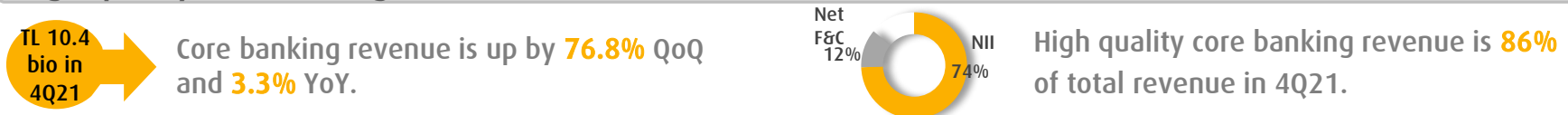


# Key Highlights of 4Q21

## TL loan driven quarterly lending activity



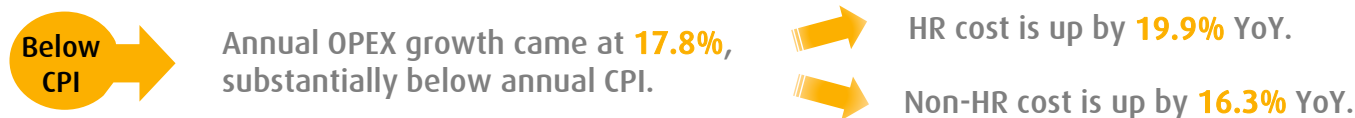
## High quality core banking revenue further increased



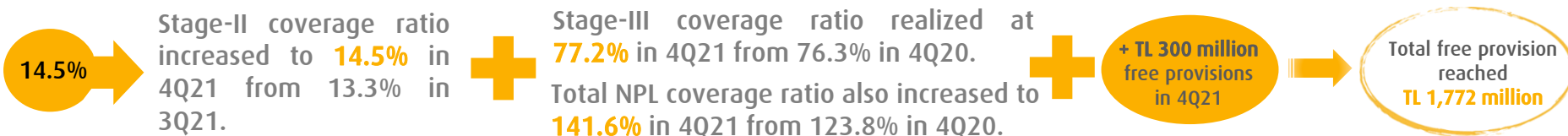
## Eye-catching quarterly NIM improvement in 4Q21



## Disciplined cost management in place



## Maintained prudent coverage ratios



## Strong liquidity levels both short term and long term



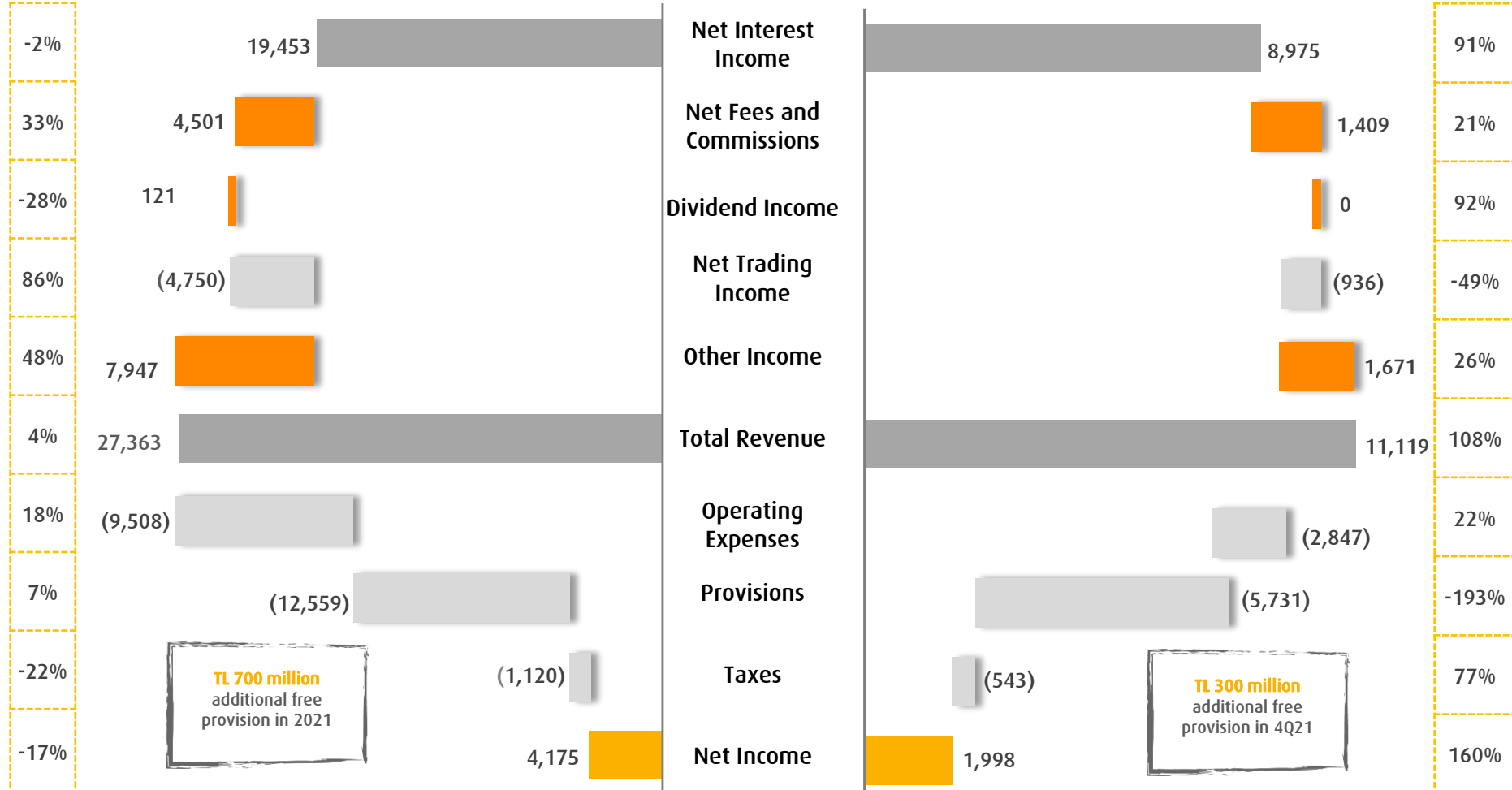
# 4Q21 P&L Details

△ YoY

(2021)

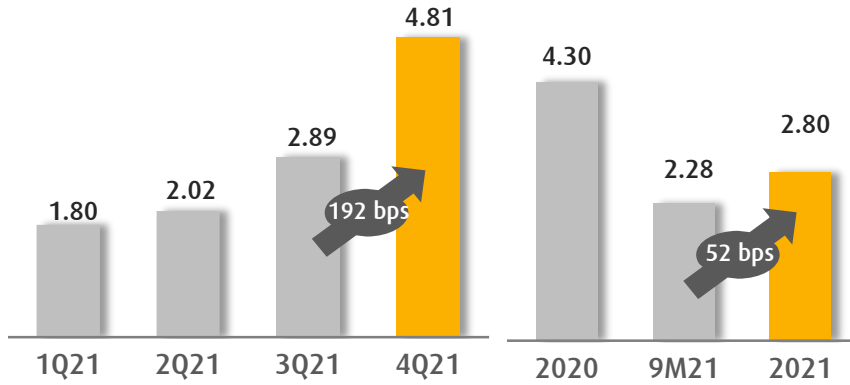
(4Q21)

△ QoQ

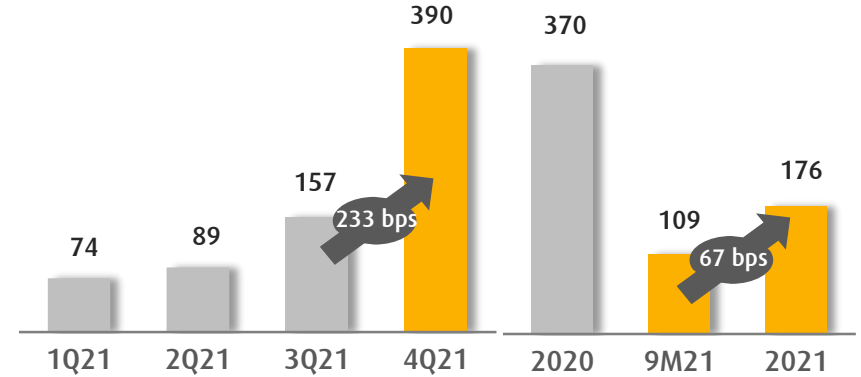


# NIM, CPI linkers and money market funding

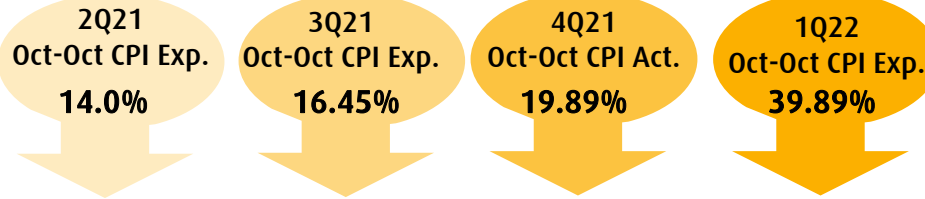
Net Interest Margin (NIM %)



Swap Adjusted Net Interest Margin (%)



CPI Expectations



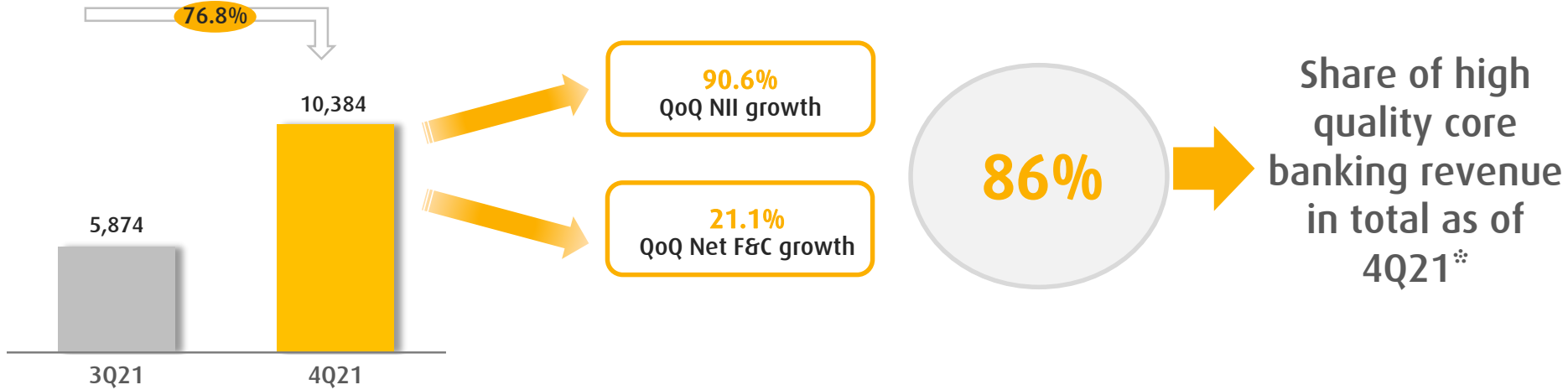
Total Money Market Funding

	4Q20	1Q21	2Q21	3Q21	4Q21
Quarterly average total money market funding	TL 80.9 billion	TL 103.4 billion	TL 112.6 billion	TL 122.1 billion	TL 129.7 billion
Quarterly average cost of money market funding	13.12%	16.38%	18.55%	18.85%	16.23%
Average Swap Usage	TL 27.3 billion	TL 44.2 billion	TL 42.4 billion	TL 47.6 billion	TL 41.1 billion
Swap Cost	TL 724 million	TL1,583 million	TL 1,782 million	TL 2,148 million	TL1,708 million

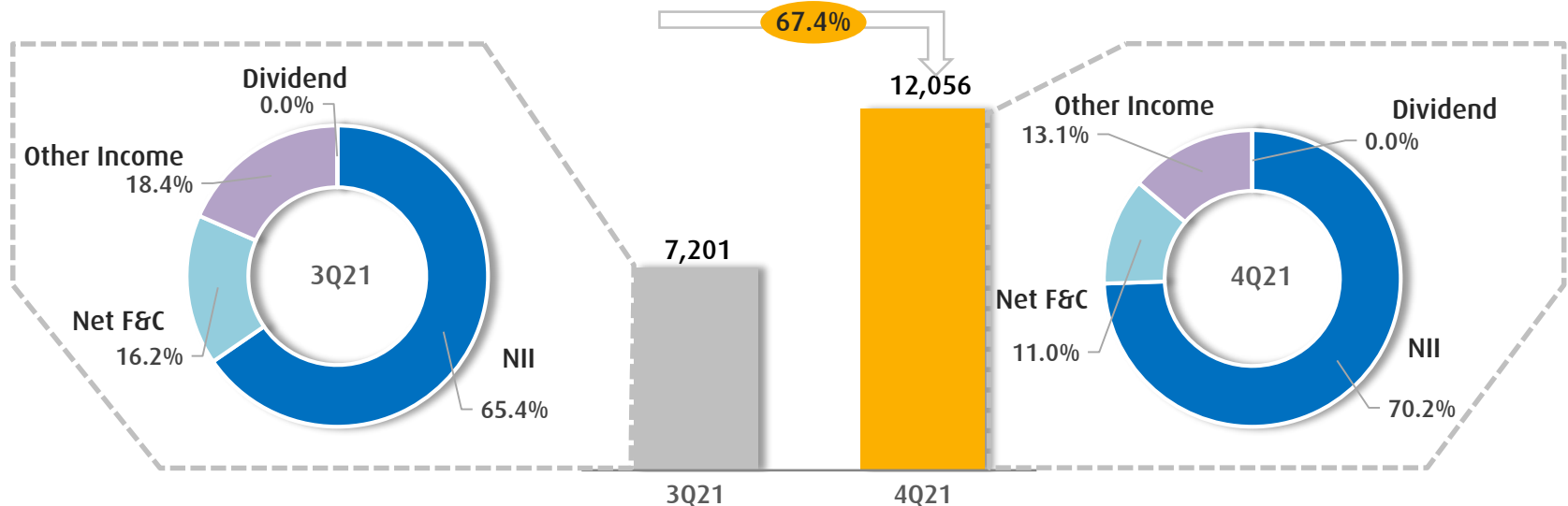
CPI Linker	Amount	Income
2Q21	TL 2,005 mio	TL 46.7 billion
3Q21	TL 2,660 mio	TL 49.3 billion
4Q21	TL 3,884 mio	TL 53.6 billion
1Q22	TL 4,031 mio	~TL 57.0* billion

# High quality core banking revenue further increased

## Core Banking Revenue



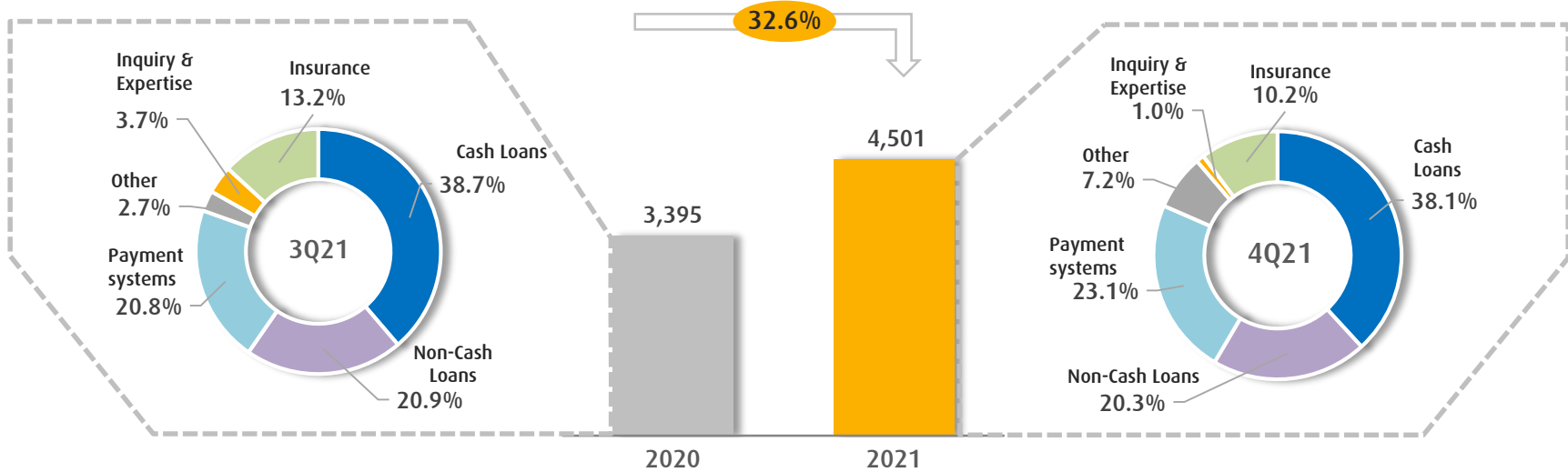
## Total Revenue\* – Revenue Breakdown (TL million)





# Net fee & commission income

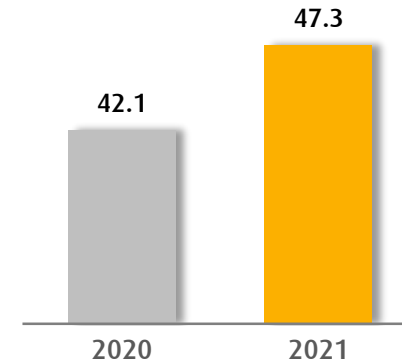
## Net Fee & Commission Income Breakdown (TL million)



	Quarterly Growth	Annual Growth
Payment Systems	15%	47%
Cash Loans	28%	31%
Non-cash Loans	14%	29%

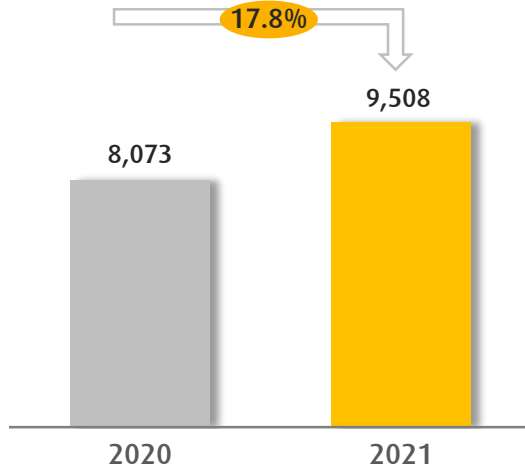
**21.1%**  
Quarterly net fee & commission income growth

## Fee/Operating Expense (%)



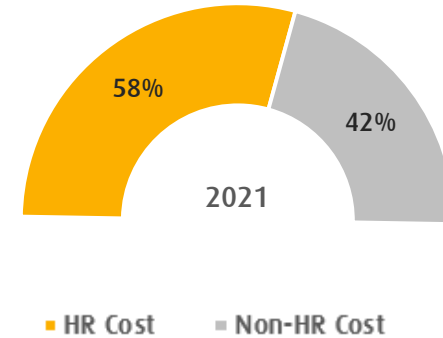
# Disciplined cost management in place

Operating Expenses (TL million)

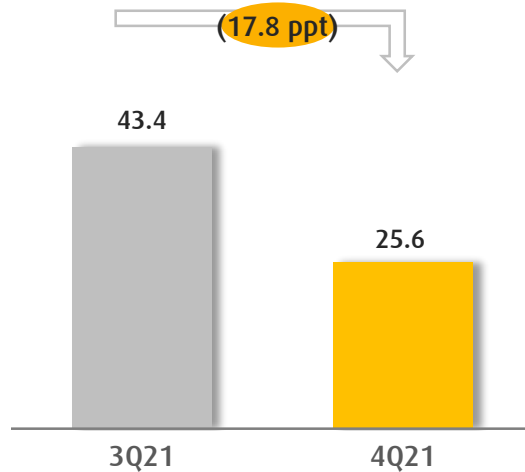


Annual OPEX growth substantially below annual inflation

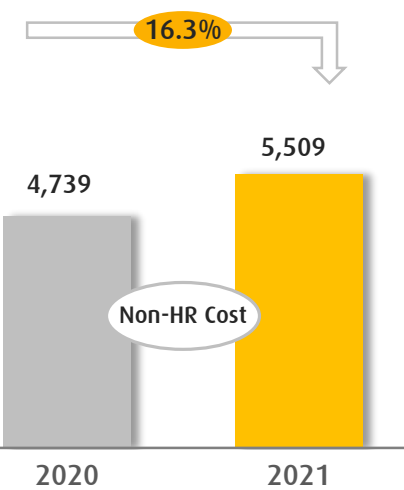
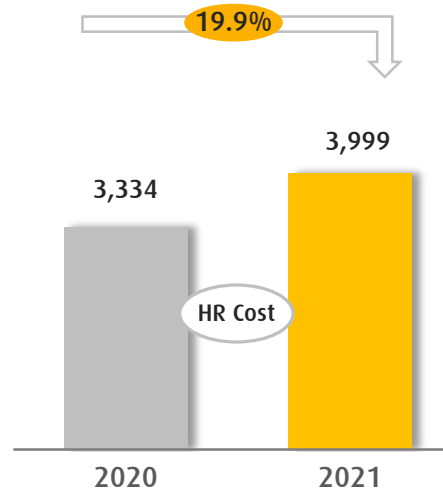
Breakdown of OPEX



Cost/Income Ratio (%)



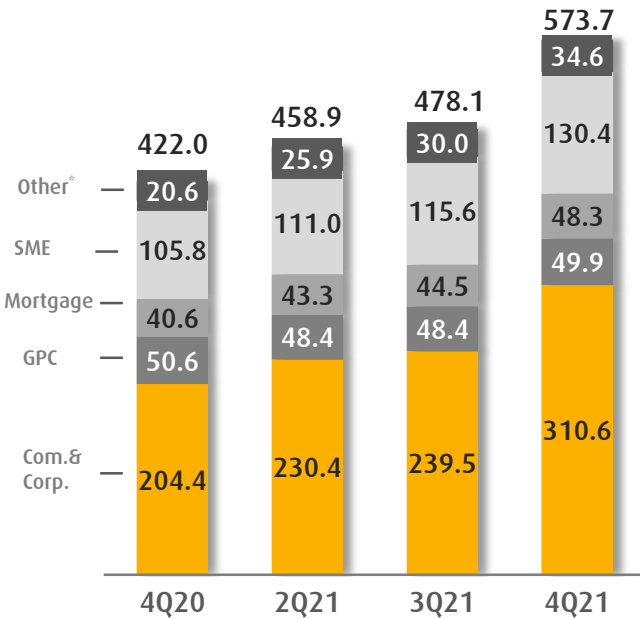
HR Cost / Non-HR Cost (TL million)



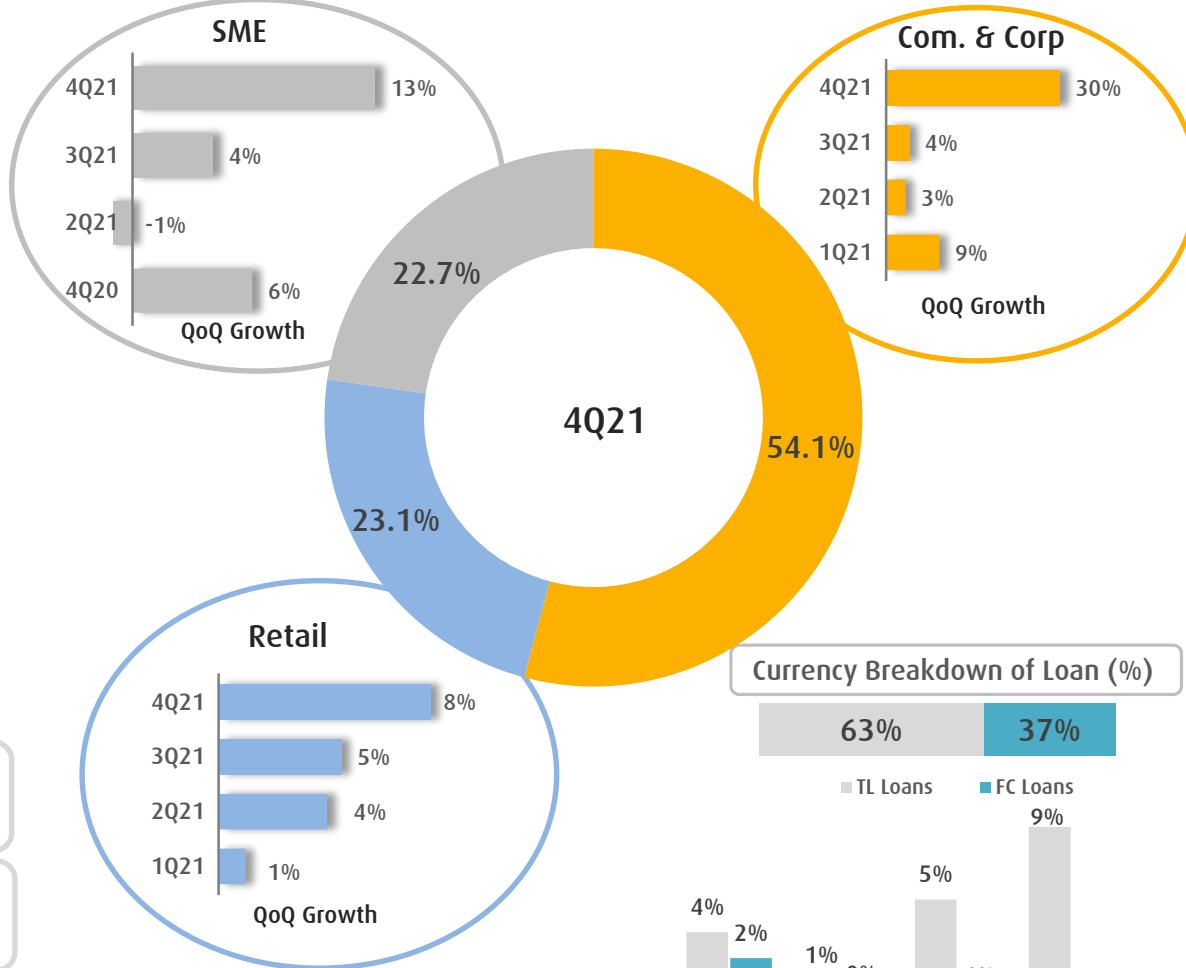


# Well-diversified & stable loan breakdown

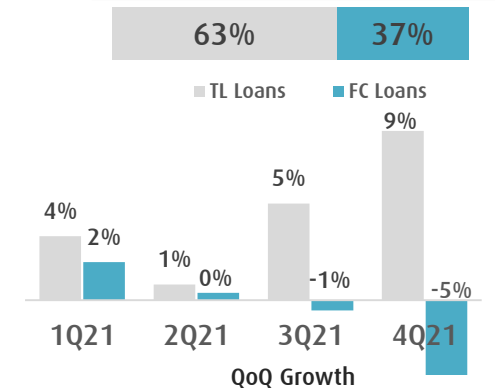
Segment Breakdown of Loans (TL billion)



Portfolio Breakdown (%)



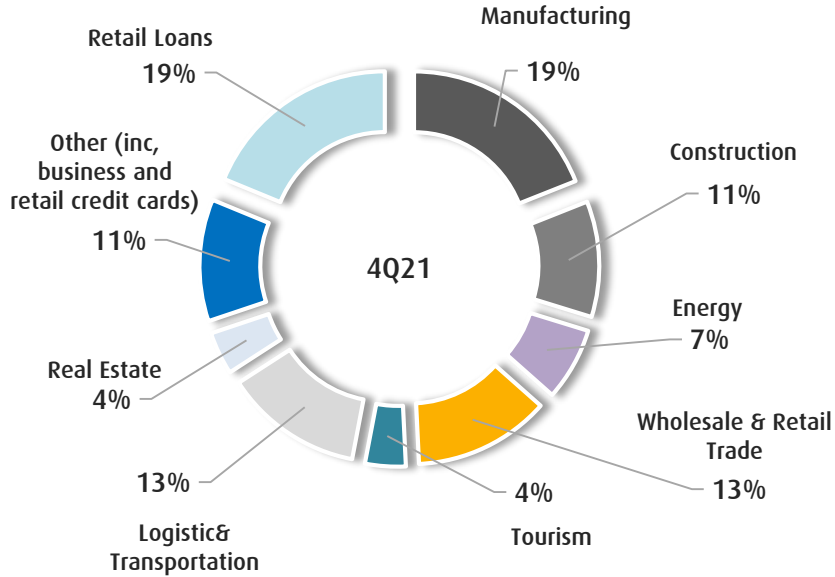
Currency Breakdown of Loan (%)



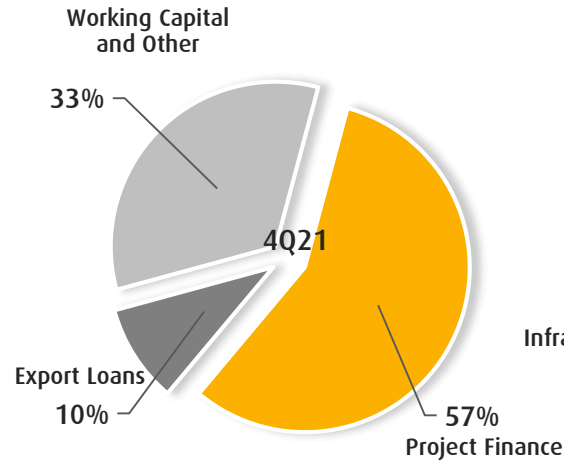
	VB QoQ	Sector QoQ	VB YoY	Sector YoY
Total Loan Growth	20.0%	21.4%	35.9%	37.0%
TL Loan Growth	9.3%	9.2%	20.2%	20.4%
FC Loan Growth (\$)	(4.5%)	(5.1%)	(2.7%)	(6.0%)

# Breakdown of loan portfolio

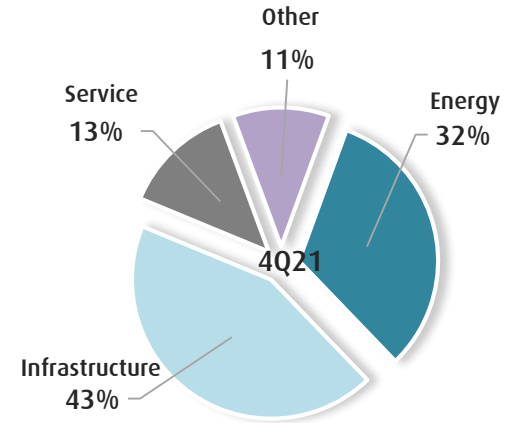
Sector Breakdown of Cash Loans



Breakdown of FC Loans



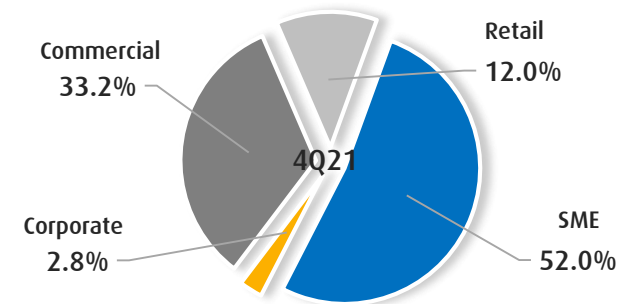
Breakdown of Project Finance



CGF Loans (TL billion )

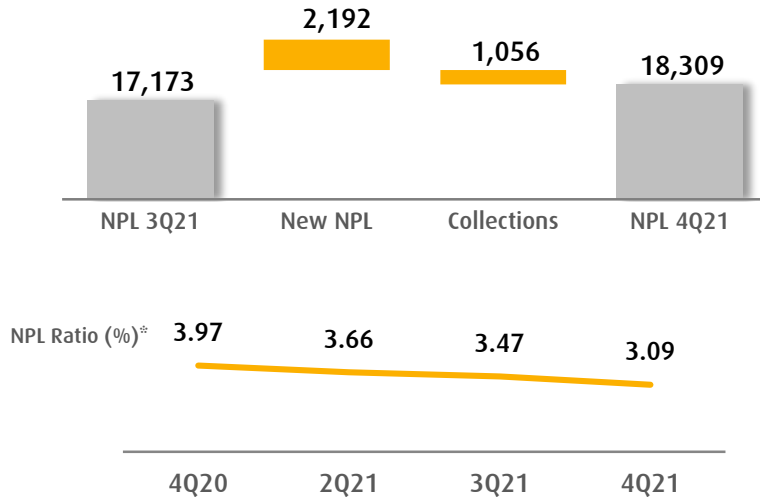
	4Q20	2Q21	3Q21	4Q21
Covid Related Non-Retail CGF Loans	42.7	35.0	31.0	27.5
Covid Related Retail CGF Loans	10.3	7.3	6.0	4.6
Pre-Covid CGF Loans	10.7	8.1	6.8	6.1
<b>Total CGF Loans</b>	<b>63.7</b>	<b>50.5</b>	<b>43.8</b>	<b>38.2</b>

Segment Breakdown of Total Outstanding CGF Loans

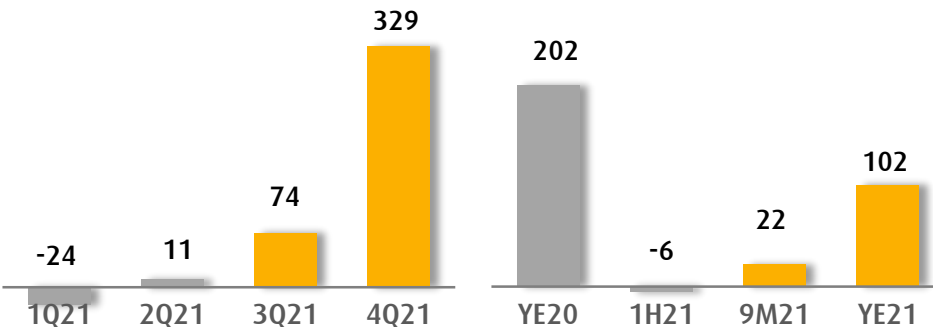


# Maintained prudent coverage ratios

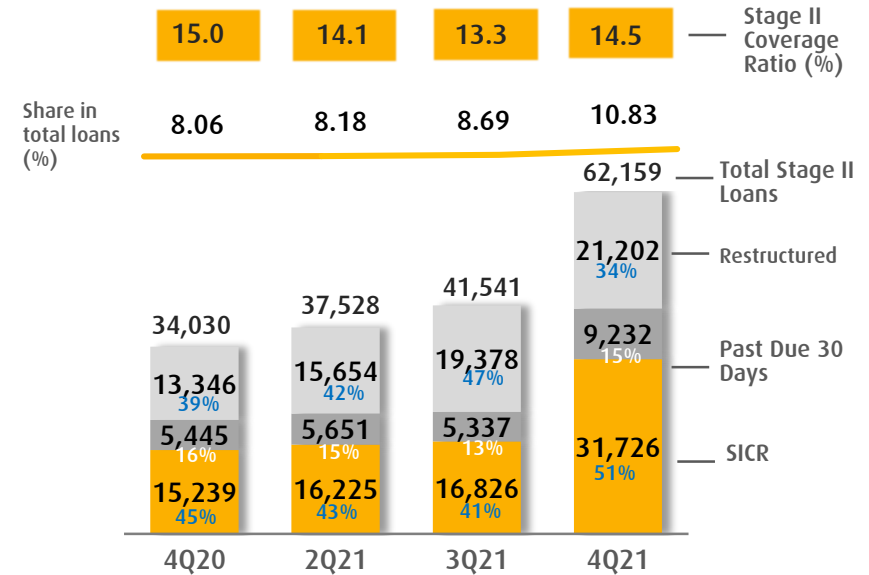
## NPL (TL million)\*



## Net Cost of Risk (bps)



## Stage II Loans Breakdown (TL million)

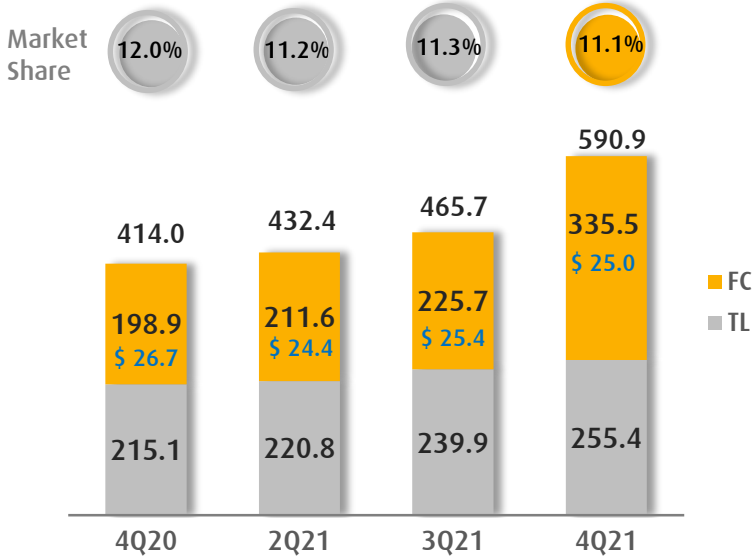


## Net Expected Credit Losses (TL thousand)

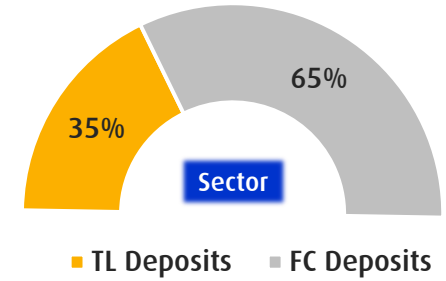
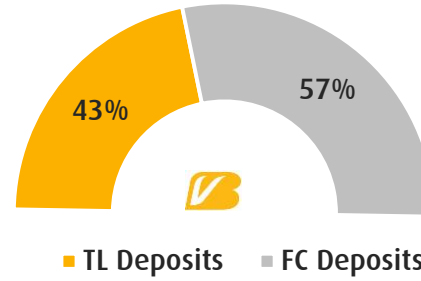
(Thousand TL)	4Q21	2021
Expected Credit Losses	5,426,616	11,849,562
Provision Reversals under other income	4,323,462	6,789,294
Net Expected Credit Losses	4,323,462	5,060,268
Net CoR	329 bps	102 bps

# Well-balanced deposit portfolio

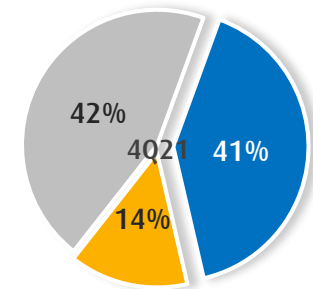
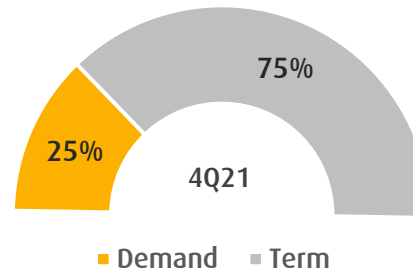
## Total Deposits (TL billion)



## Breakdown of Deposits



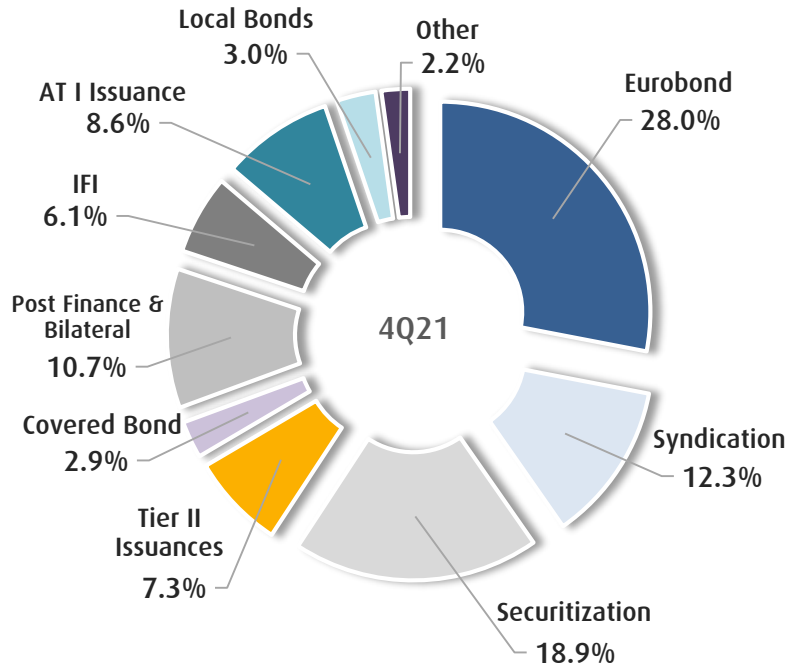
The share of customer deposit:  
**59%** in total liabilities



	VB QoQ	Sector QoQ	VB YoY	Sector YoY
Total Deposits Growth	26.9%	29.1%	42.7%	53.5%
TL Deposits Growth	6.4%	1.7%	18.7%	21.6%
FC Deposits Growth (\$)	1.5%	0.5%	(6.2%)	(0.3%)

# Well diversified external funding

## Breakdown of Wholesale Funding



International Funding

Short term  
\$4.2 billion

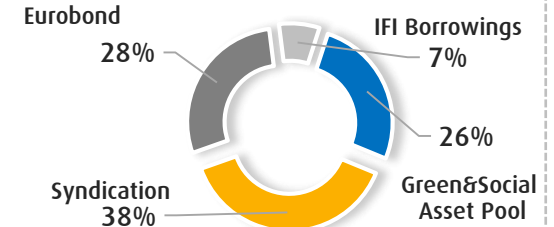
Long term  
\$9.0 billion

~USD 13.2 billion total international funding

FC LCR: 341%  
vs 80% minimum threshold

Sustainable Finance\*

**TL 58.8 billion** sustainable finance provided as of 4Q21 in the balance sheet



Sustainable Syndication Loan

Apr/21 the first sustainable syndication loan of the Bank, amounting **USD 1.1 billion** with a roll-over ratio of 105%

In Nov/21, second sustainable syndication amounting **USD 650 million** with a 102% roll over ratio

Entire syndication loan amount has been transformed into ESG-linked

Sustainable EuroBond

**USD 750 million** issuance in Dec/20  
**USD 500 million** issuance in Sep/21

**USD 1.250 million** the highest amount of sustainable Eurobond issuance in Turkey

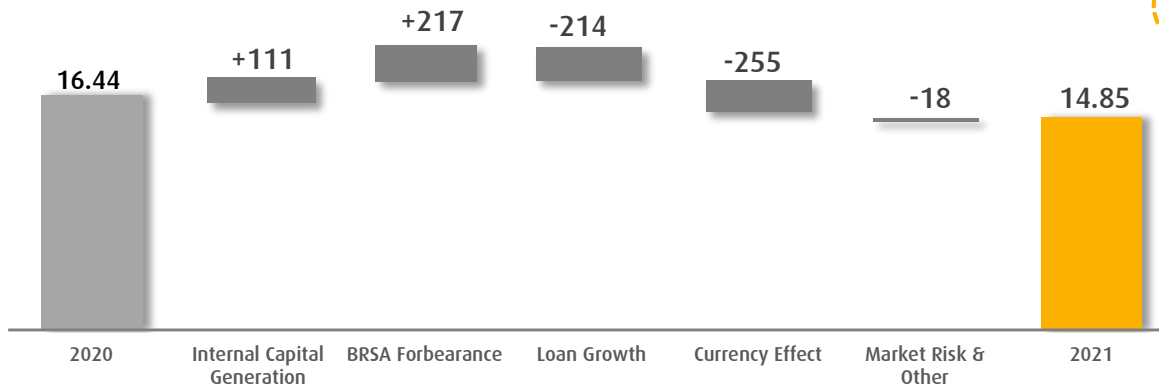
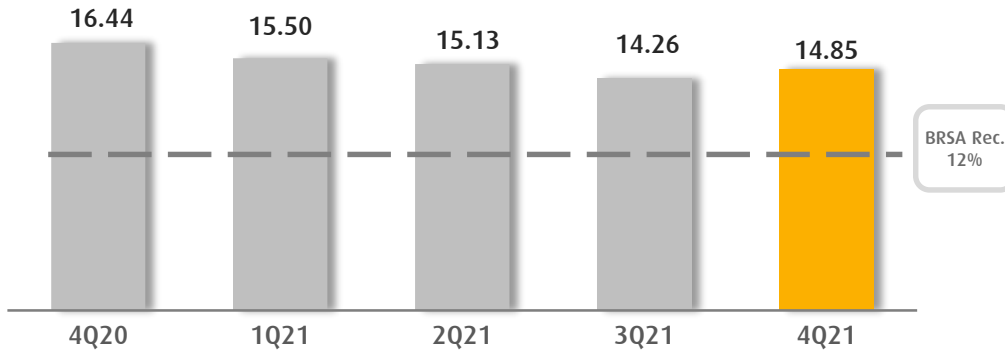
ESG-linked Funding

**52%**  
of external funding obtained in 2021 is ESG-linked

# Solvency ratios

## Capital Adequacy Ratio (%)

CET I	11.59	10.90	10.52	9.88	9.96	4Q21 Required CET1 level 8%
Tier I	14.45	13.59	13.22	12.39	12.88	4Q21 Required Tier I level 9.5%



## Solvency ratios without BRSA forbearance (% - 4Q21)

CAR	12.71
Tier I	10.86
CET I	8.40

## Following Capital Injection Hypothetical Ratios would be (%):

	with forbearance	w/o forbearance
CET I	~12.5	~10.5
TIER I	~15.4	~13.0
CAR	~17.4	~14.8

The effect of  
TL 0.1 decrease  
/increase in  
USD/TL parity  
on CAR is  
**~4 bps**

The effect of  
100 bps interest  
rate increase/  
decrease on CAR is  
**~12 bps**

## Appendix

Pg. 16	Sustainable banking approach
Pg. 17	Recent developments in sustainability journey
Pg. 18	Improved efficiency with enhanced digital platforms
Pg. 19	Composition of assets & liabilities
Pg. 20	Well-positioned security portfolio
Pg. 21	Retail Lending Portfolio
Pg. 22	Diversified funding sources via non-deposit funding
Pg. 23	Unconsolidated Key Financial Ratios
Pg. 24	Unconsolidated Balance Sheet
Pg. 25	Unconsolidated Income Statement



# Sustainable banking approach

## Indices



## Initiatives



In support of

**WOMEN'S EMPOWERMENT PRINCIPLES**

Established by UN Women and the UN Global Compact Office

## Sustainability Rating



- ❑ *B Score in 2021*
- ❑ *1st assessment in 2015*



CCC B BB **BBB** A AA AAA

LAST UPDATE: November 19, 2021

**S&P Global**

❑ *Score: 47 in 2021*

## Sustainability Reporting



## Recent developments in sustainability journey



We established **Sustainability Committee** in 2021, which is the high decision-making and responsible authority at our Bank. With the belief that faster decision-making will bring dynamism to our Bank's sustainability journey, the **Sustainability Sub-Committee** has been established as a supporting structure to operate under this Committee.

Sustainable products that we currently offer to our customers;

- **Green Mortgage Loan**
- **Sustainability and Resource Efficiency Loan**
- **Environmental Friendly Auto Loan**



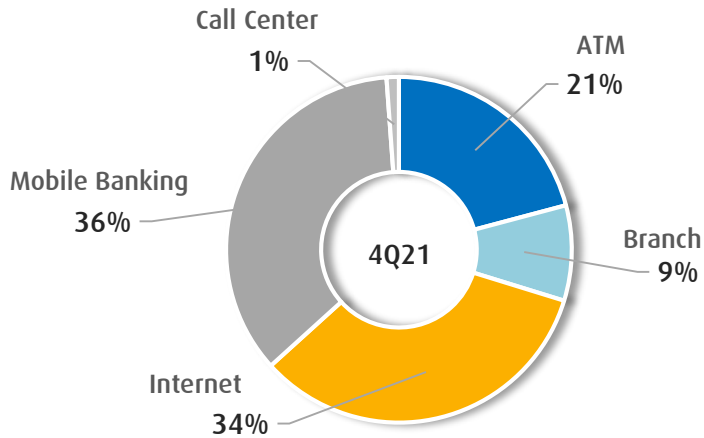
For the third consecutive year, we have been selected to **Bloomberg Gender Equality Index**, which includes 480 companies from 45 countries.



# Improved efficiency with enhanced digital platforms

Non-branch transaction share\*\*

~92%



# of active\* digital banking customers reached  
**5.9 million**

# of transaction made through digital platform increased **55%** YoY

# of active\* digital banking customers growth with **4%** QoQ

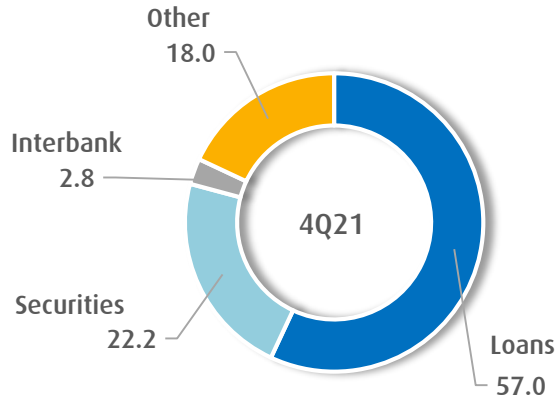
**936**  
Branches

**4,162**  
ATMs

**5,991 K**  
Digital Banking Customers

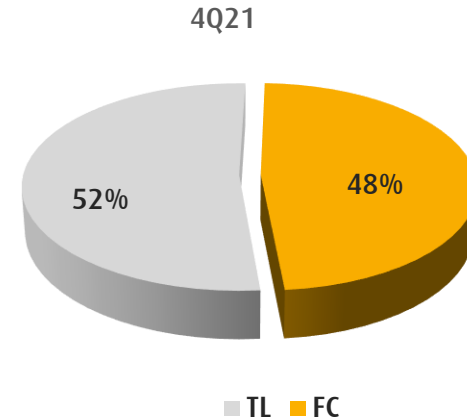
# Composition of asset&liabilities

Breakdown of Assets (%)

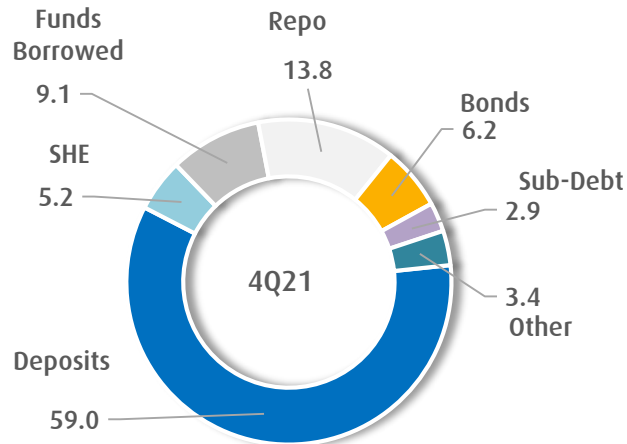


The share of IEA  
**82%**  
in total assets

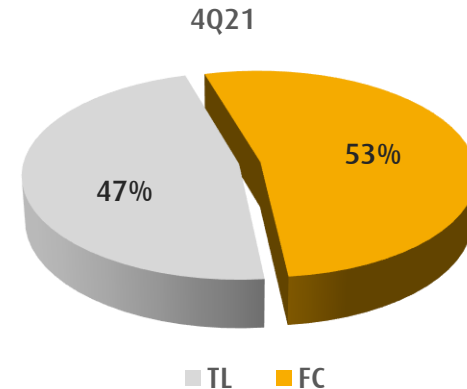
TL/FC Mix in Total Assets



Breakdown of Liabilities (%)

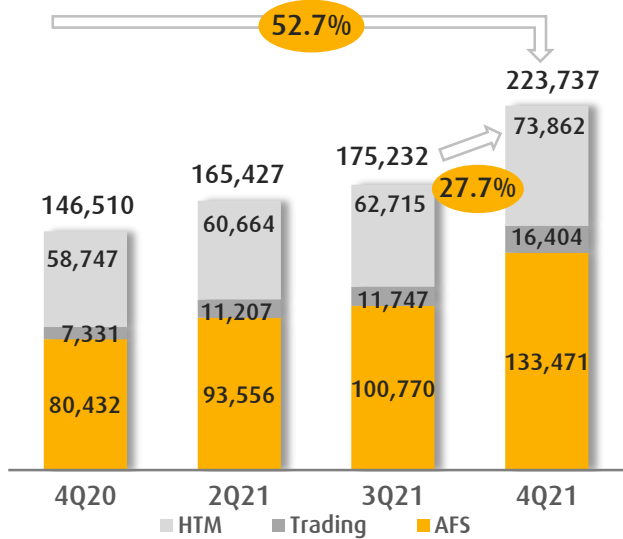


TL/FC Mix in Total Liabilities

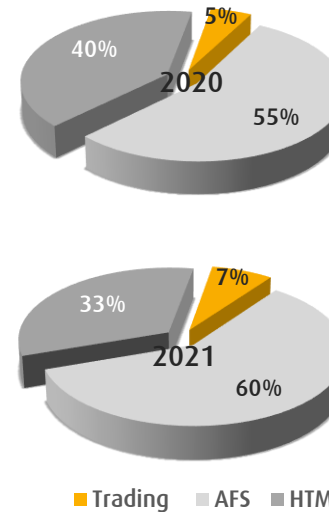


# Well-positioned security portfolio

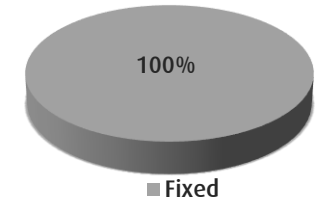
Total Securities (TL million)



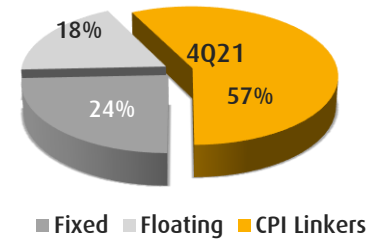
Portfolio Structure



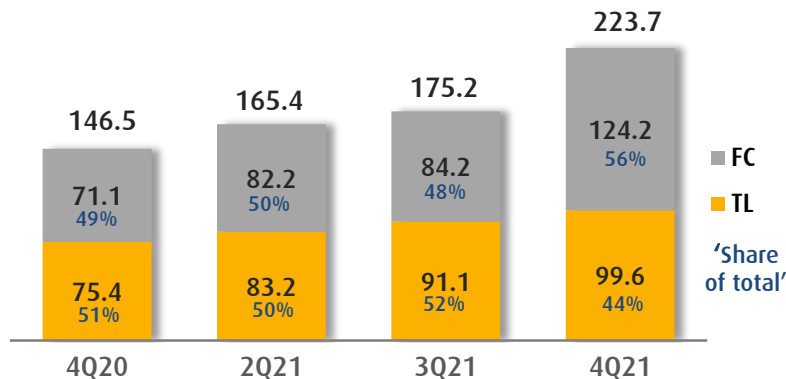
Breakdown of FC Securities



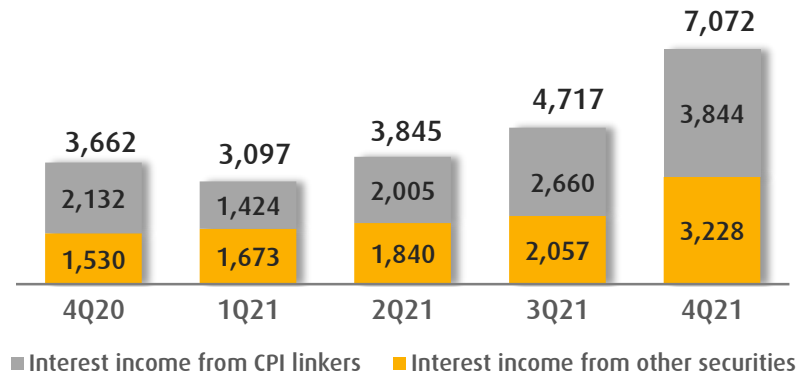
Breakdown of TL Securities



Security Breakdown (TL billion)



Breakdown of Interest Income from Securities (TL million)

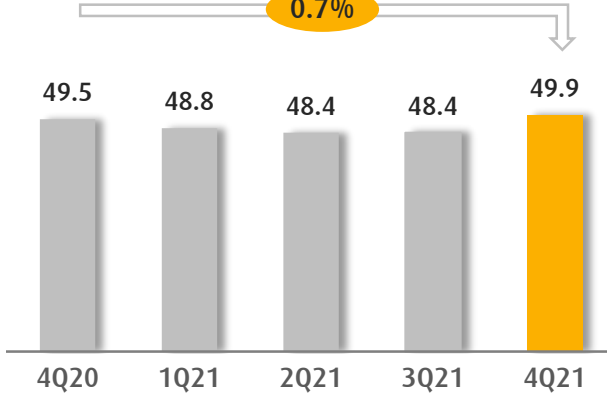


# Retail Lending Portfolio

## General Purpose Consumer (TL billion)

~70% of GPC loans extended to payroll clients

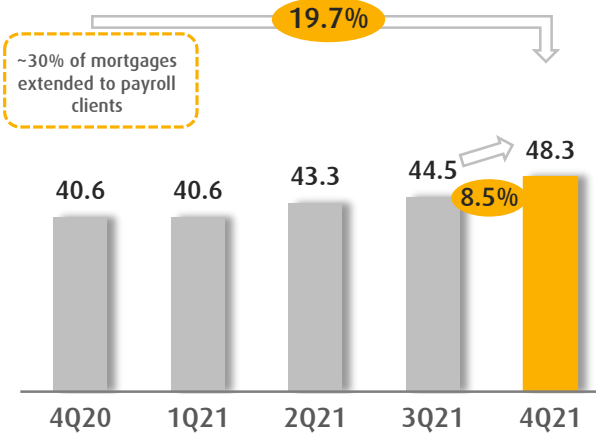
0.7%



## Residential Mortgages (TL billion)

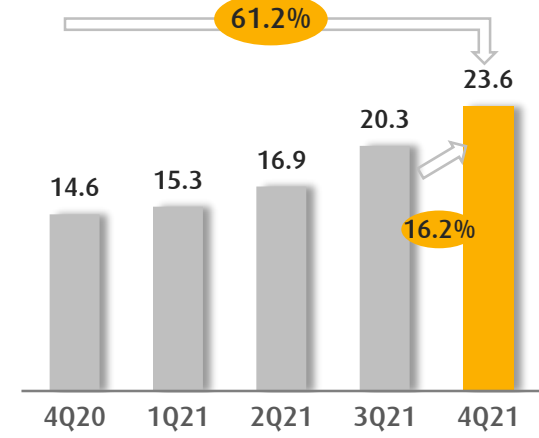
~30% of mortgages extended to payroll clients

19.7%



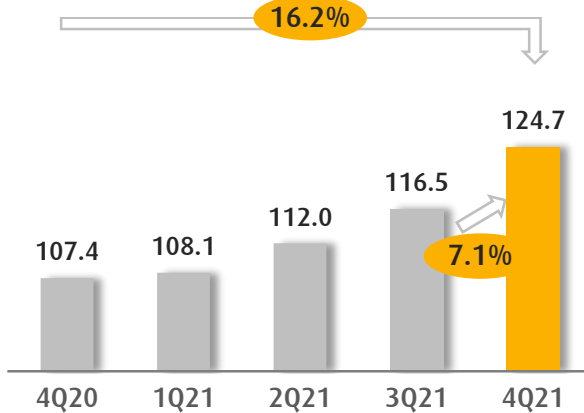
## Credit Card Loans (TL billion)\*

61.2%

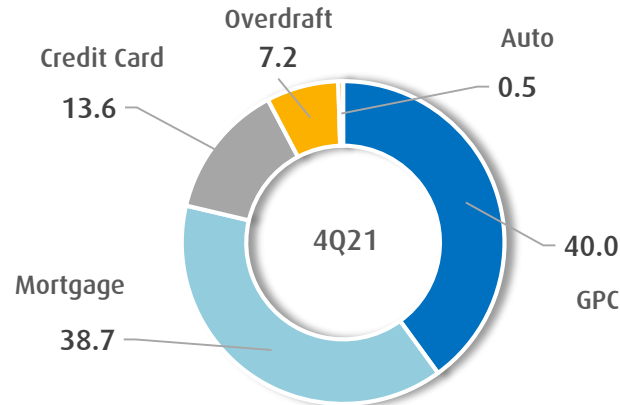


## Total Retail (TL billion)

16.2%



## Breakdown of Retail Loans (%)



Total Retail Customers 20.9 million

Total Payroll Customers 2.3 million

# Diversified funding sources via non-deposit funding

## Syndication

### USD 1.8 billion outstanding

- **Nov'21:** USD 650 million equivalent syndicated loan, Libor +2.15%, Euribor +1.75% for 1 year, 27 banks from 16 countries
- **Apr'21:** USD 1.1 billion equivalent syndicated loan, Libor +2.50%, Euribor +2.25% for 1 year, 38 banks from 18 countries

## Subordinated Bonds

### USD 900 million & TL 1.250 million outstanding Tier II and TL 5 billion & EUR 700 million Tier I

- **Sep'19:** TL 725 million TLREF indexed Tier II notes, 10 years maturity, call option at the end of 5th year
- **Apr'19:** Euro 700 million Tier I notes, fixed coupon rate
- **Sep'18:** TL 5 billion, PNC5 Tier I notes, fixed coupon rate
- **Sep'17:** TL 525 million Tier II notes, floating coupon rate set at 5 year sovereign +3.5%, 10 years maturity
- **Feb'17:** USD 228 million equivalent of 2012 Tier II notes was exchanged, 8% coupon rate, 10 years maturity
- **Oct'12:** USD 672 million equivalent Tier II notes (after exchange), 6% coupon rate, 10 years maturity

## IFI Borrowing

### USD 847.4 billion outstanding

- **World Bank:** outstanding funding USD 233 million
- **EBRD:** outstanding funding USD 21.5 million (USD 16.6 million under DPR Program included)
- **EIB:** outstanding funding USD 320 million
- **KfW:** outstanding funding USD 135.8 million
- **AFD:** outstanding funding USD 137.1 million

## Post Finance&Bilateral

### USD 1.4 billion outstanding

- **Post Finance:** EUR 272 million and USD 331 million outstanding
- **Mar'20:** USD 325 million bilateral loan with ICBC, 3 years maturity
- **Dec'21:** CNY 3.5 billion bilateral loan with China Development Bank, 3 years maturity

## Eurobonds and Private Placements

### USD 3.8 billion outstanding Eurobonds and USD 64.3 million outstanding Private Placements

- **Jan'21 – Dec'21:** USD 192 million equivalent private placements
- **Sep'21:** USD 500 million, 5.50% coupon rate, 5 years maturity
- **Dec'20:** USD 750 million, 6.50% coupon rate, 5 years maturity
- **Feb'20:** USD 750 million, 5.25% coupon rate, 5 years maturity
- **Mar'19:** USD 600 million, 8.125% coupon rate, 5 years maturity
- **Jan'18:** USD 650 million, 5.75% coupon rate, 5 years maturity
- **May'17:** USD 500 million, 5.625% coupon rate, 5 years maturity

## DPR Securitizations

### USD 2.6 billion outstanding

- **Mar'21** USD 1.74 billion equivalent (USD and Euro), 7 tranches, 5-7 years maturity
- **Oct'19:** USD 417 million, 7 years maturity
- **Oct'18:** USD 300 million, 10 years maturity
- **May'18:** USD 380 million equivalent (USD and Euro), 5 years maturity, six tranches

## Covered Bond

### TL 5.2 billion outstanding

- **Feb'19:** TL 1.118,2 million, 8 years maturity
- **Jan'19:** TL 396.3 million, 8 years maturity
- **Dec'18:** TL 1 billion, 5 years maturity
- **Dec'17:** TL 1.3 billion, 5 years maturity
- **Oct'17:** TL 1.3 billion, 5.5 years maturity

## Local Bonds

- TL 5.5 billion outstanding



# Unconsolidated Key Financial Ratios

	2020	4Q20	3Q21	4Q21	2021
<b>Profitability</b>					
ROAE	12.6%	5.9%	6.4%	15.9%	8.5%
ROAA	0.9%	0.4%	0.4%	0.9%	0.5%
Cost / Income	30.7%	36.2%	43.4%	25.6%	34.7%
Cost / Assets	1.2%	1.2%	1.2%	1.1%	0.9%
Fee / Cost	42.1%	35.8%	50.0%	49.5%	47.3%
NIM	4.30%	2.91%	2.89%	4.81%	2.80%
<b>Liquidity</b>					
Loans / Deposits	101.9%	101.9%	102.7%	97.1%	97.1%
<i>TL Loans / Deposits</i>	139.9%	139.9%	137.9%	141.7%	141.7%
Liquidity Coverage Ratio (Total)	125.2%	125.2%	131.4%	143.1%	143.1%
FC Liquidity Coverage Ratio	280.6%	280.6%	372.8%	341.0%	341.0%
<b>Asset Quality</b>					
NPL Ratio	4.0%	4.0%	3.5%	3.1%	3.1%
Stage III Coverage Ratio	76.3%	76.3%	78.4%	77.2%	77.2%
Net Cost of Risk	202 bps	172 bps	74 bps	329 bps	102 bps
<b>Solvency</b>					
CAR	16.4%	16.4%	14.3%	14.9%	14.9%
Tier I Ratio	14.5%	14.5%	12.4%	12.9%	12.9%
CET 1 Ratio	11.6%	11.6%	9.9%	10.0%	10.0%
Leverage	14.0x	14.0x	14.8x	18.4x	18.4x

# Unconsolidated Balance Sheet

(TL-thousand, %)	YE20		3Q21		YE21		TL		USD	
	TL	USD	TL	USD	TL	USD	Δ YoY	Δ QoQ	Δ YoY	Δ QoQ
Cash & Balances with Central Bank	93,188,786	12,508,562	77,787,917	8,759,901	144,148,987	10,757,387	55%	85%	-14%	23%
Interbank	2,772,672	372,171	12,518,241	1,409,712	28,220,738	2,106,025	918%	125%	466%	49%
Securities	146,510,383	19,665,823	175,232,558	19,733,396	223,736,789	16,696,775	53%	28%	-15%	-15%
Loans	422,043,159	56,650,088	478,055,401	53,835,068	573,700,310	42,813,456	36%	20%	-24%	-20%
Subsidiaries & Investments	5,045,540	677,254	5,504,927	619,924	6,697,833	499,838	33%	22%	-26%	-19%
Property & Equipment	4,825,602	647,732	4,942,672	556,607	4,866,852	363,198	1%	-2%	-44%	-35%
Other	24,510,976	3,290,064	14,684,034	1,653,607	25,842,188	1,928,521	5%	76%	-41%	17%
Total Assets	698,897,118	93,811,694	768,725,750	86,568,215	1,007,213,697	75,165,201	44%	31%	-20%	-13%
Deposits	414,043,543	55,576,314	465,712,574	52,445,110	590,943,387	44,100,253	43%	27%	-21%	-16%
Funds Borrowed	46,986,798	6,306,953	58,411,524	6,577,874	91,430,530	6,823,174	95%	57%	8%	4%
Repo	54,994,594	7,381,825	95,816,241	10,790,117	137,805,660	10,284,004	151%	44%	39%	-5%
Securities Issued	45,512,967	6,109,123	48,541,203	5,466,352	61,974,897	4,624,992	36%	28%	-24%	-15%
Other	117,900,418	15,825,559	78,852,895	8,879,831	73,106,483	5,455,708	-38%	-7%	-66%	-39%
Subordinated Loans	19,458,798	2,611,919	21,391,313	2,408,932	51,952,740	3,877,070	167%	143%	48%	61%
Shareholders' Equity	46,484,658	6,239,551	48,502,041	5,461,942	51,952,740	3,877,070	12%	7%	-38%	-29%
Guarantees	101,236,037	13,588,730	136,001,674	15,315,504	192,139,328	14,338,756	90%	41%	6%	-6%
Commitments	113,156,641	15,188,811	130,427,540	14,687,786	165,526,765	12,352,744	46%	27%	-19%	-16%
Derivatives	230,090,282	30,884,602	281,886,671	31,743,994	349,829,823	26,106,703	52%	24%	-15%	-18%

# Unconsolidated Income Statement

(TL thousand, %)	2020	3Q21	4Q21	2021	YoY	QoQ
<b>Net Interest Income (Inc. Swap Cost)</b>	<b>17,293,612</b>	<b>2,562,116</b>	<b>7,267,007</b>	<b>12,323,517</b>	<b>(29%)</b>	<b>184%</b>
<i>Income on CPI linkers</i>	<i>4,277,528</i>	<i>2,659,800</i>	<i>3,844,216</i>	<i>9,933,374</i>	<i>132%</i>	<i>45%</i>
<i>Swap Cost</i>	<i>-2,593,791</i>	<i>-2,147,671</i>	<i>-1,708,109</i>	<i>-7,219,864</i>	<i>178%</i>	<i>(20%)</i>
<b>Net Fee &amp; Com. Income</b>	<b>3,395,062</b>	<b>1,163,792</b>	<b>1,408,993</b>	<b>4,501,363</b>	<b>33%</b>	<b>21%</b>
<b>Dividend Income</b>	<b>167,839</b>	<b>207</b>	<b>397</b>	<b>120,849</b>	<b>(28%)</b>	<b>92%</b>
<b>Net Trading Income (Exc. Swap Cost)</b>	<b>43,067</b>	<b>301,687</b>	<b>771,939</b>	<b>2,470,079</b>	<b>5.635%</b>	<b>156%</b>
<b>Other Income</b>	<b>906,396</b>	<b>244,845</b>	<b>567,898</b>	<b>1,158,099</b>	<b>28%</b>	<b>132%</b>
<b>Operating Expenses</b>	<b>-8,073,022</b>	<b>-2,324,581</b>	<b>-2,846,543</b>	<b>-9,508,389</b>	<b>18%</b>	<b>22%</b>
<b>Pre-Provision Profit</b>	<b>13,732,954</b>	<b>1,948,066</b>	<b>7,169,691</b>	<b>11,065,518</b>	<b>(19%)</b>	<b>268%</b>
<b>Net Provisions</b>	<b>-7,073,681</b>	<b>-873,865</b>	<b>-4,228,550</b>	<b>-3,997,797</b>	<b>(43%)</b>	<b>384%</b>
<i>Expected Credit Loss</i>	<i>-11,549,618</i>	<i>-1,956,154</i>	<i>-5,331,704</i>	<i>-10,787,091</i>	<i>(7%)</i>	<i>173%</i>
<i>Provisions Reversals</i>	<i>4,475,937</i>	<i>1,082,289</i>	<i>1,103,154</i>	<i>6,789,294</i>	<i>52%</i>	<i>2%</i>
<b>Other Provisions</b>	<b>-1,648,817</b>	<b>-306,791</b>	<b>-943,550</b>	<b>-2,892,257</b>	<b>75%</b>	<b>208%</b>
<i>Tax Provisions</i>	<i>-1,428,817</i>	<i>-306,791</i>	<i>-543,550</i>	<i>-1,120,257</i>	<i>(22%)</i>	<i>77%</i>
<i>Free Provisions</i>	<i>-220,000</i>	<i>-</i>	<i>-300,000</i>	<i>-1,772,000</i>	<i>705%</i>	<i>100%</i>
<b>Net Income</b>	<b>5,010,456</b>	<b>767,410</b>	<b>1,997,591</b>	<b>4,175,464</b>	<b>(17%)</b>	<b>160%</b>





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