



TEB

Q1'22 Earning Presentation



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BNP PARIBAS ORTAKLIĞI

Summary Balance Sheet

TÜRK EKONOMİ BANKASI A.Ş.
Consolidated (in Mn TL)

	31.12.2021	31.03.2022	YtD Chg
Cash & Cash Equivalents	47,430	50,991	8%
Marketable Securities	29,201	31,195	7%
Loans (net) ^(*)	108,464	130,487	20%
Other Assets	13,759	14,393	5%
Total Assets	198,854	227,065	14%
Deposit	131,583	153,469	17%
Funds Borrowed	19,799	22,277	13%
Securities Issued	1,195	1,519	27%
Repo	8,926	6,214	-30%
Subordinated Debt	7,239	7,882	9%
Other Liabilities	16,056	19,460	21%
Shareholders Equity	14,056	16,244	16%
Liab.&Shr.Equity	198,854	227,065	14%

^(*) including Factoring Receivables



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Summary Income Statement

TÜRK EKONOMİ BANKASI A.Ş.

Consolidated (in Mn TL, cumulative)

	31.03.2021	31.03.2022
Net Interest Income	1,594	3,124
Gains/Losses From Derivatives and FX position	(546)	204
Securities Trading Gain/ Loss	15	5
Net Fee&Commissions	352	516
Other Income	63	45
Net Banking Income	1,479	3,893
Cost of Risk	(25)	(193)
Net Operating Income	1,455	3,700
Other Operating Expense	(522)	(678)
Personnel Expenses	(454)	(715)
Other Provisions	(1)	2
Dividend Income	2	1
Tax Provisions	(102)	(669)
Net Profit	378	1,640



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Summary at Glance

Loans reaching 58% of the Bank's total asset as an indicator of TEB's continuous support for both its customers and the economy.

As of 31 March 2022, TEB's total assets increased to TL 227.1 billion, posting 14% growth in comparison with the last year.

TEB's total lending realized as TL 130.5 billion as of 31 March 2022 while the Bank's total deposits amounted to TL 153.5 billion.

TEB's shareholders' equity was TL 16.2 billion as of 31 March 2022 with 17.13% capital adequacy ratio which was well above the 12% targeted ratio.

TEB posted net of profit of TL 1.640 million while achieving 44.5% RoE and 3.1% RoA.

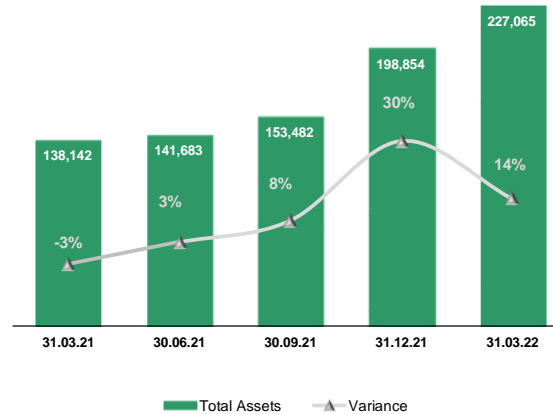
Continuing growth in digital customer acquisition, reaching approximately 2.3 million digital active customers in CEPTETEB.



Asset and Liability Composition

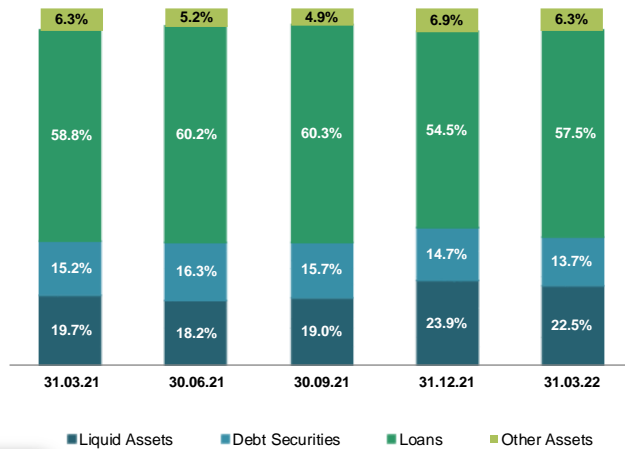
Total asset grew by 14% ytd with 57.5% loans share in total assets and 67.6% deposits share in total liabilities

Balance Sheet Growth

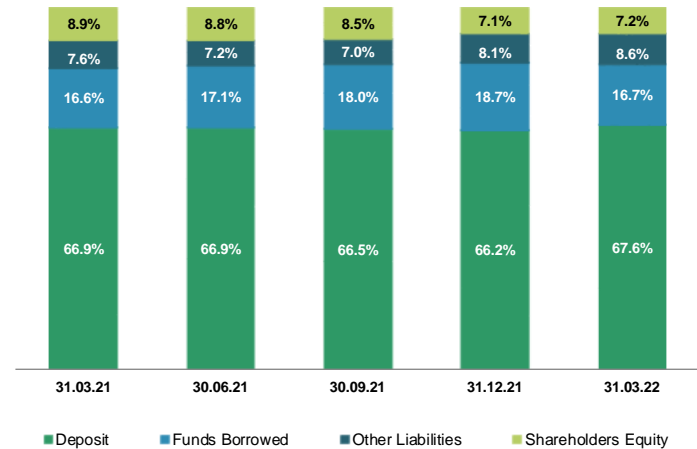


Sound and Prudent Balance Sheet Management

Asset Compositions



Liability Compositions

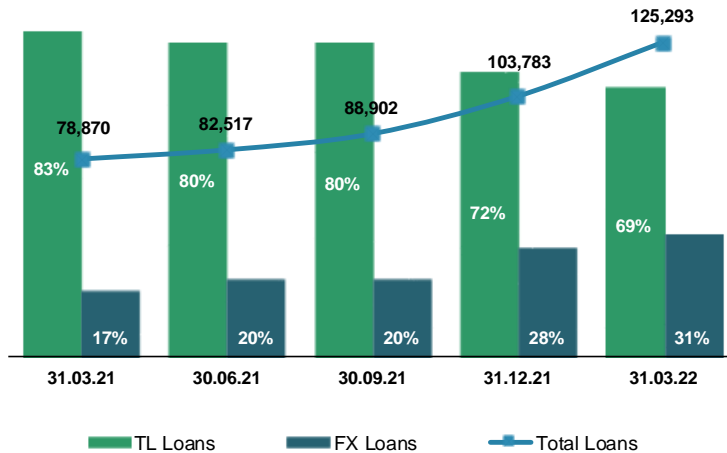


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A Closer Look into Loans

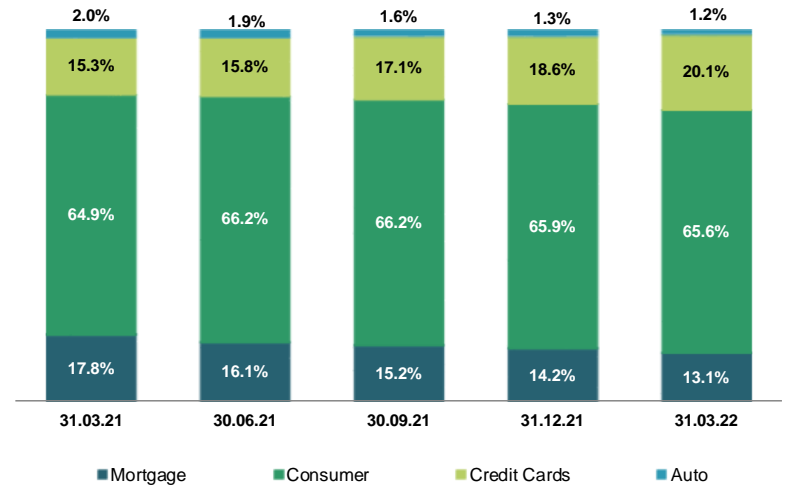
Ytd loan growth of 21%

Loan Compositions

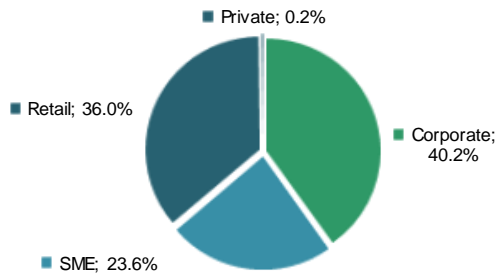


Focus on consumer loans delivered the growth in retail segment delivering market share in credit cards

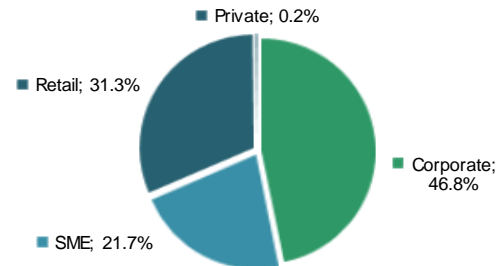
Breakdown of Retail Loans



Performing Loans - Dec'21



Performing Loans - Mar22

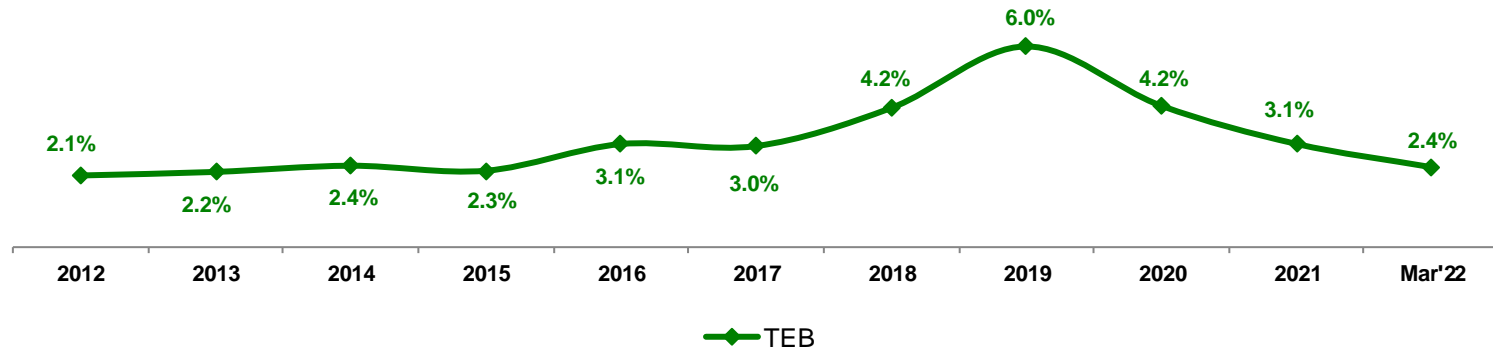


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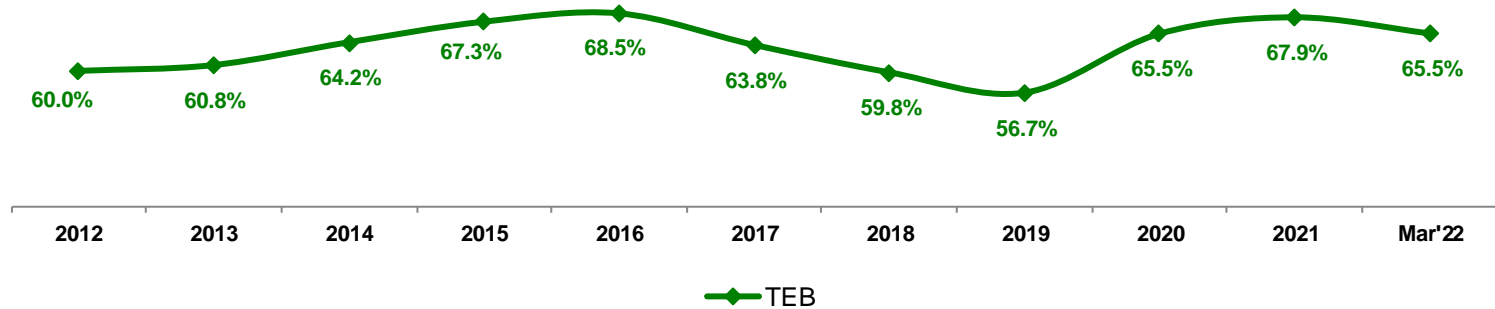
NPL and Coverage Ratios

NPL ratio is in decreasing trend with a prudent coverage ratio, reflecting the conservative provisioning policy

NPL Ratio



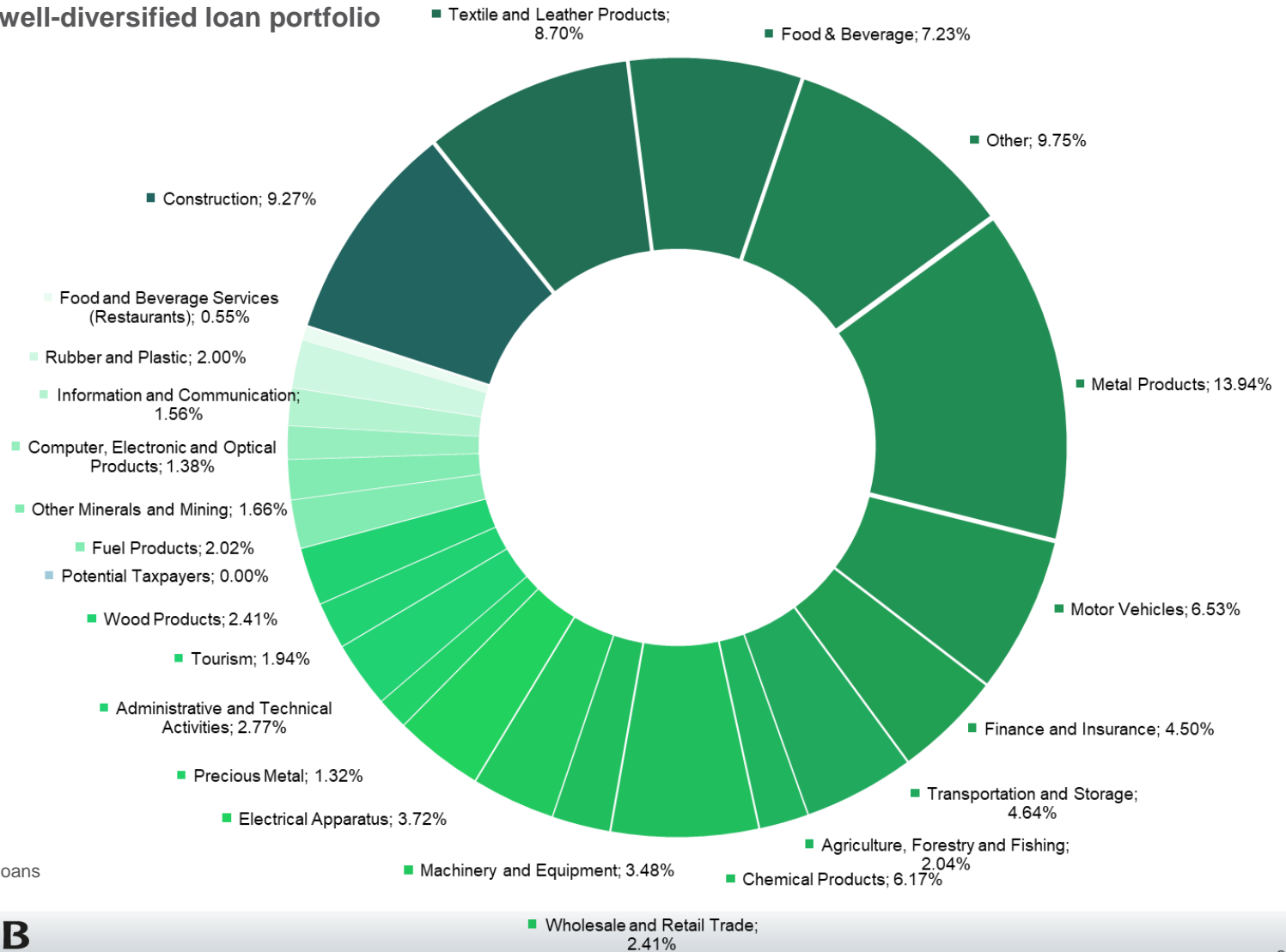
Coverage Ratio



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Sectoral Breakdown of Loan Portfolio(*)

Maintained well-diversified loan portfolio



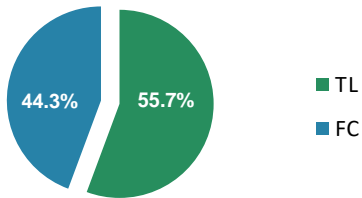
(*) incl. non-cash loans, excl. retail loans



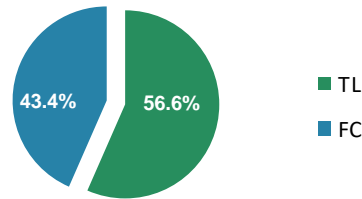
Composition of Debt Securities

Total Securities Compositions

2021 Q4

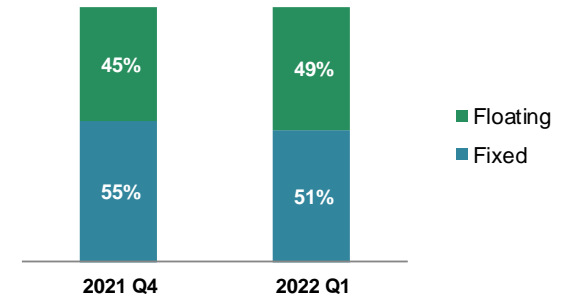


2022 Q1

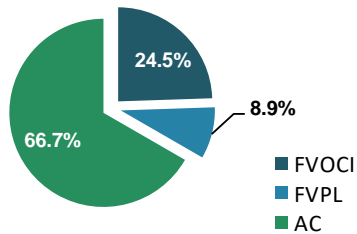


Interest Rate Compositions

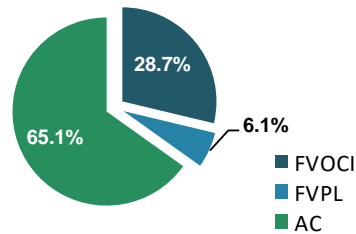
Total Securities



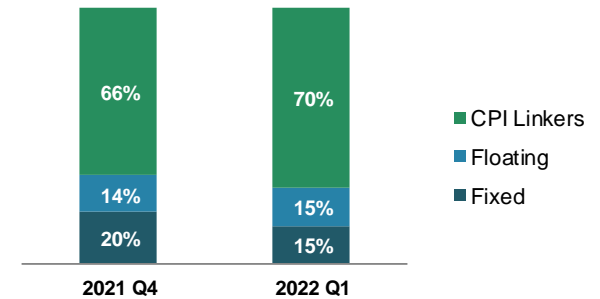
2021 Q4



2022 Q1



TL Portfolio

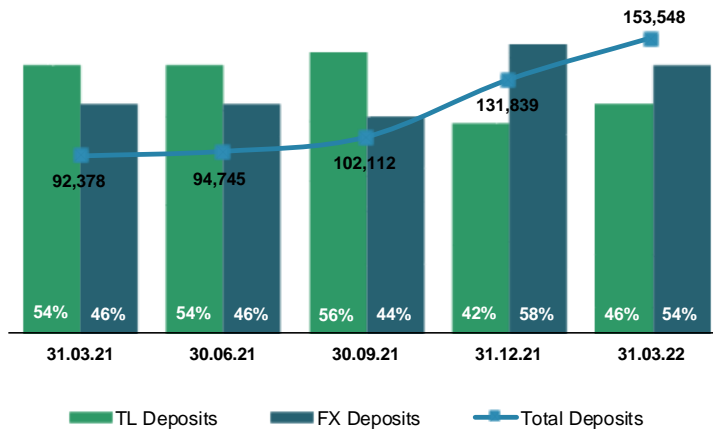


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A Closer Look into Deposits

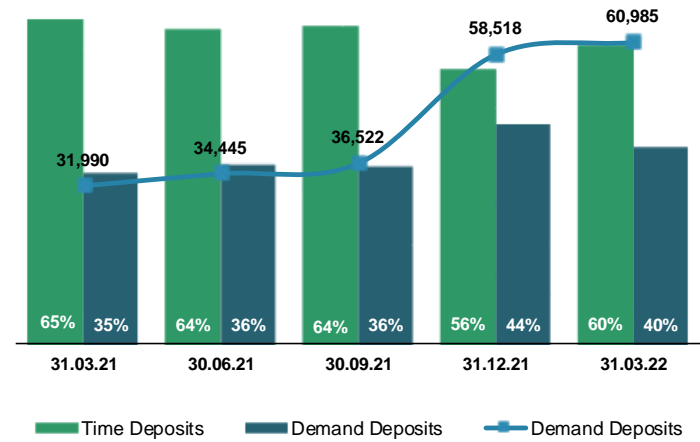
Robust growth in customer deposits

TL/FX Deposit Compositions

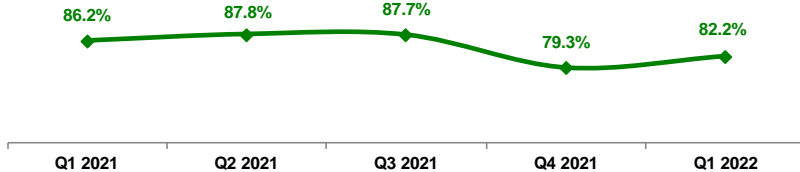


Demand deposit share showed increase compared to year-end

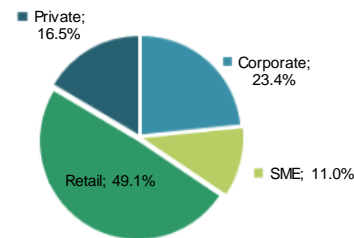
Time/Demand Deposit Compositions



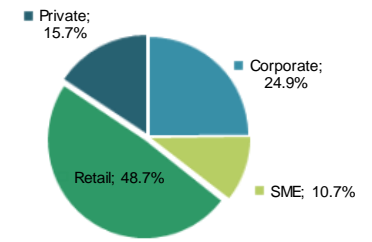
Loan / Deposit Ratio



Total Deposits - Dec'21

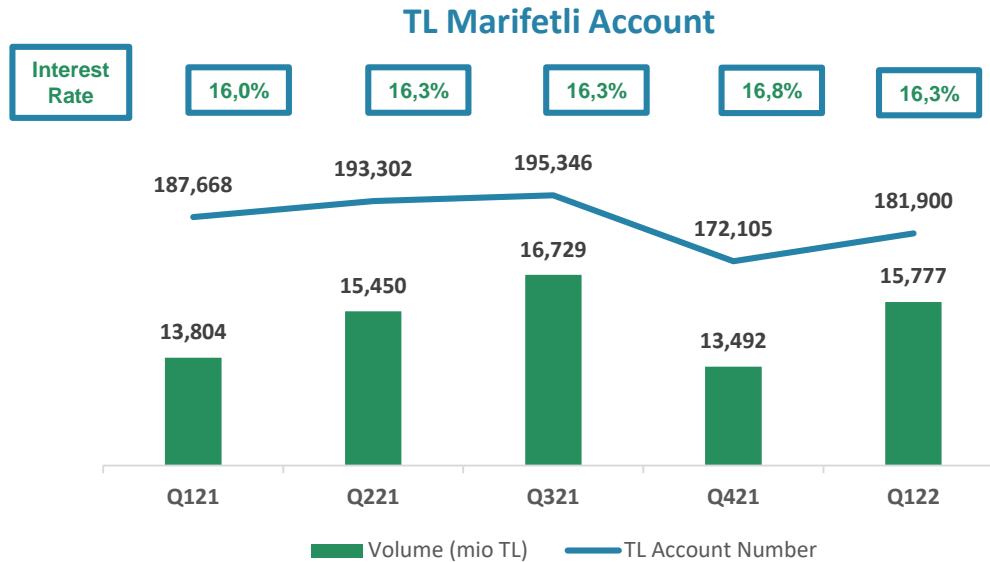


Total Deposits - Mar'22



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Marifetli Saving Account



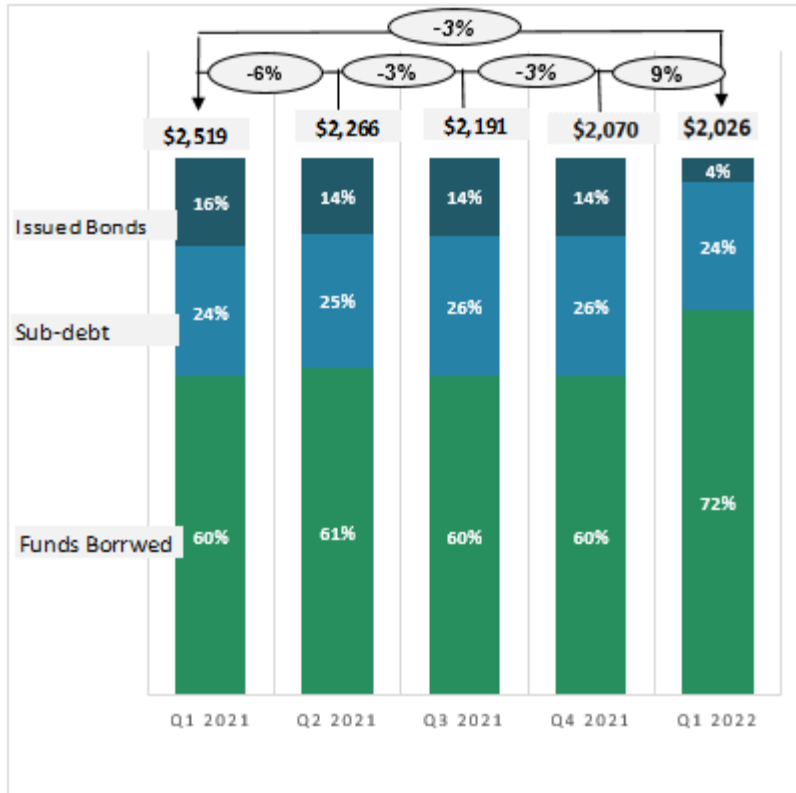
The volume of Marifetli increased 17% at the end of 1Q2022 with a significant support of increase in core deposit



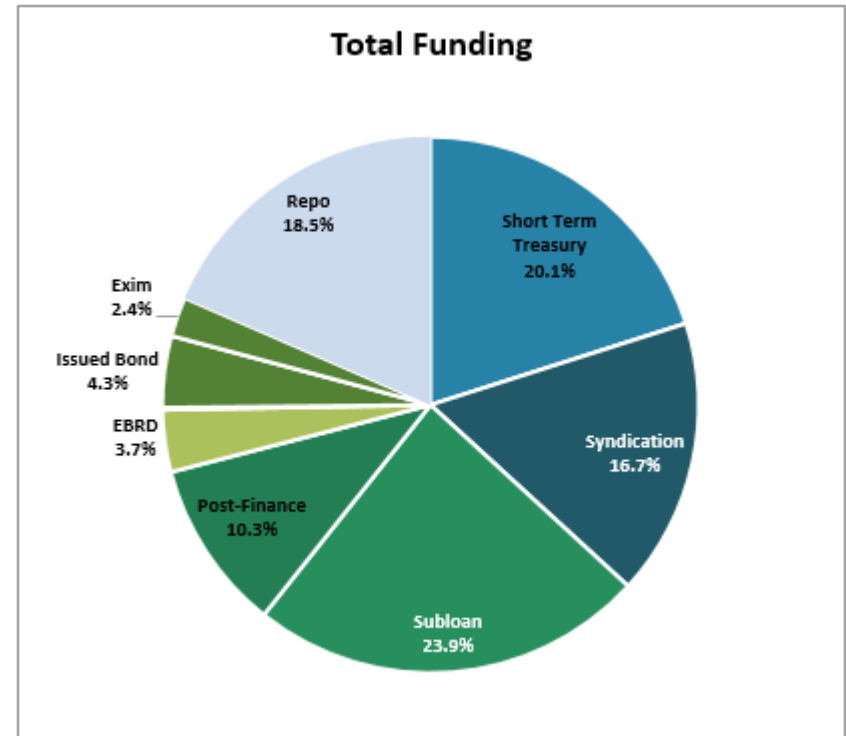
Wholesale Borrowings

Maintained disciplined funding mix

Wholesale Borrowings By Type



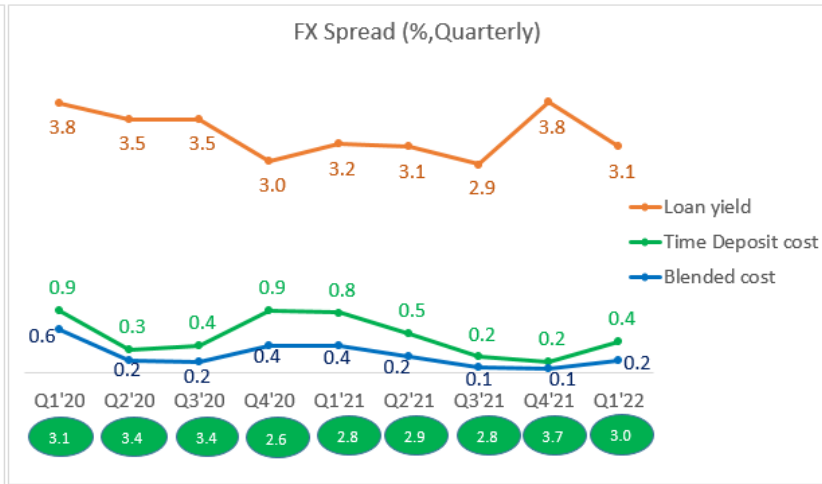
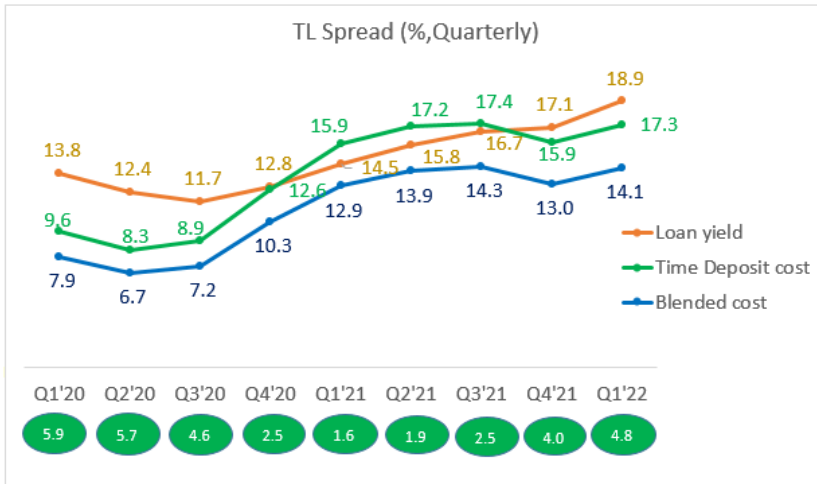
Wholesale Borrowings Breakdown



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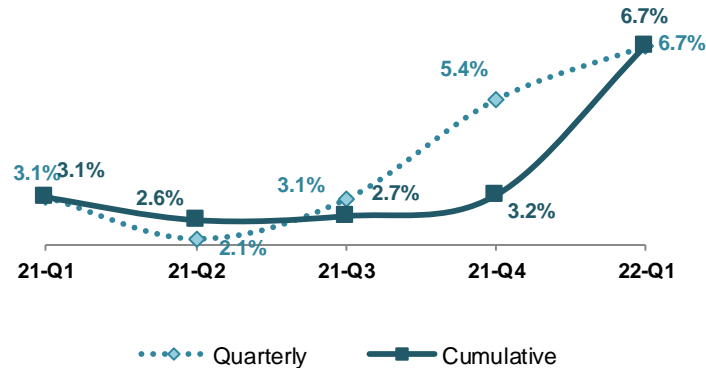
Spreads & NIM

Steady improvement in TL spreads in Q1.2022



(*) Represents the MIS amounts

Net Interest Margin



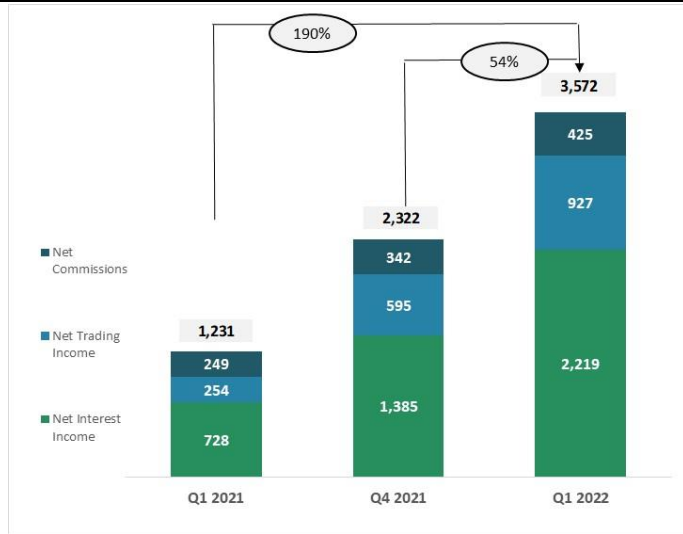
CPI linkers valued by 40% and supporting NIM improvement also provides hedge against higher inflation environment



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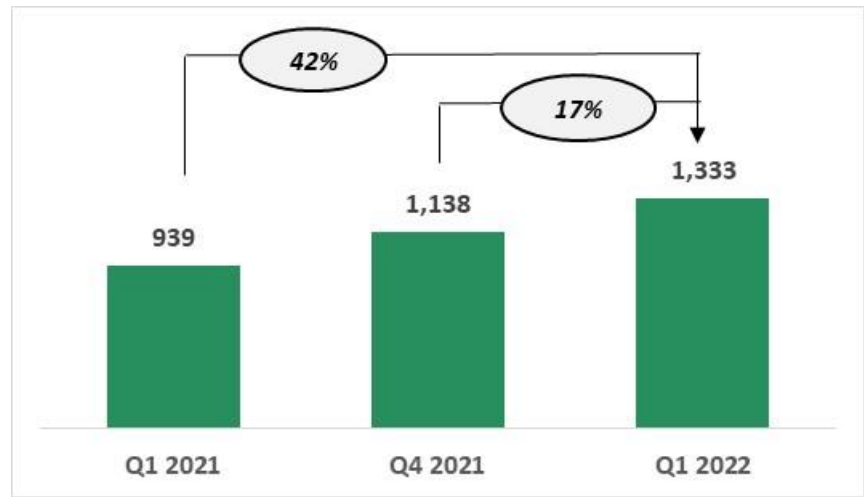
Consistent Profitability and Cost Management

Total Operating Income

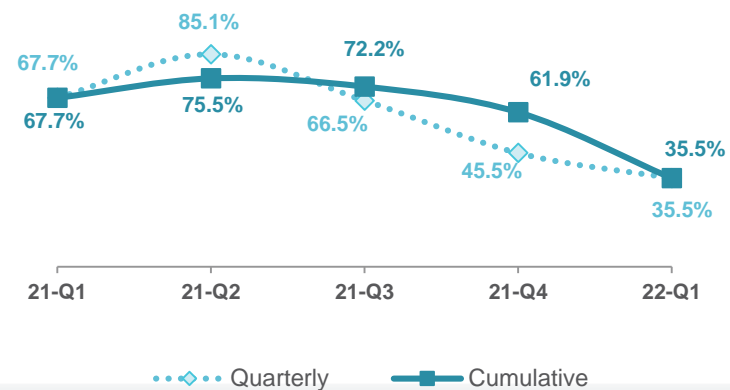


(*) Represents the MIS amounts

OPEX (TL)



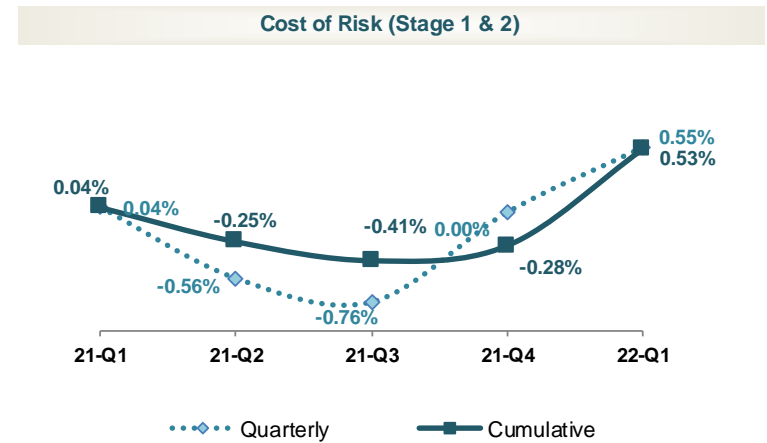
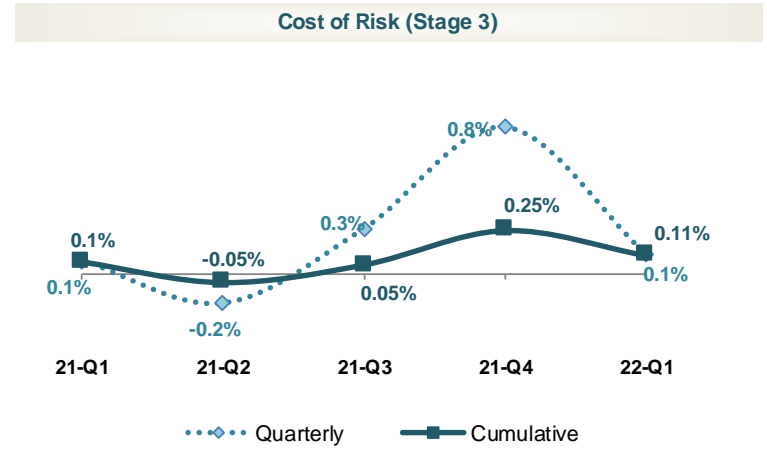
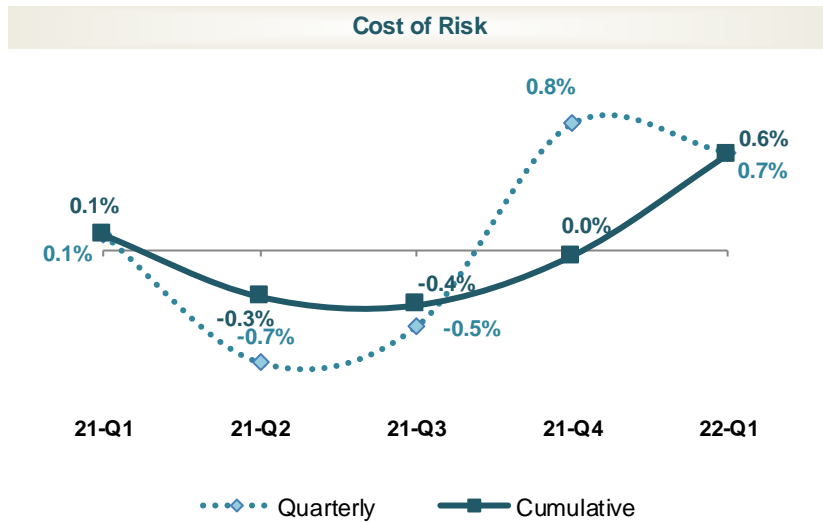
Cost/Income



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Evolution of Cost of Risk

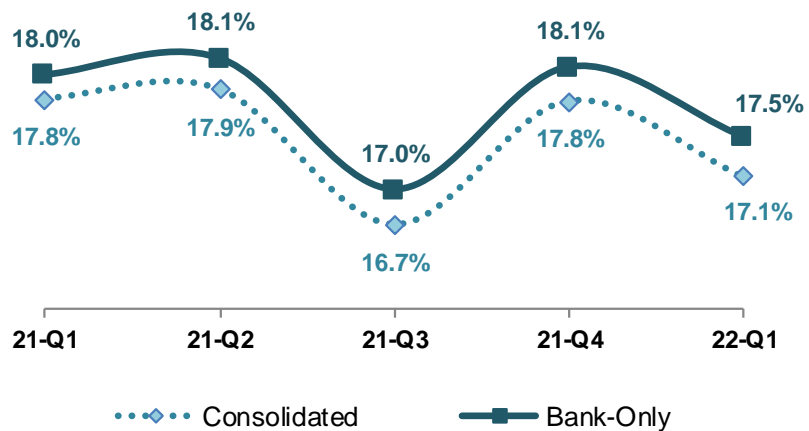
Total cost of risk at the negative territory



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TEB: a solid and well capitalised

Comfortable CAR supporting growth



Strong capital buffers well above regulatory limits



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APPENDIX



Ratings of TEB

FITCH (February 25, 2022)

	Rating	Outlook
Long-Term FC Issuer Default Rating	B	Negative
Short-Term FC Issuer Default Rating	B	-
Long-Term LC Issuer Default Rating	B+	Negative
Short-Term LC Issuer Default Rating	B	-
Viability Rating	b+	-
National Long-Term Rating	AA (tur)	Stable
Shareholder Support Rating	b	-

MOODY'S (December 10, 2020)

	Rating	Outlook
Long Term FC Bank Deposits	B2	Negative
Short Term FC Bank Deposits	NP	-
Long Term LC Bank Deposits	B1	Negative
Short Term LC Bank Deposits	NP	-
Baseline Credit Assessment	b3	-
Adjusted Baseline Credit Assessment	b1	-
Long Term FC Counterparty Risk	B2	

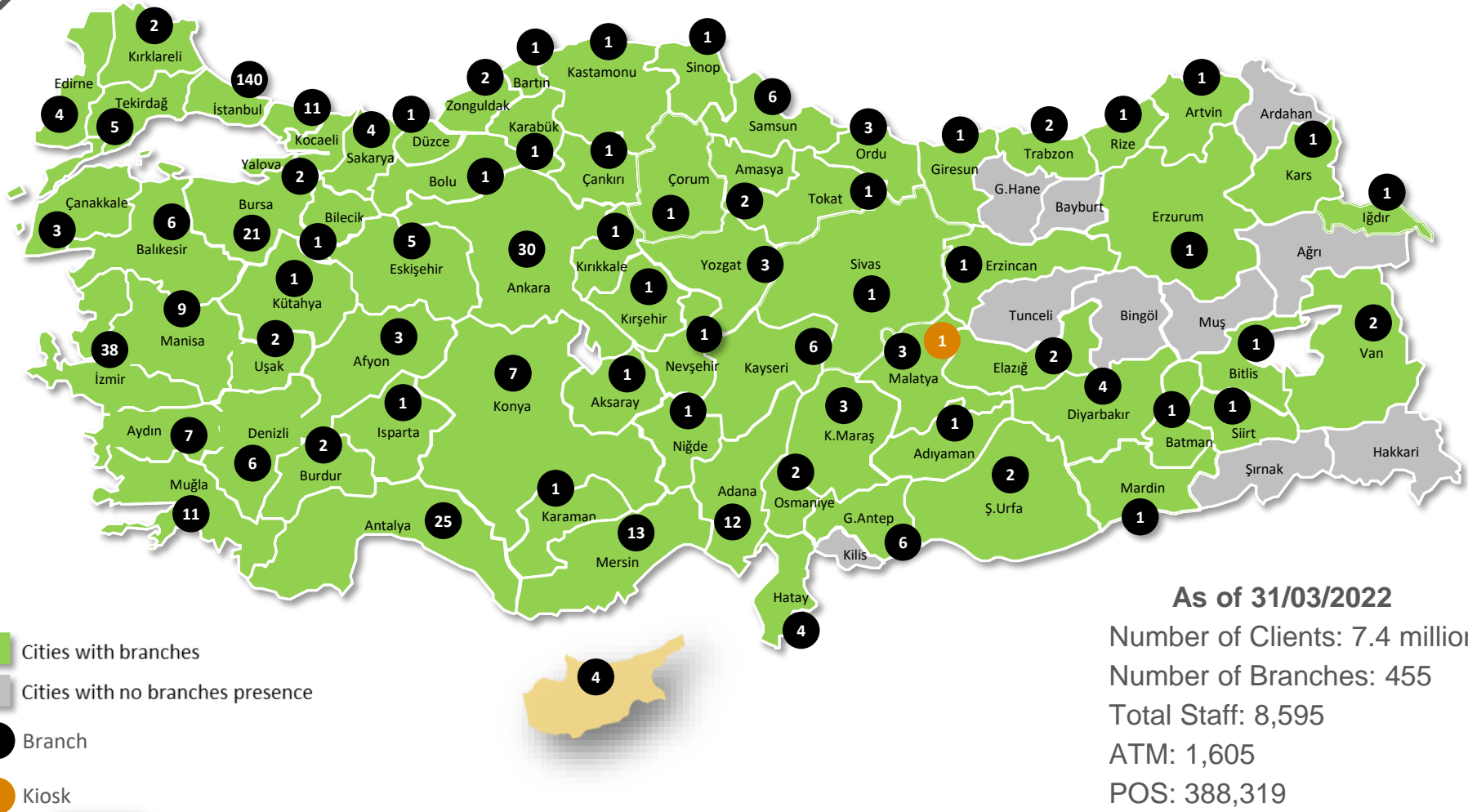


Sustainability

- While the concept of sustainability gains more importance day by day with the changing conditions around the world, TEB continued its activities with the aim of carrying the world to a better future by acting with a sense of responsibility. Supporting sustainable economic growth with its banking activities, TEB also carries out activities that create positive impact and benefit for the economy, environment and society with the understanding of "Good and Exemplary Bank".
- In the first quarter of the year, TEB launched a new advertising campaign to draw attention to the importance of sustainability and to raise awareness on this issue. In the movie, in which children representing our future and sharing their unique messages about sustainability, the positive impact projects implemented by TEB within the scope of sustainability were also explained. TEB develops many projects that have a positive impact on society, from encouraging women's participation in the workforce to supporting entrepreneurs, from raising awareness of financial literacy throughout the society, to popularizing social entrepreneurship.



TEB is present in 71 cities



As of 31/03/2022

Number of Clients: 7.4 million

Number of Branches: 455

Total Staff: 8,595

ATM: 1,605

POS: 388,319



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Digital Banking in 2022

Client Base

2.3 million active client in online banking - **76%** penetration ratio (*TBB Report)

Migration Ratio

96% of six main transactions over Digital Channels
(Cash Withdrawal, Cash Deposit, Credit Card payments, Loan payments, Invoice Payments and Money Transfers)

CEPTETEB Digital Bank

1.6 million CEPTETEB Digital Banking Clients (**%61** of them active)
TL 5.6 billion Deposit Amount (**%18** of Retail Deposits)
TL 5.4 billion Stock Credit Amount (**%30** of total Consumer Loans)
208 K CEPTETEB Credit Cards with outstanding amount of TL 775 million

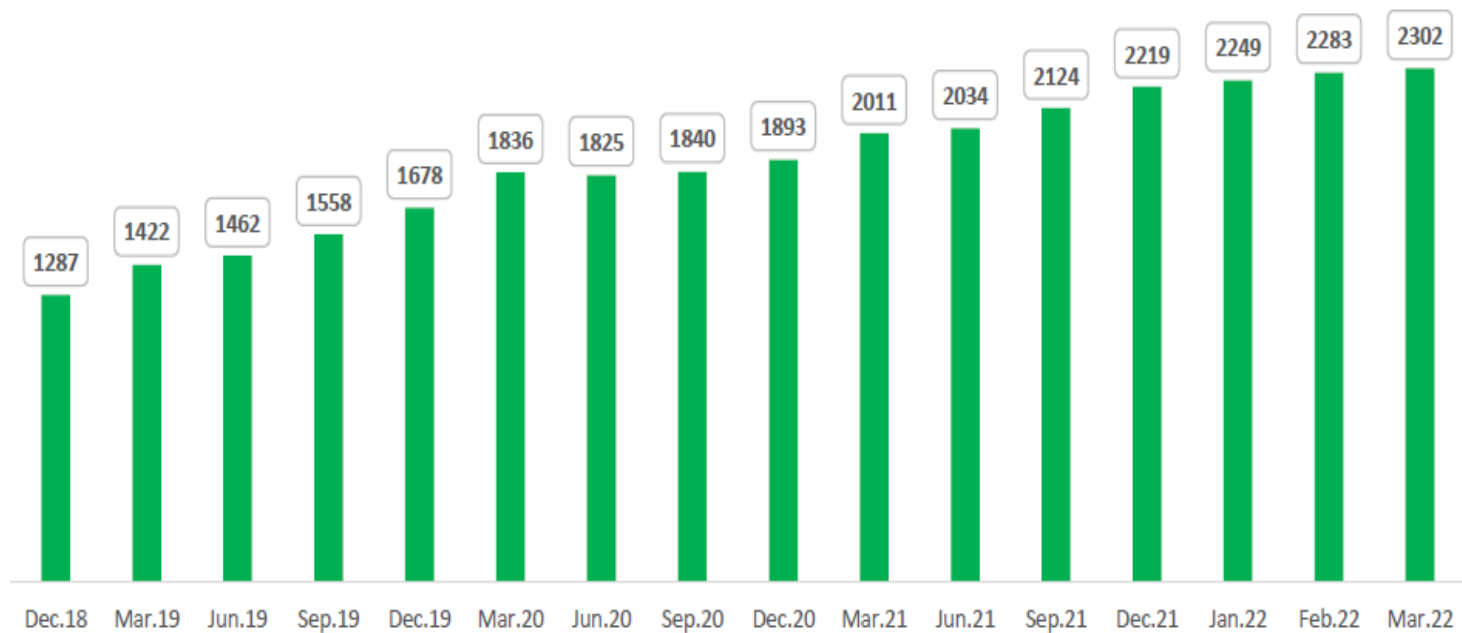
ATM Network

of ATM **1.605** ve **%3,08** market share



Digital Banking in 2022

of Active Online Banking Clients (*)



(*) Active definition: At least login once in the last 90 days



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Cost of Risk	(22)	(189)
Net Operating Income	1,364	3,570
Other Operating Expense	(508)	(655)
Personnel Expenses	(430)	(677)
Other Provisions	(1)	2
Dividend Income	5	9
Tax Provisions	(90)	(653)
Net Profit	339	1,595



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