

DenizBank Financial Services Group 3Q'23 Results

2 November, 2023



100 *Sözlerinin izinde*
MILLÎ MİCADELE'NİN YÜZÜNCÜ YILI

Contents



1. Macroeconomic Outlook & Banking Sector
2. Financial Performance
3. Appendix

Results highlights

Maintaining financial strength and operational resilience in a challenging regulatory and economic environment

- **Revenue increase accelerates** with the caps loosening on new production of assets and commissions
- **Selective** loan growth **and strategic** positioning in securities **under agile Asset Liability Management** rules to minimize the interest rate risk and profitability.
- **Management of TL deposits** fully compliant with the regulatory framework, met the targets on deposit products and transition to standard TL deposits.
- **Non-funded income** mainly from non-risk fees and commissions generated by payment systems, brokerage commissions, TMU income and provision reversals due to collections.
- **C/I ratio is 31%** despite inflationary environment and continuing upward pressure on costs with strong income performance.
- **Improving NPL ratio** with low NPL inflows supporting with AI based risk models, overperformed collections and solid loan growth, maintaining the leadership in coverages. An overlay provision reserved on risks in earthquake region in 2023. **A strong collection performance** resulted in negative CoR.
- **TL 3.5 bn of additional free provisions was set aside** as of 9M-23 (**Total free provisions: TL 7.7 bn**).
- Continuous **healthy liquidity levels and concrete and efficient solvency ratios and low LDR levels**.



Net Profit

22.3

TL bn

(9M-22: TL 14.3 bn)

(w/o Free Prov: TL 25.8 bn)



56%

y-o-y



Total Income

49.5

TL bn

(9M-22: TL 31.2 bn)



58%

y-o-y

Return on Average Equity

47.0%

(9M-22: 51.1%)

(w/o Free Prov: 52.9%)

Common Equity Tier 1

11.95%

(9M-22: 12.27%)

(w/o forbearance: 10.11%)

Cost to Income

31.1%*

(9M-22: 23.7%)

(*excluding earthquake support of TL 350 mn)

Net Interest Margin*

5.3%

(9M-22: 5.4%)

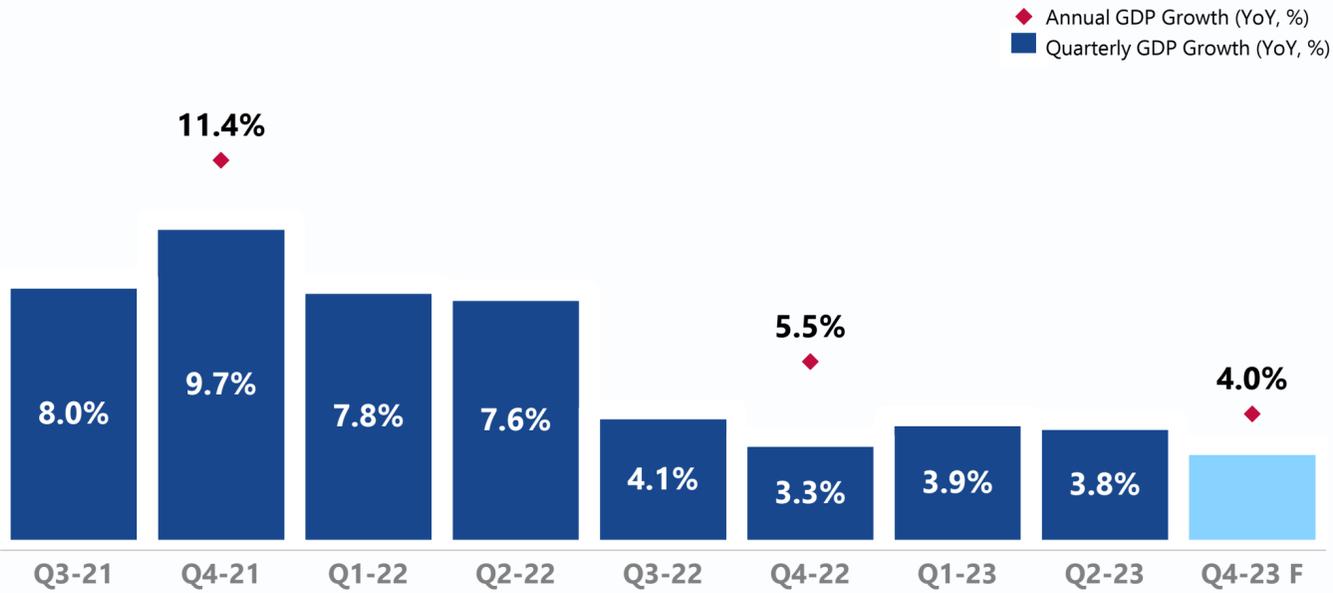
(*swap adjusted)

1

Macroeconomic Outlook & Banking Sector

Balanced growth, gradual disinflation and moderation in external deficit

Economic Activity



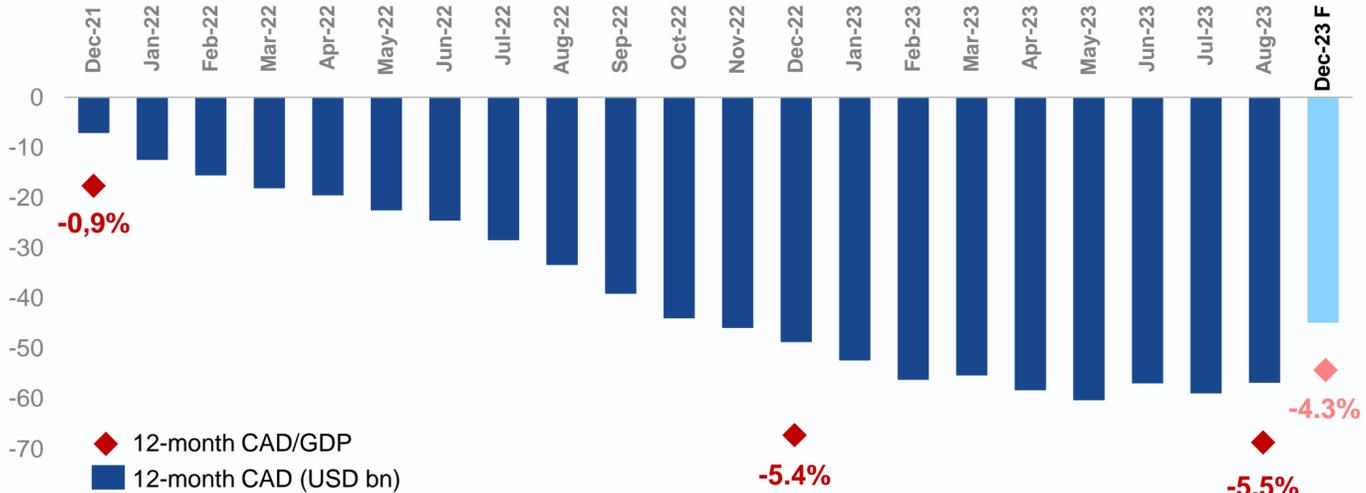
Looking Forward

- Balanced growth with gradual moderation in domestic demand along with tighter monetary policy
- Increased inflation before the downward trend in 2H24
- Moderating domestic demand and decreasing gold imports to narrow current account deficit, better financing conditions
- Fiscal consolidation targets excluding disaster spending

Inflation (CPI, YoY change)

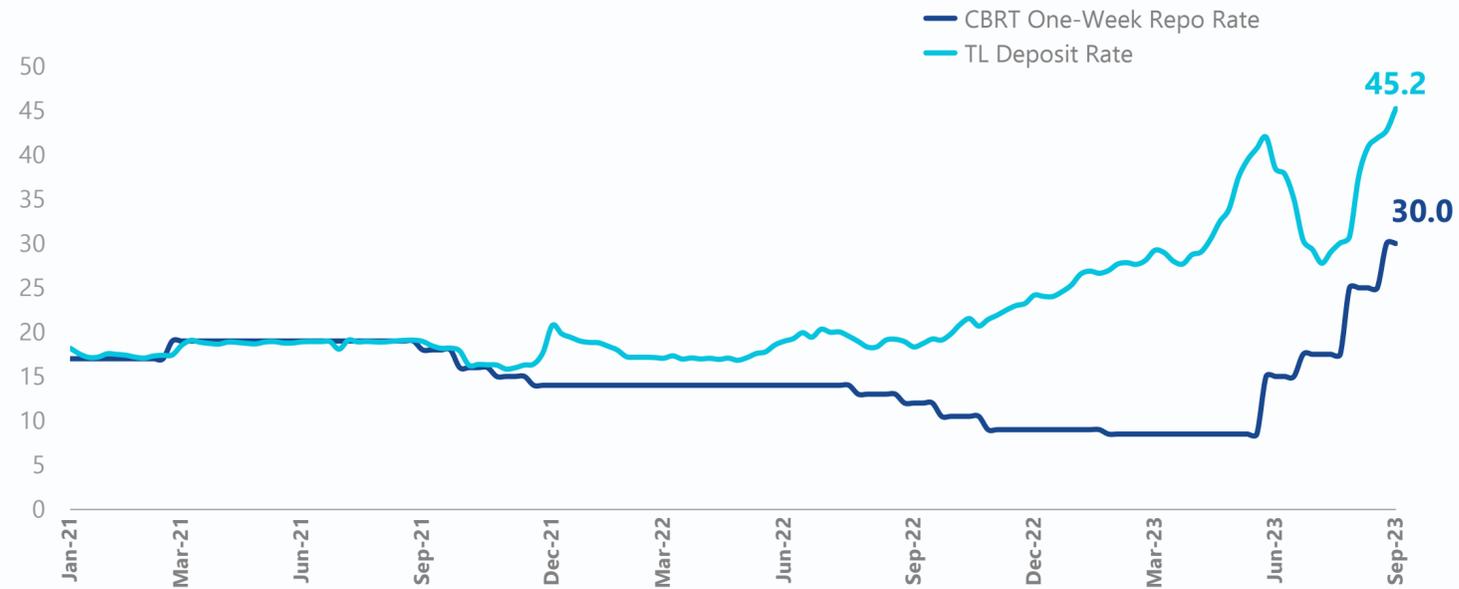


Current Account Deficit



Higher interest rates, slower credit growth

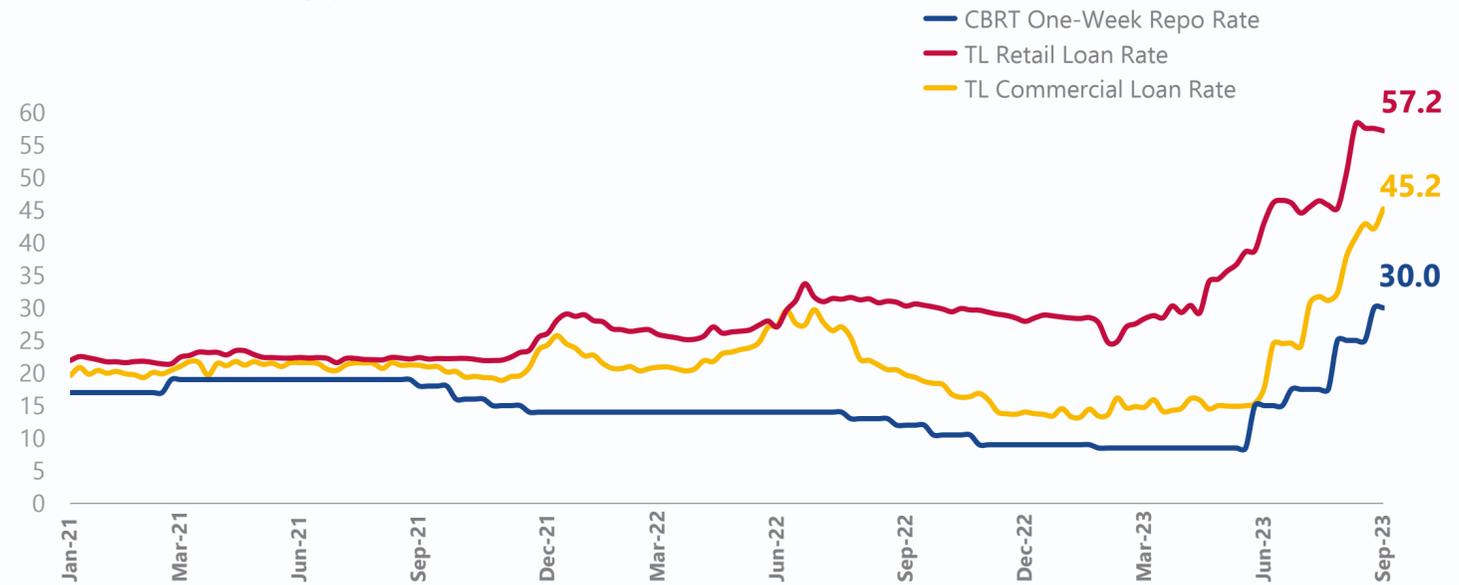
TL Deposit Rate (%)



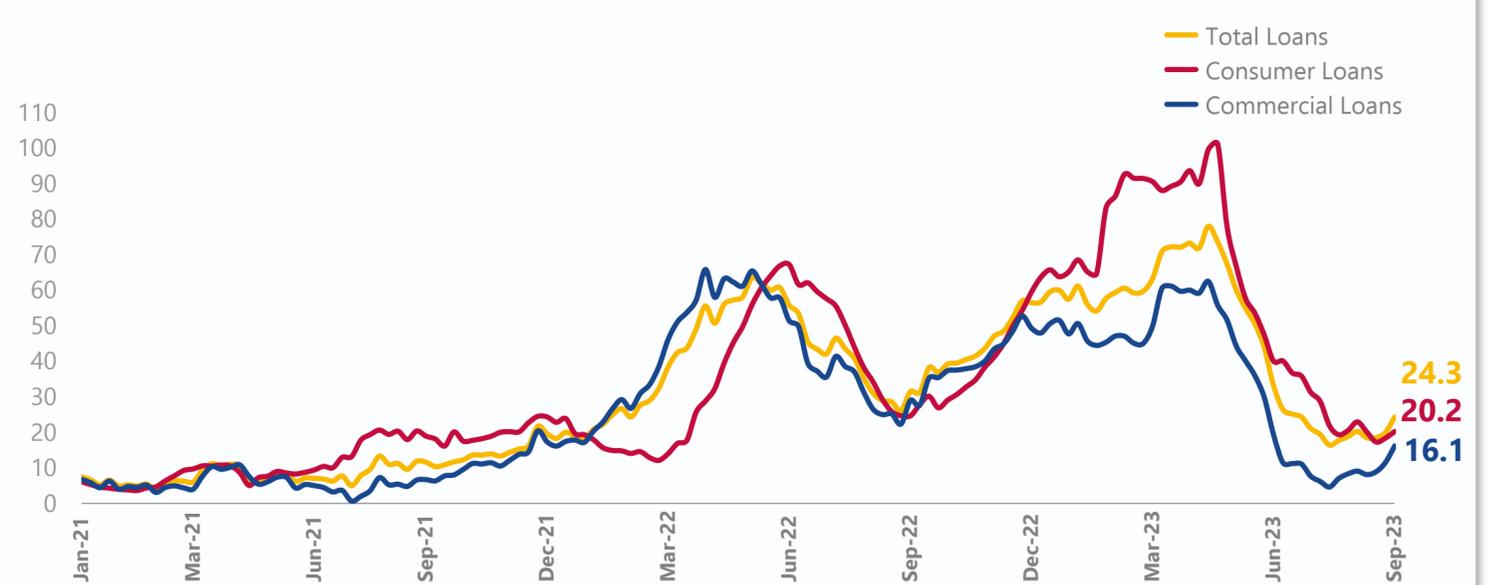
Looking Forward

- Monetary tightening and simplification of regulations
- Higher deposit and loan rates, slower credit growth
- Gradual unwinding of FX-protected deposits
- Selective credit policies to rebalance growth composition

TL Loan Rates (%)



Loan Growth (13-week MA annualized, net of FX effect, %)



2

Financial Performance

Strong earnings performance with solid core banking revenues while maintaining a balanced asset and liability mix managed proactively mitigating the risks

Income Statement (All figures are in TL bn)	9M-23	9M-22	Better / (Worse)
Net interest income ¹	29.1	18.3	59%
Non-funded income	20.4	13.0	57%
Total income	49.5	31.2	58%
Operating expenses	-15.7	-7.4	(113%)
Pre-provision operating profit	33.7	23.8	42%
Total provisions	-1.9	-4.8	59%
Operating profit	31.8	19.0	67%
Taxation charge	(9.5)	(4.7)	(101%)
Net profit	22.3	14.3	56%
Cost: income ratio ²	31.1%	23.7%	-7.4 pp
Net interest margin ¹	5.3%	5.4%	-0.1 pp

Balance Sheet (All figures are in TL bn)	Sep-23	Dec-22	Better / (Worse)
Total Assets	993.6	625.0	59%
Gross Loans ³	528.3	374.2	41%
Deposits	644.4	417.0	55%
CET-1 (%)	11.95%	12.27%	-0.3 pp
LDR (%) ⁴	76.6%	82.2%	-5.6 pp
NPL ratio (%)	3.4%	4.7%	+1.3 pp

¹ Swap adjusted ² 9M-23 ratios is adjusted; excludes earthquake support

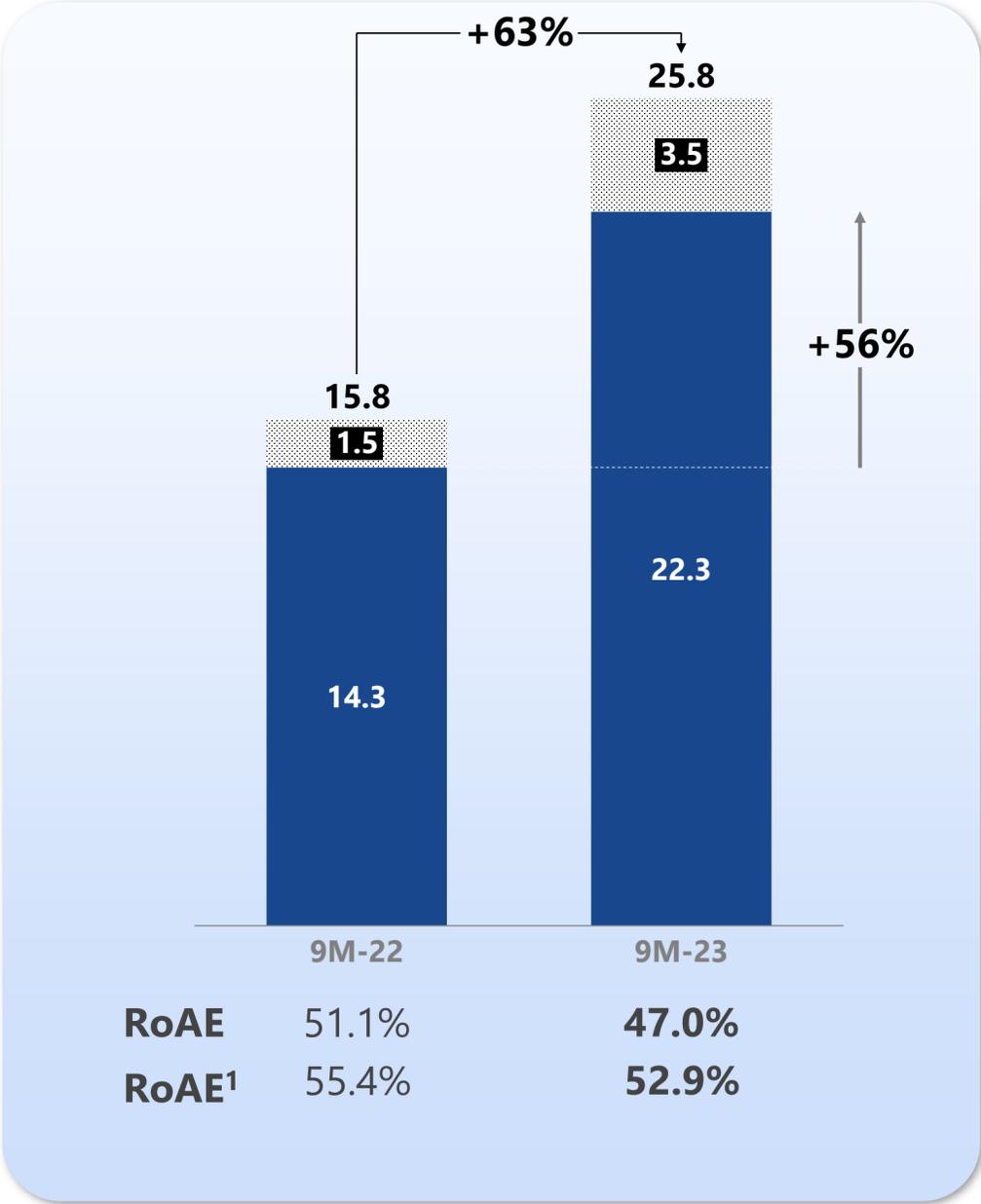
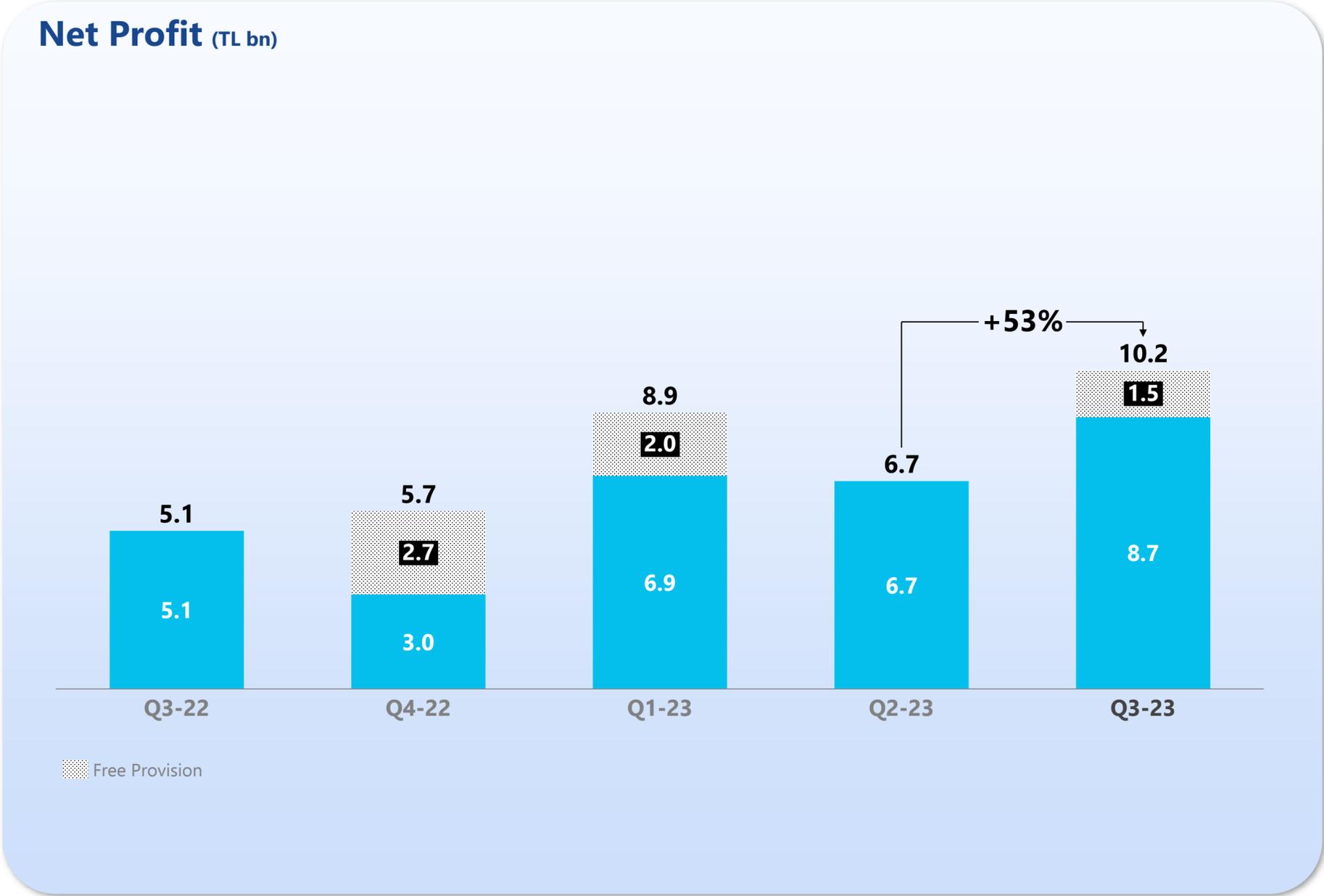
³ Includes leasing and factoring receivables ⁴ Loan to Deposit Ratio ⁵ According to the Bank's own segmentation of gross loans

Key Highlights

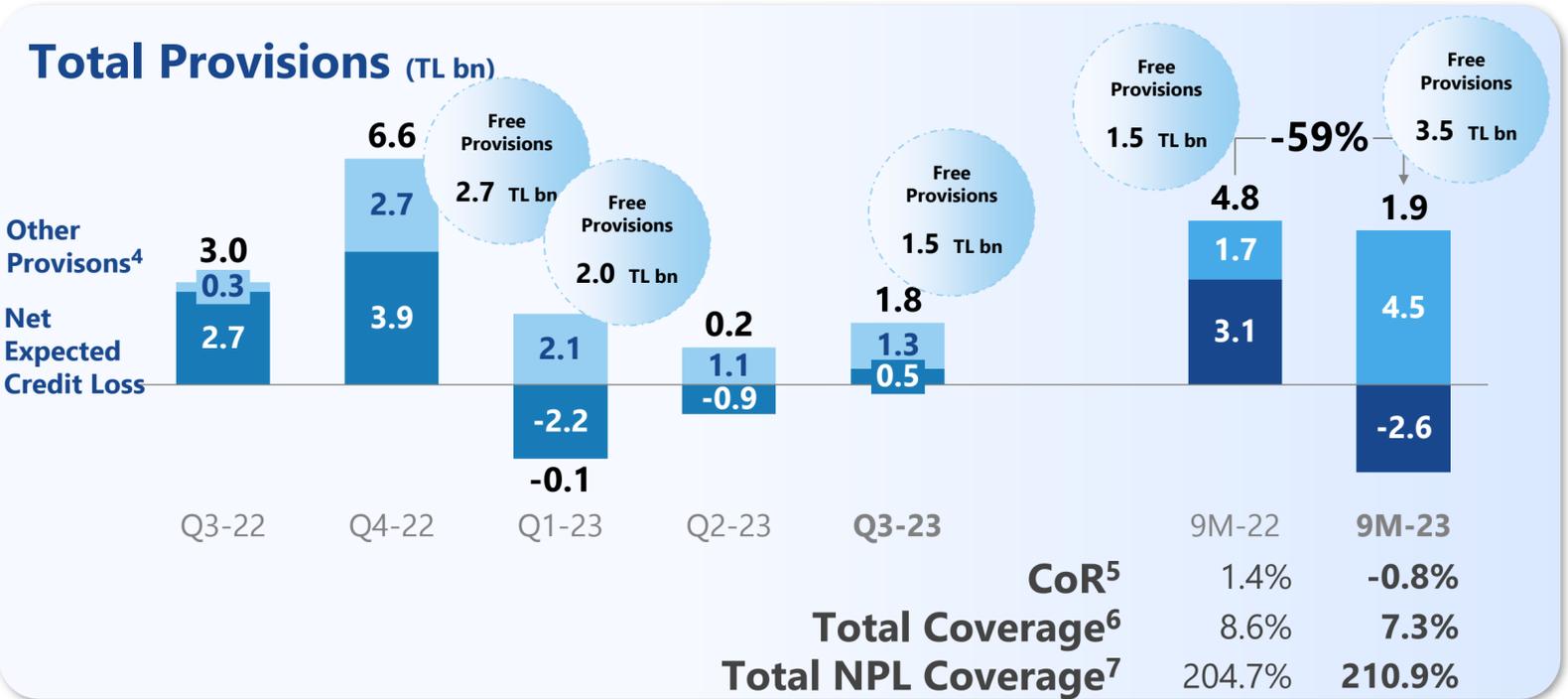
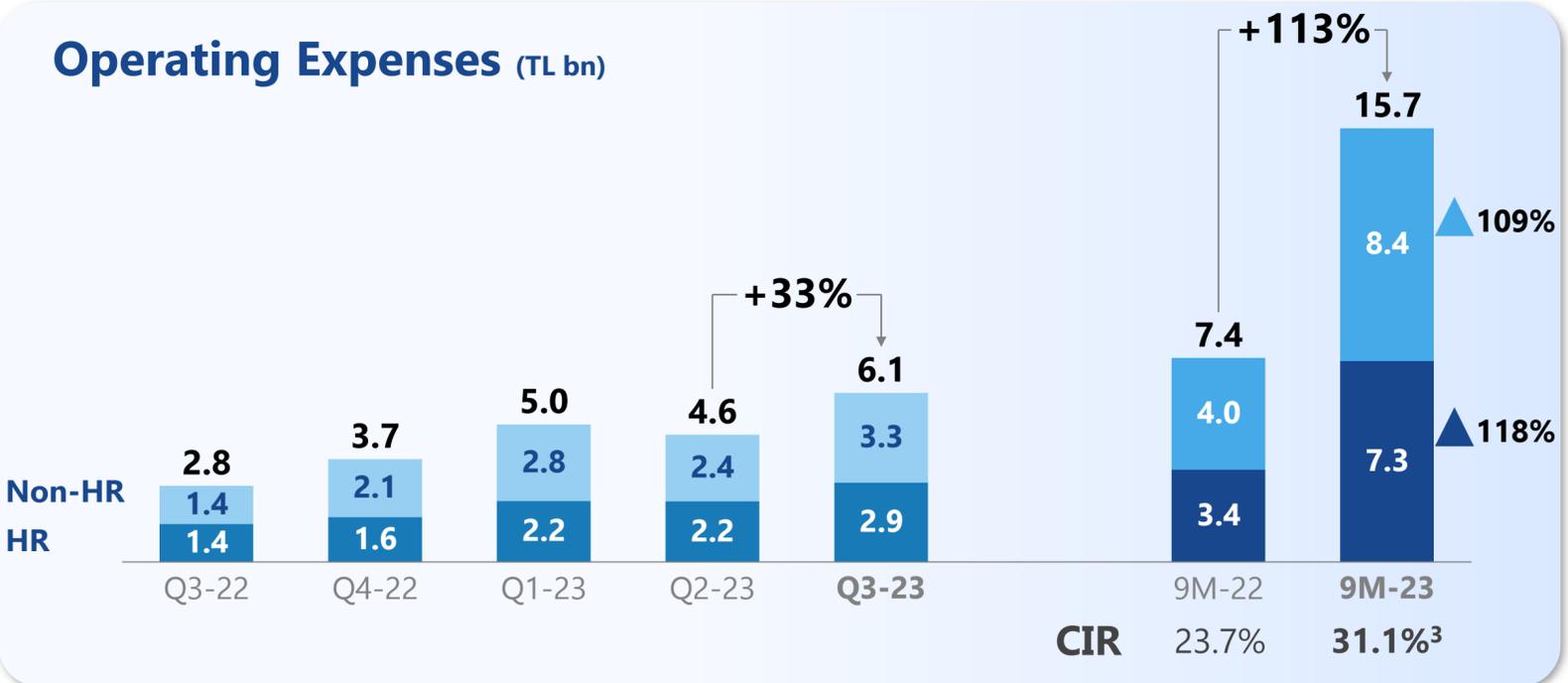
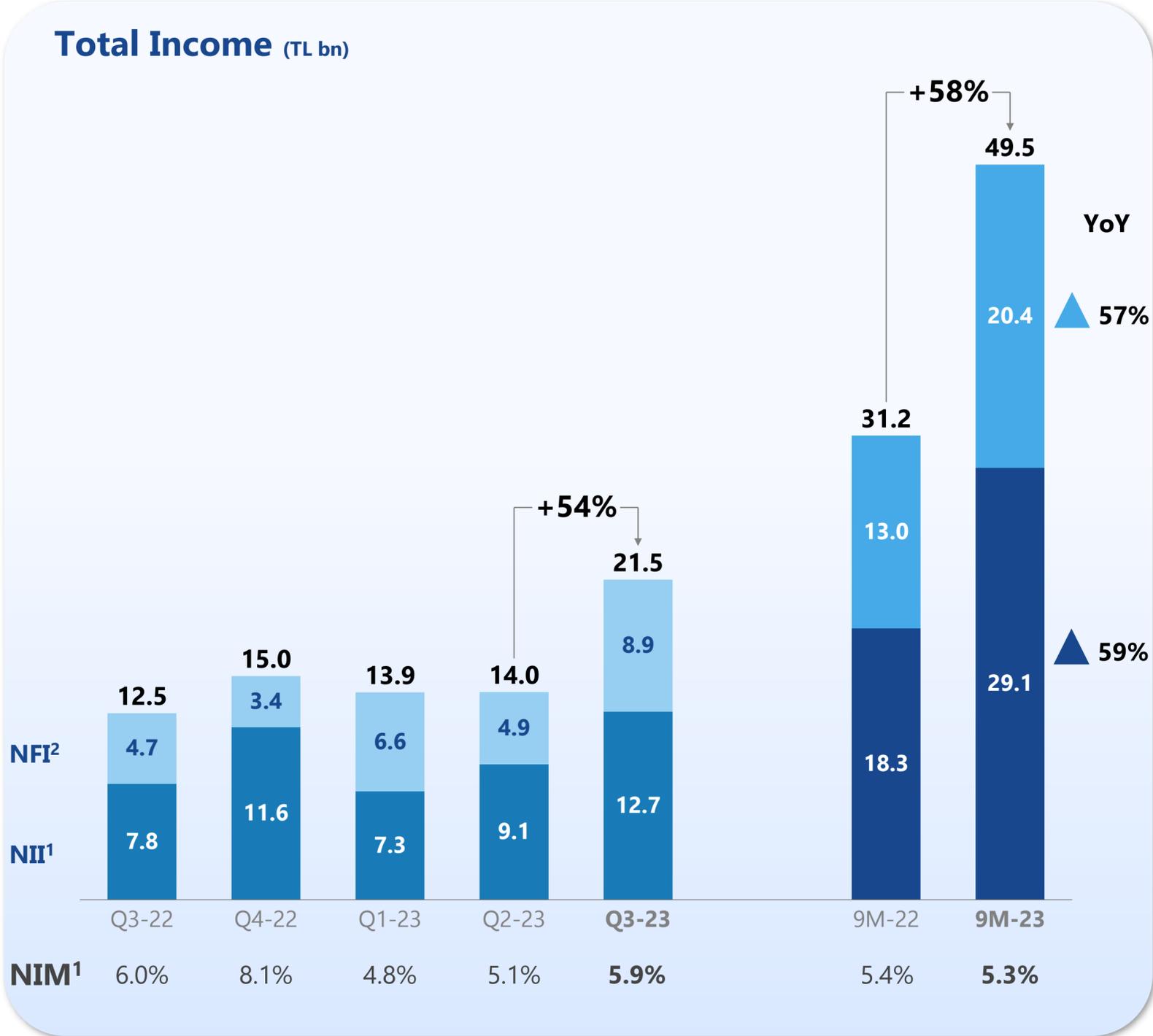
- 9M-23 net profit increased by **56% y-o-y**, mainly due to solid performances of net interest income, non-funded income and strong collection performance.
- NII¹ increased by **59% y-o-y** on the back of growth in mainly TL loans to selected segments and increase of securities portfolio.
 - Credit card loans⁵ grew by **85% y-t-d**,
 - while a **35% y-t-d** rise was recorded in SME loans⁵.
- Net fees and commissions income rose by **103% y-o-y**,
 - mainly supported by the strong performance in payment systems, brokerage, banking services fees and bancassurance commissions.
- Other income including provision reversals due to collections contributed **57% y-o-y** growth of non-funded income in 9M-23.
- C/I ratio² stood at 31% in continuing inflationary environment, thanks to solid income performance.
- CoR improved considerably due to strong collection performance.
 - Solid loan growth, low NPL generation and successful recovery amounts improved NPL ratio to 3.4% with 130 bps y-t-d decrease.
 - Total NPL Coverage at 210.9% still stands at a strong level.
- 94% y-t-d** growth in TL deposits resulted a **55% y-t-d** rise in total deposits,
 - TL time deposits were up by **103% y-t-d**, meeting the targets on deposit products and transition to standard TL deposits.
- CAR at **16.54%**, CET-1 at **11.95%**, LCR at **272.1%**, and LDR at **76.6%**, demonstrating solid solvency and healthy liquidity levels, indicate the Bank's strong financial structure.

Strong profitability supported by the increase in net interest income, solid performance of fees and commissions across all business lines and TMU income

- Net profit increased by 56% thanks to solid core banking revenues and strong non-funded income performance, despite maintaining prudent provisioning with TL 3.5 bn additional free provision.



Agile and prudent balance sheet management minimizing the risks while meeting the regulatory changes with least effect on performance

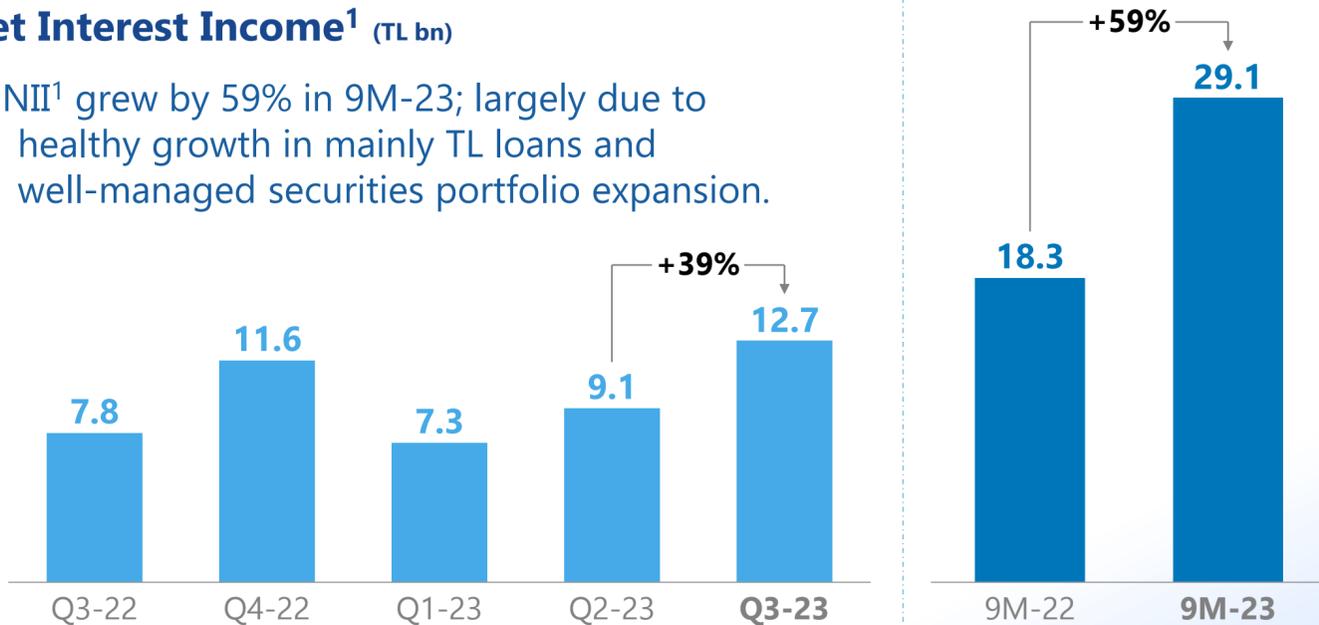


¹ Swap adjusted ² Non-Funded Income: Includes net fees and commissions income, trading and FX gains/losses, other income, and excludes swap costs
³ Excludes earthquake support ⁴ Includes free provisions for, Q4-22, Q1-23 and Q3-23 ⁵ Net expected credit loss / Avg. Total Loans ⁶ Provisions for expected credit loss incl. non-cash provisions / Total loans incl. leasing and factoring receivables ⁷ Provisions for expected credit loss incl. non-cash provisions / NPL

NIM¹ realized at 5.3% with the contribution of loan growth with selected segments and strategic positioning in securities

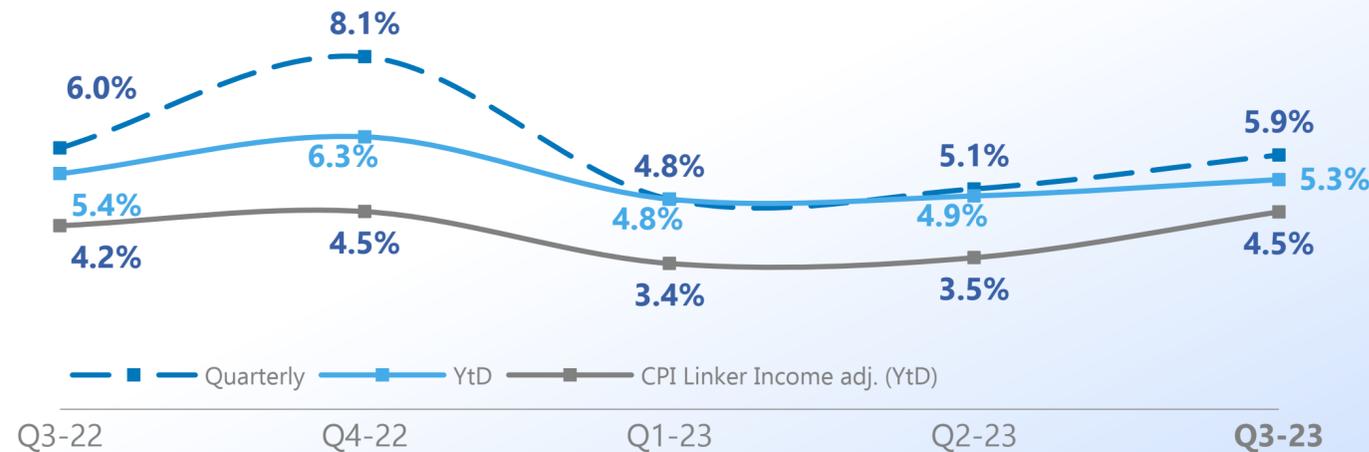
Net Interest Income¹ (TL bn)

- NII¹ grew by 59% in 9M-23; largely due to
 - healthy growth in mainly TL loans and
 - well-managed securities portfolio expansion.

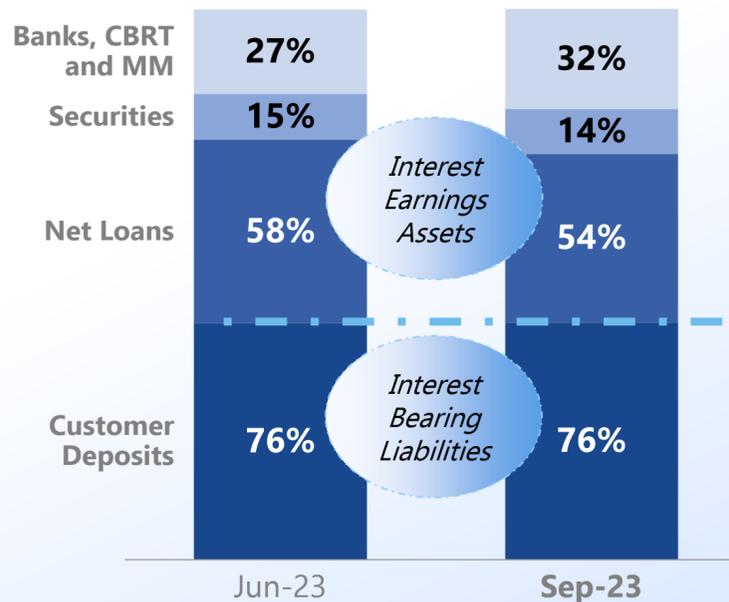


Net Interest Margin¹ (%)

➤ 9M-23 NIM¹ realized at 5.3%.



- Banks, CBRT and Money Market Placements increased by TL 80.9 bn, while securities rose by TL 13.6 bn q-o-q in Q3-23. Net Loans share decreased to 54% in Interest Earnings Assets as of Q3-23.



TL Loan Yields² (%)

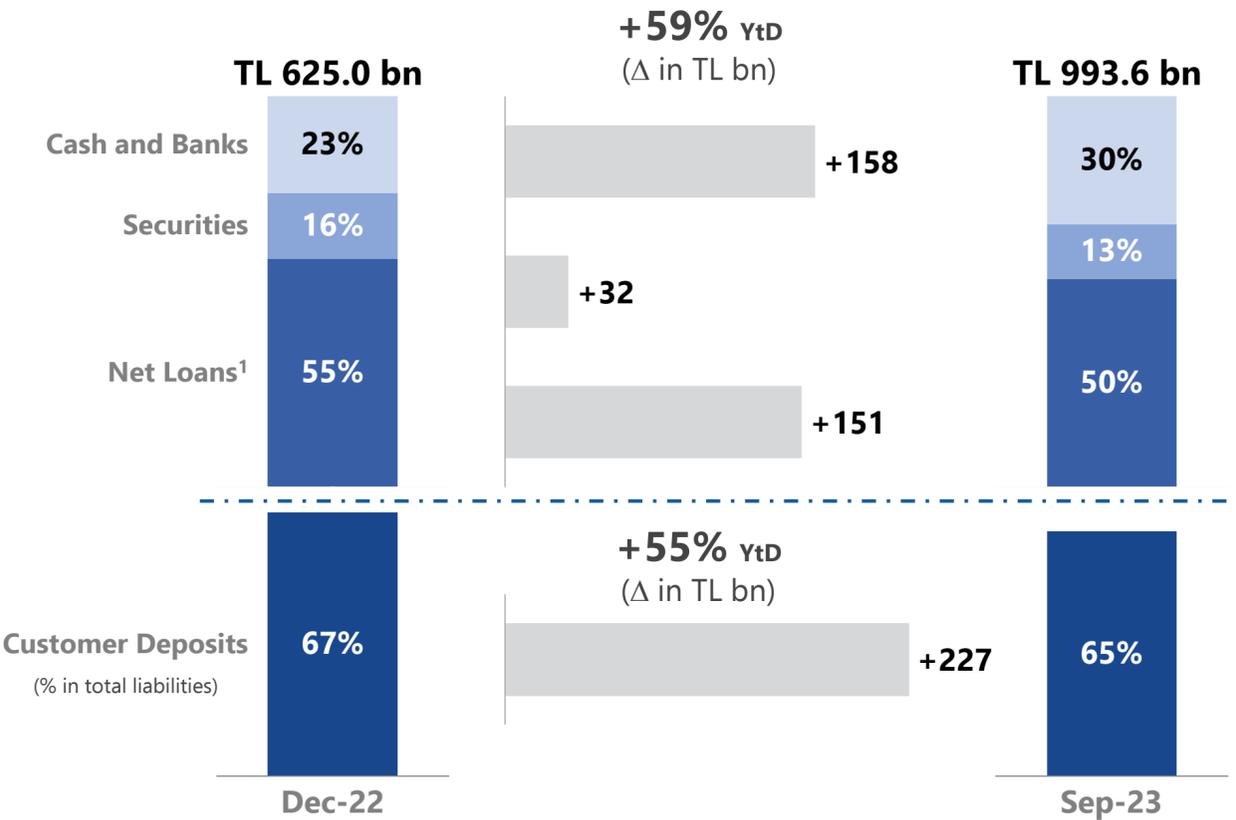


Cost³ of TL Customer Deposits (%)



¹ Swap adjusted ² Consolidated – Calculated with TL Performing Loans ³ Reflects MIS adjusted solo rates for Q1, Q2 and Q3 2023

Assets growth continued through the expansion of loans, securities portfolios and money market



- Total assets grew by **59% y-t-d (+369 bn TL)**, led by TL loans, receivables from money market and securities.
- Net Loans increased by **44% y-t-d (+151 bn TL)**, mainly driven by the expansion in TL-based business loans and retail lending.
- Customer deposits surged by **55% y-t-d (+227 bn TL)**, mainly by TL time deposits meeting the targets on deposit products and transition to standard TL deposits.

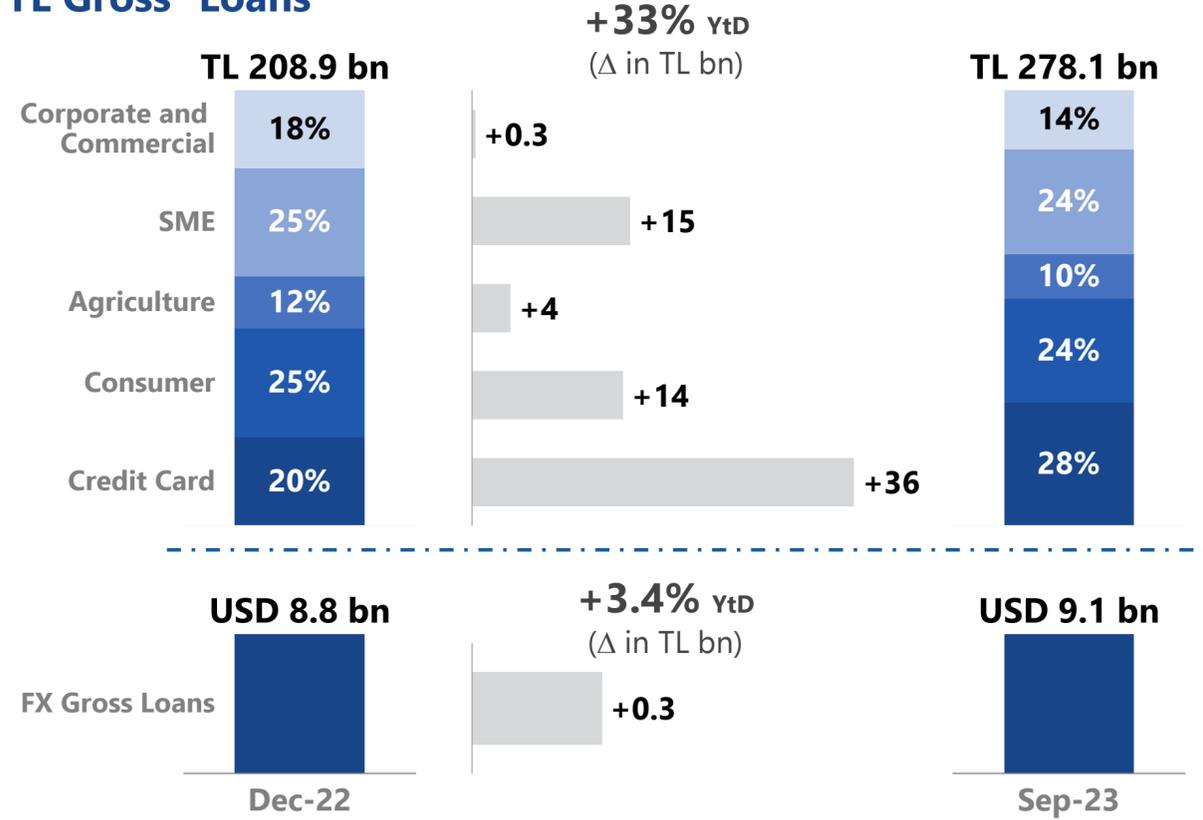
¹ Includes leasing and factoring receivables

<i>in TL bn</i>	Sep-23	QoQ%	YoY%	YtD%	Quarterly trend (last 5 quarters)
Assets	993.6	+13	+66	+59	598.1, 625.0, 693.5, 877.7, 993.6
Net Loans ¹	493.9	+6	+51	+44	327.2, 342.8, 374.7, 465.6, 493.9
Securities	130.7	+12	+55	+33	84.1, 98.4, 107.3, 117.1, 130.7
Customer Deposits	644.4	+13	+62	+55	397.7, 417.0, 468.2, 570.0, 644.4
Equity	75.1	+17	+58	+37	47.5, 54.9, 59.1, 64.4, 75.1
Risk Weighted Assets (RWAs)	610.4	+7	+51	+44	403.4, 423.6, 520.6, 570.0, 610.4

%	Sep-23	QoQ (bps)	YoY (bps)	YtD (bps)	Quarterly trend (last 5 quarters)
CET1	11.95%	+79	-32	-108	12.27%, 13.03%, 11.32%, 11.17%, 11.95%
CAR	16.54%	+75	-35	-104	16.89%, 17.57%, 15.28%, 15.78%, 16.54%

TL Gross¹ Loans growth led by credit card loans, SME loans and consumer loans performances

TL Gross¹ Loans



- TL Gross Loans increased by **33% y-t-d (+69 bn TL)**, mainly driven by the expansion in SME loans, credit card loans and consumer loans.
- FX Gross Loans increased by **3.4% y-t-d (USD +0.3 bn)**, driven by commercial loans.

¹ Gross loans Include leasing and factoring receivables and given according to the Bank's own segmentation, SME Banking scale: Annual turnover below TL 250 mn (TL 125 -250 mn common with Commercial Banking). Commercial Banking scale: Annual turnover between TL125-250 mn.and Corporate Banking scale: Annual turnover above TL 250 mn. Credit Card Loans include commercial cards

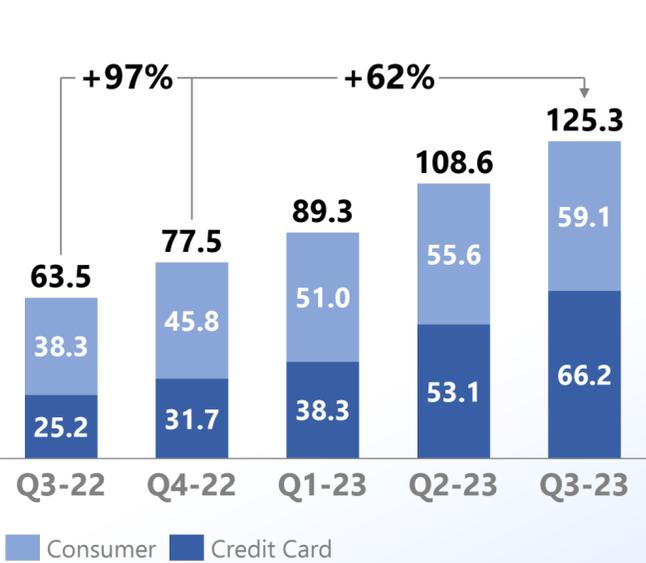
<i>in TL bn</i>	Sep-23	QoQ%	YoY%	YtD%	Quarterly trend (last 5 quarters)				
Gross Loans ¹	528.3	+6	+49	+41	354.9	374.2	404.7	498.9	528.3
TL Gross Loans	278.1	+7	+49	+33	186.5	208.9	233.5	259.8	278.1
Corporate and Commercial	37.7	-2	+11	+1	34.0	37.3	37.0	38.3	37.7
SME	66.9	+5	+37	+29	48.7	52.0	59.7	63.5	66.9
Agriculture	28.6	-5	+14	+15	25.0	25.0	28.3	30.1	28.6
Consumer	66.4	+8	+50	+27	44.2	52.1	57.9	61.6	66.4
Credit Card	78.6	+19	+128	+85	34.5	42.5	50.6	66.2	78.6
<i>in USD bn</i>	Sep-23	QoQ%	YoY%	YtD%	Quarterly trend (last 5 quarters)				
FX Gross Loans	9.1	-1.3	+0.5	+3.4	9.1	8.8	8.9	9.3	9.1

TL Performing Loans

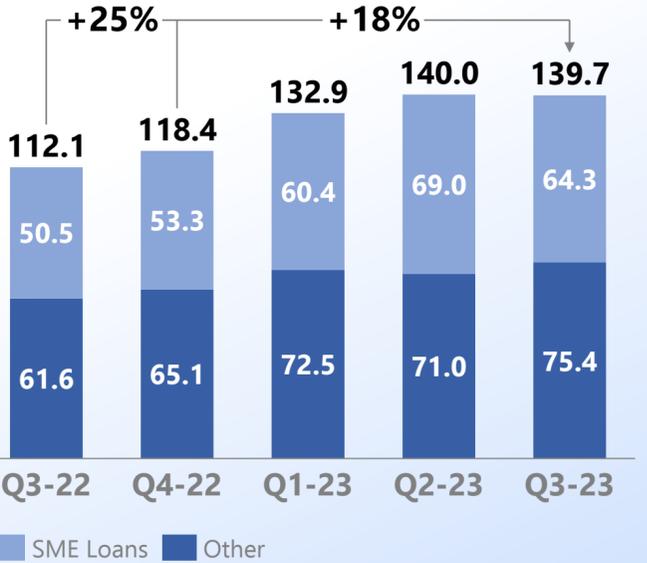
Highlights

- Total Loans¹ increased by **43% y-t-d**, mainly contributed by retail and SME loans' expansion.
- TL loans growth of **35% y-t-d** was largely driven by, credit card loans, SME² loans and consumer loans growth.
- TL Retail loans were recorded **62% y-t-d** growths owing to outstanding performance of credit card loans of 109%.
- TL Business loans surged by **18% y-t-d** mainly driven by commercial and SME² loans and the share in total to 53%.

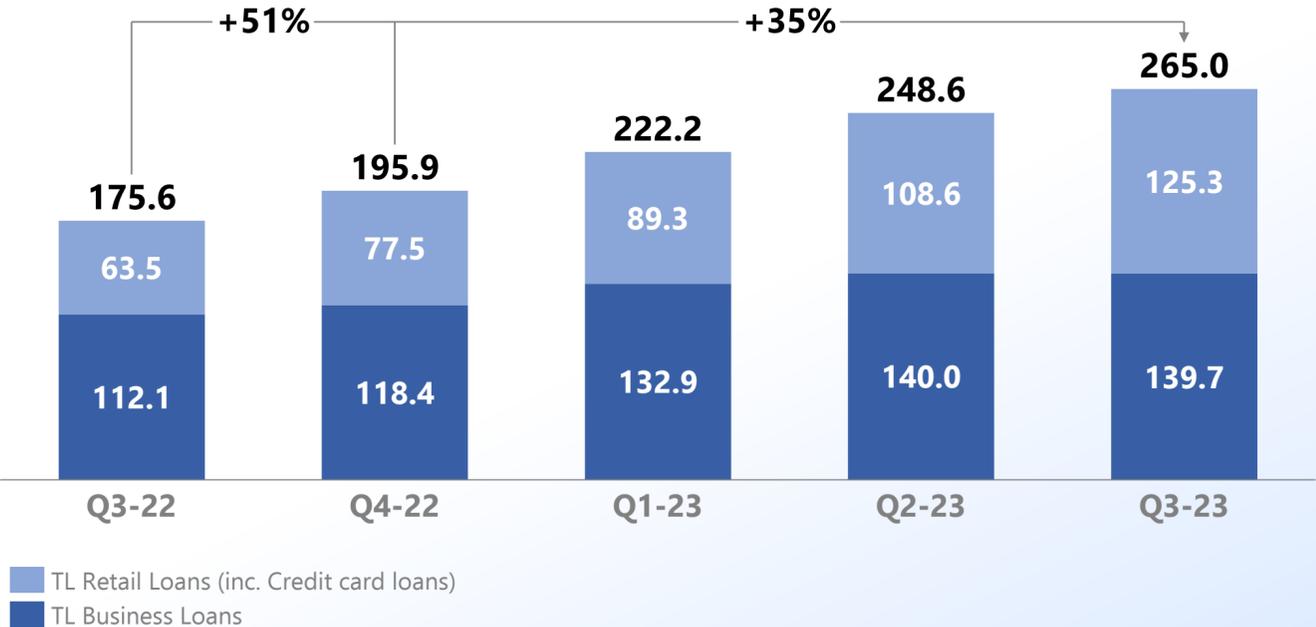
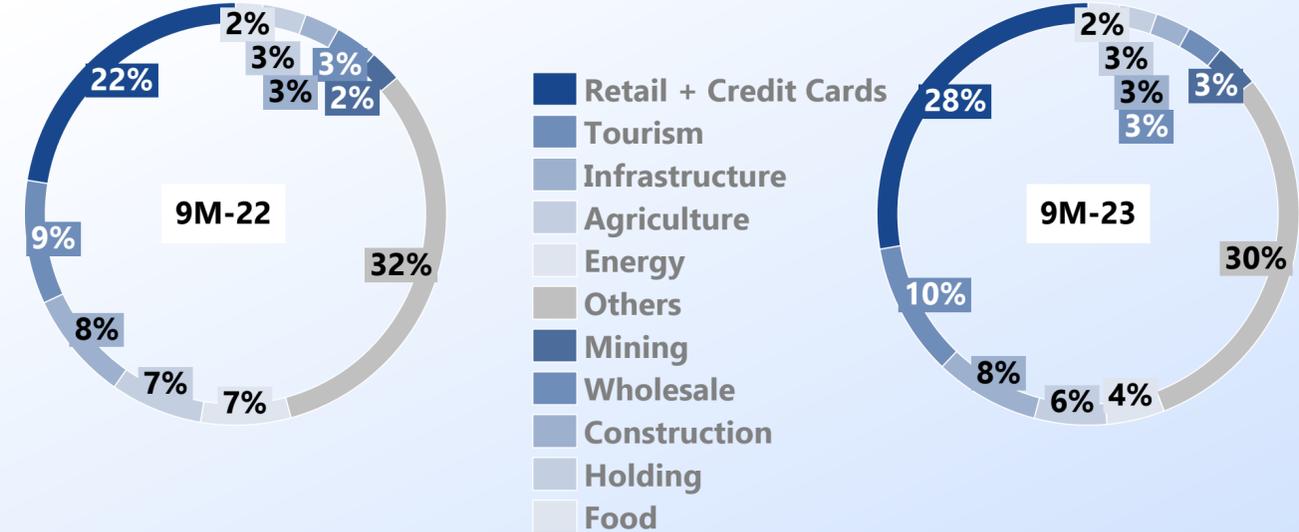
TL Retail Loans² (TL bn)



TL Business Loans² (TL bn)



Total Loans¹ by Sector



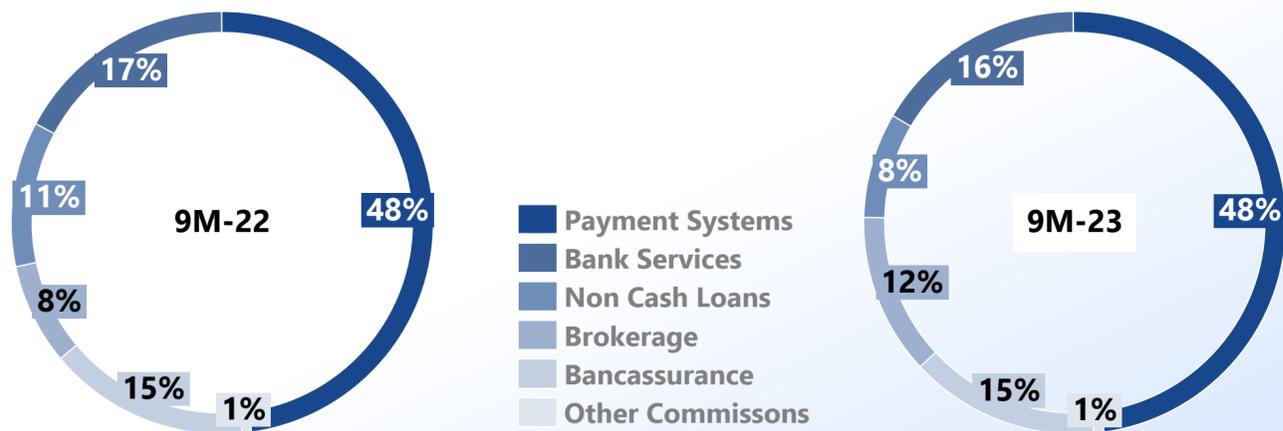
¹ Performing TL and FX cash loans ² Retail Loans: Consumer + Credit Card Loans (only individuals) Business Loans: SME (according to BRSA definition) + Corporate and Commercial + Agriculture Loans

Net Fees and Commissions

Highlights

- Net fees and commissions grew by **103% y-o-y** in 9M-23, mainly due to improved payment systems, banking services fees, brokerage and bankassurance commissions with 103%, 93%, 222% and 91% increases, respectively.
- Net commissions constituted **19% of total income** (9M-22: 15%), while covering **59% of operating expenses** (9M-22: 61%).

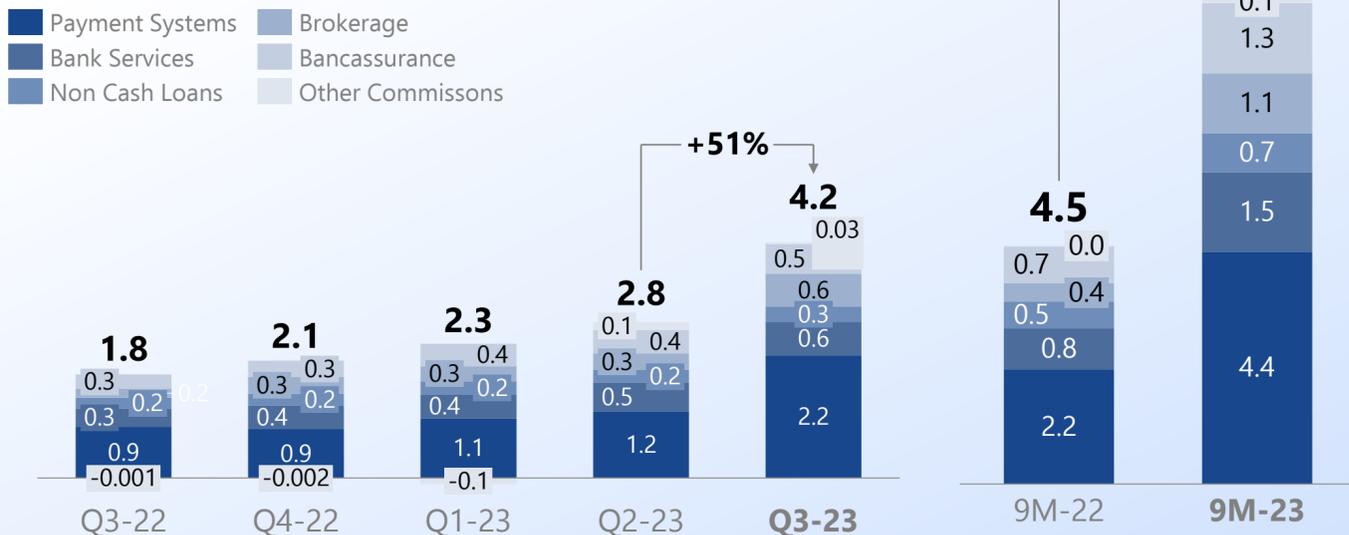
Breakdown of Net Fees and Commissions



QoQ Analysis

- Net fees and commissions grew by **51% q-o-q**, mainly driven by payment systems fees, brokerage and bankassurance commissions.
- Payment systems fees increased by **84% q-o-q**.
- Brokerage commissions grew by **100% q-o-q**.
- Bankassurance commissions recorded **27% q-o-q** growth.

Net Fees and Commissions Income (TL bn)



Healthy loan growth with an improvement in Stage 3 portfolio, maintaining prudent provisioning

Highlights

- Stage 1 coverage ratio stood at 1.6% similar as at FY-22.
- Stage 2 coverage ratio decreased to 28.6% from 31.8% as at FY-22.
- Stage 3 coverage ratio kept strong at 76.2% similar as at FY-22.
- Despite the end of COVID-19, provisions for customers continue to be closely evaluated.
- Buffer for uncertainties in the international markets is kept.
- A strong collection performance resulted in negative CoR.

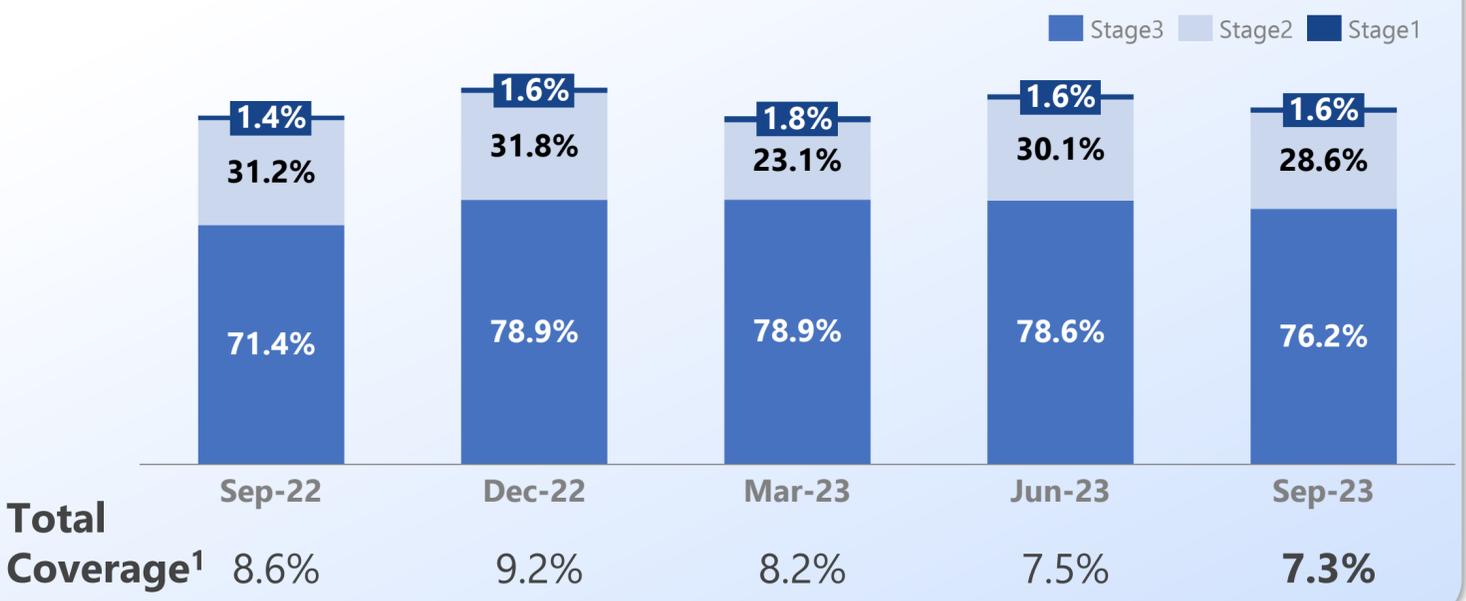
Provisions for Expected Credit Loss (TL bn)



Total Gross Loans



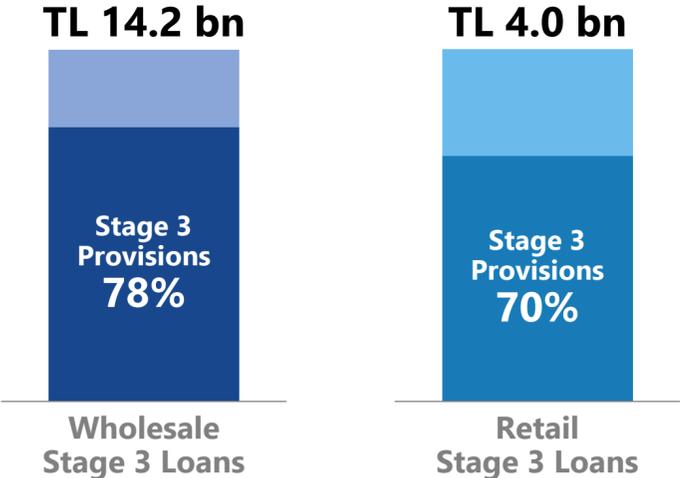
Coverage (%)



¹ Provisions for expected credit loss including non-cash provisions/ Total Loans including factoring and leasing receivables

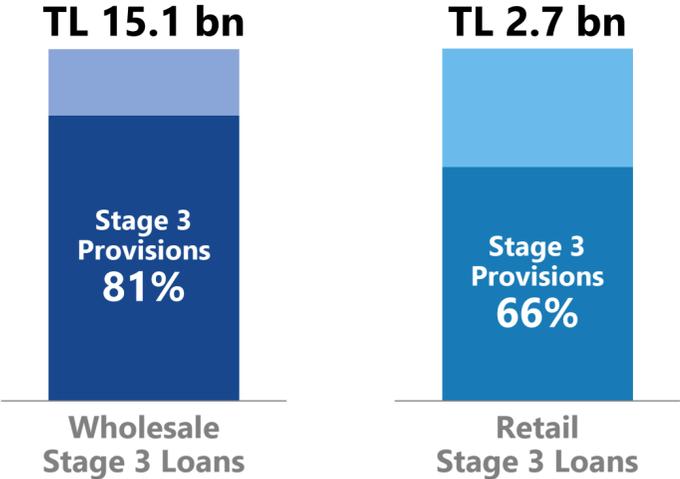
Strong collection performance and low NPL inflow resulted in a lower NPL ratio

Sep 2023



Stage 3 Coverage
76%

Dec 2022



Stage 3 Coverage
79%

<i>in TL bn</i>	Sep-23	QoQ (%)	YoY (%)	YtD (%)	Quarterly trend (last 5 quarters)
Stage 3 Loans	18.2	+9	+22	+2	14.8, 17.8, 15.8, 16.7, 18.2
Stage 3 Provisions	13.8	+5	+31	-1	10.6, 14.0, 12.4, 13.2, 13.8
%	Sep-23	QoQ (pp)	YoY (pp)	YtD (pp)	Quarterly trend (last 5 quarters)
Stage 3 Ratio (bps)	3.4%	+8	-74	-130	4.2%, 4.7%, 3.9%, 3.4%, 3.4%
Stage 3 Coverage	76.2%	-2	+5	-3	71.4%, 78.9%, 78.9%, 78.6%, 76.2%
Stage 3 Coverage ¹	90.7%	-5	+7	+1	83.8%, 89.9%, 91.6%, 95.3%, 90.7%
Total NPL Coverage ²	210.9%	-12	+6	+17	204.7%, 193.8%, 209.8%, 222.6%, 210.9%

- Stage 3 ratio reported to 3.4%, improving by 130 bps from 4.7% as at FY-22, due to successful recovery amounts, low NPL generation and solid loan growth.
- Due to the improvement in NPL portfolio, Stage 3 provisions eased by a lower rate to TL 13.8 bn from TL 14.0 bn.
- Coverage ratios continued to be strong with our prudent provisioning approach; Stage 3 coverage ratio (including non-cash provisions) realized at 90.7% higher than its 89.9% as at FY-22.

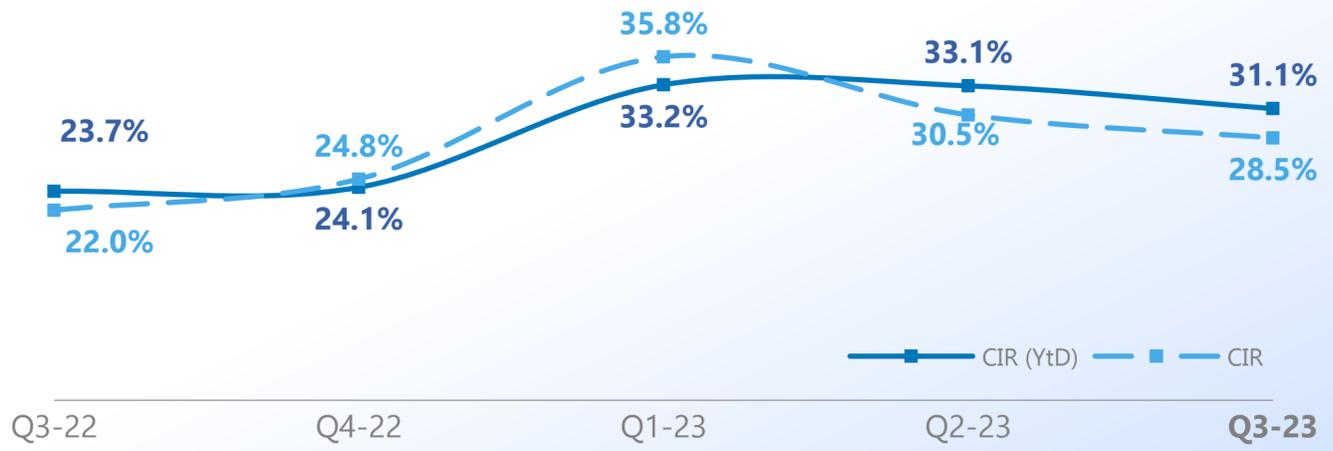
¹ Including non-cash provisions ² Provisions for expected credit loss including non-cash provisions / Stage 3 Loans

Operating Expenses

Highlights

- Operating expenses increased by **113% y-o-y** in 9M-23, as a consequence of high inflation and TL's substantial depreciation, which magnified FX-denominated costs.
- HR costs went up by **118% y-o-y** and non-HR cost boosted by **109% y-o-y**, mainly due to ongoing inflationary environment.
- C/I ratio¹ stood at **31.1%** on ongoing inflationary trends with income performance.

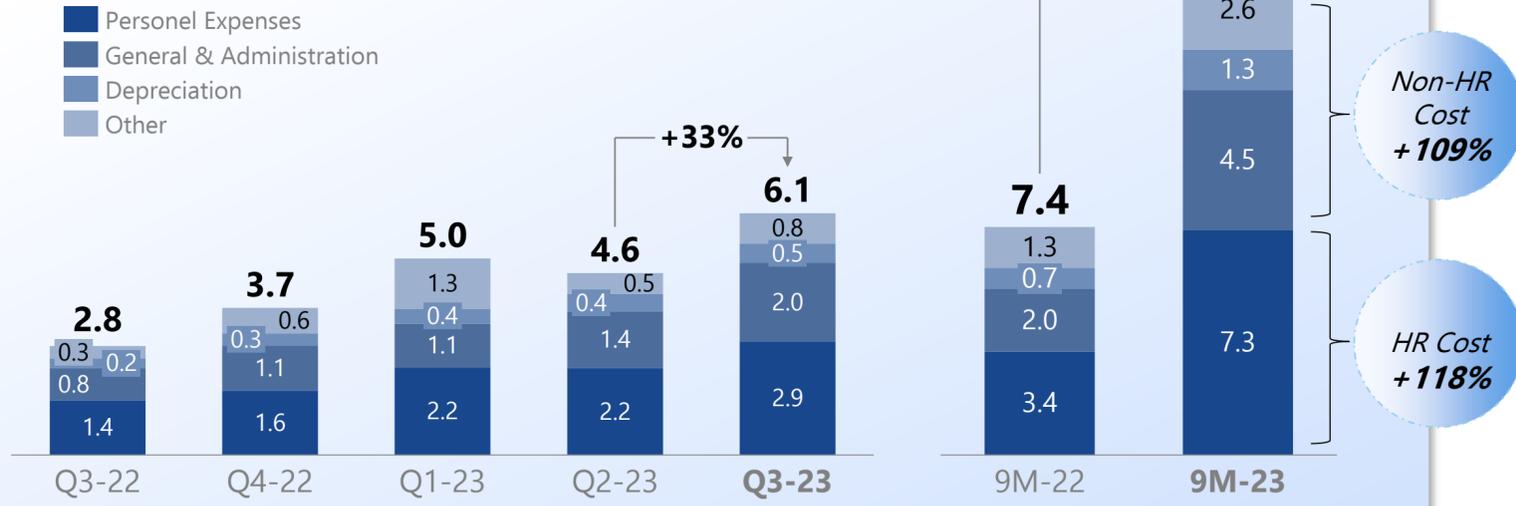
Cost to Income Ratio (%)¹



QoQ Analysis

- Operating expenses increased by **33% q-o-q**, with 31% and 35% rises in HR and non-HR costs, respectively.
- DenizBank had **13,863 employees** (9M-22: 13,850; +12) on consolidated basis as of September 30th, 2023.
- DenizBank standalone has **645 branches** (9M-22: 679; -34) in Türkiye, Bahrain and Kyrenia, while its subsidiary Deniz AG is operating 14 branches (9M-22: 20; -6) in Germany and Austria.

Operating Expense Composition (TL bn)



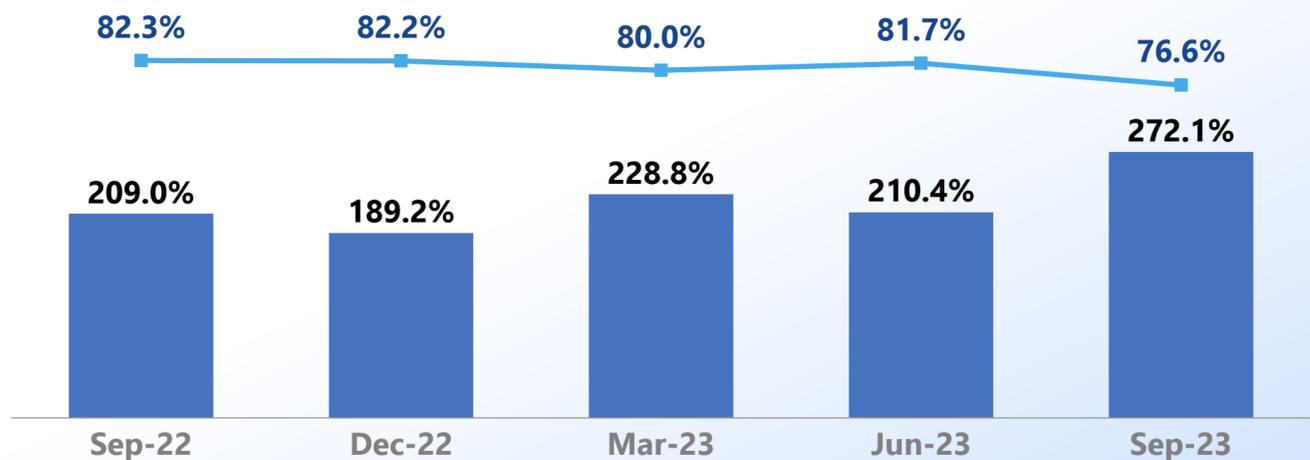
¹ Q1 & Q2 & Q3 2023 y-t-d C/I ratios are adjusted; excludes earthquake support

Funding and Liquidity

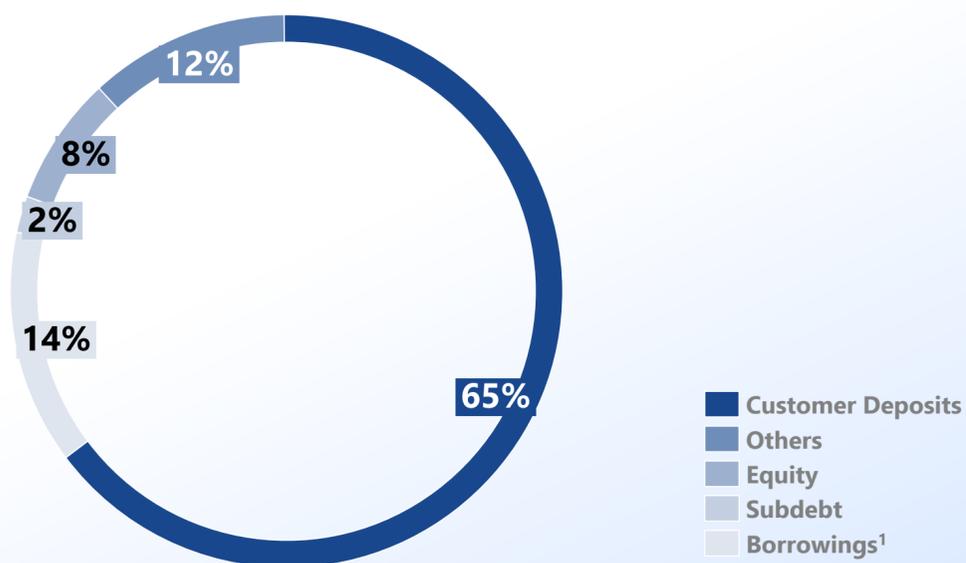
Highlights

- Consolidated LCR of 272.1%, unconsolidated LCR of 318.4% and Consolidated LDR of 76.6% reflect DenizBank's healthy liquidity.
- Liquid assets reached TL 303 bn, corresponding to 30% of total assets and 47% of customer deposits.
- As of Q3-23, TL 9.4 bn worth of securities with less than 1-year maturity were issued domestically.
- Deposit is the main source of funding and represents 65% of total liabilities.
- Borrowings¹ share in total liabilities of 14%, in line with the sector average.

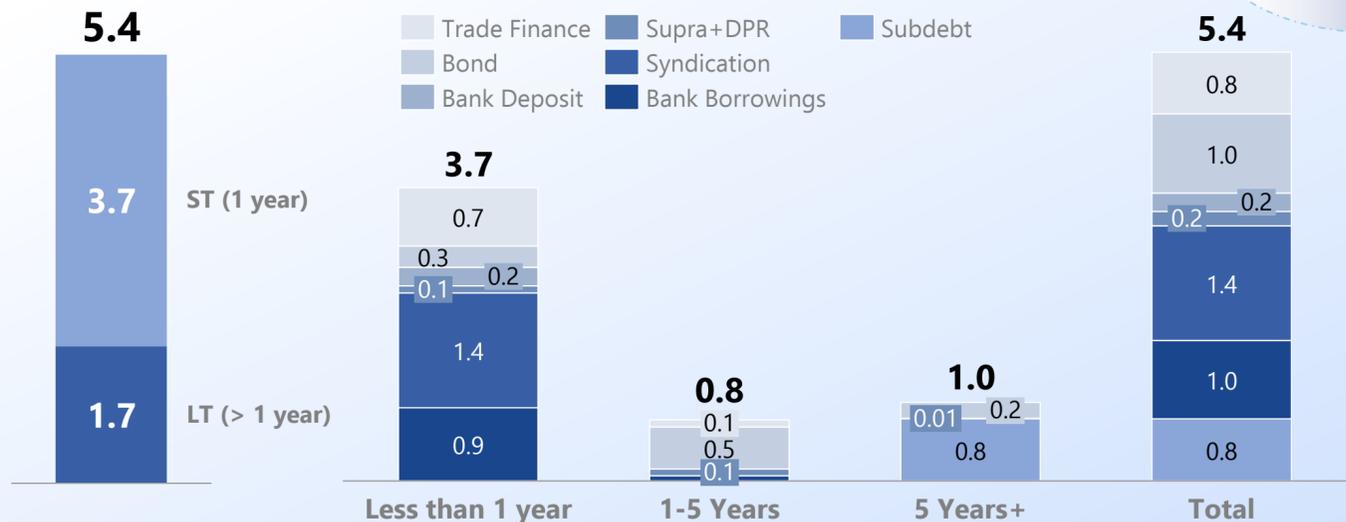
Loan to Deposit and Liquidity Coverage Ratio (%)



Composition of Liabilities



Trend in FX Borrowings by Tenor (USD bn)



¹ Excluding Repo ² FX Liquidity Buffer: FX Cash + FX Money market placements (including Central Banks) + FX reserve requirements + FX unencumbered securities + Swaps

Strategy is to diversify the wholesale funding mix and lengthen the maturity profile

Syndicated Loan Facilities:

- Successful come back in 2019
- **11.2%** market share as of September 2023

Debut Murabaha Term Financing:

- USD 285 mn eq. signed on 14.09.2023
- Participations of 7 banks

Jun 2023 Triple Currency Syndicated Loan – ESG Linked

USD 529 mn eq., signed on 08.06.2023
117% roll over ratio, highest in the sector
Participation of 22 banks from 13 countries

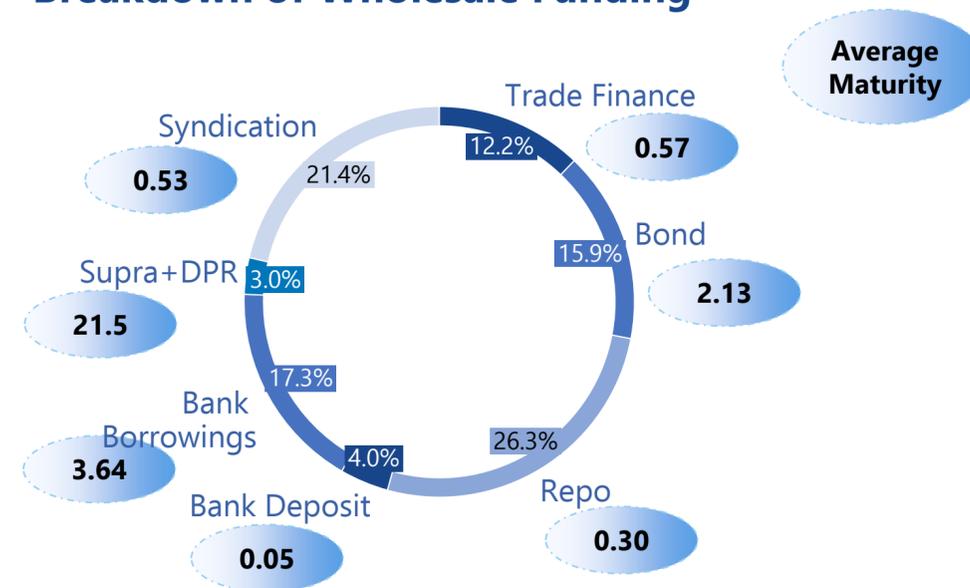
Nov 2022 Dual Currency Syndicated Loan – ESG Linked

- USD 625 mn eq., signed on 07.11.2022
- 78% roll-over ratio with 36 participants from 17 countries
- **Largest deal** of 2H-2022

Supranationals:

- **USD 1.2 bn** new facilities signed since ownership change in July 2019
- Maturities differ up to **7 years**
- From **Supranationals & IFIs** such as EBRD, EFSE, IFC, Proparco, GGF, World Bank & IBRD
- **Use of proceeds:** financing SMEs, municipalities, farmers, energy efficiency and renewable energy projects, women empowerment and individuals & companies affected by the earthquake disaster

Breakdown of Wholesale Funding



Debt Capital Markets:

- **USD 295 mn eq. private placement issuances** in 2023 until Sept.
- **Annual update** of the EMTN programme finalized in June 2023
- Ongoing discussion to **establish ESG Framework** under EMTN Program
- Waiting for the right time for a **debut issuance**

DPR Securitization:

May 2023 Issuance:

- **USD 610 mn eq.**, tenor of up to **7 years** with **12 investors under 8 series**
- **IFC:** USD 125 mn for agri and earthquake disaster relief,
- **EBRD & CTF:** USD 143.2 mn for energy efficiency, women-SME and earthquake disaster relief
- **Proparco:** USD 70 mn for energy efficiency and earthquake disaster relief

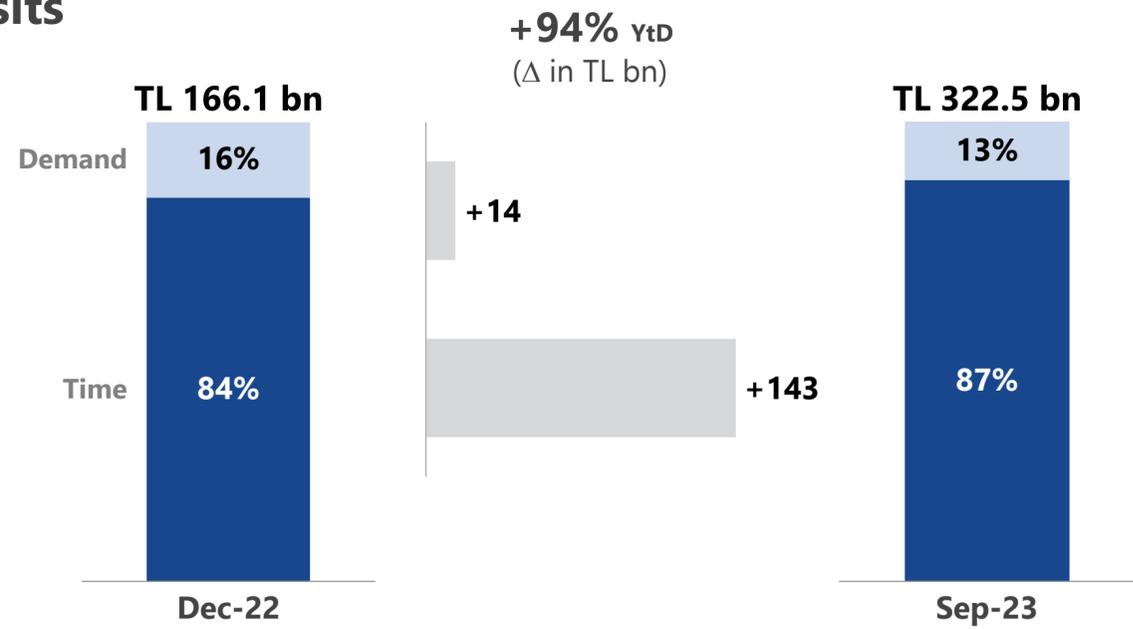
Feb 2021 Issuance:

- **USD 435 mn eq.**, tenor up to **7 years** with **13 investors under 9 series**
- **IFC:** USD 150 mn for agri
- **EBRD:** USD 100 mn for energy efficiency and women empowerment
- Recognized by *The Banker Magazine* as the "**Deal of the Year**" and by *Bonds and Loans -Turkey Awards* as the "**Structured Finance Deal of the Year**"

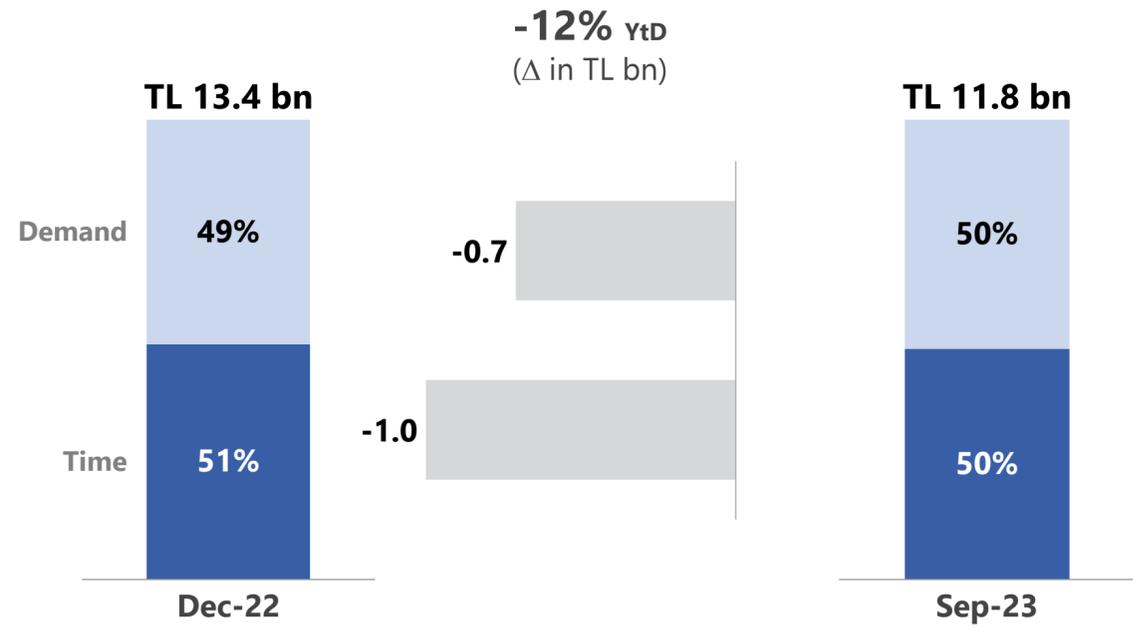


Customer Deposits' strong growth was stemmed from the surge in TL deposits, meeting the targets on deposit products and transition to standard TL deposits

TL Deposits



FX Deposits



<i>in TL bn</i>	Sep-23	QoQ%	YoY%	YtD%	Quarterly trend (last 5 quarters)
TL Deposits	322.5	+19	+137	+94	135.9, 166.1, 234.1, 270.7, 322.5
TL Demand	40.9	+11	+75	+50	23.4, 27.3, 32.2, 36.8, 40.9
TL Time	281.6	+20	+150	+103	112.5, 138.8, 201.9, 233.9, 281.6

<i>in USD bn</i>	Sep-23	QoQ%	YoY%	YtD%	Quarterly trend (last 5 quarters)
FX Deposits	11.8	+1	-17	-12	14.1, 13.4, 12.2, 11.6, 11.8
FX Demand ¹	4.5	+2	+9	+4	4.1, 4.3, 4.6, 4.4, 4.5
FX Time ¹	2.5	-3	-53	-44	5.4, 4.5, 3.1, 2.6, 2.5
Foreign Subsidiaries	4.7	+3	+2	+3	4.6, 4.6, 4.5, 4.6, 4.7

%	Sep-23	QoQ (bps)	YoY (bps)	YtD (bps)	Quarterly trend (last 5 quarters)
LDR	76.6%	-504	-564	-557	82.3%, 82.2%, 80.0%, 81.7%, 76.6%

¹ FX Demand and Time Deposits are based on unconsolidated figures

Capital Adequacy

Highlights

- In the third quarter of the year, T1 and CAR increased by 78 and 75 basis points respectively, due to the impact of strong profit figures. On y-o-y basis, the change was realized as -32 bps for T1 and -36 bps for CAR.
- BRSA forbearances supported the capital adequacy: has respective positive impacts of 184 bps and 227 bps on T1 and CAR as of September 23.

Capitalisation (TL bn)



Capital Movements Table

TL million	CET1 / Tier1	Tier2	TOTAL
Capital as at 31-Dec-2022	55,210	19,218	74,428
Net Profit	22,168		22,168
Additional credit risk effect		2,567	2,567
Additional, subdebt effect (currency difference)		6,687	6,687
Change in reserves	(1,967)		(1,967)
Other	(2,469)	(487)	(2,956)
Capital as at 30-Sep-2023	72,942	27,985	100,927

Risk Weighted Assets (TL bn)



3

Appendix

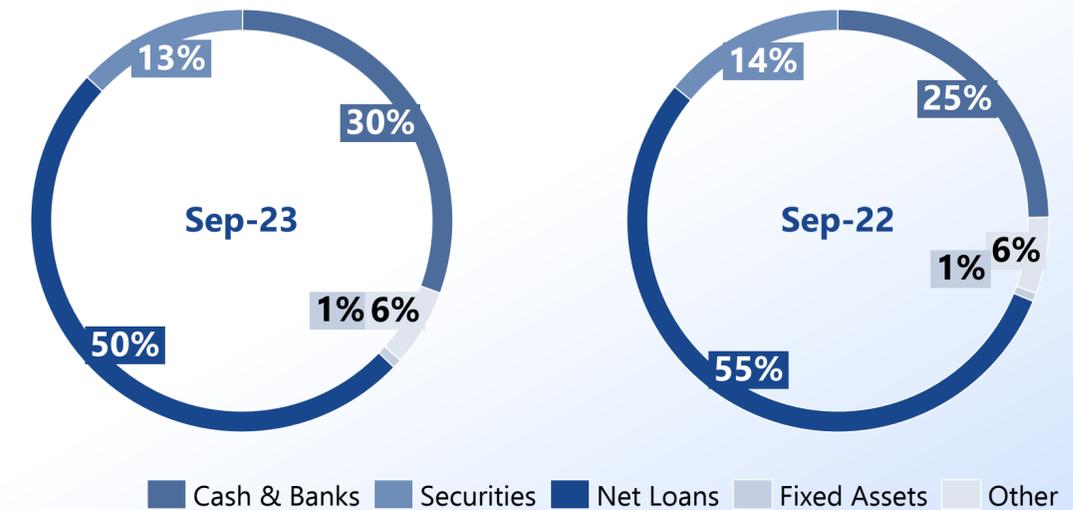
Consolidated BRSA balance sheet

Assets (TL mn)	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Share	ΔYtD	ΔYoY
Cash & Banks	147,913	145,042	166,732	222,102	303,005	30%	109%	105%
Securities	84,091	98,397	107,331	117,078	130,696	13%	33%	55%
TL	44,580	53,749	61,681	54,376	71,854	7.2%	34%	61%
FX (USD mn)	2,134	2,388	2,383	2,428	2,149	5.9%	-10%	0.7%
Net Loans¹	327,212	342,781	374,689	465,555	493,852	50%	44%	51%
TL	168,430	192,367	217,547	243,224	259,952	26%	35%	54%
FX (USD mn)	8,574	8,044	8,204	8,610	8,544	24%	6.2%	-0.4%
Gross Loans¹	354,862	374,190	404,707	498,901	528,293	53%	41%	49%
TL	186,513	208,927	233,508	259,818	278,126	28%	33%	49%
FX (USD mn)	9,091	8,838	8,938	9,258	9,138	25%	3.4%	0.5%
Loan Loss Provision (Cash)	27,650	31,409	30,018	33,346	34,441	3.5%	9.7%	25%
Fixed Assets	3,788	4,358	4,905	5,817	7,111	0.7%	63%	88%
Other	35,110	34,424	39,865	67,172	58,899	5.9%	71%	68%
Total Assets	598,113	625,001	693,522	877,724	993,563	100%	59%	66%

Liabilities and Equity (TL mn)	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Share	ΔYtD	ΔYoY
Customer Deposits	397,722	416,969	468,227	570,021	644,424	65%	55%	62%
TL	135,909	166,057	234,142	270,729	322,522	32%	94%	137%
FX (USD mn)	14,138	13,419	12,222	11,590	11,758	32%	-12%	-17%
Demand Deposits	143,658	149,818	154,786	194,345	201,401	31%	34%	40%
TL	23,365	27,298	32,230	36,796	40,882	13%	50%	75%
FX (USD mn)	6,496	6,552	6,399	6,101	5,863	50%	-11%	-9.7%
Time Deposits	254,064	267,151	313,441	375,676	443,023	69%	66%	74%
TL	112,545	138,760	201,912	233,933	281,640	87%	103%	150%
FX (USD mn)	7,642	6,866	5,823	5,489	5,895	50%	-14%	-23%
Borrowings	110,435	109,862	116,762	184,050	205,977	21%	87%	87%
Securities Issued	7,904	8,799	10,463	26,898	29,325	3.0%	233%	271%
Funds Borrowed	52,584	50,582	66,482	92,658	99,401	10%	97%	89%
Repo	12,778	13,482	17,419	35,602	48,481	4.9%	260%	279%
Sub Debt	14,240	14,561	14,963	20,190	21,302	2.1%	46%	50%
Bank Deposits	22,930	22,438	7,435	8,703	7,468	0.8%	-67%	-67%
Other	42,462	43,308	49,433	59,295	68,100	6.9%	57%	60%
Equity	47,494	54,863	59,101	64,358	75,062	7.6%	37%	58%
Total Liabilities and Equity	598,113	625,001	693,522	877,724	993,563	100%	59%	66%

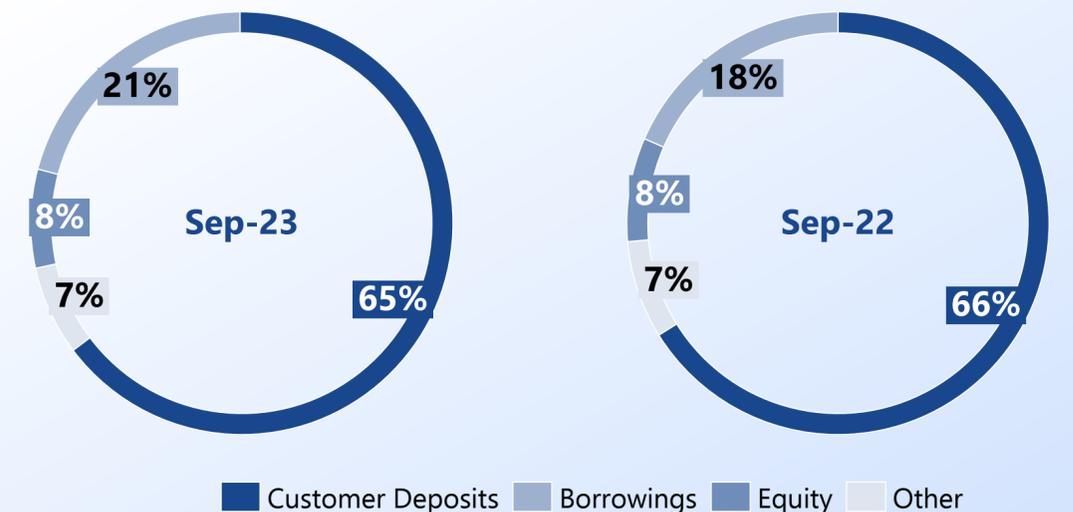
¹Includes leasing and factoring receivables, FX indexed loans are included in FX loans

Share in Total Assets (%)



■ Cash & Banks ■ Securities ■ Net Loans ■ Fixed Assets ■ Other

Share in Total Liabilities and Equity (%)



■ Customer Deposits ■ Borrowings ■ Equity ■ Other

Consolidated BRSA income statement

Income Statements (All figures are in TL mn)	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	ΔQoQ	ΔYoY	9M-22	9M-23	ΔYoY
Net Interest Income (incl. Swap Cost)	7,809	11,607	7,302	9,109	12,653	39%	62%	18,251	29,063	59%
Net Interest Income	8,327	11,736	7,007	8,815	12,704	44%	53%	19,915	28,526	43%
<i>Swap Cost</i>	-518	-129	295	294	-52	n.a.	n.a.	-1,664	538	n.a.
Non-funded Income (excl. Swap Cost)	4,740	3,437	6,647	4,862	8,879	83%	87%	12,955	20,387	57%
Non-funded Income	4,222	3,307	6,942	5,156	8,827	71%	109%	11,290	20,925	85%
<i>Net Fees and Commissions</i>	1,837	2,081	2,280	2,770	4,186	51%	128%	4,539	9,236	103%
<i>Trading and FX Gains/Losses (excl. Swap Cost)</i>	2,519	487	2,350	1,035	3,169	206%	26%	7,044	6,553	-7%
<i>Other Income</i>	384	869	2,017	1,057	1,524	44%	297%	1,373	4,598	235%
Total Operating Income	12,549	15,044	13,949	13,970	21,532	54%	72%	31,206	49,450	58%
Operating Expenses	-2,762	-3,730	-4,987	-4,617	-6,133	33%	122%	-7,400	-15,738	113%
<i>HR Expenses</i>	-1,385	-1,630	-2,213	-2,205	-2,883	31%	108%	-3,354	-7,301	118%
<i>Non-HR Expenses</i>	-1,377	-2,100	-2,774	-2,412	-3,250	35%	136%	-4,046	-8,437	109%
Pre-provision operating profit	9,787	11,313	8,962	9,353	15,398	65%	57%	23,806	33,713	42%
Net expected credit loss	-2,725	-3,899	2,167	857	-463	n.a.	-83%	-3,077	2,561	n.a.
<i>Stage 1</i>	-730	-658	-1,229	52	-585	n.a.	-20%	-594	-1,762	197%
<i>Stage 2</i>	-1,448	973	1,002	1,476	683	-54%	n.a.	-437	3,161	n.a.
<i>Stage 3</i>	-546	-4,214	2,394	-671	-561	-16%	3%	-2,046	1,162	n.a.
Other Provisions	-273	-2,725	-2,064	-1,095	-1,350	n.a.	n.a.	-1,722	-4,509	162%
Net Operating Profit	6,789	4,689	9,065	9,114	13,585	49%	100%	19,006	31,765	67%
Tax	-1,709	-1,652	-2,213	-2,436	-4,848	99%	184%	-4,717	-9,498	101%
Net Profit	5,080	3,037	6,852	6,678	8,737	31%	72%	14,289	22,267	56%

Consolidated BRSA key financial ratios

Asset Quality	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	ΔQoQ	ΔYtD	ΔYoY
NPL Ratio	4.2%	4.7%	3.9%	3.4%	3.4%	+0.1 pp	-1.3 pp	-0.7 pp
NPL Coverage	71.4%	78.9%	78.9%	78.6%	76.2%	-2.5 pp	-2.7 pp	+4.8 pp
Total NPL Coverage¹	204.7%	193.8%	209.8%	222.6%	210.9%	-12 pp	+17 pp	+6.2 pp
Stage 2 Coverage	31.2%	31.8%	23.1%	30.1%	28.6%	-1.5 pp	-3.2 pp	-2.6 pp
Total Coverage²	8.6%	9.2%	8.2%	7.5%	7.3%	-0.2 pp	-1.9 pp	-1.3 pp
Cost of Risk³	1.4%	2.2%	-2.3%	-1.4%	-0.8%	+0.7 pp	-3.0 pp	-2.1 pp
Profitability - YtD	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	ΔQoQ	ΔYtD	ΔYoY
NIM⁴ - Quarterly	6.0%	8.1%	4.8%	5.1%	5.9%	+0.8 pp	-2.3 pp	-0.2 pp
NIM⁴	5.4%	6.3%	4.8%	4.9%	5.3%	+0.4 pp	-1.0 pp	-0.1 pp
NIM	5.9%	6.6%	4.6%	4.7%	5.2%	+0.5 pp	-1.5 pp	-0.7 pp
Cost / Income⁵	23.7%	24.1%	33.2%	33.1%	31.1%	-2.0 pp	+7.1 pp	+7.4 pp
RoAA	3.9%	3.4%	4.2%	3.7%	3.7%	+0.0 pp	+0.4 pp	-0.2 pp
RoAE	51.1%	42.4%	48.8%	45.9%	47.0%	+1.1 pp	+4.6 pp	-4.1 pp
Capital	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	ΔQoQ	ΔYtD	ΔYoY
CET 1 Ratio	12.27%	13.03%	11.32%	11.17%	11.95%	+0.8 pp	-1.1 pp	-0.3 pp
CAR	16.89%	17.57%	15.28%	15.78%	16.54%	+0.8 pp	-1.0 pp	-0.4 pp
Funding and Liquidity	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	ΔQoQ	ΔYtD	ΔYoY
Loans/ Customer Deposits	82.3%	82.2%	80.0%	81.7%	76.6%	-5.0 pp	-5.6 pp	-5.6 pp
TL Loans/ TL Customer Deposits	123.9%	115.8%	92.9%	89.8%	80.6%	-9.2 pp	-35 pp	-43 pp
FX Loans/ FX Customer Deposits	60.6%	59.9%	67.1%	74.3%	72.7%	-1.6 pp	+13 pp	+12 pp
Cust. Deposits / Total Funding	78.3%	79.1%	80.0%	75.6%	75.8%	+0.2 pp	-3.4 pp	-2.5 pp

¹ Provisions for expected credit loss including non-cash loan provisions / NPL

² Provisions for expected credit loss including non-cash loan provisions / Total loans including leasing and factoring receivables

³ Net Expected Credit Loss / Avg. Total Loans

⁴ Swap adjusted

⁵ Q1, Q2 & Q3 2023 ratios are adjusted; excludes earthquake support

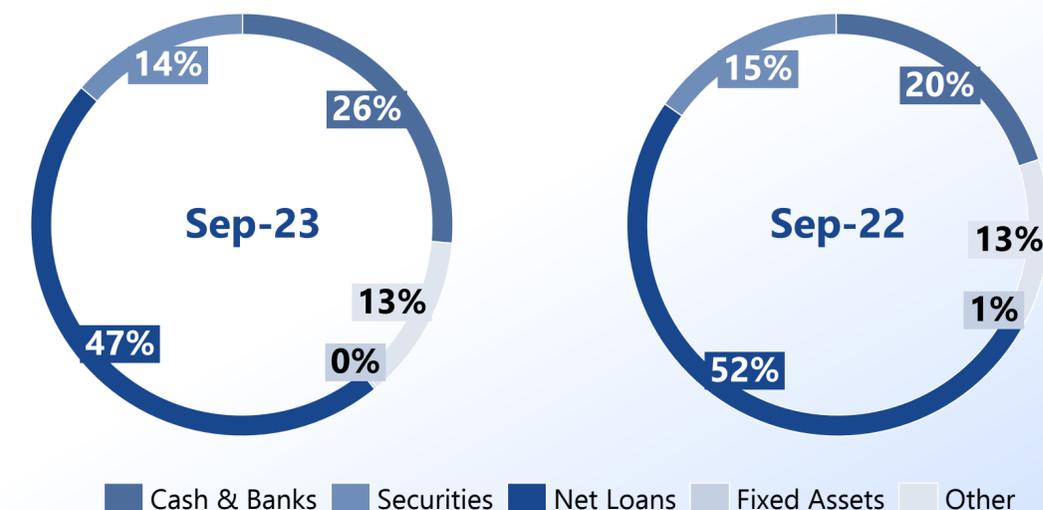
Standalone BRSA balance sheet

Assets (TL mn)	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Share	ΔYtD	ΔYoY
Cash & Banks	101,248	94,602	117,912	152,797	224,509	26%	137%	122%
Securities	76,304	90,035	98,489	106,579	117,734	14%	31%	54%
TL	44,040	52,780	60,250	54,033	69,177	8.1%	31%	57%
FX (USD mn)	1,742	1,992	1,997	2,035	1,774	5.7%	-11%	1.8%
Net Loans¹	259,426	273,839	305,828	371,811	401,377	47%	47%	55%
TL	166,149	186,384	210,497	230,525	246,897	29%	32%	49%
FX (USD mn)	5,037	4,677	4,977	5,471	5,643	18%	20.6%	12.0%
Gross Loans¹	282,835	301,068	331,674	400,759	431,848	51%	43%	53%
TL	183,774	202,503	226,060	246,702	264,629	31%	31%	44%
FX (USD mn)	5,349	5,271	5,514	5,966	6,108	20%	15.9%	14.2%
Loan Loss Provision	23,409	27,229	25,846	28,948	30,471	3.6%	11.9%	30%
Fixed Assets	1,179	1,469	1,652	1,711	1,761	0.2%	20%	49%
Other	64,819	66,350	70,484	113,286	107,208	12.6%	62%	65%
Total Assets	502,976	526,295	594,365	746,184	852,589	100%	62%	70%

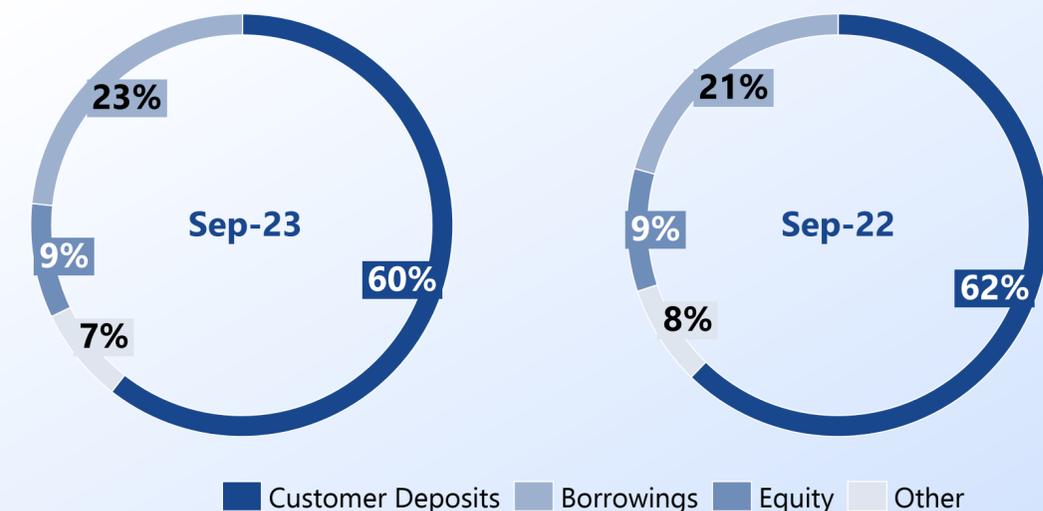
Liabilities and Equity (TL mn)	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Share	ΔYtD	ΔYoY
Customer Deposits	312,816	331,937	380,845	452,207	515,801	60%	55%	65%
TL	135,999	166,227	233,566	270,763	322,650	38%	94%	137%
FX (USD mn)	9,548	8,862	7,689	7,026	7,055	23%	-20%	-26%
Demand Deposits	99,901	108,209	119,839	150,879	164,524	32%	52%	65%
TL	23,366	27,318	32,312	36,832	40,960	13%	50%	75%
FX (USD mn)	4,133	4,326	4,570	4,416	4,513	64%	4%	9.2%
Time Deposits	212,915	223,727	261,006	301,328	351,277	68%	57%	65%
TL	112,633	138,909	201,254	233,931	281,691	87%	103%	150%
FX (USD mn)	5,415	4,536	3,120	2,610	2,542	36%	-44%	-53%
Borrowings	104,129	98,961	108,185	174,435	199,629	23%	102%	92%
Securities Issued	2,173	2,241	5,063	6,448	7,351	0.9%	228%	238%
Funds Borrowed	51,805	47,977	63,090	105,321	117,143	14%	144%	126%
Repo	11,947	12,517	15,808	34,401	45,173	5.3%	261%	278%
Sub Debt	14,240	14,561	14,963	20,190	21,302	2.5%	46%	50%
Bank Deposits	23,963	21,664	9,262	8,076	8,660	1.0%	-60%	-64%
Other	38,790	40,887	46,616	55,611	62,555	7.3%	53%	61%
Equity	47,242	54,511	58,719	63,931	74,604	8.8%	37%	58%
Total Liabilities and Equity	502,976	526,295	594,365	746,184	852,589	100%	62%	70%

¹ FX indexed loans are included in FX loans

Share in Total Assets (%)



Share in Total Liabilities and Equity (%)



Standalone BRSA income statement

Income Statements (TL mn)	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	ΔQoQ	ΔYoY	9M-22	9M-23	ΔYoY
Net Interest Income (incl. Swap Cost)	6,988	10,403	5,906	7,242	10,396	44%	49%	16,030	23,543	47%
Net Interest Income	7,566	10,618	5,641	6,991	10,473	50%	38%	17,879	23,104	29%
<i>Swap Cost</i>	-578	-215	265	251	-77	n.a.	-87%	-1,849	439	n.a.
Non-funded Income (excl. Swap Cost)	3,902	2,321	5,830	3,605	7,092	97%	82%	10,839	16,527	52%
Non-funded Income	3,324	2,106	6,095	3,856	7,014	82%	111%	8,990	16,966	89%
<i>Net Fees and Commissions</i>	1,644	1,736	2,016	2,489	3,605	45%	119%	4,122	8,109	97%
<i>Trading and FX Gains/Losses (excl. Swap Cost)</i>	2,116	333	2,276	490	2,533	417%	20%	5,977	5,300	-11%
<i>Other Income</i>	142	253	1,538	626	953	52%	570%	740	3,118	321%
Total Operating Income	10,890	12,724	11,736	10,847	17,487	61%	61%	26,869	40,070	49%
Operating Expenses	-2,375	-3,376	-4,427	-4,138	-5,506	33%	132%	-6,347	-14,071	122%
<i>HR Expenses</i>	-1,164	-1,383	-1,900	-1,889	-2,478	31%	113%	-2,783	-6,267	125%
<i>Non-HR Expenses</i>	-1,211	-1,992	-2,527	-2,249	-3,028	35%	150%	-3,564	-7,804	119%
Pre-provision operating profit	8,515	9,348	7,309	6,709	11,982	79%	41%	20,523	25,999	27%
Net expected credit loss	-2,493	-3,463	2,042	23	-775	n.a.	-69%	-3,258	1,290	n.a.
<i>Stage 1</i>	-528	-236	-1,318	-82	-703	755%	33%	-655	-2,103	221%
<i>Stage 2</i>	-1,389	1,043	1,056	219	568	159%	n.a.	-411	1,843	n.a.
<i>Stage 3</i>	-576	-4,270	2,304	-114	-640	460%	11%	-2,192	1,549	n.a.
Other Provisions	-290	-2,719	-2,059	-1,107	-1,346	22%	n.m	-1,720	-4,512	162%
Net Operating Profit	5,732	3,166	7,291	5,624	9,861	75%	72%	15,545	22,776	47%
Tax	-1,491	-1,501	-1,844	-1,680	-3,832	128%	157%	-3,926	-7,356	87%
Net Profit	5,045	2,940	6,826	6,627	8,718	32%	73%	14,233	22,170	56%

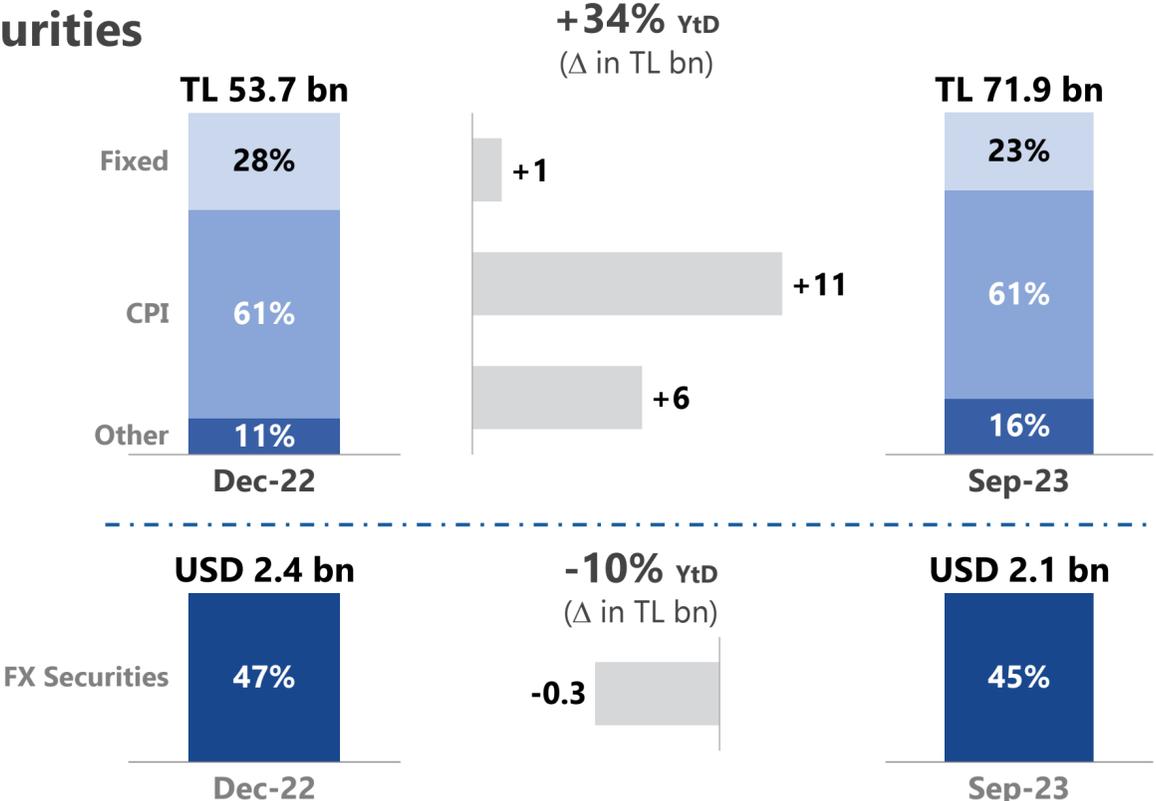
Standalone BRSA key financial ratios

Asset Quality	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	ΔQoQ	ΔYtD	ΔYoY
NPL Ratio	4.8%	5.5%	4.3%	3.7%	4.0%	+0.3 pp	-1.6 pp	-0.8 pp
NPL Coverage	71.3%	79.9%	79.1%	78.8%	75.1%	-3.7 pp	-4.8 pp	+3.8 pp
Total NPL Coverage¹	192.0%	181.3%	201.1%	219.6%	199.8%	-20 pp	+19 pp	+7.8 pp
Stage 2 Coverage	30.1%	29.6%	26.3%	28.5%	27.7%	-0.8 pp	-2.0 pp	-2.4 pp
Total Coverage²	9.2%	10.0%	8.7%	8.2%	8.0%	-0.3 pp	-2.1 pp	-1.3 pp
Cost of Risk³	1.9%	2.7%	-2.6%	-1.2%	-0.5%	+0.7 pp	-3.2 pp	-2.3 pp
Profitability - YtD	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	ΔQoQ	ΔYtD	ΔYoY
NIM⁴ - Quarterly	7.0%	9.3%	4.9%	5.1%	6.1%	+1.0 pp	-3.3 pp	-1.0 pp
NIM⁴	6.4%	7.4%	4.9%	5.0%	5.4%	+0.4 pp	-2.0 pp	-1.0 pp
NIM	7.1%	8.0%	4.7%	4.8%	5.3%	+0.5 pp	-2.7 pp	-1.8 pp
Cost / Income⁵	23.6%	24.6%	34.7%	36.4%	34.2%	-2.1 pp	+9.7 pp	+11 pp
RoAA	4.8%	4.1%	4.9%	4.4%	4.4%	+0.0 pp	+0.3 pp	-0.5 pp
RoAE	51.2%	42.3%	48.9%	45.9%	47.1%	+1.2 pp	+4.8 pp	-4.1 pp
Capital	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	ΔQoQ	ΔYtD	ΔYoY
CET 1 Ratio	13.31%	14.12%	12.54%	12.09%	12.99%	+0.9 pp	-1.1 pp	-0.32 pp
CAR	18.21%	18.94%	16.80%	16.99%	17.81%	+0.8 pp	-1.1 pp	-0.40 pp
Funding and Liquidity	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	ΔQoQ	ΔYtD	ΔYoY
Loans/ Customer Deposits	82.9%	82.5%	80.3%	82.2%	77.8%	-4.4 pp	-4.7 pp	-5.1 pp
TL Loans/ TL Customer Deposits	122.2%	112.1%	90.1%	85.1%	76.5%	-8.6 pp	-36 pp	-46 pp
FX Loans/ FX Customer Deposits	52.8%	52.8%	64.7%	77.9%	80.0%	+2.1 pp	+27 pp	+27 pp
Cust. Deposits / Total Funding	75.0%	77.0%	77.9%	72.2%	72.1%	-0.1 pp	-4.9 pp	-2.9 pp

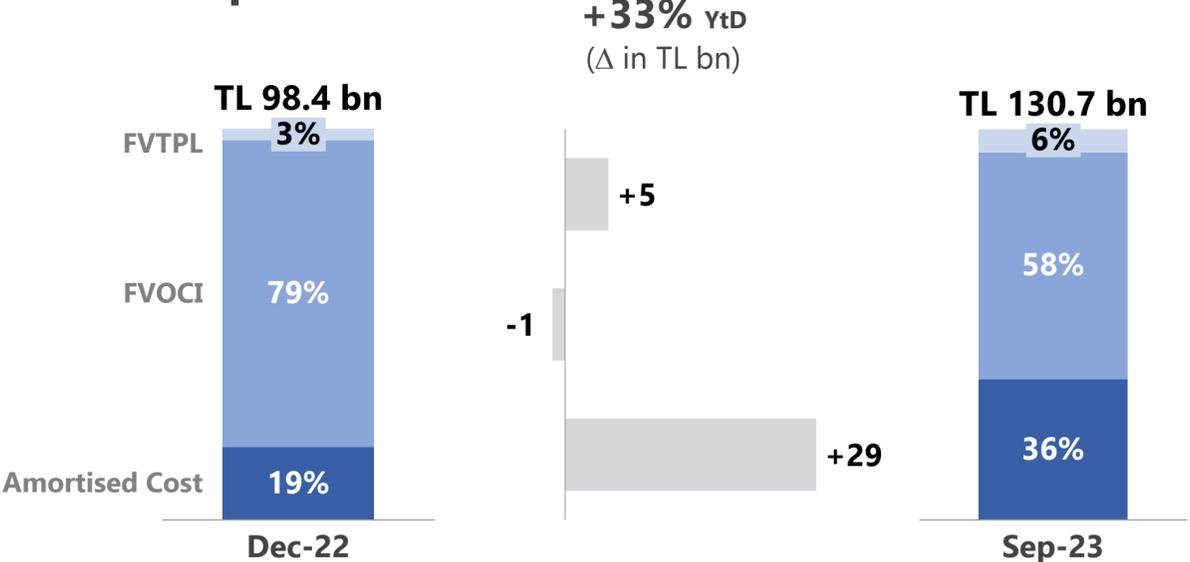
¹ Provisions for expected credit loss including non-cash loan provisions / NPL ² Provisions for expected credit loss including non-cash loan provisions / Total loans including leasing and factoring receivables
³ Net Expected Credit Loss / Avg. Total Loans ⁴ Swap adjusted ⁵ Q1, Q2 & Q3 2023 ratios are adjusted; excludes earthquake support

Securities share in total assets 13.2%

TL Securities



Securities Composition



<i>in TL bn</i>	Sep-23	QoQ%	YoY%	YtD%	Quarterly trend (last 5 quarters)
Securities	130.7	+12	+55	+33	84.1, 98.4, 107.3, 117.1, 130.7
TL Securities	71.9	+32	+61	+34	44.6, 53.7, 61.7, 54.4, 71.9
Fixed	16.3	+43	+40	+7	11.7, 15.3, 16.1, 11.4, 16.3
CPI	43.8	+25	+57	+34	27.9, 32.8, 37.0, 35.1, 43.8
Other	11.7	+48	+132	+106	5.0, 5.7, 8.6, 7.9, 11.7

<i>in USD bn</i>	Sep-23	QoQ%	YoY%	YtD%	Quarterly trend (last 5 quarters)
FX Securities	2.1	-11	+1	-10	2.1, 2.4, 2.4, 2.4, 2.1

%	Sep-23	QoQ (bps)	YoY (bps)	YtD (bps)	Quarterly trend (last 5 quarters)
Securities to Total Assets	13.2%	-18	-91	-259	14.1%, 15.7%, 15.5%, 13.3%, 13.2%

DenizBank Sustainability Vision



**2023
ACCOMPLISHMENTS**

- Calculated and Verified DenizBank's «GHG Emissions»
- Reported to «CDP» on «Climate Change» and «Water Security»
- Conducted «Gap, Stakeholder and Materiality Analyses»
- Provided «Awareness» and «Leadership» Trainings

Emirates NBD invests in **ERGUVAN** through Deniz Ventures
«Carbon Footprint» «Financed emissions» «Carbon trading» platform



2023 YE TARGETS

- Establishing DenizBank's «Sustainable Finance Framework»
- Publishing our «Sustainability Report» in compliance with «GRI Standards»
- Assigning «Climate-Related KPI's» to Executive Vice Presidents
- Implementing «Zero Waste System» to HQ and All Branches



2024-2026 TARGETS

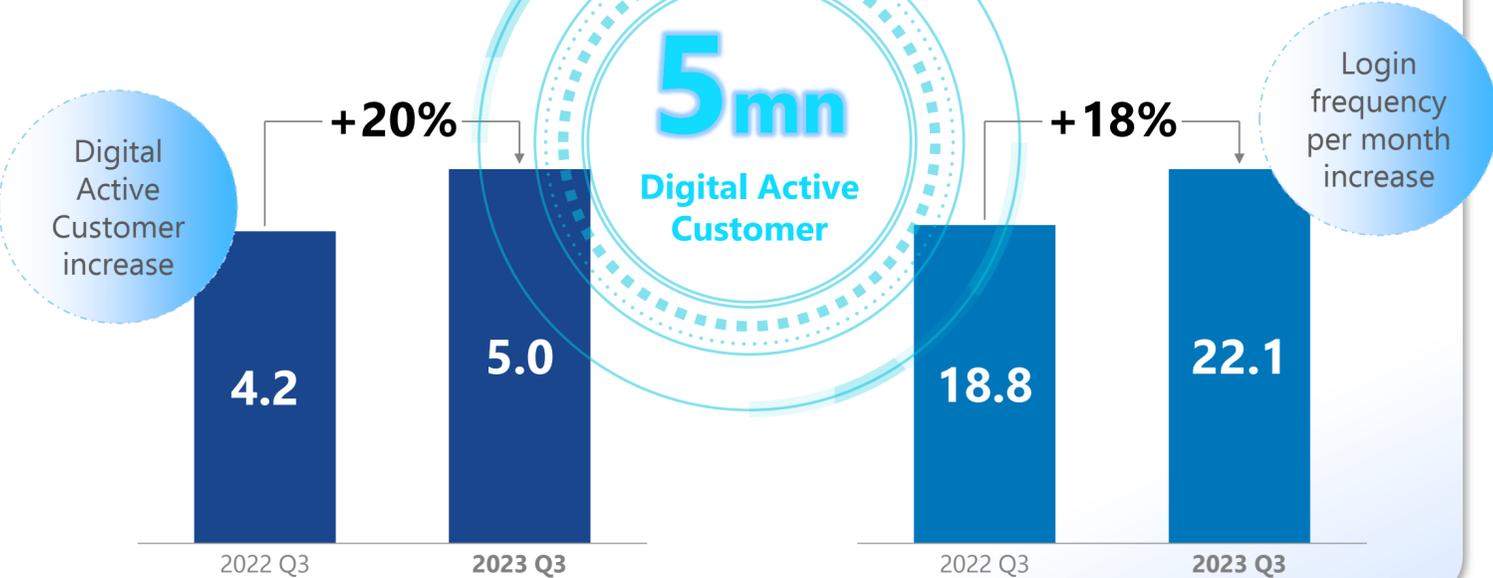
- Publishing our «Integrated Report» in compliance with «TCFD Standards»
- Developing Roadmap to Set our «Decarbonization Strategy»
- Integrating «Climate Risks and Opportunities» to DenizBank's Business Processes
- DBAG's Compliance with EU's CSRD by 2025 which will effect the whole the Group in 2028

Assessing all loans from an E&S perspective except retail

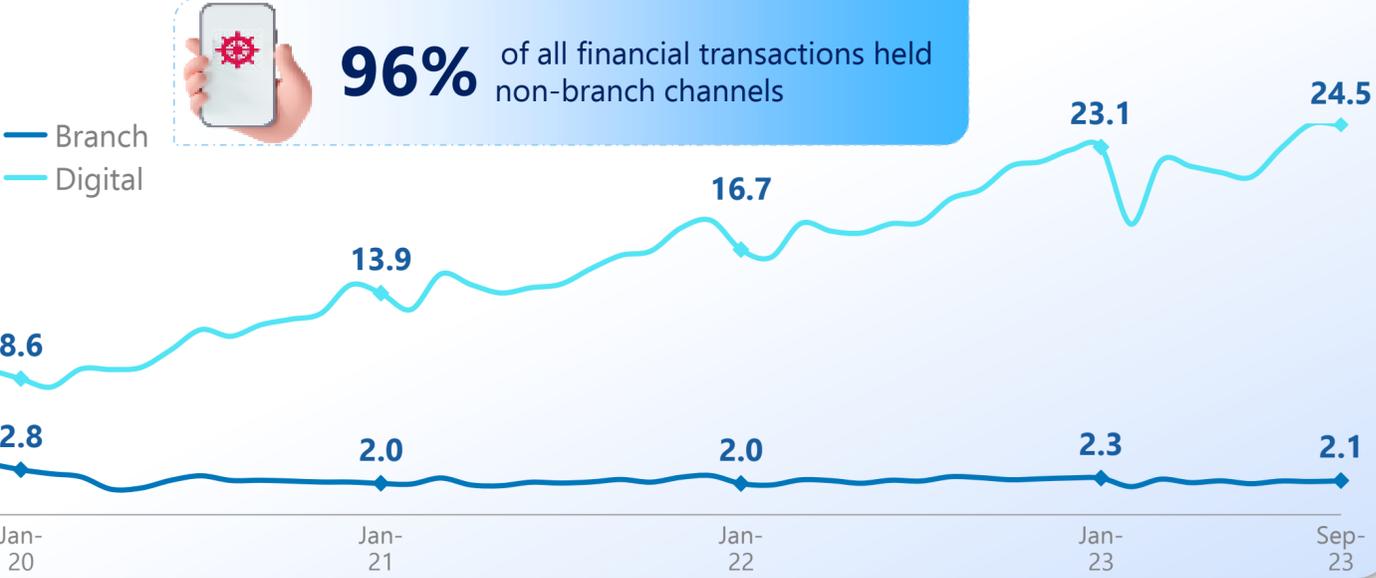
The journey to create efficiency by migrating services and everyday banking to digital now turned into sales driven digital experiences

Digital Active Customer

Digital Active customer number and login frequency per customer have increased



Monthly Financial Transactions (mn #)

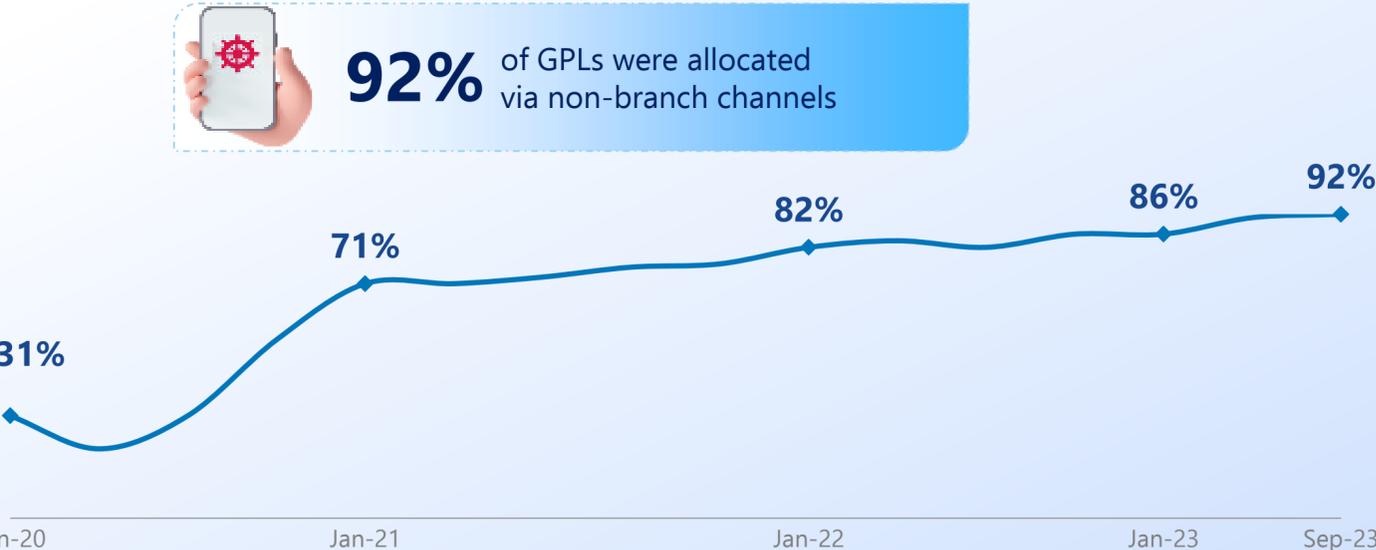


Digital Sales

2022 Q3 Digital % Among Total Sales 2022 Q3



GPLs¹ via non-branch channels



¹ GPLs and card loans are included

FitchRatings

Fitch Ratings (22 Sep 2023)	Ratings	Outlook
Long-Term Issuer Default	B-	Stable
Short-Term Issuer Default	B	-
Long-Term LC Issuer Default	B	Stable
Short-Term LC Issuer Default	B	-
Viability Rating	b-	-
Shareholder Support	b-	-
National Long-Term Credit	AA(tur)	Stable

MOODY'S

Moody's Ratings (16 Aug 2022)	Ratings	Outlook
Long-Term FC Bank Deposits	B3	Stable
Short-Term FC Bank Deposits	NP	-
Long-Term LC Bank Deposits	B1	Stable
Short-Term LC Bank Deposits	NP	-
Baseline Credit Assessment	caa1	-
Adjusted Baseline Credit Assessment	b1	-
Long-Term Counterparty Risk Assessment	B1	-

"CREATE
OPPORTUNITIES
TO PROSPER!"

100
MILLÎ MÜCADELE'NİN YÜZÜNCÜ YILI
Sözlerinin izinde

Get in touch.

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