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We have become one of the strongest banks in Turkey, by capitalizing on the centuries-old Foundation ("Vakıf") culture and our highly specialized banking practices.

## It is now time to move ahead with firmer steps...

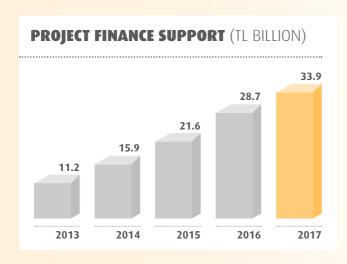
To this end, we have designated our strategic goal as "Profitable, productive and high quality growth".

While taking these steps, we will be **the strength that stands by everyone** who works and produces for Turkey, as the "Compassionate Bank" of this country.

We will never leave alone our country, which sets its eyes on ever more ambitious goals.

## The strength by bold goals

We stand out among our peers with our long history and know-how in project finance. We are the first Turkish bank to have established a department specializing in project finance, with the exception of development banks. We offer financing support not only to the mega projects, which will help our nation to reach its great goals, but also to privatization projects and renewable energy projects which are crucial for further raising the current level of welfare.

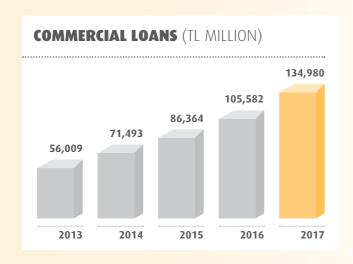






## The strength by the real economy

We are committed to giving support to enterprises, which grow in parallel to Turkey and raise the bar ever higher. We share in the excitement of businesswomen and businessmen who not only add value to the economy with their enterprises but also represent our country with success. As such, we registered a 28% increase in commercial loans.

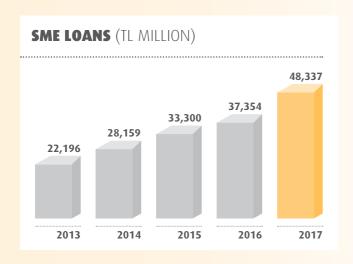






## The strength by our SMEs

We always prioritize the unsung heroes of Turkey's economy, namely the SMEs. We continue to support our SMEs with the special campaigns we design. Accordingly, we increased the share of SMEs in our total loans up to 26%.

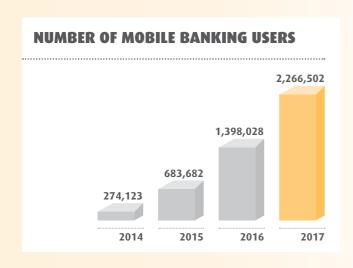






# The strength by those demanding accessibility

As life becomes more digital retail banking undergoes transformation.
Non-branch channels account for over 90% of all transactions at VakıfBank. In 2017, we attained a 62% rise in the number of customers using mobile banking application. The total number of users exceeded 2.2 million people.

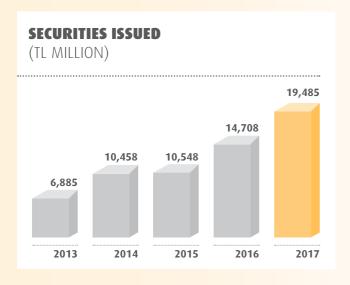






## The strength by the ambitious

At one of the most prestigious organizations of the Turkish capital markets and finance sector, "Bonds & Loans 2017", we received three important awards. In addition, we received Global Capital's top prize in the category of "CEEMEA Financial Institution Deal of the Year" with the first ever Euro-denominated Mortgage Covered Bond issuance of Turkey amounting to EUR 500 million.







## The strength standing by success

At VakifBank, we believe in women. For over 30 years, we have been supporting our women's volleyball team, which proves what Turkish women can achieve in Europe and across the world, when the necessary support is provided. We attach importance to infrastructure work for future success.



3 European Champions League Cups



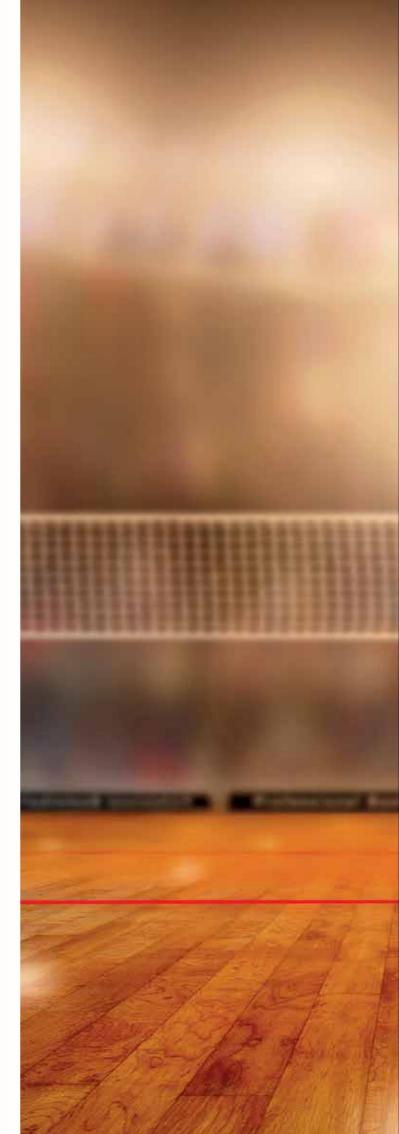
2 Club World Championship Cups



1 European Top Teams Cup



1 European Challenge Cup





## >> AGENDA OF THE 64th ORDINARY GENERAL ASSEMBLY MEETING

#### THE AGENDA OF THE $64^{\text{TH}}$ ORDINARY GENERAL ASSEMBLY MEETING PLANNED TO BE HELD IN 2018 OF TÜRKİYE VAKIFLAR BANKASI T.A.O.

- 1. Opening and the formation of Presidency Council,
- 2. Reading and discussion of the 2017 Board of Directors' Annual Activity Report, Turkish Court of Accounts Report and Audit Board Report,
- 3. Reading of Auditors' Report,
- 4. Reading, discussion and approval of 2017 financial report,
- 5. Discharge of the Board members regarding the 2017 activities,
- 6. Determination of profit usage and the amount of profit to be distributed according to the Board of Directors' proposal,
- 7. Submitting the amendments to the Articles of Association to the Board of Directors,
- 8. The renewal of the elections for the Audit Board,
- 9. The renewal of the elections for the Board of Directors,
- 10. Determination on the remuneration of the members of the Board of Directors and the Audit Board,
- 11. Authorization of the Board Members to conduct business with the Bank in accordance with Articles 395 and 396 of the Turkish Commercial Code, without prejudice to the provisions of the Banking Law,
- 12. Election of Auditor,
- 13. Informing shareholders about the donations made during the year,
- 14. Wishes and comments, closing remark.

The 64<sup>th</sup> Ordinary General Assembly Meeting scheduled for 2018 will be announced in all channels within the legal deadline once the agenda and date are finalized.

#### >> DIVIDEND POLICY

Issues about VakifBank's profit distribution are regulated in Article 9 of VakifBank's Law numbered 6219 and Article 84 and 85 of the Articles of Incorporation. According to this, from the annual profit of the Bank, the following amounts shall be distributed to:

- a) 5% to the ordinary reserve up to the amount of paid-in capital,
- b) 5% to the first extraordinary reserve,
- c) 9% to the employees as dividend premium to be distributed within the principles determined by the Board of Directors as limited to three months gross salary of the employee,
- d) To the second extraordinary reserve from remaining balance in the amount that will be determined by the General Assembly in case of a necessity for the Bank to continuously improve and to provide its steady profit distribution or reinstate the assets according to Article 523/2 of the Turkish Commercial Code,

The remaining ordinary reserve is allocated for the possible losses that will occur in the future and first extraordinary reserve is allocated to retrieve extraordinary losses of the Bank.

The General Assembly can decide to use the second extraordinary reserve for reinstating the assets or continuous improvement of the Bank and providing its steady profit distribution. Meanwhile, it can be also decided to use the excess capital from the capital increase partially or totally in this sense.

According to the profit distribution policy, a balanced policy is pursued between the benefits of the shareholders and partnership.

VakifBank determines its profit distribution policy by considering the compliance of the Banking Regulation and Supervision Agency and meeting the targeted standard ratios stated in the Protective Provisions of Banking Law numbered 5411 with prospective growth strategy, financial needs, general economic conditions and capital adequacy ratio.

Each year, the Board of Directors submits its profit distribution proposal to the General Assembly. The profit distribution proposal of the Board of Directors is discussed and decided in the General Assembly and announced to the public through Public Disclosure Platform at the same day.

Profit is distributed in line with the way and date determined by the General Assembly within the scope of relevant legislation.

**PART I: INTRODUCTION** 

## >> COMPLIANCE OPINION ON THE ANNUAL REPORT

Independent Auditor's Report on the Board of Directors' Annual Report

To the Board of Directors of Türkiye Vakıflar Bankası Türk Anonim Ortaklığı:

#### 1- Opinion

We have audited the annual report of the Türkiye Vakıflar Bankası T.A.O. ("Bank") and consolidated subsidiaries of it for the accounting period of 1 January 2017-31 December 2017.

In our opinion, the financial statements included in the Board of Directors' annual report and the Board of Directors' assessments on the Bank based on the audited financial statements, in all material respects, are accurate and consistent with the full set of consolidated and non-consolidated financial statements subject to audit, and the information we collected during our independent audit

#### 2. The Basis of Our Opinion

Our independent audit process was in compliance with Independent Audit Standards ("BDS"), a part of the Turkish Audit Standards issued by Public Oversight Accounting and Auditing Standards Authority ("KGK"), and the "Regulation on the Independent Audit of Banks" issued on the Official Gazette dated April 2, 2015 and numbered 29314. Our responsibilities as per these standards are explained in detail in our report's section titled Independent Auditor's Responsibility in the Independent Audit of the Annual Activity Report. In line with KGK's Code of Ethics for Independent Auditors ("Code of Ethics") and the ethical provisions contained in the legislation on independent audit, we declare that we are independent of the Bank. We have also fulfilled our other ethical responsibilities as per the Code of Ethics and applicable legislation. We believe that the independent audit evidence we have collected during the independent audit provide an appropriate and sufficient basis to allow us formulate an opinion.

#### 3. Our Audit Opinion on the Full Set of Consolidated and Non-Consolidated Financial Statements

We have expressed a limited positive opinion in our audit reports dated March 2, 2018 and February 13, 2018, regarding the Bank's full set of consolidated and non-consolidated financial statements for the period January 1, 2017 through December 31, 2017, respectively.

#### 4. Board of Directors' Responsibility for the Annual Activity Report

As per Article 514 and 516 of the Turkish Commercial Code numbered 6102, Capital Markets Board's (CMB) Communique numbered II-14.1 on Principles of Financial Reporting in Capital Markets ("Communique"), and "Regulation on the Methods and Principles for the Preparation and Publication of Annual Reports by Banks" issued on the Official Gazette dated November 1, 2006 and numbered 26333; the Bank management has the following responsibilities as per the annual report:

- a) The Bank management prepares the annual report within the first three months following the balance sheet date and presents it to the general assembly.
- b) It prepares the report in a way that will correctly, fully, directly, accurately and fairly represent the Bank's activities for that year and all aspects of its financial situation. In this report, the financial situation is evaluated according to the financial statements. The report also clearly points to the Bank's development and the potential risks it may face. The assessment of the board of directors on these matters is also included in the report.
- c) The annual report also includes the following:
- Major events that have occurred in the company after the end of the year of activity,
- The Bank's research and development efforts,
- Financial benefits to board members and top level managers, such as salaries, premiums and bonuses, as well as travel, accommodation and representation expenses, cash and in-kind benefits, insurance and similar guarantees.

When preparing the annual report, the board of directors also takes into account the secondary legislation issued by the Banking Regulation and Supervision Agency, Ministry of Customs and Trade, and other related institutions.

#### 5. Independent Auditor's Responsibility to the Independent Audit of the Annual Report

Our goal is to present our opinion and issue a report including this opinion, on whether the financial information included in the Bank's annual report and the Board of Directors' assessments on the Bank based on the audited financial statements are accurate and in accordance with the consolidated and non-consolidated financial statements subject to audit, and the information we collected during our independent audit, as per the Turkish Commercial Code, "Regulation on the Independent Audit of Banks" issued on the Official Gazette dated April 2, 2015 and numbered 29314, and the Communique.

We conducted our independent audit in line with the BDS standards. These standards require compliance with ethical stipulations and demand that the independent audit be planned so as to provide assurance that the financial information in the annual report and the Board of Directors' assessments on the Bank based on the audited financial statements are accurate and in accordance with the consolidated and non-consolidated financial statements subject to audit, and the information collected during the audit.

PwC Bağımsız Denetim ve

Serbeşt Muhaserbeşi Mali Müşavirlik A.Ş.

Zeynep Uras, SMMM

Partnei

İstanbul, March 8, 2018

#### >> DECLARATION OF RESPONSIBILITY

We have examined the Bank's "2017 Annual Report" and we acknowledge and state that:

Based on the information we possess pursuant to our duties and responsibilities within the Bank, the report does not contain any misstatements in material aspects or omissions that may be construed as misleading;

As of the period the report is prepared for, financial statements and other information on financial matters contained in the report honestly and realistically reflect the financial position of the Bank as well as all major risks and uncertainties it is exposed to.

**İsmail ALPTEKİN** Chairman of the Board

Mehmet Emin ÖZÇAN General Manager Serdar TUNÇBİLEK

Deputy Chairman of the Board and Member of the Audit Committee

Şuayyip İLBİLGİ

Executive Vice President

Sabahattin BİRDAL

Board Member and Member Committee of the Audit Committee

Halil EMRE

Senior Vice President of Strategy and Planning Department

#### PART I: INTRODUCTION

#### >> VAKIFBANK IN BRIEF

16,097

#### **Employees**

VakifBank continued to contribute to national employment in 2017, by increasing the number of its employees to 16,097 from 15,615 in the previous year.



| Date of Incorporation                 | April 13, 1954  |  |  |
|---------------------------------------|---|--|--|
| Head Office                           | İstanbul  |  |  |
| Paid-in Capital                       | TL 2,500,000,000  |  |  |
| Number of Employees                   | 16,097  |  |  |
| Number of Domestic Branches           | 924   |  |  |
| Number of Foreign Branches            | 3   |  |  |
| Number of Subsidiaries and Affiliates | 23  |  |  |
| Independent Audit Company             | PwC Bağımsız Denetim ve Serbest<br>Muhasebeci Mali Müşavirlik A.Ş.  |  |  |
| Address                               | Türkiye Vakıflar Bankası T.A.O. Genel<br>Müdürlüğü Saray Mahallesi Dr. Adnan<br>Büyükdeniz Caddesi No: 7/A-B<br>Ümraniye/İstanbul |  |  |
| Telephone                             | (90216) 724 10 00   |  |  |
| Fax                                   | (90216) 724 39 09   |  |  |
| Website                               | http://www.vakifbank.com.tr   |  |  |
| E-mail Address                        | vakifbank@hs01.kep.tr   |  |  |

#### >> VAKIFBANK'S CORNERSTONES

#### >> VAKIFBANK'S MISSION

Continuously increasing the value created for customers, employees, shareholders and society by managing its assets and the values entrusted with effectively and efficiently on the strength of its foundation ("Vakıf" in Turkish) culture.

#### >> VAKIFBANK'S VISION

Being the best, most preferred, and highest valuecreating bank in the region.

#### >> VAKIFBANK'S CORE VALUES

- >> Reliability
- >> Social responsibility
- >> Result orientation
- >> Customer focus
- >> Innovative approach
- >> Teamwork
- >> Loyalty
- >> Leadership

#### >> HISTORY AND OWNERSHIP STRUCTURE

The modern banking products and services offered by VakıfBank include corporate, commercial, agricultural, local government and SME banking, as well as retail and private banking.

1954

#### **Deep-Rooted Tradition**

VakıfBank started its activities on April 13, 1954.

VakifBank, one of Turkey's pioneering banks made yet another ground-breaking achievement in 2017 by being the first Turkish bank to issue a TL-denominated Covered Bond in the international capital markets, outside of issuances to multinational development banks.

In addition to core banking products and services, VakıfBank also runs investment banking and capital markets operations. VakıfBank provides to its customers the widest possible range of financial products via cutting edge technologies.

#### » HISTORICAL DEVELOPMENT OF THE BANK

VakifBank was established under a private legal jurisdiction, Law numbered 6219 dated January 11, 1954, so as to utilize foundations' revenues in the most efficient manner, contribute to Turkey's savings rate with the understanding of work and management required by modern banking development and to channel the deposits collected toward the country's economic development. VakifBank commenced its operations on April 13, 1954, with an initial capital of TL 50 million. Since its foundation, the Bank has been subject to special legal provisions and has contributed significantly to the growth and development of the Turkish economy.

#### » LONG-STANDING TRADITION AND KNOW-HOW

Representing a well-established tradition with longstanding experience and know-how in the Turkish banking system, VakıfBank has not only succeeded in becoming one of the most profitable banks in the sector, it has also helped the Turkish economy to grow, develop and integrate with the global economy. The Bank also managed to execute a rapid and sustainable growth strategy, quickly caught up with large-scale banks, and strengthened its leading position in the sector.

Today, VakıfBank provides a complete range of modern banking products and services via its corporate, commercial and SME banking, as well as its retail and private banking business lines.

In addition to core banking products and services, VakıfBank also runs investment banking and capital markets operations; the Bank provides a wide range of financial services including insurance, financial leasing and factoring through its financial subsidiaries, via cutting edge technologies.

#### **» TURKEY'S PIONEER BANK**

Always a pioneer in international banking in Turkey, VakıfBank made yet another ground-breaking achievement in 2017 by being the first Turkish bank to issue a TL-denominated Covered Bond in the international capital markets, outside of issuances to multinational development banks, continues to be the most active bank in international capital market by issuing Eurobond under its Global Medium-Term Note Programme, as well as syndication loans, securitization loans and long -term and cost-effective issuances from diverse resources.

#### » THE FIRST TL-DENOMINATED COVERED BOND TRANSACTION OF TURKEY APART FROM THOSE MADE WITH MULTINATIONAL DEVELOPMENT BANKS.

Accelerating its operations with the vision of being the leading bank of strong Turkey, VakıfBank continues to ease the interest rate pressure in the TL deposit by creating longterm and cost-effective new non-deposit TL funding sources in 2017. In September 2017, the Bank issued Basel III-compliant Tier II subordinated notes amounting TL 525 million with 10 years maturity, as well as a 5.5 year maturity amounting TL 1.3 billion based on treasury transactions under the Mortgage Covered Bond Programme. The issuance through private placement is also the first TL denominated Covered Bond transaction of Turkey apart from those made with multinational development banks.

#### OWNERSHIP STRUCTURE OF TÜRKİYE VAKIFLAR BANKASI T.A.O.

| Shareholders   | Number of Shares<br>(Hundred per Share) | Capital<br>(TL Thousand) | Share<br>Capital (%) |
|--|---|--------------------------|----------------------|
| Registered Foundations Represented by the General Directorate of Foundations (Group A) | 1,075,058,640                           | 1,075,058                | 43.00                |
| VakıfBank Pension Fund (Group C)   | 402,552,666                             | 402,553                  | 16.10                |
| Registered Foundations Represented by the General Directorate of Foundations (Group B) | 386,224,785                             | 386,225                  | 15.45                |
| Other Appendant Foundations (Group B)  | 2,673,619                               | 2,674                    | 0.11                 |
| Other Registered Foundations (Group B)   | 1,448,543                               | 1,448                    | 0.06                 |
| Individuals and Legal Entities (Group C)   | 1,527,393                               | 1,528                    |                      |
| Free Float (Group D) 630.514.354   | 630,514                                 | 25.22                    |                      |
| Total  | 2,500,000,000                           | 2,500,000                | 100.00               |

#### **INFORMATION ON THE BANK'S QUALIFIED SHAREHOLDERS**

| Name Surname/ Title  | Share Amount<br>(Nominal) | Share Percentage | Paid Shares<br>(Nominal) | Unpaid Shares |
|--|---------------------------|------------------|--------------------------|---------------|
| Registered foundations represented by the General Directorate of the Foundations (Group A) | 1,075,058                 | 43.00            | 1,075,058                | -             |
| VakıfBank Memur ve Hizmetlileri Emekli ve Sağlık<br>Yardım Sandığı Vakfı (Group C)         | 402,553                   | 16.10            | 402,553                  | -             |
| Registered foundations represented by the General Directorate of the Foundations (Group B) | 386,225                   | 15.45            | 386,225                  | -             |

Article 6 of the Statutory Decree numbered 696 published on the Official Gazette dated 24.12.2017 regulates the amendments regarding the bank ownership structure. VakifBank has announced to public through Public Disclosure Platform (KAP) announcement available at https://www.kap.org.tr/tr/Bildirim/646913. As indicated in the said announcement, there are no changes to the ownership structure as of 31.12.2017, and the shareholder structure will be changed following the Council of Ministers resolution.

25.22%

#### Free Float Rate

VakifBank shares were offered to public in 2005 and are currently traded on Borsa Istanbul.

#### » SHARES OWNED BY THE CHAIRMAN, BOARD MEMBERS, GENERAL MANAGER AND EXECUTIVE VICE PRESIDENTS

Ismail Alptekin, the Chairman of the Bank's Board of Directors, holds VakıfBank "Class C" stock representing TL 59.36 of share capital (0.00000237%).

### » DISCLOSURES MADE TO BORSA ISTANBUL WITHIN THE CONTEXT OF INFORMING SHAREHOLDERS

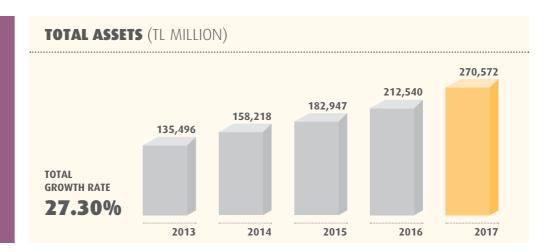
Pursuant to CMB Communiqué on Material Events Disclosure (II-15.1); the Bank issued 351 material event disclosures in 2017. These disclosures were concurrently published on the Public Disclosure Platform (www.kap.gov.tr) and on the Bank's website (www.vakifbank.com.tr).

#### >> KEY FINANCIAL INDICATORS

In 2017, VakıfBank's total assets increased by 27.30% and reached TL 270,572 million.

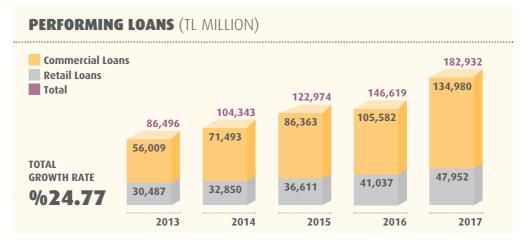
#### **TOTAL ASSETS**

In 2017, total assets grew by 27.30% to TL 270,572 million.



#### **PERFORMING LOANS**

In 2017, performing loans went up 24.77% to reach TL 182,932.



#### **SECURITIES PORTFOLIO**

In 2017, the securities portfolio reached TL 30,326 million up by 16.60%.

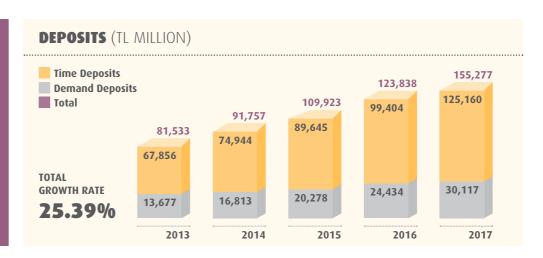




In 2017, VakıfBank sustained its successful performance by increasing its net profit for the period by 37.75% to TL 3,723 million.

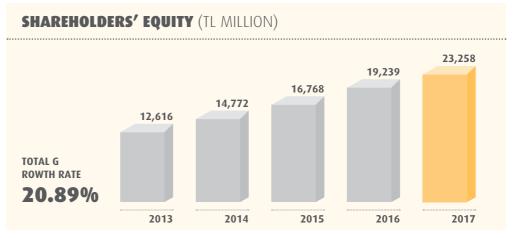
#### **DEPOSIT**

In 2017, VakıfBank's total deposits is up by 25.39% to TL 155,277 million.



#### **SHAREHOLDERS' EQUITY**

In 2017, VakıfBank's shareholders' equity is up by 20.89% to TL 23,258 million.



#### **NET PROFIT AND LOSS**

In 2017, VakıfBank's net profit for the period increased 37.75% to TL 3,723 million.



#### >> KEY RATIOS

VakıfBank's Performing Loans /Total Assets ratio materialized at 67.61% as of end-2017.

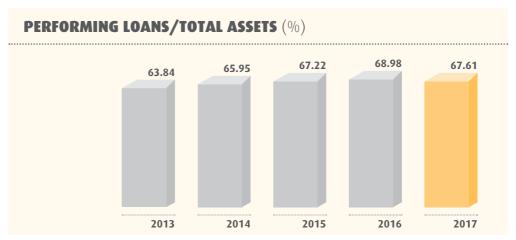
### SECURITIES/TOTAL ASSETS

VakıfBank's Securities / Total Assets ratio came in at 11.20% as of end-2017.



### PERFORMING LOANS / TOTAL ASSETS

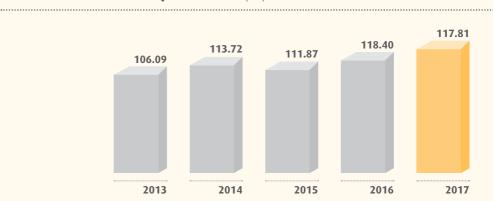
VakıfBank's Performing Loans /Total Assets ratio materialized at 67.61% as of end-2017.



### PERFORMING LOANS / DEPOSITS

VakıfBank's Performing Loans /Deposits ratio came in at 117.81% as of end-2017.

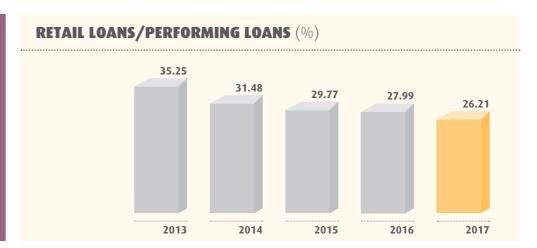




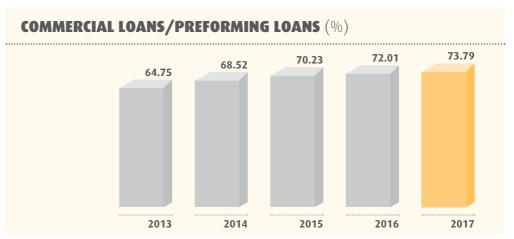
The commercial loans composes 73.79% of VakıfBank's total loans.

### RETAIL LOANS / PERFORMING LOANS

As of end-2017, commercial loans account for 73.79% of VakıfBank's total loans.



COMMERCIAL LOANS /
PERFORMING LOANS
VakifBank's Commercial
Loans / Performing
Loans ratio stood at
73.79% as of end-2017.



### DEPOSIT/TOTAL LIABILITIES

As of the end of 2017, VakıfBank's Deposits/ Total Liabilities ratio was 57.39%.



#### >> MESSAGE FROM THE CHAIRMAN

Global economic activity, which had started to recover in the second half of 2016, gained further momentum from the first quarter of 2017 onwards.

Timely economic measures and incentives introduced by policymakers in 2017 helped revitalize the domestic economic activity.

Esteemed Shareholders,

Global economic activity, which had started to recover in the second half of 2016, gained further momentum from the first quarter of 2017 onwards. Expectations on the Fed's interest rate hikes and balance sheet reduction measures played a key role in financial market developments in 2017. In addition, developed country central banks' monetary policies, geopolitical turmoil in Asia and the Middle East, as well as political risks in the Euro Zone were the other sources of fragility in the global financial system.

The US economy, which leads the developed economies, grew 2.3% in 2017. USA attained the lowest unemployment rate in the post-crisis period and leading economic indicators pointed to a significant recovery. As a result the Fed raised interest rates three times, in its March, June and December 2017 meetings, thus bringing up the policy rate to the 1.25-1.50% interval. The balance sheet reduction plan disclosed in the June 2017 meeting was initiated in October. Another important development concerning the US economy was the senate's approval of the Trump administration's tax reform introducing significant changes to the national tax system in December.

The European Central Bank (ECB) continued its expansionary monetary policy designed to bolster economic activity. The ECB reduced its asset purchase program from EUR 80 billion to about EUR 60 billion at the end of March, and announced at its October meeting that it will reduce asset purchases to EUR 30 billion starting from January 2018. In the Euro Zone, growth rates have yet to reach the desired level, although the bond purchase programs and expansionary monetary policy support growth. Risks associated with Brexit and other political uncertainties put pressure on growth prospects. The Euro Zone grew by 2.7% year-over-year in the fourth quarter of 2017.

The BoE announced that, following the completion of the first stage of Brexit negotiations, the risk of an irregular British exit from the EU is much lower. At its meeting on November 2 the BoE raised the policy rate to 0.50%, which is the first rate hike after ten years.

In 2017, the general growth in the emerging economies bolstered the recovery of global economic activity. The Chinese economy grew by 6.9% in 2017. However, the increasing debt burden of the Chinese private sector since 2009 is expected to remain as a significant risk factor for the economy.

As for Turkey, Timely economic measures and incentives introduced by policymakers in 2017 helped revitalize the domestic economic activity. In 2017, active fiscal policies and Credit Guarantee Fund (CGF) guaranteed loans designed to reinvigorate the real economy made important contributions to the growth of Turkey's economy. In the third quarter, growing 11.1%, Turkey's economy exhibited its strongest growth performance in the last six years. In this period, the Central Bank of the Republic of Turkey (CBRT) maintained its tight monetary policy stance due to rising inflation and exchange rate volatility. CBRT increased the late liquidity window lending interest rate by 50 basis points, at its Monetary Policy Meeting in December 2017. In addition, the CBRT initiated Turkish lira-denominated longterm foreign exchange sales in November 2017. In addition, it became possible to repay in TL the foreign currency-yielding export rediscount loans, which will come to maturity by February 1, 2018.



19.29%

The Banking sector's total assets increased by 19.29% to reached TL 3,258 billion.

Well-established banking sector, continued to grow in 2017. In this period, the total assets of the sector climbed 19.29% to reach TL 3,257,842 million. The total loans of the sector increased by 20.98% to TL 2,098,246 million, while total deposits is up by 17.70% to TL 1,710,919 million.

The Bank has a prominent place in the Turkish finance sector, and despite the developments in the international markets, it continued its support to the economy by providing national and international funding sources. In 2017, the Bank became the strength by the side of the real economy and households thanks to its upgraded technological infrastructure, human resources and innovative products and services. In the upcoming period, we shall continue to

contribute to the development and sustainable growth of the national economy. At the same time, I believe that the Bank will sustain its performance in 2017 in order to achieve new accomplishments, and would like to take this occasion to express my gratitude, on behalf of the Bank, to our esteemed customers for their immense contribution to our success and sustainable growth, our dedicated staff, and our shareholders and investors for their trust.

Yours sincerely,

**ISMAIL ALPTEKIN**Chairman

#### >> MESSAGE FROM THE GENERAL MANAGER

The 2017 growth figure of the Turkish economy is expected to come in at over 7%.

In the third quarter of 2017, the nation's economic growth rate reached a double-digit figure, namely 11.1%.

Distinguished shareholders,

In 2017, due to the rise in the level of confidence, the global economy continued to recover at a mild tempo. The Fed increased interest rates three times in 2017 and announced that it will start to reduce its balance sheet of USD 4.5 trillion. In addition, Euro Zone continued its asset purchasing program and quantitative easing policy, and in the fourth quarter, it grew 2.7% year-over-year. As for developing countries, inflation rates are generally on a downward trend but real interest rates are high in countries like Russia, Brazil, South Africa and Indonesia.

During this period, Turkey grew strongly in the first two quarters, mainly due to the effect of the incentives proactively provided by the political authorities, especially the Credit Guarantee Fund. In the third quarter, growth was in double digits, reaching 11.1%. With this performance, Turkey became the fastest growing economy in the world in the third quarter, leaping over all other countries. A look in detail at the components of spending shows that the highest contribution to growth in the third quarter of 2017 came from household spending and investment spending, due to the fact that the impact of loans granted under the Credit Guarantee Fund (CGF) continues in the third quarter. Growth in 2017 is expected to come in at over 7% on an annual basis. There was some pressure on inflation and interest rates during the year due to the increase in household consumption and investment expenditures, which are the major components of this strong growth. In 2018, it is expected that interest rates will head down in parallel with the expected fall in inflation.

In the year 2017, VakifBank continued to contribute to the national economy with all its strength, by supporting large scale infrastructure and investment projects, corporate and commercial companies, SMEs, local governments, farmers and households. During this period, we increased our assets by 27.30% to reach TL 270,572 million. The most significant contribution

to the growth of assets came from loans. We increased our commercial loans by 27.84% and retail loans by 16.85%. As such, our cash loans increased 24.77% to reach TL 182,932 million. In this period, we increased our non-cash loans by 25.51% to the order of TL 50,768 million.

In the field of SME Banking in 2017, we increased the variety of our products and services, enabling SME customers to access financial products in a much more practical manner. We increased our SME loans by 29.4% compared to the end of the previous year to the level of TL 48.3 million. In addition, as of December 29, 2017, we extended loans amounting to TL 20,768 million under the guarantee of the Credit Guarantee Fund (CGF). Thus, in 2017, we became one of the top three banks in the allocation of CGF-backed loans.

On the funding side, deposits remained our most important resource. We increased our total deposits by 25.39% to TL 155.277 million. In addition to deposits, we also used alternative funding sources actively to extend the maturity term of TL resources with non-deposit products and to increase diversity of funding sources.

In October, VakıfBank issued a Covered Bond amounting TL 1.3 billion, which is also the first TL denominated Covered Bond transaction in Turkey apart from those made with multinational development banks. The Bank realized a second TL 1.3 billion Covered Bond issuance in December, thus raising in total TL 2.6 billion based on treasury transactions from international debt capital markets under its Covered Bond Programme. The Bank also issued TL 525 million subordinated loans to the domestic market; as such, together with the long-term Covered Bond issuances, the Bank raised a total of TL 3.2 billion in long-term, non-deposit funds in 2017. Our total international borrowings reached USD 12.6 billion, together with the USD 5.2 billion funds obtained from abroad in 2017. These funds, which make up 20% of the Bank's balance sheet, are a clear indication of the confidence in the Turkish economy, Turkish banking sector, and the



27.30%

#### **Total Assets**

Total assets reached TL 271 billion with 27.30% growth in 2017.

As a result of all these activities, VakıfBank increased its net profit for the period to TL 3,723 million at the end of 2017, in a 37.75% increase over the previous year.

In the year 2017, the Bank not only posted very successful financial results, but also implemented radical projects of change and transformation. Especially from the second half onwards, we took crucial steps to more rapidly adapt to the dynamics of a changing world and sharpen our competitive edge. In this period, with the vision of becoming "the leading bank of strong Turkey", we defined our corporate strategy as profitable, efficient and high quality growth.

In keeping with our productivity strategy, we decided to move our Head Office departments operating in different locations in Istanbul and Ankara to the buildings located next to our IT department in Ümraniye. We expect that the synergy created by our Head Office departments serving together under the same roof will result in effective management, efficiency and resource savings at the Bank in the coming period.

In 2017, we also reshaped the Bank's organization chart to provide better quality service through our customer-focused banking approach, and to ensure effective performance measurement, healthier credit risk management, and operational efficiency increases. With this new organizational structure, we aim to better adapt to the requirements of the rapidly changing and evolving world and to further increase the value we add to all of our stakeholders. We defined our Bank's vision for the future on the basis of digitalization. As such, in our new organization chart, we dedicated one Assistant General Manager position to digital banking and payment systems. This structure will help us keep a closer watch on developments in the digital world and become one of the banks leading the digital transformation in the sector.

#### >> MESSAGE FROM THE GENERAL MANAGER

## In 2017, the Bank implemented radical change and transformation projects.

The Bank has built its vision for the future on the basis of digitalization.

Furthermore, we achieved a first in Turkey with our new organizational structure, by establishing the Local Governments Banking Marketing department in order to respond to the demands and needs of local governments in a faster and more efficient manner. With this new structure, we aim to meet local governments' demands and needs concerning financing and other financial solutions in a faster and more efficient manner.

We decided to establish commercial branches in order to create a branch structure in line with the revamped Head Office organization. With our new branch structure, we aim to customize the services we offer our customers in the commercial segment on the basis of locations and channels, so as to boost our service quality even further. VakıfBank is a large family with its subsidiaries serving in many different areas. We have recently launched efforts to establish a closer relation with our subsidiaries, the other members of our family, and strengthen ourselves mutually. One of our key objectives in the coming period will be to increase group synergy. In this respect, we have taken the necessary steps to actively market our subsidiaries' products in the Bank's branches. Soon enough, we started to collect the fruits of these measures, especially in the form of an increase in fee and commission income. We are also working on developing the information processing capacities of our subsidiaries, and ensuring a fast and efficient communication among our subsidiaries and the Bank's IT infrastructures. In the upcoming period, VakıfBank Finance Group, together with its subsidiaries, aims to offer a one-stop solution to the full range of customer needs. Thus, we will offer a better quality and faster service to our customers, and our subsidiaries will make larger contributions to the consolidated balance sheet of the Bank.

We also made radical changes to the career planning and compensation policies concerning our employees. The employees, whom we consider to be the most valuable asset of the Bank, were previously able to move only vertically in their careers. Following the recent changes, it has become possible for them to make horizontal moves as well. We also implemented a scheme making it possible for employees to be paid according to their performance.

All these measures started to bear fruit in a short space of time. In the coming periods, change and transformation will always remain on our agenda. In order to become a modern and highly competitive bank, we shall take all the necessary steps without losing time.

In addition to these, our Board of Directors started to visit our Regional Directorates in order to observe the activities of our branches in place, visit our customers to hear their demands, and to meet with the companies we have not been able to work with so far. In this scope, Board Members met with branches, province managers, NGOs and clients in Erzurum, Diyarbakır and Adana. We plan to continue these regional visits which turned out to be highly productive.

In 2017, we received numerous prestigious prizes on the national and international arenas in recognition of innovative and pioneering practices. With our 5-year, EUR 500 million Covered Bond issuance in 2016, our first Euro-denominated issuance of its kind, we were deemed worthy of "Best International Bond Issuance of the Year" and "Best Financial Institution Deal of the Year" awards at the "Bonds and Loans 2017", one of the most prestigious award organizations of the Turkish capital markets and finance sector. Furthermore, the Global Capital magazine granted use the top prize for Financial Institution Deal of the Year in the category CEEMEA Financial Institution Deal of the Year, in January 2017. In this period, we were proud to receive numerous prestigious business awards not only for our securities issuance, but also for our products and services. We received two prizes at one of the most highly regarded award organizations of the business world, that

## In order to support strong Turkey's economy, we have embraced the vision of becoming the "Leading Bank of Strong Turkey".

We shall become the strength by all of our stakeholders, such as investors, exporters, craftsmen, the self-employed, farmers and households.

is, International Business Awards (Stevie Awards). At this prestigious organization, we collected the "Best Marketing Campaign of the Year - New Products and Services" award for our "720° Customer Management" product, and the "Best Marketing Campaign of the Year - Financial Card" award for our "OGM Card". Furthermore, at The ABCs of the Digital Twin Conference organized by IDC IOT (International Data Corporation) Forum, we were awarded for our "Overdraft Account and Trend Calculation for General Purpose Instalment Loans" scheme in the Customer Experience category and for our "Mobile Field Sales" scheme in the Internet of Things category. Finally, at the "Vizyonist'17" Conference where Visa Turkey gives awards to successful Turkish banks, VakıfBank was designated the "Leader Bank in Net Increase in Visa Personal Credit Cards" and VakıfBank MilPlus came first in the "Most Innovative Visa Credit Card Product" category. VakıfBank acts with the objective and social responsibility of becoming the strength by Turkey's side. To this end, we continued in 2017 to support the VakıfBank Sports Club which achieved great success on the global arena. Our Women's Volleyball Team capped the year 2017 as the European and World Champion, and once again lifted the VakifBank brand to the summit of the world. As such, the team increased the number of the international championship cups in its museum up to seven. Furthermore, we also continued our work on young athletes via VakıfBank sports club with a view to "raising good people for the society and successful athletes for Turkish volleyball".

In line with our perspective of sustainability and responsibility towards the environment, VakifBank planted over 50 thousand saplings by means of the TEMA foundation and thereby contributed to nationwide forestation efforts. Also in the same period, we received the ISO: 9001-2015 Quality Management certificate and ISO: 14001-2015 Environmental Management System certificate, becoming the second Turkish bank to hold both certificates.

At VakifBank, we pay special attention to projects that contribute to sustainable growth. Within this scope, we became the first bank to extend an ESCO loan under the World Bank's SME Energy Efficiency Loan Program in 2017. Thus, we have taken an important step towards extending across Turkey a financing model widely used in the world in the field of energy efficiency financing.

Turkey is now a strong country envied by the whole world. VakifBank wants to contribute more to strong Turkey's economy and provide better services to clients; to this end, we have embraced the vision of "Leading Bank of Strong Turkey" and the corporate strategy of "Profitable, Productive and High Quality Growth". As such, we shall not only continue to be the compassionate bank, but also become the strength by all of our stakeholders, such as investors, exporters, craftsmen, the self-employed, farmers and households.

I strongly believe that we will achieve this goal together with our stakeholders who have made the VakıfBank brand what it is today. On this occasion, I offer my thanks to our customers as well as our devoted employees, shareholders, investors and other stakeholders for their contribution to our success.

Yours sincerely,

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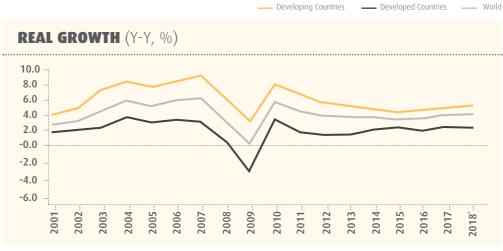
MEHMET EMİN ÖZCAN General Manager Executive Board Member

#### >> THE WORLD AND TURKEY IN 2017

After growing by 3.2% in 2016, the global economy had 3.6% growth rate in 2017.

#### >> GLOBAL ECONOMY

The US economy, which leads the developed economies, displayed 2.6% growth in the last quarter of 2017, thus bringing the overall growth rate for 2017 to 2.3%.



Source: IMF \*2018 estimated numbers.

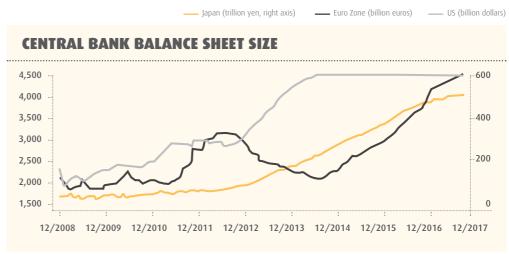
#### » THE GLOBAL ECONOMY CONTINUES TO EXHIBIT SIGNS OF MODERATE RECOVERY

After growing by 3.2% in 2016, the global economy had 3.6% growth rate and it is expected by the IMF to close the year 2018 with a growth rate of 3.7%. The US economy, which leads the developed economies, displayed 2.6% growth in the last quarter of 2017, thus bringing the overall growth rate for 2017 to 2.3%. Although the 4<sup>th</sup> quarter growth figure in the USA was below expectations, personal consumption expenditure -which accounts for the largest share of growthregistered its largest increase in the last two years that is 3.8%. The USA is expected to close the year 2018 and 2019 with respective growth rates of 2.5% and 2.1% owing to the new tax law passed by the Trump administration and the Fed's prudent interest rate increases. In the last quarter of 2017, the Euro Zone grew 0.6% over the prior quarter and 2.7% year-over-year. As such, the Euro Zone grew for 19 quarters in a row. In 2017, the Euro Zone economy is expected to grow by 2.1%, according to IMF estimates. The Euro Zone is expected to close the year 2018 at a growth rate of 2.3% in 2018 and the year 2019 at 1.9%. In the third quarter, the Japanese

economy grew at a high-than-expected rate of 2.5% on an annual basis. Thus, the Japanese economy registered growth in the last seven quarters. It is estimated that the Japanese economy will complete 2017 with 1.7% growth and 2018 with 1.3% growth. Having an important role in growth performance of global markets, China displayed its weakest growth for 26 years with 6.7% in 2016. The Chinese economy grew 6.8% year-on-year in the last quarter of 2017, and closed the year with a growth rate of 6.9%. However, it is considered that China's private sector debt burden on the rise since 2009 will remain a risk factor for the economy. On the other hand, in its global economic outlook report, the OECD revised its previous 3.5% global growth estimate for 2017 up to 3.6%, and forecast growth figures of 3.7% and 3.6% for 2018 and 2019, respectively.

## The FED continued to pursue a tightening monetary policy.

In the year 2017, the Fed realized three interest rate hikes at its March, June and December meetings, raising the policy rate to the 1.25% - 1.50% interval



Source: Bloomberg

#### » WHILE THE BOJ AND ECB MAINTAINED EXPANSIONARY MONETARY POLICIES, THE FED CONTINUED TO PURSUE A TIGHTENING MONETARY POLICY.

Developed economies such as the USA, Europe and Japan have generally pursued expansionary monetary policies to trigger the recovery of the global economy. In 2014 and 2015, divergences started between the monetary policies of developed country central banks. The Fed had announced in May 2013 its decision to end the QE3 program initiated back in September 2012, and put an end to this program on October 29, 2014. In December 2015, the Fed hiked interest rates for the first time in almost 10 years. The Fed thus brought up its policy rate by 25 bps from 0.0-0.25% to 0.25-0.50%. In 2016, the Fed had announced only a single interest rate increase, at its last meeting of the year. In the year 2017, the Fed realized three interest rate hikes at its March, June and December meetings, raising the policy rate to the 1.25% - 1.50% interval. At its June 2017 meeting, the Fed announced its plan for balance sheet reduction, which was initiated in October. It was also declared that Jerome Powell will be nominated to

replace the Fed Chairman Janet Yellen, whose term of office expires in February 2018. Nevertheless, the Trump administration's tax plan, introducing significant changes to the country's tax system of, was approved at the US Senate in December. The Fed continues to tighten its monetary policy, and we shall keep a close watch on how the Fed's monetary policy for 2018 will be affected by the Trump administration's policies and the new Fed Chairman's position. The Fed is expected to raise interest rates three times in 2018.

The European Central Bank (ECB) continues its expansionary monetary policy supportive of economic activity. In 2017, the ECB did not change interest rates, leaving the policy rate at 0,00%, the marginal lending rate at 0.25% and the overnight deposit interest rate at -0.40%. The ECB does not consider changing interest rates before ending its bond purchase program. The ECB maintained its bond purchase program at the level of EUR 80 billion per month until March 2017. At the end of March, this level was reduced from EUR 80 billion to EUR 60 billion, and bond purchases continued at the latter level until end-December. At the October

#### >> THE WORLD AND TURKEY IN 2017

The European Central Bank (ECB) continues its expansionary monetary policy supportive of economic activity.

It is considered that the Bank of Japan will continue its expansionary monetary policy in 2018. meeting, the ECB announced that it will cut its bond purchase program, from a monthly EUR 60 billion down to EUR 30 billion by January 2018, and will maintain this level until September 2018. The ECB stated that bond purchases could extend beyond September 2018 and that the volume could be changed if necessary until there appears a sustained improvement as regards inflation targets and economic outlook. The ECB is not expected to carry out interest rate hikes before 2019, that is, before the bond purchases are complete.

The Bank of Japan (BoJ) kept its policy rate at -0.1% and the 10-year bond interest rate at 0.0%. Deflationary pressures persisted in Japan in 2017. Japan is still well below its 2% inflation target. It is expected that the Bank of Japan will continue to pursue an expansionary monetary policy until it reaches the 2% target. The Bank of Japan is expected to continue its yield curve-controlled expansionary monetary policy in 2018.

People's Bank of China, which wants to check the decline in investment productivity and stimulate total domestic demand through private consumption, has decided to reduce required reserve ratios starting from 2018. The required reserve ratios will be 50 basis points lower for those banks whose comprehensive funding size is above 1.5% of their total loan portfolio within their overall bank funding. Banks whose comprehensive funding size is above 10% of their total loan portfolio will enjoy an additional 1 percentage point discount. The rapid growth seen in the housing sector in recent years, the increase in interest rates, and the monetary tightening measures of the Chinese government may result in an economic slowdown in the coming quarters. However, this prospect does not create a climate of fear and anxiety similar to that seen

at the beginning of 2015 in global markets. Back then, the Chinese economy had registered a growth performance below expectations, triggering market volatility due to a heightened risk perception.

#### » ALTHOUGH INFLATION IN THE UNITED STATES HAS APPROACHED THE FED'S TARGET, THE STRUGGLE AGAINST DEFLATION CONTINUES IN OTHER DEVELOPED ECONOMIES.

Developed economies continued to grapple with the problem of deflation in 2017. Whereas other countries implemented an expansionary monetary policy, the US started to tighten its monetary policy in 2014 and the inflation rate rose from 1.3% in 2016 up to 2.1% in 2017. The Euro Zone inflation rate, which stood at 0.2% in 2016, closed the year 2017 at 1.4%. Despite ongoing deflationary concerns about the region, the inflation outlook is expected to improve over the prior year and materialize as 1.5% in 2018. The Japanese inflation, which had ended the year 2016 at minus 0.1% is expected to turn positive and reach 0.1% in 2017. Although such a positive inflation figure will be favorable, deflationary pressures are nonetheless thought to continue in 2018, despite the negative interest rates in place for a long time.

#### **» 2017 MARKED BY ELECTIONS IN EUROPE**

In the major EU economies of France, Germany and the UK, the political agenda left its stamp on the year 2017. The May presidential elections in France was won by the pro-EU and pro-market leader of the La République En Marche! movement Emmanuel Macron, as expected by the markets. Emmanuel Macron's victory alleviated concerns over a possible breakup of the EU, and the resulting positive outlook had a likewise favorable effect on developing markets.

## In the major EU economies of France, Germany and the UK, the political agenda left its stamp on the year 2017.

The US crude oil prices started to rise from September onwards, and closed the year 2017 at USD 60.42 per barrel.



Source: IMF ("Estimated by IMF

The British general elections normally scheduled for 2020 was brought forward to June 2017 after the Prime Minister Theresa May called snap elections in April and received the parliament's approval. Although Theresa May had thought that snap elections would allow her to increase her majority in the House of Commons, the lower chamber of the parliament, and thus strengthen her hand during the Brexit talks with the EU, the elections did not yield the results she expected. The Conservative Party did become the first party at the ballot box, however, failed to achieve a majority at the parliament. As for Germany, Chancellor Angela Merkel's Christian democrat CDU party won the general elections of September. However, CDU lost some votes compared to the elections of four years ago and failed to establish the coalition it desired. The coalition talks in Germany started on October 18 and lasted 4.5 weeks; however, after the Free Democratic Party abandoned the talks, it became impossible to create the so-called "Jamaica Coalition". This development in the largest European economy points to possible early elections.

### » OIL PRICES CONTINUED TO HEAD UP

2016 2017<sup>(\*)</sup>

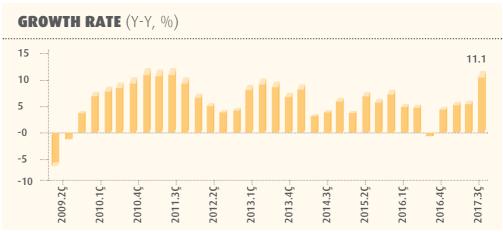
One of the most important developments affecting oil prices in 2017 was OPEC's decision at its Vienna meeting to extend the deadline of its oil production cuts from March 2018 until end-2018. The US crude oil prices which started to rise from September onwards, closed the year 2017 with a 12.5% increase over the prior year, reaching their highest level since June 2015 that is USD 60.42 per barrel. On top of OPEC's oil production cuts, the turmoil and geopolitical risks in Northern Iraq, and hurricanes in the USA were key factors driving the oil price up. In addition, the Forties Oil Pipeline in the North Sea was shut down for repairs in December, adding further momentum to the oil price hike. On the other hand, the continued US oil production had a somewhat limiting effect on further increases in oil prices. The US crude oil prices are expected to continue to rise in 2018 due to ongoing supply side constraints

### >> THE WORLD AND TURKEY IN 2017

In the third quarter, Turkey's economy exhibited its strongest growth performance in the last six years, by growing 11.1%.

### >> TURKEY'S ECONOMY

In the third quarter of 2017, Gross Domestic **Product reached TL 827** billion at current prices.



Source: TSI

### » TURKEY'S ECONOMY GREW BY 11.1% IN THE THIRD QUARTER OF 2017.

Gross domestic product (GDP) grew by 5.3% and 5.4% in the first two quarters of the year 2017 as a result of effective fiscal policies, and the surge in investments as a result of loans extended under the Credit Guarantee Fund (CGF). In the third quarter of 2017, the Turkish economy grew 11.1% year-overyear, in its strongest performance since the third quarter of 2001. This amounted to the highest growth rate of the last 6 years. In the third quarter of 2017, Gross Domestic Product reached TL 827 billion 230.1 million at current prices, in a 24.2% increase. Calendar-adjusted GDP increased by 9.6% year-on-year in the third quarter of 2017, while seasonally- and calendar-adjusted GDP grew by 1.2% over the previous quarter.

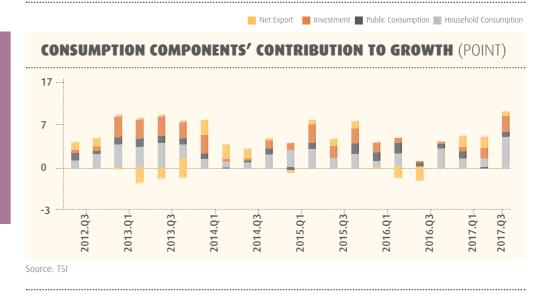
The highest contributions to GDP growth came from net exports in the first quarter of the year, and from investment spending in the second quarter. In the third quarter of the year,

consumer spending grew 11.7% on an annual basis, and contributed 7 points to growth on top of its 1.9 point contribution in the second quarter. The impact of loans extended under the Credit Guarantee Fund (CGF) continued in the third quarter, resulting in a 12.4% increase in investment spending in the third quarter.

An analysis of growth figures by sectors reveals that the sector that contributed most to growth in the third quarter of 2017 was the service sector (5.9 points), as was the case in the first two quarters. Although the agricultural sector was the sector making the smallest contribution to grow in the third quarter, its contribution to growth was seen to increase due to seasonal effects, compared to the first two quarters. On the other hand, while the finance and insurance sectors suffered a contraction for the first time since the third quarter of 2012, this can largely be attributed to the increased costs imposed on the insurance sector by the unprecedented hailstorm in Istanbul of end-July.

It is considered that, in 2018, Turkey's economy will maintain its strong growth outlook and is grow by 5.5%.

The impact of loans extended under the Credit Guarantee Fund (CGF) continued in the third quarter, resulting in a 12.4% increase in investment spending in the third quarter.





Source: TSI

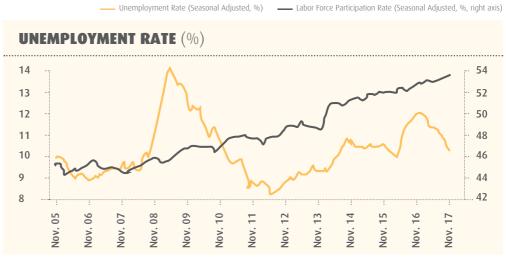
In the last quarter, the CGF effect, one of the main factors underlying the growth in the first three quarters, grew weaker and the Special Consumption Tax discounts expired; as a result, growth is expected to come in at a lower figure in the fourth quarter. Furthermore, the rapid surge in the foreign exchange rate and interest rates create added pressure on financial conditions, turning the industrial production index downwards starting from

October. Considering that this downtrend may continue in the coming months, it is likely that industrial production will make only a limited contribution to growth in the last quarter. In this regard, although growth may lose steam in the last quarter of the year compared to the first three quarters, it is expected to cap the year 2017 at a rate above 7%. It is considered that, in 2018, Turkey's economy will maintain its strong growth outlook and is grow by 5.5%.

### >> THE WORLD AND TURKEY IN 2017

The rate of unemployment climbed sharply in the first months of 2017, before starting to fall due to policy makers' measures to boost employment, and to vibrant economic activity.

The unemployment rate, which stood at 10.7% in the first 11 months of 2016, reached 11% in the first 11 months of 2017.



Source: TSI

### » THE UNEMPLOYMENT RATE MATERIALIZED AS 11% IN THE FIRST 11 MONTHS OF 2017.

The unemployment rate, which stood at 10.7% in the first 11 months of 2016, reached 11% in the first 11 months of 2017. A factor underlying this increase was the rather high unemployment rates of the first months of the year. In January, the figure rose to 13%, and then started to drop due to job creating measures introduced by policy makers in the following months. The unemployment rate declined to 10.3% in November. Seasonally adjusted unemployment rate, which stood at 10.8% in January-November 2016, rose to 11% in the same period of 2017.

It is expected that the unemployment rate will fall in 2018, since unemployment has begun to fall after reaching a peak in the first months of 2017, and due to the ongoing strength in economic activity and job creation measures implemented by policy makers.

The foreign trade deficit, excluding energy and gold, reached USD 37.3

billion.

INFLATION DEVELOPMENT (%)



Source: CBRT, TSI

### » INFLATION CLOSED 2017 AT 11.92%.

The inflation, which had closed 2016 at 8,53%, reached 11,92% in 2017. This figure is the highest year-end inflation in the series starting in 2003. The rise in domestic demand resulting from the resurgence of economic activity in 2017, the rise in the exchange rate, and the increase in commodity prices especially oil, created an overall upward trend in inflation. Core inflation and the Domestic Producer Price Index also headed up in 2017, reaching historical highs during the year. In 2018, inflation is expected to fare more favorably than was the case in 2017. Due to the base effect from 2017 and the anti-inflationary measures taken in 2017, inflation is expected to fall in 2018 and close the year at 8.90%.

## » FOREIGN TRADE DEFICIT ROSE TO USD 76.7 BILLION IN 2017.

In December 2017, foreign trade deficit increased by 63.5% year-over-year to reach USD 9.2 billion. The foreign trade deficit, which was USD 56.1 billion in 2016, increased by 36.8% to the order of USD 76.7 billion in 2017 due to soaring imports. The sharp rise in imports was a key factor driving up the foreign

trade deficit in 2017, despite the recovery in exports. The increase in imports, in turn, was caused by the resurgence in economic activity, rise in energy spending, as well as increases in imports of intermediate goods and gold. The foreign trade deficit excluding energy and gold remained stable at USD 37.3 billion for 12 months.

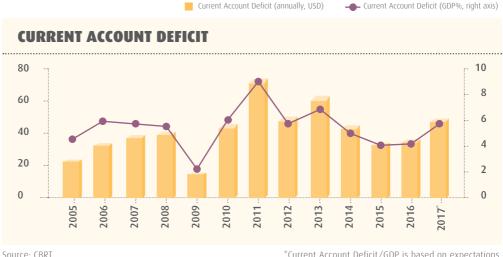
■ CPI (Y.Y. %) — CBRT Expectation

Economic activity has recovered since the previous year as can be seen in the rise of energy prices, and the increase in intermediate goods imports since November, which play a crucial role in economic growth. The Credit Guarantee Fund-backed loans reinvigorated economic activity on the domestic front, while the recovery in EU countries had a positive effect on our foreign trade. On the other hand, the rise in oil prices compared to the previous year suggest that the energy-related pressure on the foreign trade deficit will continue in the remaining part of the year. Although it is expected that the recovery in economic activity will continue, the recent rise in the foreign exchange rate may put a limit on the climbing foreign trade deficit. In 2018, the foreign trade deficit is expected to increase due to vibrant economic activity and oil prices and reach USD 78 billion.

### >> THE WORLD AND TURKEY IN 2017

Central Bank of the Republic of Turkey (CBRT), in line with its main objective of maintaining price stability, maintained a tight monetary stance in 2017.

The CBRT began Turkish lira-settled foreign exchange sale auctions at negotiated maturity terms, and allowed the repayment in TL of export rediscount loans generating foreign exchange revenues, which mature until **February 1, 2018** 



### \*Current Account Deficit/GDP is based on expectations.

### **» THE CURRENT ACCOUNT DEFICIT STOOD AT USD 47.1 BILLION IN 2017.**

The current account deficit, which was USD 33.1 billion in back 2016, rose to USD 47.1 billion in 2017. The current account deficit / GDP ratio is expected to come in as 5.5%. The increase in the goods trade and the resurgence of economic activity played an important role in the sharp rise of the current account deficit in 2017. Foreign currency entering Turkey in the form of direct investments and other forms of investment played a significant role in financing the current deficit.

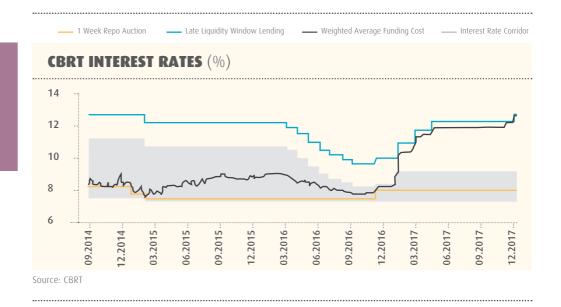
It is considered that the current account deficit will rise since the economic activity is expected to remain vibrant in 2018. However, if the gold trade goes through a normalization process, the rise in the current deficit may remain limited.

### **» THE CBRT MAINTAINED ITS TIGHT MONETARY POLICY IN 2017.**

Central Bank of the Republic of Turkey (CBRT), in line with its main objective of maintaining price stability, maintained a tight monetary stance in 2017. To provide funding to the markets in 2017, CBRT used mainly the marginal funding rate, and the overnight Late Liquidity Window, applied between 16.00-17.00 hours in the Interbank Money Market. CBRT raised the interest rate of the Late Liquidity Window from 10% in January to 11,75% in March and to 12,25% in April. Finally, the CBRT increased its Late Liquidity Window lending rate to 12.75% at its December meeting, thus achieving an overall 275 basis point increase throughout the year. The CBRT did not change its oneweek repo auction rate during the year, and kept it stable at 8%. In the first meeting of the year, CBRT increased the marginal funding rate, which is the upper limit of its interest rate corridor, by 75 basis points to 9.25%, and maintained this ratio during the rest of the year. The CBRT, which did not hold weekly repo auctions, reduced the banks' borrowing limits in the Interbank Money Market down to zero in November. Thus, since the CBRT began to

## Central government's budget deficit was TL 47.4 billion in 2017.

The Weighted Average Funding Cost increased from 8.3% in the beginning of the year to 12.75% at its end.





Source: Undersecretariat of Treasury

\* Expectation
\*\* Objectives of the Medium Term Program for 2018-2020

provide funds only through the Late Liquidity Window, the Weighted Average Funding Cost increased from 8.3% in the beginning of the year to 12.75% at its end. CBRT also took non-interest rate measures to halt the rise in the exchange rate. To this end, the foreign exchange facility upper limit of the Reserve Option Mechanism (ROM) was reduced from 60% to 55%, and all tranche intervals were reduced by 5 points. In addition, the CBRT

began Turkish lira-settled foreign exchange sale auctions at negotiated maturity terms, and allowed the repayment in TL of export rediscount loans generating foreign exchange revenues, which mature until February 1, 2018. Due to the rise in inflation and the volatility of the exchange rate, the CBRT is expected to maintain its tight monetary policy stance for a while in order to ensure and maintain price stability.

### >> THE WORLD AND TURKEY IN 2017

Central government gross debt stock maintained lower than Maastricht Criteria.

Budget revenues increased from TL 554 billion in 2016 to TL 630 billion in 2017.



Source: Undersecretariat of Treasury

## » CENTRAL GOVERNMENT BUDGET DEFICIT CAME IN AT TL 47.4 BILLION IN 2017.

The central government deficit, which stood at TL 29.9 billion in 2016, materialized as TL 47.4 billion in 2017. Budget revenues rose 13.8% year-on-year from TL 554 billion 140 million in 2016 to TL 630 billion 349 million in 2017. On the other hand, budget spending went up by 16% year-on-year from TL 584 billion 71 million in 2016 to TL 677 billion 722 million in the same period of 2017. The ratio of the central budget deficit to GDP, which stood at 1.1% in 2016 is expected to reach 1.5% in 2017 and 1.9% in 2018 according to the Medium Term Program (2018-2020). On the other hand, in 2017, the primary surplus decreased by 54% over the previous year to reach TL 9 billion 34 million. It is expected that the primary surplus, which is important in terms of debt management, will stand at TL 5.8 billion in 2018.

### » CENTRAL GOVERNMENT GROSS DEBT STOCK ROSE IN 2017, BUT NONETHELESS REMAINED BELOW THE MAASTRICHT CRITERIA.

The central government gross debt stock increased from TL 760 billion in 2016 to TL 876.5 billion in 2017. TL 535.4 billion was in the form of local currency debt and TL 341 billion in foreign currency denominated debt. Within the framework of the Maastricht Criteria, also referred as the "EU's Financial Rule," the debt stock to GDP ratio has been declining steadily, particularly since 2009. However, the increase in economic incentives in 2017 expanded the budget deficit, which in turn boosted domestic borrowing by the Treasury. As a result, the debt stock to GDP ratio may rise. On the other hand, the said rate will nonetheless remain below the Maastricht criterion of 60%.

The Undersecretariat of Treasury began to issue gold-based lease certificates in October 2017.

The average cumulative maturity term of domestic borrowing in cash was 71.2 months in 2017.



Source: Undersecretariat of Treasury

## » IN 2017, THE FIRST GOLD-BASED LEASE CERTIFICATE WAS ISSUED.

As per 2017 realizations, the average cost of fixed income TL-denominated debt increased from 11.4% on December 2016 to 13% while the average maturity of domestic cash debt declined from 67.4 months in 2016 to 71.2 months in 2017. In order to broaden the investor base and diversify the funding base, Turkey continued to issue lease certificates, which were issued for the first time in 2012

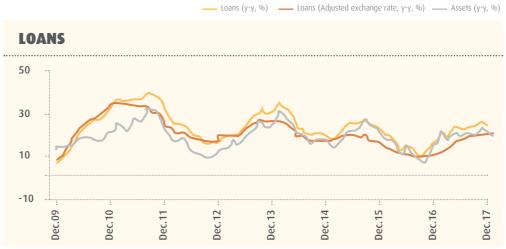
and regularly issued in the domestic market since 2013. In this vein, in February, June, August and October, lease certificates totaling TL 4.26 billion were issued in the domestic market. In addition, the Undersecretariat of Treasury began to issue gold-based lease certificates in October 2017, and these reached a total figure of 1.32 million in 2017.

### >> THE WORLD AND TURKEY IN 2017

The total assets of the Turkish banking sector increased by 19.3% over the previous year to reach TL 3 trillion 257.8 billion in 2017.

### >> BANKING SECTOR

In 2017, an important factor underlying rapid loan growth was extended by the Credit Guarantee Fund to banks for supporting the real economy.



Source: BRSA

## » IN 2017, CGF-BACKED LOANS CONTRIBUTED TO SECTOR GROWTH.

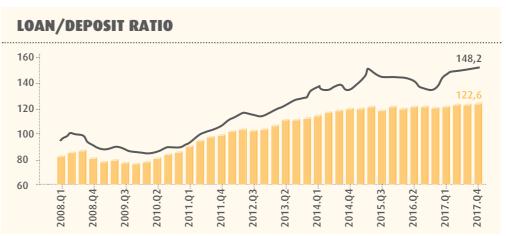
The total assets of the Turkish banking sector increased by 19.3% over the previous year to reach TL 3 trillion 257.8 billion in 2017. The total assets to GDP ratio of the sector in the third quarter of 2017 was 103.2%. In 2017 as well, loans had played a decisive role in asset growth. The annual rate of increase in loans rose to 25%, the highest level since August 2015, before slowing somewhat towards the end of the year and closing the year at 21%. In 2017, an important factor underlying rapid loan growth was the TL 200 billion extended by the Credit Guarantee Fund to banks for supporting the real economy. CGF boosted commercial loan allocation and some of the CGF support was also used for debt restructuring. Thus, the annual rate of increase in non-performing loans in the sector slowed down and the NPL

ratio fell to 2.96% at the end of 2017, from 3.24% at the end of 2016. In 2018, the annual rate of increase in lending is expected to drop to 16.9%.

In 2017, an expansionary fiscal policy was in place, leading to increases in the Treasury's domestic borrowing requirement. Higher domestic borrowing by the Treasury also resulted in an increase in the securities portfolio of banks. Thus, the annual growth rate of the securities portfolio, which was 6.6% at the end of 2016, increased to 14.3% at the end of 2017. It is expected that in 2018 the Treasury's domestic borrowing requirement will continue, and as a result, the annual rate of increase in the securities portfolio will increase to reach 15.7%.

In 2017 there was a rapid increase in deposits as well. The annual rate of increase in deposits, which was 16.7% at the end of 2016, rose to as high as 23.7% in October 2017, before ending the year at 17.7%.

In 2017, the loanto-deposit ratio was 122.6%. The conversion rate of TL deposits into TL loans, on the other hand, reached 150%.



Source: BRSA

### » IN 2017, THE RATE OF DEPOSIT INCREASE ACCELERATED.

In 2017 there was a rapid increase in deposits as well. The annual rate of increase in deposits, which was 16.7% at the end of 2016, rose to as high as 23.7% in October 2017, before ending the year at 17.7%. Since the current loan-to-deposit ratio is above 100%, the rapid expansion in loans has urged banks to find new resources, triggering a rise in deposit interest rates and a swift increase in deposits. In 2017, deposits concentrated in the short-term. Deposits with a maturity of 1 to 3 months accounted for 53.1% of total deposits

in 2017. The annual rate of increase in deposits is expected to decelerate to 15.6% at the end of 2018, as a result of the deceleration in loan growth and the decline in interest rates.

In the year 2017, there was also a rapid increase in non-deposit resources. Their annual growth rate rose from 15% at the end of 2016 to 21.6% in 2017. The high loan-to-deposit ratio and the rapid increase in loans were also key factors driving the increase in non-deposit funding sources. The sector's rising profit in 2017 also led to an increase in shareholders' equity, which expanded 19.6% in 2017.

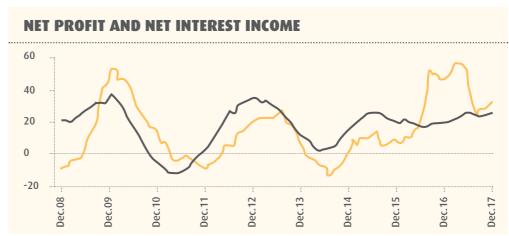
### >> THE WORLD AND TURKEY IN 2017

The return on assets rose from 1.4% in end-2016 to 1.51% in 2017

30.8%

### **Banking Sector Profit**

The profit of the Turkish banking sector increased 30.8% over the previous year.



Source: BRSA

## » IN 2017, THE NET INTEREST MARGIN NARROWED.

In the first quarter of 2017, there was a rapid increase in the profits of the banking sector due to the base effect. However, the ensuing reduction of the base effect and the net interest margin, the annual increase in the sector's profit slowed down after April, but then rose somewhat towards the end of the

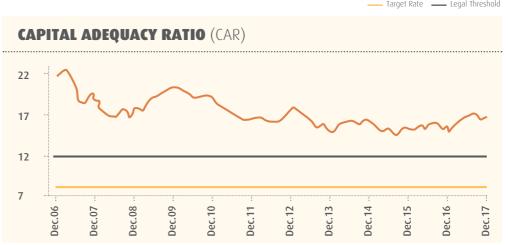
year. The sector raised deposit interest rates to fund the rapid increase in loans. The rising deposit interest rates, in turn, resulted in a narrowing of the net interest margin, which then slowed down the increase in the sector's profits. In conclusion, in 2017, the profit of the Turkish banking sector increased 30.8% over the previous year. The return on assets rose from 1.4% in end-2016 to 1.51% in 2017, and the return on equity from 12.50% to 13.7%.

Dönem Net Kârı (Yıllıklandırılmış % değişim) — Net Faiz Geliri (Yıllıklandırılmış % değişim)

Rising credit allocation due to the CGF scheme was a decisive factor driving up the capital adequacy ratio in 2017.

16.9%

**Capital Adequacy Ratio**As of end-2017, the capital adequacy ratio of the sector stood at 16.9%.



Source: BRSA

There was a rising trend in the capital adequacy ratio of the sector in 2017. The ratio, which was 15.6% at the end of 2016, rose to 16.9% in 2017. The continued albeit slower rise in profitability, and the high loan allocation under the CGF scheme were decisive in the increase seen in CAR in 2017.

### >> 2017 AT A GLANCE

VakifBank announced its way of communication in the relaunch in 2017. With the vision of being the Leading Bank of Strong Turkey, VakifBank emphasized that it will be the strength by all of its stakeholders.



### **» WE SHALL BE THE STRENGTH BY GROWING TURKEY**

VakıfBank's vision for the new period was unveiled at a press conference hosted by CEO Mehmet Emin Özcan, with the participations of Assistant General Managers and the actor Engin Altan Düzyatan, the face of the VakıfBank brand in the new period. In his speech, Özcan stated that Turkey is no longer the old Turkey: "Now there is a strong, developing, leading Turkey which is the envy of the whole world. We set our vision for the new period as the "Leading Bank of Strong Turkey" in order to offer better services to our customers, give more support to the economy of strong Turkey, and add to VakıfBank's strength." He also elaborated on the targets for the new period.



### » LEAP FORWARD IN DIGITAL BANKING

In 2017, the VakıfBank Mobile Banking app was the product that stood out among VakıfBank's digital banking channels, as it enjoyed a 62% increase in the number of users, which exceeded 2.2 million. For 2018 the target was set at 4 million, while more than 90% of Bank transactions were realized in non-branch channels during 2017.

Setting off from the fact that technological development has affected and changed the banking sector the most in the whole world, VakıfBank continued to invest in digitization in all of its business processes and products. VakıfBank continued to modernize its in-house banking practices and end-user products, and continued to keep its IT infrastructure up-to-date with the latest technologies.



### A FIRST IN THE SECTOR: LOCAL GOVERNMENT BANKING

VakifBank added a new one to its long list of firsts in the banking sector, by establishing a Local Government Banking department. Through this department, the Bank aims to meet the demands and needs of local administrations more quickly and effectively, and provide private banking services to municipalities as well as their affiliates and subsidiaries. The Bank is the strength by local governments not only in their financing needs, but also all kinds of infrastructure and superstructure projects.

Also providing consultancy services to local governments to help them access international funds, VakıfBank continued to support municipalities and their subsidiaries in many areas, ranging from energy efficiency to cash management products, transportation solutions to waste separation projects.



#### **» INTERNATIONAL AWARDS TO VAKIFBANK**

At organizations held by international institutions during the year, VakifBank was awarded in different fields ranging from mobile applications to credit cards, international bond issuances to in-house practices, thus once again demonstrating its innovative stance in banking products and services. The Bank's Covered Bond issuance received Global Capital's "Best financial institution issuance in developing markets" award, Milplus credit card received "Most innovative visa credit card award" at Vizyonist 2017, 720° Customer Management product received "Best marketing campaign of the year" at Stevie New Products and Services, OGM card product received "Best Marketing Campaign of the Year" award in Stevie Financial Card category, Overdraft Account and Trend Calculation for General Purpose Installment Loans product received "Customer Experience" award at the IDC IOT organization, and Mobil Field Sales App received "Internet of the Things" award at the IDC IOT organization.



### » INTERNATIONAL MARKETS' CONFIDENCE IN VAKIFBANK CONFIRMED

VakifBank, Turkey's leading bank in the international markets, continued to raise non-deposit funding sources from abroad at convenient maturity terms and interest rates for Turkey in 2017 and thus continued its support to the real economy. The Bank increased the diversity of funding sources by securing loans of more than USD 5.1 billion, including syndication loans, bond issuances and loans from international financial institutions.

The syndicated loans of over USD 1.8 billion secured in April and September were extended at a rate of above 100%. VakifBank is the first issuer of mortgage-backed securities in Turkey; with its operations in this field during the year, the Bank raised funds worth approximately TL 2.7 billion and the resulting maturity terms and interest rates confirmed international markets' confidence in our country and in VakifBank.



### **» VAKIFBANK ANATOLIA SUMMITS**

VakifBank's top management visited Erzurum, Diyarbakır and Adana under the Anatolian Summits scheme in 2017, and had the opportunity to visits investments on-site and to meet with business leaders as well as local administrators in these regions. VakifBank's senior management also held meetings with the Bank's managers active in the regions, communicating their expectations and strategies, discussing branch performances and situations one-on-one, and making various recommendations.

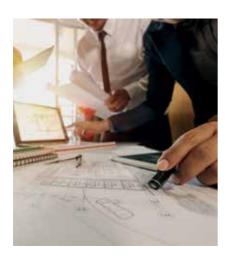
At the summits, VakifBank executives listened directly to the needs and demands of customers in these regions, and held very fruitful meetings, offering special solutions and developing new business partnerships. The routine meetings of the Board of Directors were held in these cities during the said visits.



### » VAKIFBANK, CHAMPION OF EUROPE AND THE WORLD

The VakıfBank Women's Volleyball team went down in history, closing the year 2017 as the champions of both Europe and the world. VakıfBank won all of its matches at the 2017 CEV Champions League, and beat the home team Imoco Volley Conegliano at the finals of the organization held in the Italian city of Treviso in April, thereby winning the European Champions League undefeated, for the third time in its history. At the 2017 FIVB Clubs World Championship held in May in the Japanese city of Kobe, VakıfBank became the World Championship undefeated, for the second time in its history. As such, the team increased the number of international trophies in its museum up to seven, maintaining its leadership in this field. VakıfBank also won the Turkish Super Cup and Turkish Cup in 2017, thereby ending the year with a total of four trophies.

VakifBank meets the entire corporate banking product and service needs of its customers with a specialized sales and operational staff, wide product range, advanced technology infrastructure and efficient business processes.



There was a 25% increase in project loans extended to customers in the corporate segment.

### >> CORPORATE AND INVESTMENT BANKING

As the strategic solution partner to its clients, VakıfBank Corporate Banking was the strength by corporate customers in 2017. VakıfBank offers all the products and services required by its customers in the field of corporate banking by means of its expert sales and operations staff, wide range of products, upgraded technological infrastructure and business processes.

### » INCREASE IN THE NUMBER OF CUSTOMERS

VakıfBank Corporate Banking used a wide variety of offerings to achieve this objective, including direct debit system (DDS), cardbased collection systems, dealership letter of guarantee agreements covering the dealer and supplier networks of corporate customers, and wholesale payment systems in accordance with the Bank's strategy of growing and acquiring market share. Thus, the Bank made important progress in its striving to become the primary bank of corporate customers, their affiliates and subsidiaries. In addition, VakıfBank acquired numerous new customers among supplier and dealer companies, and companies in other areas of the financial value chain.

### **» PRIMARY BANK OF CUSTOMERS**

Serving in the corporate banking segment with a customer-focused sales and marketing strategy, a company-specific service approach and an approach that values customers as long-term business partners, VakıfBank also managed to increase its transaction volume in 2017 thanks to its "Being the Primary Bank of Customers" vision.

Maintaining its high asset quality also in 2017, and continuing its loan support for real sector companies – which are determined via effective and healthy customer criteria used for selecting customers – VakıfBank achieved a 13% increase in corporate cash loans extended in 2017 while achieving a 14% increase in corporate non-cash loans.

VakıfBank pursued an active policy in financing the high value added projects of its corporate customers in 2017, and created financing facilities by allocating long term cash and non-cash loans for customers" investments. Achieving a 25% increase in the project loans extended for customers in the corporate segment, VakıfBank continued to contribute to the development of the country's economy and the real sector in 2017 as well.

Thanks to the strategy of increasing cross selling to corporate segment customers, VakıfBank increased the volume of collection by 27% and boosted the volume of tax and social security collections by 24%.

# New departments established under the umbrella of VakıfBank Corporate Banking have started activities.

VakıfBank continued its technology investments and transferred many products and services to digital media.

As the strength by its customers in every type of financial requirement, VakifBank provides its corporate customers banking services such as project financing, treasury and cash management transactions, while its subsidiaries offer them factoring, leasing and insurance services.

In 2017, the Corporate Banking Product Development and Sales Coordination Department was established under VakıfBank Corporate Banking in addition to the existing departments, with a view towards providing special services to corporate customers. The Department has become operational and will more rapidly meet product requests, which vary from one corporate client to the next, and further increase the quality of the service offered to them.

Another department that started its activities under Corporate Banking is the Investment Banking Department. The said department is involved in marketing products falling under the scope of investment banking, extending these across a wider base, and conducting product-based customer profitability and

efficiency analyses. In the field of corporate finance, the Department provides services such as company valuation, mergers and acquisitions, capital management consultancy, develops alternative funds and products to meet companies' financing needs, organizes capital market issuances to facilitate companies' access to financial resources, and plans public offering of share certificates.

In 2017, VakifBank continued relentlessly to invest in technology, and digitized many products and services. Digitization investments will continue to increase in 2018. Seeing customer relations as the foundation of long-term partnerships and standing by its customers under all circumstances and market conditions, VakifBank aims to further strengthen cooperation with existing customers with its innovative products and cash/non-cash loan facilities while increasing its presence in the corporate segment by acquiring new customers and being the strength by the customers.

VakifBank increased the number of its commercial customers by 5.28% in 2017, by focusing on providing faster and higher quality services through innovative, alternative financial solutions.

As of end-2017,
VakıfBank increased
cash loans and noncash loans extended
to customers in the
commercial segment
by 32.57% and 36.34%
respectively.

### >> COMMERCIAL BANKING

Serving large-scale enterprises that are in the target group in the segment as well as public institutions and enterprises through its Commercial Banking business department structured under the Commercial and Corporate business line, VakifBank maintained its steady and broad-based growth in 2017 with products and services customized according to customer expectations and needs.

### » STEADY GROWTH

VakifBank devised its Commercial Banking business line strategy and action plan with a focus efficiency and profitability. As a result, the Bank expanded its customer base while giving a major boost to the cross-selling ratio and segment profitability.

With its dynamic and expert human resources, the Bank not only met the expectations and needs of its customers but also focused on offering innovative and alternative financial solutions, increasing the number of commercial customers by 5.28% in 2017.

Offering customers financing solutions suited to their financial structure thanks to a vast product range and wide branch network, VakıfBank expanded its commercial cash loans by 32.57% and non-cash loans by 36.34% as of year-end 2017.

Thanks to the strategy of increasing cross-selling, VakıfBank raised the volume of collection cheques intermediated by the Bank in the commercial segment by 8% while boosting the volume of tax, social security and Gümkart collections by 16%.

The international trade transactions of commercial customers were carried out in a swift and secure manner, via the Bank's upgraded IT infrastructure and well-experienced personnel.

Under the loan agreement between VakifBank and the European Bank for Reconstruction and Development (EBRD), designed to meet the financing needs of commercial customers for foreign trade transactions, the limit allocated by EBRD to the Bank was increased as a result of productive and effective collaborative efforts between the two institutions. As such, financing needs of commercial customers for foreign trade transactions were met under convenient terms.

In 2017, VakifBank rolled out the Strong Exporter / Importer Opportunity and Transfer (GIFT) packages, which provide special offers to foreign trade companies. Under these packages, import / export companies were provided advantages such as attractive fees, charges and commission rates in import and export transactions as well as transfers, discount tariffs in banking services, zero-interest loans, and special offers from VakifBank's subsidiaries.

In 2017, VakifBank rolled out the Strong Exporter / Importer Opportunity and Transfer (GİFT) packages, which provide special offers to foreign trade companies.

Committed to sustainable development, VakıfBank continued in 2017 to provide loans under advantageous terms to its commercial customers in the fields of financing energy efficiency and renewable energy, in line with this mission.

VakıfBank, in line with CBRT's Export and Foreign Currency-Yielding Rediscount Loans Application Regulation, mediated in CBRT Rediscount Loan allocations to export companies, manufacturing export companies, and companies manufacturing goods destined for exports, to finance their pre-shipment and post-shipment export and foreign currency-yielding services.

### » PROJECT FINANCING

With its vast know-how and experience in the field, VakifBank continued in 2017 to meet the financing needs of commercial customers arising from their investments and projects. By providing the funds obtained from the EIB and the World Bank as investment and operating capital to commercial customers, the Bank diversified its financial solutions on offer. As such, the volume of project finance loans provided by the Bank to commercial customers rose 9.45%, and a further contribution was made to the development of the national economy and the real economy in 2017.

VakifBank focuses on eco-friendly and sustainable development which minimizes the adverse effects of global climate change, and is featured in the Borsa İstanbul (BİST)'s sustainability index. In line with this mission, the Bank continued to provide loans at exclusive conditions to commercial customers in the fields of energy efficiency and renewable energy projects.

Via its modernized IT infrastructure, widespread branch network, specialized and dynamic personnel, the Bank continues to offer financial solutions suited to customer needs. In 2018, the Bank will retain its broad-based growth, and aim at becoming the business partner and main bank of its commercial customers.

VakıfBank increased its SME cash loans by 29.40% in 2017, remaining the strength by SME customers.



VakifBank played an active role in delivering to SMEs and craftsmen the government support from the CGF and KOSGEB.

### >> SME BANKING

VakifBank, in line with its vision of becoming "Leading Bank of Strong Turkey", continued to grow in the field of SME Banking in 2017 by expanding its product and service range, and launching alternative channels facilitating SME customers' access to financial products. As customer needs rapidly diversify in this sector, VakifBank has succeeded in analyzing SME needs correctly and formulating accurate solutions.

### » 2017 PERFORMANCE

On the basis of the provisions for the "Regulation on Definition, Classification and Qualifications of Small and Medium Size Enterprises," VakifBank continued supporting SME customers in 2017 by increasing its cash loans by 29.40% compared to the previous year.

VakıfBank continued to develop innovative products to meet the specific needs of SME customers in 2017:

- » In 2017, the government extended support to the SMEs and craftsmen by means of the banking sector. VakıfBank played an active role in delivering the government's support to SMEs and craftsmen. The government provided support to the Credit Guarantee Fund (CGF), largely expanding its capacity to offer collaterals; in turn, CGF backing made it easier for banks to provide financing to SMEs. As a bank that always stands by SMEs and the real economy, VakıfBank allocated loans with CGF collaterals exceeding TL 20 billion. As such, VakıfBank became a leader in the allocation of CGF-backed loans. Many loan products with CGF collateral have been designed to meet the financial needs of farmers, craftsmen, women entrepreneurs, exporters and even non-SME businesses.
- » VakifBank designed loan products exclusively for KOSGEB-registered enterprises with

- active SME certifications as part of "KOSGEB 2016 Zero-Interest Working Capital Loan" and "2016 KOSGEB Emergency Support Loan in Manufacturing Industry and Organized Industrial Zones," extended pursuant to a protocol between the Bank and KOSGEB. These loans came with interest support, reduced fees, and special discounts and exemptions in banking products and services. Within the framework of its sustainability policy, VakıfBank launched the product called Machinery Purchasing Loan at Attractive Interest Rates in order to finance machinery investments that will enhance the energy efficiency of manufacturing companies.
- » VakifBank continued to extend to SMEs the low-cost loans it obtained from the European Investment Bank, European Bank for Reconstruction and Development, World Bank and the French Development Agency. Thanks to the Women Entrepreneurs Support Package, which was created with the funds provided by the European Bank for Reconstruction and Development, more than 1,200 women entrepreneurs were offered enterprise, workplace and export loans.
- » At the TurSEFF Sustainable Energy Excellence Awards Ceremony where the most successful renewable energy and energy efficiency projects funded during the second phase (2013-2016) of the Turkey Sustainable Energy Finance Facility were selected, VakıfBank was named the "Leading Bank in Energy Efficiency Financing." In addition, the Bank provided financing for the renewable energy and energy efficiency investments of enterprises, under the scope of an additional facility amounting to USD 55 million. VakıfBank also became the first bank to extend loans within the scope of TurSEFF III program, designed to provide funding for the resource efficiency and renewable energy investments of commercial enterprises, municipalities and their subsidiaries.

VakıfBank became the first bank to provide ESCO contract financing under the scope of the World Bank's SME Energy Efficiency Loan program.

Thanks to the Women Entrepreneurs Support Package, more than 1,200 women entrepreneurs were offered enterprise, workplace and export loans.

- » In the scope of the SME Energy Efficiency
  Loan agreement with the World Bank,
  VakıfBank provides financing to the energy
  efficiency investments of enterprises. In the
  context of energy service companies' (ESCO)
  projects using energy performance contracts,
  VakıfBank was designated "the first bank to
  provide an ESCO contract financing under
  the World Bank's SME Energy Efficiency
  Program." In addition, SMEs taking out loans
  under this scheme were provided with
  grants from the Global Environment Fund
  (GEF).
- » VakifBank continued to finance the operational, export and investment-related needs of SME, commercial and corporate segment companies in Turkey. The incremental facility secured from European Bank for Reconstruction and Development was disbursed to meet the financing needs of agricultural producers and companies in the agricultural value chain in the form of TURAFF Agricultural Enterprise Financing
- » Under the Greater Anatolia Guarantee Facility program signed by the Bank and EIB, a loan facility of EUR 25 million was secured to meet the financing needs of SMEs and commercial companies in the Regions with Development Priority (43 provinces in the 12 NUTS regions).
- » In order to bolster rural development and agricultural sectors in Turkey, VakıfBank secured a EUR 80 million resource from French Development Agency (AFD) to meet the business, export and investment loan needs of micro-, small- and mediumsized businesses, cooperatives, producers' associations and farmers.

- » In celebration of its 63<sup>rd</sup> Anniversary,
  VakıfBank offered SMEs the 62<sup>nd</sup> Anniversary
  Loan featuring a 36-month payback
  period, affordable interest rates, and a
  documentation fee of only TL 63. The
  Bank financed the summer season cash
  needs with the Summer Loan Campaign
  at attractive interest rates with options
  including a three-month grace period.
- » At the end of 2017, the Bank launched the Early Welcome to 2018 Loan Campaign with a rarely seen four-month grace period, in order to meet the rising cash needs of SMEs and help them go through the last months of 2017 without financial trouble.
- » The Bank also offered loans at advantageous terms to craftsmen under its Compassionate Loans to Craftsmen scheme, designed to meet craftsmen' unexpected financial needs in interim periods through customized products.

### **» GOALS FOR 2018**

- » VakifBank is the strength by its SME customers, in line with its vision of the Leading Bank of Strong Turkey. As such, the Bank will continue its support to SMEs in 2018, keep a close watch on customer needs, and strive to provide top quality services. In 2018, the Bank will continue its efforts to provide financial and non-financial services to SMEs as well as giving a sort of consultancy service to SMEs by meeting their operational needs.
- » As a natural result of the continuous progress and diversification in technological developments, the Bank will go on providing practical solutions to SMEs via its digital channels. In this scope, the Commercial Mobile Banking app will be enriched, and SMEs will be able to access numerous products and services via mobile phones, from anywhere.

VakifBank has continued to offer practical solutions to producers who bring abundance to the soil across the country with its VakifBank Agriculture Card.



Due to the advantages it offers farmers, VakıfBank Agriculture Card's users increased by 167% compared to previous year.

### >> AGRICULTURAL BANKING

Under the scope of its Agriculture Banking activities, VakifBank continues to be the strength by producers, and its specialized employees have travelled from village to village to inform producers about the various solutions and attractive loans offered by VakifBank.

VakıfBank Agriculture Banking meets the operating and investment capital needs of farmers engaged in all types of agriculture and animal husbandry such as vegetable, fruit, cereal and forage crop farming, greenhouses, small and large livestock breeding, poultry farming, beekeeping, aquaculture and hunting, under advantageous terms. For this purpose, thousands of farmers were offered support through the campaigns "Act Together for Abundance in Production" and "Full Support to Farmers". Just like past years, also year 2017 on the occasion of May 14th World Farmers' Day, the Bank continued to stand by farmers with its commission-free loan campaign valid throughout the month.

VakıfBank has continued to offer practical solutions to producers who bring wealth to the soil across the country with its VakıfBank Agriculture Card, which allows farmers to shop for seasonal agricultural inputs at agricultural member merchants, with interest-free periods up to six months.

Due to the advantages it offers farmers, VakıfBank Agriculture Card's users increased by 167% compared to previous year. In addition, producers in need of collaterals were given the chance to continue to operate without interruption due to the loan facility under the Credit Guarantee Fund collateral.

VakifBank believes that it is important to empower producers by collaborating with producers' organizations and enterprises in the agriculture value chain. The Bank signed a protocol with the Kayseri Sugar Factory, swiftly offering loans to more than 1,000 sugar beet producers at advantageous prices.

VakıfBank diversifies its non-deposit funding sources from international markets in order to reduce the financing costs of producers, and swiftly allocated to producers a EUR 95 million facilities provided from the European Bank of Reconstruction and Development under the TurAFF program. Due to intense interest from producers, the Bank also signed a contract with the French Development Agency for a program of EUR 80 million, which was then extended to farmers, agricultural cooperatives and associations.

# VakıfBank broke a new ground by establishing a Local Government Banking Marketing department.

VakifBank has been providing the best service to local governments for many years with its wide product range and widespread branch network. The Bank will further improve the quality of this service with the newly established Local Government Banking department.

### >> LOCAL GOVERNMENT BANKING

In a first for the sector, VakıfBank has developed a new banking perspective focusing on municipalities, their subsidiaries and commercial enterprises, and created a department at the senior level, which will be solely dedicated to serve this portfolio. The department started operations in August 2017.

In consequence of its deep-rooted experience in the field of Local Government Banking, and the synergy created by this new organizational structure, the Bank realized alternative financing facilities, products and services, and other innovative initiatives for local governments, VakifBank took significant steps to facilitate local government's access to financial products and services, in the last quarter of 2017.

VakifBank has been providing the best service to local governments for many years with its wide product range and widespread branch network. The Bank will further increase the quality of this service within the new department of Local Government Banking.

Local Government Banking Department started to conduct regular visits to local governments across Turkey, analyze their problems and demands on site, and develop rapid and effective solutions. This customized service perspective has quickly started bearing fruit.

### » PERFORMANCE IN 2017

With the synergy brought about by this new organizational structure, the Bank achieved a 40.59% rise in cash loans and a 17.34% increase in non-cash loans to local governments in 2017.

The collaboration with local governments was not limited to cash and non-cash financial support; the Bank also introduced local governments to its technological products and services as a result of intensive visits to municipalities across Turkey, in line with its perspective of providing services to all local governments. Municipalities use VakıfBank's technological solutions in their products and services offered to citizens, thereby increasing the quality of these services.

VakifBank's cash management products and services in fields such as collection and payment make such processes more practical service for both local governments and the citizens they serve.

VakifBank produces particular solutions to meet the needs of local governments, such as routine financing, cash management and project financing.

## » LOAN ALLOCATION PROCESSES TAILORED FOR LOCAL GOVERNMENTS

In line with its new business model, VakıfBank facilitates local governments' to access financing by delivering special consultancy services to municipalities, which must comply with certain borrowing regulations and procedures that differ from those concerning commercial enterprises.

A special credit allocation department was set for credit limit allocations to local administrations, and a special scoring system was created for municipalities and their subsidiaries and affiliates to allow quick and measurable decisions.

Funding Sources procured in international markets were offered to local governments. VakifBank provides local governments the low-cost funding sources procured in international markets for their project financing. VakifBank is a successful business partner of the EBRD-funded Turkey Sustainable Energy Finance Program which was initiated

VakifBank produces particular solutions to meet the needs of local governments, such as routine financing, cash management and project financing.

The product and services for the collections provided by VakıfBank allow local administrations to collect taxes and taxpayers to pay taxes with easily.

in 2010, and whose first two phases are complete. Under the recently initiated third phase of the program, the Bank finances the efficiency projects for funding sources of local governments. Local governments were included in the TURSEFF program at the third phase, and VakıfBank became the first Turkish bank to sign an agreement with EBRD for participating in this phase. In recent years, local governments have also joined the rapidly expanding energy efficiency drive and developed remarkable projects. Within the scope of the TURSEFF program which runs with success, VakıfBank finances local governments' initiatives including renewable energy efficiency projects such as Solar Energy - Wind Energy Plants launched by local governments to produce their own electricity, their projects to generate landfill gas and electricity from city waste, and other energy efficiency projects concerning the illumination of city parks and gardens, sewage and drinking water, public transportation.

At the same time, the Bank's specialized and well-experienced teams provide free-of-charge consultancy services concerning the technical and procurement processes of such projects by local governments. In the following periods, the Bank will continue to work on ensuring funding from international markets for local governments.

## » THE BANK ALSO ESTABLISHED INTEGRATIONS WITH LOCAL GOVERNMENTS TO OFFER PRACTICAL SOLUTIONS TO LOCAL GOVERNMENTS AND TAXPAYERS.

Tax collection is a major revenue source for local governments, and the active use of VakıfBank's collection products and services makes it easier for local governments to collect taxes and for taxpayers to make their tax payments.

Taxpayers to municipalities were given the chance to pay their taxes via different methods such as ATMs, Internet Banking, Mobile Banking and other alternative distribution channels. As such local governments can diversify their collection points and channels to increase their revenues, while taxpayers can make payments without losing time. Furthermore, local governments can enable taxpayers to pay their overdue taxes via the VakıfBank System of Collection with Delay Interest (VFT), with the opportunity of various campaigns and installments.

### » THE STRENGTH BY LOCAL GOVERNMENTS WITH INNOVATIVE PRODUCTS AND SERVICES

In 2018, through its new service model designed for local governments, VakifBank will continue to support the country's development and growth with all its power, as the strength by local governments.

# VakıfBank responded to the financing needs more than 750,000 customers under proper conditions in 2017.



VakifBank continues to be one of the leading banks in Retail Banking with its experience and customer-focused strategy.

### >> RETAIL BANKING

Serving around 13.5 million retail customers, VakıfBank continues to be one of the leaders in the sector with its experience in retail banking and its customer-focused strategy. VakıfBank responded to the financing needs of more than 700 thousand customers in 2017 under proper conditions. As a result of customer-focused approach, the share of VakıfBank's general-purpose consumer loans, auto loans, and mortgage loans in its retail loan portfolio stand at 54%, 1% and 45%, respectively.

## **» STRONG GROWTH IN CONSUMER LOANS**VakifBank's general purpose consumer loans

grew 21.07% in 2017 compared to year-end 2016 with a market share of 11.68% market share. As a result of its efforts to increase overdraft account utilization, VakıfBank raised overdraft loans by 21.35% in 2017 while maintaining its market leadership with 22.06% market share. VakıfBank's market shares in mortgage loans and auto loans stand at 9.90% and 5.96%, respectively.

## » CUSTOMER-ORIENTED RETAIL LOAN PRODUCTS

In an effort to make customers feel special and maximize customer satisfaction, the Bank organized segment-based general purpose consumer loan campaigns such as exclusive campaigns for public sector employees, pensions, and the upper income segment. In addition, the Bank continued its pioneer position in the sector by offering the "Establishment Anniversary Loan," "Holiday Loan," "New Year's Loan" and other traditional loan campaigns to all retail customers.

### **» ADVANCE THROUGH DIGITAL CHANNELS**

In 2017, VakıfBank continued to maintain customer satisfaction at the highest level by diversifying its product sets over the mobile banking, internet banking and ATM channels. In 2017, work was underway for making the necessary technological investments in alternative distribution channels, in order to ensure that general purpose loan and overdraft account applications are processed quickly. The Bank increased customer satisfaction and loyalty by meeting customer needs for general purpose loans immediately via internet banking and mobile banking. By adapting to technological developments, VakıfBank developed products enabling customers to perform their daily transactions with ease, and diversified the products that customers require the most, such as money transfers and loans.

### **» LEADING POSITION IN MORTGAGE LOANS**

VakifBank continued to support the growth of the residential sector, because of its mortgage loan products and services developed based on market conditions as well as its customeroriented banking approach. The Bank attained 9.88% market share in mortgage loans in 2017 as a result of its wide range product portfolio, flexible payment options tailored to each customer, and effective campaigns. Maintaining its leading position in the sector, VakifBank increased its mortgage loan book by 11.68% reaching TL 19 billion.

VakifBank Yellow-Shutter Mortgage Loans offer prospective homeowners the opportunity to meet all of their demands and apply for loans in a rapid and convenient manner from digital channels through a team of mortgage specialists, the www.saripanjur.com.tr website, 5724 SMS channels, online banking and mobile banking.

VakıfBank provides all of the insurance needs of its customers through the subsidiaries Vakıf Emeklilik ve Hayat A.Ş. and Güneş Sigorta A.Ş.

Under the Eco-Friendly Mortgage Loan campaign launched together with TEMA, VakıfBank created the "VakıfBank Memorial Forest" by planting more than 160,000 saplings in total. VakifBank continued to offer mortgage loans to customers who prefer to purchase a house from a new housing/office development in 2017. The Bank reached agreements with leading companies in the sector, municipalities, housing cooperatives and urban transformation companies, enabling retail customers to purchase a house/office with the assurance of VakifBank. As such, the Bank continued its contribution to the sector's development and increased the number of affiliated branded residence, office and urban transformation projects.

In addition, customers who want to become homeowners with personalized payment options from VakıfBank Yellow-Shutter (SarıPanjur), can access the contracted housing projects by visiting www.saripanjur.com.tr, as well as through VakıfBank stands in real estate development project sales offices.

In order to leave a better world for the next generations, VakifBank joined forces with TEMA Foundation (Turkish Foundation for Combating Soil Erosion, for Reforestation and the Protection of Natural Habitats) to launch an Eco-Friendly Residential Loan campaign. In 2017, the Bank started to plant 50,000 saplings in the Çanakkale Gürece Forestation Area on behalf of customers who will take out loans under this campaign, and created the "VakifBank Memorial Forest" by planting more than 160,000 trees.

With its Yellow-Shutter (Sarı Panjur) brand, VakıfBank takes part in eco-friendly residential projects in order to increase environmental awareness and offers lending services to its customers. As a result of its partnership with Vakıf Emeklilik ve Hayat A.Ş. and Güneş Sigorta A.Ş., VakıfBank provided insurance coverage to mortgage loan customers while significantly increasing its insurance penetration levels.

In addition to various Yellow-Shutter products presented in 2017, the Bank continued with special mortgage loan campaigns for public sector employees, Police Solidarity and Assistance Fund (POLSAN) and Turkish Armed Forces Assistance and Pension Fund (OYAK) members. VakıfBank continued the "Yellow-Shutter Urban Transformation Credits" campaign for financing residential buildings in risky structures and areas. With the aim of transforming such areas under disaster risk, and continued to help its salary customers become homeowners with confidential VakıfBank Yellow-Shutter campaigns.

### **» BANKING INSURANCE**

In 2017, VakıfBank grew in bank insurance as a result of integration and collaboration efforts with its subsidiaries Güneş Sigorta A.Ş. and Vakıf Emeklilik ve Hayat A.Ş. Each VakıfBank branch operates as an agency of Güneş Sigorta, Vakıf Emeklilik and Hayat A.Ş. delivering customers products such as life insurance, non-life insurance and private pension products. Delivering services in wide range including fire, agriculture, health, engineering, responsibility, personal accident, life insurance and pension plans, VakıfBank developed and released new products in 2017 in order to meet customers' needs and widen its product range. The Bank reached the final stages of the project for marketing the insurance products of Güneş Sigorta A.Ş., Vakıf Emeklilik and Hayat A.Ş. through alternative channels, and the Bancassurance Project for integrating these insurance companies with VakıfBank; the two projects will be lunched shortly.

In the Private Banking segment, VakıfBank increased its total assets by approximately 40% compared to the end of 2016, and closed the year 2017 with total assets exceeding TL 3 billion.

The share of 95.82% in the total asset size of the Private Banking is provided by new customers' acquisitions.

### >> PRIVATE BANKING

VakifBank Private Banking, which has completed its seventh year, serves customers with total assets above TL 500,000 TL at VakifBank, through a total of seven Private Banking branches -three branches in Istanbul, and one each in Ankara, Izmir, Bursa and Adana- as well as a Private Banking corner.

VakifBank builds its growth in Private Banking upon a service perspective empowered by a highly talented workforce and mutual trust.

Private Banking provides customized financial solutions for customers of the high income group in its branches through Private Banking Portfolio Managers, who are specialized in their respective fields. At special service locations designed to maximize customer comfort. Private Banking offers not only the standard banking product range, but also alternative investment options suited to the needs and expectations of Private Banking customers.

Building its growth strategies on new customer acquisition and customer satisfaction since its set up, VakifBank Private Banking increased its total assets under management (AUM) by 40% year-on-year in 2017, reaching TL 3 billion in AUM. New customer acquisitions accounted for around 95.82% of the total AUM.

Committed to the principle of providing the highest quality service to its customers, VakıfBank Private Banking has taken care to keep the technical skills, sales and relationship management competencies of its portfolio managers at the highest level, through a planned training program.

VakifBank also placed importance to various activities, which help strengthen customers' relations to the Bank and enhance customer satisfaction. Such history and art activities lay the ground work for long-term relations with current and potential customers.

### » STRATEGIES FOR 2018

VakıfBank plans to enrich its product range and launch new Retail Banking products and services in response to customer needs in 2018. In addition, the Bank aims to meet customer demands particularly on digital channels and become an easily accessible bank that renders rapidly with impeccable service. In this context, the Bank aims to digitize all phases of the residential loan application, such that customers will only have to sign the documents at a branch for the loan allocation to take place: The expertise application and result requests can be made via the digital channels. The Bank will also set up a platform, whereby customers can make expertise demands related to loans, and initiate the expertise process whenever they want to learn the value of their house. VakıfBank will continue to invest in its technology infrastructure, organize campaigns that will maximize customer productivity, undertake initiatives geared toward increasing non-interest revenues, raise the cross-selling ratio by increasing customer loyalty, and maintaining its competitive approach in the banking sector.

In 2018, the Bank will focus on to the work on technological infrastructure, in order to increase the service quality offered to savings deposit customers. In this scope, technological updates will be completed to allow time for deposit customers to perform the full range of time deposit transactions that normally carried out in branches via the mobile and internet banking applications. In line with its goal of planned growth in terms of the number of savings deposit customers and market share, VakifBank will provide deposit products that will suit to market conditions, by focusing on the needs and demands of its customers.

In response to the increasingly competitive environment within the Private Banking segment related to its rapid growth in the world and Turkey, VakifBank Private Banking aims to grow its AUM, expand its service offerings, and increase its market share in 2018. The Department also aims to stand by its customers with the boutique events it offers to them.

In 2017, the OGM DCS Card developed by VakifBank and entitled the "Best Marketing Campaign of the Year - Financial Card" award at the International Business Awards (Stevie Awards), one of the most prestigious award organizations of the International Business Community.

An award-winning product designed by VakıfBank is Gümkart, which continued being used at an increasing rate among customers paying customs duties. As such, VakıfBank mediated in the collection of 45% of total Turkish custom duties in 2017.

### >> CASH MANAGEMENT

VakifBank keeps a close watch on the technological advances in the field of cash management by releasing products and services in accordance with its goal of becoming the strength by customers and stakeholders. VakifBank manages its retail and commercial customer relations in line with the principles of loyalty and customer focus, stands by its customers under any condition, and designs particular solutions for them. In 2018, as in every year, it shall expand its customer base further with new products shaping the market, and further strengthen its partnerships with existing customers.

VakifBank completely upgraded the IT infrastructure of the Direct Debit System (DDS), which is one of the most widespread products in supply chain finance; the system has come to acquire a functional structure in response to customer needs. Since the DDS product has a special place in commercial and corporate segment, it continued being marketed in an active manner, resulting in a 29% increase in parent company acquisitions and a 42% increase in dealer/customer acquisitions in 2017.

The Dealer Collection System (DCS), offered by the Bank to customers as an alternative supply chain financing product, continued to grow at an accelerating pace in 2017 as the number of customers registered in the system jumped 47% while the volume of collections soared

In 2017, with the inclusion of the Diamond Card in the scope of Dealer Collection System (DCS), the Bank started offering its customers the very first DCS service in installments.

VakıfBank's OGM DCS Card (OGM: General Directorate of Forestry) is the most popular DCS service in the market, and the Bank dominates the market share as the only bank active in this area. In 2017, VakıfBank obtained the "Best Marketing Campaign of the Year - Financial Card" award at the International Business Awards (Stevie Awards), one of the most prestigious award organizations of the international business community.

Another award-winning product designed by VakıfBank is Gümkart, which continued being used at an increasing rate among customers paying customs duties. As such, VakıfBank mediated in the collection of 45% of total customs duties in Turkey in 2017. Furthermore, there was a 51% increase year on year in the number of customers who employ the "Customs Duty Payment by SMS" service, offered to customers as an alternative payment method.

In 2017, new agreements and infrastructure upgrades were realized within the scope of corporate collections, and the number of institutions whose collections are mediated by VakıfBank increased 14%. VakıfBank increased its market share in Social Security Institution (SGK) and tax collections, which are the two most important categories in corporate collections, with year-on-year increases of 25% and 29% respectively.

The Bank started to offer e-archive solutions to customers in 2017, and took steps towards becoming the leading bank in e-solutions.

There was a 27% increase in transaction volume and a 55% increase in transaction numbers in the Bulk Payment System, which reduces the operational workload of the Bank and its customers by helping them with the bookkeeping of their payments.

Close collaboration with digitization and Fin-Tech companies were among the main goals of Cash Management, which achieved integration with numerous electronic money companies to this end. Furthermore, with the collaboration between VakıfBank and ComPay Payment, VakıfBank gave its customers the chance to use online money transfers in e-commerce, as an alternative to credit cards.

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E-Transformation projects continued to be at the core of Cash Management operations in 2016. To this end, the number of customers utilizing the e-Invoice Special Integrator service and the e-Ledger service rose 12% and 5% year over year, respectively. In addition to the E-Invoice and E-Ledger services, the Bank started to offer E-Archive solutions to customers in 2017, and took steps towards becoming the leading bank in E-Solutions.

In the commercial and corporate segment, the VakifBank started making active use of web service products such as the Check Integration System, Bulk Payment System, MT940 and Online Accounts Movements, which were upgraded in consideration of customers' needs and technological requirements and designed to respond to all needs: VakifBank aims to become the main bank of its customers which such products strengthening customer loyalty.

### » OUTLOOK FOR 2018

The Bank will continue to develop all its Cash Management products in response to competitive market conditions and customer needs and view product quality and customer satisfaction as its number one priority. VakıfBank aims to expand its customer base while further strengthening its relationships with existing customers by developing new products in line with customer needs and advances in technology in 2018.

VakifBank continued to increase its deposits and funding source cost management effectively in 2017, in spite of the ongoing fluctuations in the markets.

Global growth begins to gain momentum, OPEC's decision to cut production, the interruption of US oil production by a hurricane, and developments in the Middle East have caused a slight upsurge in oil prices.

### >> TREASURY MANAGEMENT

Following the US Presidential election in 2016, uncertainties regarding the global economy had increased; it was expected that growth would accelerate in the USA due to supportive fiscal policy, and that the Fed would tighten its monetary policy faster than previously anticipated. However, in 2017, there was no visible progress in the expansionary fiscal policies and protectionist trade policies that the administration aimed to implement and the normalization process in monetary policy became more evident, both of which played an important role in reducing the uncertainties. In 2017, the Fed realized three 25-basis point hikes in March, June and December, raising the policy rate to the 1.25%-1.50% interval. At the September meeting, the Bank gave a message to the markets that it will stick to its normalization process. Although the Fed initiated its balance sheet downsizing operations in October 2017, the mentioned development did not have a negative impact on financial markets, as it was already expected. The effect of the mentioned operations on the global markets is not fully visible as of end-2017. At the December 2017 meeting, the members of the Fed predicted three interest rate hikes for 2018, and the markets prices point to a similar direction. Jerome Powell, who will replace Janet Yellen as Fed Chairperson in February 2018, is expected to maintain the current policies.

The European Central Bank, which has been dealing with low growth, concerns over the banking system, public debt burdens and the Brexit process in the UK in the last few years, has adopted additional measures for its expansionary monetary policy, reduced policy interest rates and started buying corporate bonds. Elections in the countries of the region led to a reduction of political uncertainties and a recovery in economic activity became visible. At the ECB's March meeting, President Draghi

stated that there negotiations are underway for raising the interest rates, after which Euro started to appreciate against the US Dollar. At its October meeting the ECB decided to reduce its bond purchases starting from January 2018; however, in the announcement, it was stated that the policy rate will not be increased for a while once the bond purchases are over.

The increased momentum of global growth, OPEC's decision to cut production, the interruption of US oil production by a hurricane, and developments in the Middle East have caused a slightly increase in oil prices. The other commodities fared calmly during the year.

In 2017, developing countries pursued distinct monetary policies. The central banks of Brazil, Russia, Colombia and Indonesia reduced interest rates; while the central banks of Mexico, South Korea, Venezuela and the Czech Republic increased rates.

Due to the expectation that the normalization in developed countries will be moderate until the end of the third quarter of 2017, there were portfolio inflows to developing countries. Particularly after March, the share of foreign investors in the government debt security stock increased as a result of strong capital inflows into the government debt security markets, and the Treasury increased its external debt in response to strong foreign demand. A similar situation was observed in the foreign exchange rate, as Turkish Lira started to appreciate against other currencies from March onwards. However, due to geopolitical risks in our country, Turkey has sharply decoupled from other developing countries during the rest of the year; the Turkish Lira depreciated, and interest rates rose slightly.

VakifBank carried out a dynamic liquidity management program by evaluated decisions of the monetary policy, expectation of inflation and pricing behavior of CBT's and other central banks.

In 2018, CBT's and other central banks' monetary policies, international developments and interest rate expectations will continue to be the primary determinants of VakıfBank's liquidity management strategy.

The high level of inflation and the resulting deterioration in the inflation outlook created risks for pricing behavior, such that the Central Bank tightened its monetary policy gradually in the period of January - April 2017, and maintained this stance thereafter. The CBRT kept the funding provided through the overnight lending rate stable, and most of the system's funding needs were provided via the Late Liquidity Window. As a result of the tight liquidity policy implemented, the CBRT's weighted average funding rate increased and moved in parallel to the Late Liquidity Window interest rate. In the last quarter of the year, the high level of inflation and cost-side developments aggravated risks concerning expectations and pricing behavior. In this respect, the CBRT decided to tighten its monetary stance at the last meeting of the Money Market Council and raised the lending interest rate within the framework of the Late Liquidity Window from 12.25% to 12.75%.

After the low level it reached in July, inflation started to rise due to the depreciation of the Turkish Lira against the exchange rate basket and the rise in commodity prices. It was seen that, owing to cost-side pressures and strong economic activity, demand conditions were no longer bringing inflation down. A downward trend appeared in unemployment rates starting from the beginning of 2017. Growth started to accelerate in the second quarter of 2017 as domestic demand gained momentum, and this strong performance lasted until year-end. The strong fiscal discipline of the recent years has been one of the main dynamics protecting Turkey against negative external shocks.

### » FLEXIBLE LIQUIDITY MANAGEMENT

VakıfBank carried out a dynamic liquidity management program by monitored developments in domestic and international markets and evaluated decisions of the monetary policy, expectation of inflation and pricing behavior of CBT's and other central banks. In an effort to maximum benefit from the cost advantage in liquidity management, the Bank adopted an approach of effectively utilizing alternative markets and CBT's and other central banks' monetary policies. In 2018, CBT's and other central banks' monetary policies, international developments and interest rate expectations will continue to be the primary determinants of VakıfBank's liquidity management strategy.

## » EFFECTIVE SECURITIES PORTFOLIO MANAGEMENT

VakıfBank created a dynamic structure in securities portfolio management that jointly set by domestic market conditions, international developments, and pricing behaviors. As main purpose is that the securities portfolio was structured according to yields, maturities and asset types based on the Bank's budget targets and prevailing market conditions. In addition, long-term borrowing transactions in Turkish Lira were realized through swap transactions in the international markets. In 2018, after evaluating the market conditions, the Bank will consider both Turkish Lira and foreign currency long-term funding transactions through swap transactions, and maintain the current dynamic management structure of its securities portfolio. Also, the Bank will continue to remain steadfast to effective risk management rules within a balanced approach; and increase the Bank's trading income through capital markets trading and foreign exchange transactions.

In 2017, VakıfBank's total deposits raised by 25.4% to TL 155.3 billion.

VakıfBank's demand deposits increased by 23.3% year-on-year to TL 30.1 billion and the share of demand deposits in total deposits stood at 19.4%.

Committed to offering competitive prices and financial services in treasury products to customers in all segments according to market conditions and customer needs, VakıfBank Treasury Management closed the year 2017 with healthy growth figures. Systematic infrastructure investments and process improvement studies continued with a view towards delivering Treasury products with high quality and speed, and many project and infrastructure upgrades were realized.

In 2018, VakifBank will continue to stand by its customers with its innovative approaches under any condition, since it is committed to resolving customer needs in the most efficient and rapid manner possible, and to adopt pricing and technological advancements into VakifBank practices according to changing market conditions.

### **» TL 155.3 BILLION DEPOSIT SIZE**

VakifBank continued its deposit acquisitions and funding sources cost management effectively in spite of the ongoing volatility in the markets during 2017, and enlarged its customer base and deposit volume as a result of the high quality service provided through a strong technological infrastructure and widespread branch network. Aiming to increase demand deposits and enlarge its deposit base, VakifBank's total deposits raised by 25.4% compared to 2016 and reached TL 155.3 billion

owing to customer confidence as well as an prevalent branch network and alternative distribution channels. The Bank's total deposits in 2017 consisted of TL 103.5 billion of Turkish Lira-denominated deposits and TL 51.8 billion of foreign currency-denominated deposits.

In 2017, VakifBank continued to play an active and leading role in turning customer savings into the funds required by the economy. VakifBank's retail deposit increases by 20.6% compared to year-end 2016 and reached TL 65.3 billion. During this period, Turkish Lira retail deposits were up by 23% to TL 42.9 billion while foreign currency retail deposits increased 16% to TL 22.4 billion.

Having reached a high volume of demand deposits with the wide range of products it offers retail and commercial customers, VakıfBank increased its demand deposits by 23.3% year-on-year to TL 30.1 billion and the share of demand deposits in total deposits stood at 19.4%.

Having adopted Digital Banking as one of its main strategies, VakıfBank thus offers its customers the chance to access capital markets after completing the procedure online within a few minutes, without having to visit a branch.



In 2017, the Bank issued 41 bonds and a coupon payment bond with a total nominal value of TL 11.3 billion.

### >> INVESTMENT BANKING

VakifBank, in parallel with the high market share in the sector, is sympathetic to the cause of investors in its capital markets operations with products and services that channel savings into investments. VakifBank is making strides toward being a power by retail and corporate customers' side in money and capital markets owing to its custom-tailored solutions and competence in using state-of-the-art technology.

## » BROKERAGE SERVICES FOR CAPITAL MARKETS INSTRUMENTS

As part of its investment product and services, VakifBank offers customers commission services on investment services such as equities, futures and options, mutual funds, public bond, treasury bond, private sector debt instruments, corporate bonds, and gold.

VakıfBank's market share in the Borsa Istanbul's Stock Market and Derivatives Market (VİOP) transactions continued its progression in 2017 because of the rising synergy based on the collaboration with the Bank's subsidiary Vakıf Yatırım Menkul Değerler A.Ş. (Vakıf Investment Securities).

In 2017, in order to contribute to the development of capital markets and help investors to easily keep track of the markets and carry out transactions, VakıfBank upgraded various features of its TradeOnline Mobile App and started offering instantaneous stock price information from Borsa İstanbul (BIST) to all customers free of charge. In addition to purchasing stock price data free-of-charge, customers can also monitor 10 VİOP and Index data of their choosing in the mobile application, also free-of-charge. VakıfBank will continue to give customers the chance to keep track of a wide range of data free-of-charge,

and remain the strength standing by investors in the following period.

In 2017, it became possible to open investment account over Internet Banking channel in order to enable investors' access capital markets in a quick and practical manner. Customers who open investment accounts can immediately start trading once they enable stock and VIOP transactions on their accounts. Having adopted Digital Banking as one of its main strategies, VakifBank thus offers its customers the chance to access capital markets after completing the procedure online within a few minutes, without having to visit a branch.

All capital markets transactions other than equities and derivatives can be performed through any of the Bank's branches, investment centers, private banking branches, ATMs, mobile banking, internet banking and call center. Equity and derivative transactions can only be placed through investment centers, private banking branches, mobile banking, internet banking, call center and VakifBank Trade Online transaction platform.

### » BANK BONDS AND SUBORDINATED DEBT ISSUANCE

In order to diversify the Bank's funding sources, reduce interest rate risk, contribute to liquidity management and increase the average maturity of liabilities, VakıfBank issued 41 bonds and a coupon payment bond with a total nominal value of TL 11.3 billion capturing a 13% market share.

On the other hand, in 2017, the Bank issued a ten-year subordinated loan (Tier-II capital) amounting TL 525,000,000 with a variable

VakıfBank continued to offer customers gold trading opportunities, and to organize Gold Days in its branches across Turkey.

In 2017, a 10-year subordinated loan with a nominal value of TL 525 million (Tier II capital) was offered to qualified domestic investors.

interest rate to qualified domestic investors. This issuance tenders a good alternative to institutional investors seeking long-term TL-denominated investment opportunities, and raised long-term funds for the Bank. The issuance also had a positive effect on the statutory ratios since it qualifies as additional capital.

In the following period, VakifBank bonds will continue to be presented to corporate and retail investors will be offered as an alternative investment instrument

### **» MUTUAL FUNDS**

As part of mutual fund participation share trading and active marketing activities, the Bank provides brokerage service for money market funds and the short term debt instruments fund founded by Vakıf Portföy (Vakıf Portfolio) through all of its branches and Investment Centers as well as Alternative Distribution Channels such as Internet Banking, Telephone Banking, ATMs and Mobile Banking.

Under the management of portfolio management specialists due to strategies tailored to customer needs, Vakıf Portföy mutual funds reached a 4.40% market share and TL 2.1 billion in total assets under management (AUM) as of year-end 2017.

At the beginning of the year, VakıfBank customers were already able to access all investment funds over the TEFAS Platform (Turkey Electronic Funds Trading Platform) by means of the branches and Internet Banking channel: In 2017, the Mobile Banking channel was also added to the platform, thus enabling customers to access these investment funds via all distribution channels.

#### **» GOLD BANKING AND GOLD DAYS**

As one of the first banks that release gold banking, VakifBank makes its 30 years of experience in this segment available to customers through its branches as well as alternative channels.

VakifBank continued to offer its customers gold trading opportunities, and to organize Gold Days in its branches across Turkey. As part of VakifBank Gold Days initiated in early 2013, Cumhuriyet gold coins (in wholes, halves and quarters) as well as all-carat gold jewelry including bracelets, rings, and necklaces are assessed by gold experts and corresponding amounts are deposited into customers' Golden Era Accounts in grams of gold. Gold Days were organized at 522 branches in 2017 and personally expert service was provided in many locations. VakifBank will continue and expand the scope of this initiative in 2018.

### » ACIVITIES OF THE CUSTODY AND FUND SERVICE DEPARTMENT

VakifBank conducts all the custody services as defined in the regulations of the Capital Markets Board. The Bank offers general custody and portfolio custody services to both corporate customers and collective investment undertakings. The Bank also provides fund service department activities for collective investment undertakings.

### » FOREIGN TRADE AND CORRESPONDENT

Having accelerated its activities with the vision of becoming the Leading Bank of Strong Turkey, VakıfBank remains the most active Turkish Bank in the international markets, with its bond issuances, syndicated loans, and providing long term and cost-effective funding sources.

Treasury Control and Reporting Module redesigned a Middle Office Management infrastructure and to integrate it to the other treasury systems in use, was completed.

Through a series of system upgrades, the Bank can keep instant track of risks arising from Treasury transactions.

### >> TREASURY MANAGEMENT MIDDLE OFFICE OPERATIONS

VakifBank constituted the systemic infrastructure necessary for to control, monitoring and reporting of treasury transactions, as a result of The Treasury Reporting and Middle Office Department which had operated under the Risk Management Department from 2014 until August 2017. The Bank has thus achieved a control, warning and reporting infrastructure with a high technical level, in keeping with its internal systems.

The notion of independence has been organized in a systematic manner in the activities carried out within the workspace shared with the relevant departments over the designed infrastructure. Upon the approval of the Audit Committee and the decision of the Board of Directors, Treasury Control and Reporting Module redesigned a Middle Office Management infrastructure and to integrate it to the other treasury systems in use, was completed, as of August 2017.

The Treasury Management Middle Office Department is in charge of organizing and management of Treasury systems, controlling the compliance of all Treasury limits and transactions with market prices within the limits set by the Board of Directors, system entrance controls of Treasury transactions, their secondary approvals, end-of-day assessments of Treasury transactions, senior management reports on collateral management and Treasury transactions, and provides controls, efficiency and productivity in these areas.

## » REAL-TIME MONITORING ACTIVITIES WITH TOP LEVEL TECHNOLOGICAL COMPETENCE

Treasury Department Bank Limit Monitoring System (KGR) enables the monitoring of compliance with the limits for the banks that the Head of Treasury is authorized by the Board of Directors to deal with. In the mentioned system, the limits determined as "Credit Limits" and "Reconciliation Limits" are monitored on real-time basis, and treasury users provided with the option to learn the limits before making any transaction with the banks. Furthermore, within the scope of Collateral Management, the daily values according to market prices of the derivative collaterals at the banks are calculated over the Treasury Control and Reporting Module. Depending on their results, the collaterals

sent to counterparty banks that are added to the limits of the relevant banks as risk through the Treasury Department Bank Limit Monitoring System. Warning signals have been developed within the system in order not to exceed the limits, and when necessary, system reports on (Warning Report Before Exceeding Limits and Report on Exceeded Limits) are shared instantly with users.

Treasury Control and Reporting Module designed to provide a Middle Office Management infrastructure and to integrate it to the other treasury systems in use, was largely completed and commissioned. The project will be fully complete in 2018.

Treasury Control and Reporting Module has four functions, namely, the Treasury Valuation Module which reports the daily values of treasury portfolios according to market prices; the Limit Management System Module which monitors compliance with the Board of Directors' limit decisions; the Market Control Module which checks whether transaction prices differ from market prices; "Treasury Profit/Loss Module" which reports the daily, monthly and yearly funded profit/loss ratios of transactions.

The Kondor Upgrade Project was initiated to install at the Bank the latest version of the Treasury Software "Kondor (K+), Kondor Global Risk, K+TP" system, which is used for the entrance, approval, registration and bookkeeping of Treasury transactions. The plan is to complete and commission the system before the end of 2018.

In addition, the results of the efforts for monitoring and controlling the foreign exchange position and the position limits for Treasury transactions are discussed in the In-House Committees named "Treasury Foreign Exchange Position and Stop-Loss Limits Management Committee" and "Exchange Rate Committee", and essential action is taken when necessary. The activity reports submitted to the Audit Committee in six monthly periods provide information to committee members about the results of the controls on treasury transactions and the actions taken.

While procuring new funding sources in different currencies at various maturities, VakıfBank also expanded its investor base with new structured finance products which it pioneers.

VakıfBank broke new ground in 2017 with the first TL-denominated Covered Bond transaction in Turkey apart from those made with multinational development banks.

### >> STRUCTURED FINANCE

VakifBank broke new ground in 2017 with the first TL-denominated Covered Bond transaction in Turkey apart from those made with multinational development banks. VakifBank procured TL 2.6 billion Covered Bond issuance with two different transactions. In addition, total amount of the long-term non-deposit TL funding reached to TL 3.2 billion with the issuances of TL-denominated Covered Bond and subordinated bond in the last three months of 2017 period.

### » INVESTOR BASE CONTINUES TO EXPAND AS A RESULT OF DIVERSIFYING FUNDING STRUCTURE

While reaching procuring new funding sources in different currencies at various maturities, VakifBank also expanded its investor base with new structured finance products which it pioneers. VakifBank continued to support to national economy and to be the strength by real economy with solid and liquid balance-sheet structure by extending the maturity of TL funding through non-deposit sources.

## » THE FIRST TL-DENOMINATED COVERED BOND ISSUANCE IN TURKEY APART FROM THOSE MADE WITH MULTINATIONAL DEVELOPMENT BANKS

In October 2017, VakifBank completed the issuance of Covered Bond amounting TL 1.3 billion based on treasury transactions with 5 years maturity on October, 2017. The issuance completed as private placement is also the first TL-denominated Covered Bond transaction in Turkey apart from those made with multinational development banks.

In December 2017, VakifBank completed the issuance of Covered Bond with HSBC Bank PLC as an investor amounting TL 1.3 billion based on treasury transactions with 5 years maturity.

Thus, in 2017, under the Mortgage Covered Bond Programme, VakıfBank completed the TL 2.6 billion equivalent bond issuance based on treasury transactions with two different transactions.

## » GLOBAL MEDIUM TERM NOTES PROGRAMME (GMTN)

Establishing the Global Medium Term Notes (GMTN) programme, VakıfBank issued the first ever Euro-denominated Eurobond in Turkey apart from the sovereign. The Bank issued the first ever Basel 3-compliant Tier II subordinated notes of Turkey in international debt capital markets in 2015. VakıfBank issued Eurobond amounting USD 500 million with a maturity of 5 years under the Global Medium Term Notes (GMTN) programme on May 30, 2017. The coupon rate and the final yield of the issuance have been set at 5.625% and 5.65%, respectively. Over 150 institutional investors from all over the world were interested the Eurobond issuance. Thus, the coupon rate has tightened by 25 bps from the initial target price.

As part of its Medium Term Note Programme, the Bank performed a total of 230 private placements with 19 different banks. The transactions were carried out in different currencies (US Dollars, Euros and Swiss Francs) and maturities of three months, six months, one year and two years with a total amount of USD 4.86 billion. The Bank raised the equivalent of USD 169 million from 8 private placement deals in 2017.

In February 2017, VakıfBank exchanged a part of Basel II-compliant notes amounting to USD 227.6 million due in 2022 to Basel III-compliant notes by adding the pioneering and innovating Turkish bank in international markets.

In 2017, a loan of
USD 250 million was
provided from ICBC
Dubai and loans
amounting EUR 42
million and USD 3.5
million from EBRD,
for the usage in trade
financing.

#### **» SYNDICATION LOANS**

VakıfBank signed a syndication loan agreement amounting to USD 188.5 million and EUR 716.5 million, USD 967 million equivalent in total with the participation of 37 bank in April 2017. The all-in cost of the 367-days term loan is LIBOR +1.45% for USD tranche and EURIBOR +1.35% for Euro tranche. In the second half of 2017, VakıfBank signed the second syndication loan agreement of the year amounting to US\$ 131 million and § 634 million, USD 891 million equivalent in total with a cost of 367-days term loan of Libor +1.35% and Euribor +1.25% with the participation of 22 banks. With these transactions, the Bank obtained a total of USD 1.86 billion in syndicated loans in 2017.

#### » SUBORDINATED LOANS

VakıfBank exchanged a part of Basel II-compliant notes amounting around USD 228 million to Basel III-compliant notes by adding its leading and innovative Turkish Bank image in the international debt capital markets. The coupon rate of these notes having a maturity of November 2027 and a call option in November 2022 has been set at 8%. This exchange transaction had a 50 basis points positive impact on the Bank's year-end 2016 capital adequacy ratio.

In September 2017, the Bank issued a subordinated bond amounting TL 525 million with 10 year maturity and having a call option at the end of 5 years, which created a more than 30 basis points positive impact on the capital adequacy ratio.

### » SUPPORTING THE REAL ECONOMY VIA BILATERAL AGREEMENTS

As a result of the agreement signed with ICBC Dubai in March 2017, the Bank procured a three-year USD 250 million loan to be used in foreign trade finance.

Under the RCA agreement signed with EBRD, in order to support the import and export transactions of the customers, the Bank procured loans of EUR 42 million and USD 3.5 million with different maturity terms in 2017.

### » LOANS PROCURED FROM INTERNATIONAL FINANCIAL INSTITUTIONS

VakifBank continues to collaborate with the European Investment Bank (EIB), the World Bank and the European Bank for Reconstruction and Development (EBRD), KfW and French Development Agency (AFD) to provide long-term, cost-effective funding to the real economy.

### » ACTIVITIES WITH EUROPEAN INVESTMENT

Due to its successful performance in the Greater Anatolia Guarantee Facility (GAGF-I) procured from EIB through an agreement in 2010 amounting to EUR 75 million, EUR 50 million was allocated to VakıfBank in 2015. This facility was allocated to customers in 2015. In 2015, under the scope of the GAGF II project, an additional facility of EUR 25 million was provided to VakıfBank, which allocated all of it in 2016. Under the scope of this project, a last tranche of EUR 50 million was provided to VakıfBank, which completed loan allocations in 2017. All funding sources provided under the GAGF project have a maturity of 5 years and there will be a one-off principal repayment when maturity ends. VakıfBank provides 100% co-financing at all stages of the project.

Under the guarantee of the Turkish Undersecretariat of Treasury, a EUR 75 million Climate Change Loan Agreement was signed between VakifBank and European Investment Bank on December 9, 2011, to be used in financing renewable energy and energy efficiency investment. Under the scope of this 12-year facility with a 3-year grace period,

As a result of its success in sustainability in projects for targeting SMEs and medium-sized businesses, the European Investment Bank allocated EUR 300 million funds to the Bank under the name of VakıfBank Loan III for SMEs and Midcaps.

VakıfBank provided funding sources amounting to USD 110 million from the European Bank for Reconstruction and Development (EBRD) in the framework of TurSEFF II and TurSEFF III programs. VakıfBank became the first bank to allocate the EBRD's TurSEFF III funds.

the Bank allocated EUR 53.1 million in loans as of end-2016. The remaining EUR 21.9 million tranche, which was not allocated, was turned into a SME Financing loan with an agreement signed between VakifBank, EIB and Undersecretariat of Treasury in March 2017. Allocations within the scope of the aforementioned scheme were competed as of October 2017.

As a co-financing facility to USD 80 million TurSEFF II project obtained through an agreement signed with the European Bank for Reconstruction and Development (EBRD) in 2013, VakifBank, European Investment Bank and the Undersecretariat of Treasury converted a EUR 50 million Energy Efficiency Cofinancing Loan Agreement. Loan allocations under this 8-year loan with a 3-year grace period were completed by June 2017.

The European Investment Bank (EIB) allocated a EUR 200 million facility to VakıfBank in 2013 to be extended to Turkish municipalities and their subsidiary companies. VakıfBank and the European Investment Bank signed the Municipal Infrastructure Projects Financing Loan Agreement for a EUR 100 million tranche of this facility on December 19, 2013 under the guarantee of the Undersecretariat of Treasury of Turkey. Pursuant to the agreement signed between the Bank, the European Investment Bank and the Undersecretariat of Treasury of Turkey on November 26, 2015, this 12-year facility with a three-year grace period for principal repayments was converted to an SME Financing loan. After the conversion, EUR 100 million portion was allocated. VakıfBank signed an additional SME-B Loan Agreement on May 6, 2016 for the remaining EUR 100 million spare of the EUR 200 million facility which was obtained in 2013. The EUR 50 million first tranche of the loan was transferred to the Bank's accounts on October 14, 2016

and the funding source was fully disbursed by November 2016. The last tranche of the loan in the amount of EUR 50 million arrived in the Bank's accounts on December 22, 2016. Loan disbursements from this funding source are currently ongoing. This is a 12-year facility with a four-year grace period.

The loan agreements for the EUR 200 million facility allocated for VakıfBank by the European Investment Bank in 2014 under the guarantee of the Undersecretariat of Treasury of Turkey as part of VakıfBank Loan II for SMEs and Midcaps II project were signed in the form of two EUR 100 million tranches in 2014 and in 2015. These loans have a maturity of eight years with a three-year grace period. Disbursements from the VakıfBank Loan II for SMEs and Midcaps II project were completed as of October 2016.

As a result of its sustained success in projects targeting SMEs and medium-sized businesses, the European Investment Bank allocated a new EUR 300 million fund to the Bank under the name of VakifBank Loan III for SMFs and Midcaps. To be obtained under the guarantee of the Undersecretariat of Treasury of Turkey, the first agreement for the loan amounting EUR 100 million was signed on December 16, 2016. This 8-year facility with a 3-year grace period was transferred to VakıfBank accounts on March 9, 2017. The loan allocations under the mentioned facility continues. Agreements concerning the remaining EUR 200 million facility allocated to VakıfBank are planned to be signed in 2018.

A credit facility agreement was signed on the 20<sup>th</sup> of November 2017 between French Development Agency (AFD) and VakıfBank aiming to support rural development and agricultural sectors in Turkey to finance micro-, small- and medium-size enterprises, cooperatives, producer unions as well as farmers engaged in these sectors.

VakıfBank continues
to collaborate
with the European
Investment Bank
(EIB), the World Bank,
EntwicklungsBANK
(KFW) and the European
Bank for Reconstruction
and Development
(EBRD), French
Development Agency
(AFD) to provide longterm, cost-effective
funding to the real
economy.

# » COLLABORATIONS WITH THE EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT

USD 110 million obtained from the European Bank for Reconstruction and Development (EBRD), under the scope of securitization loan based on future flow transaction amounting USD 890 million equivalent, in Euro- and US Dollars-denominated, signed by VakifBank in 2016, is being used to finance SMEs' energy efficiency projects, in the framework of the TurSEFF II and TurSEFF III (Turkey Sustainable Energy Finance Program) loans. VakifBank has become the first Turkish bank to allocate EBRD's TurSEFF III funds.

50% of EUR 50 million facility obtained from the European Bank for Reconstruction and Development (EBRD) in 2016 as part of VakifBank's Residential Mortgage Covered Bond Programme was extended to SMEs in the agriculture sector while the remaining 50% keeps being used in supporting women entrepreneurs (as part of the Women in Business program) with a focus on priority development regions.

### » COLLABORATIONS WITH THE WORLD BANK

In 2010, VakifBank and the World Bank signed a USD 200 million SME Financing Loan under the guarantee of the Undersecretariat of Treasury. Loan allocations under this 30-year facility with a 5.5-year grace period were completed in 2015.

In 2013, the World Bank extended USD 201 million to three public banks (VakifBank, Ziraat Bankası, Halk Bankası) under the scope of

the SME Energy Efficiency Project, with the guarantee of the Undersecretariat of Treasury. Loans amounting USD 36.3 million were allocated under this fund amounting USD 67 million facility with a maturity of 30 year and a 5.5-year grace period by this time. Loan allocations have accelerated especially in 2017, and VakıfBank became the first bank to allocate the Performance Guaranteed Transaction Agreements (ESCO), an important component of the this project.

### » COLLABORATIONS WITH THE FRENCH DEVELOPMENT AGENCY (AFD)

A credit facility agreement was signed on the 20th of November 2017 between French Development Agency (AFD) and VakıfBank aiming to support rural development and agricultural sectors in Turkey to finance micro-, small- and medium-size enterprises, cooperatives, producer unions as well as farmers engaged in these sectors. The facility allocated to VakıfBank that has a three-year grace period for principal repayment, and a final maturity of 12 years. The technical assistance component of this facility through strengthening the management of VakıfBank's environmental risk and social risk increase its capacity in agricultural and rural financing.

#### » ACTIVITIES IN 2017

In order to support the real economy with long-term and cost-effective financing, VakıfBank continues its loan collaborations with The European Investment Bank (EIB), the World Bank, the European Bank for Reconstruction and Development (EBRD), the German Development Bank (KfW) and the French Development Agency (AFD).

VakıfBank became the most active bank in terms of utilizing Residential mortgage Covered Bond Programme through the issuance amounting TL 5 billion.



VakıfBank was entitled to receive five separate awards on the international and national platforms with the first ever Eurodenominated Mortgage Covered Bond issuance of Turkey in 2016.

#### >> INTERNATIONAL BANKING AND CORRESPONDENT BANKS

VakifBank has become the most active bank in terms of utilizing Residential Mortgage Covered Bond Programme amounting around TL 5 billion, having issued Turkey's first Euro-denominated Covered Bond amounting EUR 500 million in 2016, and two TL-denominated Covered Bonds in 2017.

### » RESIDENTIAL MORTGAGE COVERED BOND PROGRAMME

In order to tap into alternative financing facilities in international debt capital markets, VakıfBank established on 29 July 2015 amounting EUR 3 billion of Residential Mortgage Covered Bond Issuance Programme composed of covered bonds, which have been in use for many years in developed markets such as Europe as a funding instrument, and are allowed in Turkey with the Communique on Covered Bond on 2007 issued by CMB. As part of the program, VakıfBank issued the first ever benchmark Eurodenominated Mortgage Covered Bond of Turkey amounting EUR 500 million residential mortgage covered bond with a five-year maturity on May 4, 2016. The order book in excess of EUR 3.2 billion from almost 300 investors; as a result, pricing of deal realized at MS+250 which is 30 bps below the initial price of target price of MS+280. The yield and the coupon rate of the issuance has been set as 2.578% and 2.375%, respectively. This coupon rate is the lowest one among all the issuances in Turkey including the issuances of Turkish Treasury.

In October 2017, under its Residential Mortgage Covered Bond Programme, the Bank issued a 5.5 year bond amounting TL 1.3 billion based on international treasury transactions. The issuance through private placement is also the first TL-denominated Covered Bond transaction of Turkey apart from those made with multinational development banks.

After this successful issuance, in December 2017, VakifBank issued a 5.5 year Covered Bond amounting TL 1.3 billion based on treasury transactions, where HSBC Bank PLC was the investor. Together with the TL 1.3 issuance of October 2017, the Bank's total issuances under its Residential Covered Bond Programme in 2017 exceeded TL 2.6 billion. Overall, VakifBank became the bank issuing the highest amount of Covered Bond issuances among Turkish Bank with a total amount of approximately TL 5 billion, having issued Turkey's first Eurodenominated Covered Bond amounting EUR 500 million in 2016, and two TL-denominated Covered Bonds in 2017.

### » TWO MORE INTERNATIONAL AWARDS FOR COVERED BOND ISSUANCE

VakıfBank became the first Turkish bank to win an award at the award ceremony organized following the "Covered Bond 2016 Conference," organized by European Covered Bond Council (ECBC) and Euromoney for the 14<sup>th</sup> time this year. VakıfBank's Covered Bond issuance was awarded the first award in the "Best Debut Deal of the Year" category. This bond issuance was entitled the first award in the same category at the award ceremony held in June 2016 by Covered Bond Investor Council (CBIC) and "The Covered Bond Report" magazine. VakıfBank's Covered Bond issue won another first award from Global Capital, a prestigious and acclaimed media organization of international capital markets, in the "CEEMEA Financial Institution Deal of the Year" category in January 2017. VakıfBank won two more awards on top of these three prominent awards: The Bank was deemed worthy of "Best International Bond Issuance of the Year" and "Best Financial Institution Deal of the Year" awards at the "Bonds and Loans 2017", one of the most prestigious award organizations of the Turkish capital markets and finance sector, thus crowning its success in Covered Bond deals with a total of five awards.

VakıfBank is expanding its correspondent network day by day consisting approximately 1,500 banks and financial institutions in 127 countries.

During 2017, VakıfBank regularly strengthened relations and provided information about its corporate affairs and operations to investors and brokerage companies.

### » INTERNATIONAL BANKING AND CORRESPONDENT BANKS

VakıfBank's stubborn correspondent bank network comprised of 1,491 banks and financial institutions in 127 countries across the world. The network is managed in line with the principles of mutual trust, collaboration, and transparency by a dynamic team specialized in CRM focused on creating rapid and alternative solutions for their customers. This network continues to expand by the day with the establishment of new relationships. Following the agreements signed with the EBRD and the International Finance Corporation (IFC) to develop foreign trade, VakıfBank acts as an intermediary for export letters of credit and guarantees from the banks supported in the program under the umbrella of these institutions. As a result of its extensive network of correspondent banks as well as its lines of credit, VakıfBank continues to support funding for foreign trade transactions and remains one of the most preferred banks in this segment.

### » VAKIFBANK'S INTERNATIONAL ORGANIZATION

#### **VakıfBank International AG**

VakıfBank International AG, headquartered in Vienna, was established in 1999 in line with VakıfBank's plans to expand abroad and conduct international banking operations. The Bank has branches in Vienna, Frankfurt and Cologne.

#### New York Branch

The New York Branch was established in 1995 to better exploit opportunities in international financial markets and to provide more comprehensive solutions to customers in foreign trade.

#### **Bahrain Branch**

The Bahrain Branch was established in 2005 to finance foreign trade transactions, which continue to expand due to the soaring business

volume between Turkey and the Gulf Region, and to fund projects planned in this region.

#### **Arbil Branch**

Pioneering the banking sector once again, VakıfBank provided its place among the first Turkish banks that have opened branches in Northern Iraq. The Bank's aim is to support the commercial and economic collaboration between Turkey and Iraq and to back Turkish entrepreneurs who make investments in the region. The Arbil Branch commenced operation in February 2011.

#### **Effective Communication with Investors**

During 2017, VakifBank regularly strengthened its relations and provided information about its corporate affairs and operations to investors and brokerage companies.

During the year 2017, the Investor Relations Department:

- » Responded to approximately 1,000 information requests submitted by shareholders.
- » Attended 21 local and international investor conferences, and held face-to-face meetings with more than 400 foreign and local institutional investors.
- » More than 250 meetings were conducted at the Bank's Istanbul offices and roughly 400 investors/analysts were interviewed.
- » Following the investor conferences attended, reports were prepared in line with the feedback obtained from the investors and presented to the top management.
- » Four teleconferences regarding the results of the financial statements were arranged and their records were published on the English version of the website.
- » Annual ordinary evaluation meetings were held with rating agencies (Fitch, Moody's, and S&P).

Vakıfbank became Bank the second Turkish bank to have the ISO: 9001-2015 Quality Management Certificate and ISO: 14001-2015 Environmental Management System Certificate covering both Head Office Departments and all branches.

"VakıfBank IR",
Turkey's first Investor
Relations Application
Project in English,
designed for iPhone
or iPad users in 2014,
was downloaded and
started using by a total
of 12,160 users, of
which 5,830 in 2017.

- » Close communication was sustained with all the analysts publishing reports regarding the Bank, accurate and reliable information was provided to the analysts during the report preparation and comments on the reports were shared with the analysts following the review process.
- » It was ensured that 2017 Ordinary General Assembly meeting was held within the scope and in compliance with the Banking Law, Capital Markets Law, Corporate Governance Communiqué (II-17.1), the Bank's Articles of Incorporation and other legislations.
- » The Disclosure Policy was updated with the Board of Directors' resolution dated 31.10.2017 within the scope of Communiqué on Material Events Disclosure (II-15.1) published by Capital Markets Board (CMB).
- » VakıfBank was entitled the awards of "International Bond Deal of the Year" and "Financial Institutions Financing Deal of the Year" with the first ever Euro-denominated Mortgage Covered Bond issuance of Turkey amounting EUR 500 million with 5 years maturity by "Bond and Loans Award 2017", one of the most prestigious award in the Turkish Capital Markets and finance sector. In addition, VakıfBank has won "CEEMEA Financial Institution Deal of the Year" award by Global Capital, one of the respectful and prestigious media company of international capital markets, in January 2017 for the same issuance.
- » Mr. Hasan Ecesoy, EVP responsible for International Banking and Investor Relations Department, took part as a speaker for the panel of "the Symbiotic Life of Credit Markets and Capital Markets: Securitization" at Capital Markets Congress held in Istanbul.
- » Secretarial procedures were performed for the Corporate Governance Committee, which is the highest body authorized for coordinating sustainability activities, and for the Sustainability Work Group which carries out activities under this Committee. Anticipated meetings and meeting agendas were determined.

- » As the Bank is listed in the BIST Sustainability Index, correspondence with the related organizations has been carried out to make sure that the Bank maintains its position in the Index. Furthermore, EIRIS (Ethical Investment Research Services Limited) reports issued regarding the Bank's index performance were reviewed and mutual opinions were shared.
- » In order to maximize the Bank's performance on environmental, social and Corporate Governance fields, activities were carried out in collaboration with other departments of the Bank.
- In accordance with the Global Reporting Initiative G5 requirements, activities were initiated to prepare the third Sustainability Report of the Bank that will cover June 2017
   June 2018 period.
- » ISO: 9001-2015 Quality Management
  Certificate and ISO: 14001-2015
  Environmental Management System
  Certificate obtained on the basis of the
  activities initiated for the purpose of
  establishing, managing and providing
  sustainability of the Quality and
  Environmental Management Systems of
  which methodology to be determined by the
  Corporate Governance Committee within the
  Bank. VakıfBank became the second bank in
  the sector and first bank among state banks
  with ISO: 9001-2015 Quality Management
  Certificate including the assessment of both
  Head Office departments and all branches.
- » Targeting the institutional and foreign investors, Turkey's first investor relations application in English that was prepared by the related Bank departments in 2014 for iPhone and iPad users was developed with the name "VakifBank IR." From the date of activating the application until the end of 2017, 12,160 users in total and during 2017 5,830 users downloaded the application and continue to use it on tablets and smartphones.

VakifBank has been the listed in the BIST Sustainability Index since its foundation in 2014. VakifBank continues to work its correspondence with the related organizations to be listed in international sustainability indexes.

VakıfBank began to work on preparing the Sustainability Report to be published in 2018 for the activities of the year 2017 in accordance with the standards of the Global Reporting Initiative.



#### >> SUSTAINABILITY

The Bank has taken an important step towards the continuous improvement of customer satisfaction and banking service quality, by making its operations and processes compatible with the ISO 9001 Quality Management System, in line with its customer-focused growth strategy. On the other hand, by achieving the ISO 14001, it has documented that the direct effect of its banking activities on the environment has been minimized, in compliance with widely accepted and respected standards in the international arena. In line with the principle of "sustainable development is possible only with a sustainable environment", the Bank aims to determine the environmental impact of its activities by minimizing these effects, and ensuring a sustainable and innovative development in every field related to the environment.

#### » THE GOAL IS ENSURING ALL VAKIFBANK EMPLOYEES WORK IN ISO 14001-CERTIFIED BUILDINGS IN THE MEDIUM TERM

In the certification audit of these two certificates considered to be very important in the international arena, VakıfBank collaborated with TÜV-SÜD, which has a 150-year worldwide experience in the field, in the clearest indication of the importance it attaches to sustainability efforts. Having managed to obtain an "ISO-9001 Quality Management System" certificate that covers the Head Office Departments and all the branches, VakıfBank provided an "ISO 14001 Environmental Management System" certificate after audits in Head Office Departments and 31 branches. In

addition, as of end-2018, 250 more branches are planned for inclusion in the scope of certification. In the medium term, the goal is ensuring that all VakifBank employees work in ISO 14001-certified buildings.

#### **» SUSTAINABILITY REPORTING**

A shareholder analysis study with a large sample was conducted in accordance with the AA1000 shareholder Engagement Standard for the Sustainability Report published in 2017. Study has started on preparing the Sustainability Report to be published in 2018 for the activities of the year 2017 in accordance with the standards of the Global Reporting Initiative. In 2017, the Bank also repeated its performance of score B (Administrative) obtained in 2016 in the CDP climate change program, which includes disclosures such as climate change strategy, governance, risk management and carbon emissions.

#### » SUSTAINABILITY WORKING GROUP

Reporting to the Corporate Governance Committee, the Sustainability Working Group continues its activities with success under the International Banking and Investor Relations Department. As a result of these efforts, the Bank continues to increase its performance on the BIST Sustainability Index, which has been a part of it since the latter's foundation in 2014. In addition, the Sustainability Service, which operates under the Investor Relations Department, continues its efforts to participate in international sustainability index.

In 2017, VakıfBank's credit cards reached a total turnover of TL 37.2 billion and an annual growth rate of 20.60%, which well above the Turkish banking sector growth rate of 12%.

The growth rate of VakıfBank's credit card was ranked as 2<sup>nd</sup> best performance among peers.

#### >> PAYMENT SYSTEMS

In 2017, VakıfBank credit cards reached a total turnover of TL 37.2 billion and an annual growth rate of 20.60%, which well above the banking sector growth rate of 12%. VakıfBank has succeeded in becoming the bank with the second best performance in terms of turnover growth rate. On the other hand, the number of transactions increased by 12.76% to reach 248,712,715 million for the year. The number of cards increased by 508,304 to 4,017,369. The growth rate in the number of cards were 14.49%, and VakifBank displayed the second best performance in terms of the card number growth rate. The credit balance increased by 20.6% compared to the previous year to TL 7,195,597 thousand.

### » NEW SERVICES AND DEVELOPMENTS IN CREDIT CARDS

The mobile credit card campaign follow-up application "Cepte Kazan" (Win in Mobile App) was put to the service of customers.

Adapting to the realities of the digital age, VakifBank launched the user-friendly "Cepte Kazan" app in order to increase credit card shopping volume, credit card and mobile banking customers, customers' commitment to Bank products, and customer satisfaction. In October, "Cepte Kazan" was also placed on the interface of the mobile banking application, resulting in a rapid growth in campaign visualization and participation figures.

The main difference of the "VakifBank Cepte Kazan" application from similar bank products is that it has been integrated into the home page of the mobile application, and thus can be launched without a separate download.

The application is developed to enable VakifBank customers to:

- » Easily keep track of general or personalized campaigns, or campaigns customized for their cards,
- » Participate in the campaigns,
- » Monitor their spending on the campaigns they join in.
- » Obtain information on scoring TL points/ discount download transactions and keep track of these dates.

#### <u>Paying Motor Vehicle Tax (MTV) by Credit</u> <u>Card on VakıfBank channels</u>

Aiming to widen its service range by focusing on the basic rights of its customers, VakıfBank continued to add new features to its credit cards in 2017. As a result of infrastructure developments completed in June 2017, it became possible for the first time to make debit or credit card payments for the Motor Vehicle Tax through the Bank's channels (branch, Internet, mobile app, ATM, www.vakifkart.com.tr, call center); previously this was possible only via the government web site www.gib.gov.tr. In the scope of this service, which allows VakıfBank credit card holders to pay in 2 or 3 installments without delay interest, 432,752 transactions were realized in July, and a turnover of TL 140 million was achieved.

#### Instant (online) bill payment by credit card

VakıfBank credit cards continued to offer practical solutions to cardholders in 2017. In order to meet basic needs and increase its revenues, VakıfBank launched the instant bill payment service by retail and commercial credit cards via internet banking and mobile banking channels in April 2017. Thus, customers who do not want to define automatic payment orders on their credit cards now have the opportunity to pay their bills instantly through the Bank's channels.

In 2017, the total turnover of Debit cards increased by 40% compared to previous year and reached TL 4,688 million. The number of transactions reached a total of 91.3 million, with a 35% increase compared to the previous year.

#### <u>Placing automatic payment orders via</u> <u>TarımKart (Agriculture Card)</u>

TarimKart, designed exclusively for agricultural producers, was launched in 2016. In 2017, the Bank continued to enhance the product specifications of TarimKart (Agriculture Card). In this context, the automatic payment order feature was launched as a practical solution in customer's lives. In the first phase, it became possible to place automatic payment orders for different telecom operators.

#### <u>Commercial Credit Cards continued their rise</u> <u>in 2017</u>

Designed for customers in the corporate, commercial and especially SME segments, the BusinessCard continued to increase its market share and turnover in 2017. In December 2017, BusinessCard increased its turnover by 26% compared to the prior year to TL 1.058 million, while the number of these cards went up 19% to 186.016. The credit balance increased by 21% compared to the previous year to TL 1.761 million. In 2017, the Bank continued to organize campaigns for BusinessCard customers, and in parallel, sales campaigns towards the employees also contributed to BusinessCard numbers and turnover. In the first half of the year, Sözünle Kazan (Win by Promise) was added to BusinessCard's product features. In this scope, BusinessCard holders who promise expenditures for 6 or 12 months gain discounts of up to TL 1000 in their bank statements, which enables the Bank to achieve long term turnover increases.

### <u>Prepaid social assistance cards continued to grow</u>

Growth in prepaid social assistance cards continued in 2017, as the number of contracted municipal and social assistance foundation card types reached 56 and the total number of cards reached 500,000. Under an agreement with the Ministry of Justice, social assistance cards were provided to prisoners in the Ministry of Justice Detention Houses and Prisons, allowing them to use these cards in the canteens.

#### **Debit Cards**

The five-digit card passwords were converted into four-digit ones in order to keep abreast of sector standards and ensure ease of use. The standard Debit card given to all VakıfBank customers has been divided into the four segments of Classic, Young, Platinum and Commercial Debit Card, each with new product features.

In order to ensure that Troy-branded cards can be used abroad as well, the Bank completed the integration with "Discover", the third largest payment system in the world. As such, Troy-branded cards are now valid in virtual and physical POS devices across the world.

In addition to all these, VakifBank launched the Debit Money feature, whereby customers can earn points in all of their shopping transactions. Furthermore, the new "Shopping Receipt" feature allows customers to track their points they earned.

In 2017, the total shopping turnover in Debit cards was TL 4,688 million, representing a 40% increase compared to the previous year, while the total number of shopping transactions was 91.3 million, in a 35% increase.

#### **Connecting Account to Credit Card**

The recently launched Connecting Account to Credit Card scheme allows credit card customers who have personal main cardholders to connect TL and foreign currency drawing accounts to their credit cards and perform all ATM banking transactions, which they can normally do with their Debit cards. As such, customers do not have to carry multiple cards and can use the credit card to pay credit card debt from the drawing account; withdraw or deposit money to their account; and practically perform all banking transactions such as transfers and EFTs.

#### Virtual Card

With the virtual card, VakifBank customers who are retail main cardholders can create a virtual card within their limits to carry out their internet and mail order transactions in a safe and practical way. Since there is no physical card customers don't have a risk of loss or theft. Since it is connected to the credit card, the product is rapidly ready to use and customers are not kept waiting. The limit for the virtual credit card can be renewed or reset in every payment period according to the preferences of the customer.

VakifBank continues to be the strength by customers with its HGS and OGS products. In 2017, the Bank upgraded its systemic infrastructure to add value to HGS and OGS products and ease the workload of branches. With these efforts, a large part of the OGS and HGS operations, which used to be run in a centralized manner, were shifted to branch channels with the launch of the new system.

As such branch processes concerning HGS/ OGS operations were simplified and customers' daily demands started being identified and responded to immediately. The project, which will be completed soon, will allow customers

With the virtual card, VakıfBank customers who are retail main cardholders can create a virtual card within their limits to carry out their internet and mail order transactions in a safe and practical way.

The turnover of merchant member grew by 13% compared to the previous year to reach TL 682,208 million, while VakıfBank's POS turnover reached TL 41,844 million with an increase of 18%.

to inquire for their OGS/HGS pass and account information through mobile banking/internet banking channels and to place an order of automatic top-up pass charges.

In 2017, in another innovation, the Bank completed the project to place Automatic Top-Up Orders pass charges for OGS devices via Credit Card. As such, VakıfBank now allows customers to place automatic top-up orders to VakıfBank OGS devices from credit cards. In 2017, the Bank completed the projects to allow passage with VakıfBank HGS and OGS devices in the bridge, highway and tunnel projects realized through public private partnership investments which add value to the country. Furthermore, the Bank launched a project for using VakıfBank HGS labels to make payments at the entrance and exit of national parks.

### <u>VakıfBank is the strength by institutional projects as well.</u>

2017 was a productive year in terms of Campus Cards as well. In this scope, an agreement was reached with Ankara University and Health Sciences University. The ID cards of all academic/administrative employee and students in these universities have been redesigned as VakifBank credit cards and VakifBank prepaid cards. These cards are now being used at the entrance and exit turnpikes of the central and peripheral campuses of the mentioned universities, and individuals can easily make payments with these cards in all social facilities.

#### <u>VakifBank increases the number of its</u> <u>member merchants</u>

The turnover from member merchants grew by 13% compared the previous year to reach TL 682,208 million, while VakifBank's POS turnover reached TL 41,844 million in an increase of 18%. As a result, VakifBank has become the fourth fastest growing bank in the sector. While the number of member merchant transactions increased by 9% to reach 3,480,571,281 in total, the number of VakifBank POS transactions outgrew above the sector to reach 185,591,546 in an increase of 10% compared the previous year.

#### POS Network Request occurs much easier

Customers who want to use VakifBank POS product can now easily occur a POS application over the commercial internet banking channel as well as the web page and branch channels.

VakıfBank customers now access the latest information on member merchants. Customers who use the VakıfBank POS product can easily access campaign information per POS devices and branches, and also receive member merchant information through the commercial internet banking channel.

#### Virtual POS network expands

As a result of collaborations with an increasing number of virtual POS integrator companies, a new and swift channel has been created for the Bank's acquisition of new e-commerce member merchants, and customers were given special offers through particular conditions and campaigns.

#### **Special schemes**

Continuing to support the developing public service infrastructure in different areas, VakifBank plays an active role in the KİOSK projects developed jointly by various companies and local governments.

# The number of customers in the Mobile Banking channel increased by 62.1% to exceed 2.2 million.

#### **» DIGITAL BANKING AND DISTRIBUTION CHANNELS**



VakıfBank's Internet
Banking and Mobile
Banking channels
currently enabled more
than 200 different
transactions.

#### **Digital Banking**

In 2017, VakifBank enriched its transaction diversity by carrying almost every transaction available at the branches to digital channels as well, thus continuing to offer rapid, safe and practical solutions to its customers.

### » INTERNET BANKING AND MOBILE BANKING

VakıfBank continued to enrich its Internet Banking and Mobile Banking transaction sets in 2017; currently, more than 200 transactions can be performed in these channels.

The number of mobile banking customers increases every day since it can be accessed at anytime, anywhere, while there is a drop in the number of customers opting for the Internet Banking channel. It is predicted that this trend will continue in the following period.

The number of active customers using Internet Banking channel soared 37.4% compared to 2016 and reached 2.6 million; the number of Mobile Banking application users jumped 62.1% to more than 2.2 million. Paralleling the increase in the number of Internet Banking and Mobile Banking users, the number of financial transactions executed through these channels raised by 38% in 2017 compared to the previous year.

VakifBank continues to work to ensure that all of its customers benefit from the opportunities created by digitalization, and develops solutions to ensure that more people can access banking services. Through new upgrades, customers can now employ digital channels for general purpose loans; Findeks

risk report, debit card, virtual credit card, application for installment overdraft accounts and investment accounts, money transfer to mobile, connecting account to credit card, notification of money withdrawal from and deposit to accounts, and digital approvals. Furthermore, with the "Cepte Kazan" (Win in Mobile) app integrated into Mobile Banking, credit card customers can keep track of card campaigns, participate in these campaigns and monitor their participation status. Also in 2017, it became possible to access the e-Government Portal through our digital channels, without the need for any additional password. VakıfBank has thus become the first and only bank to provide access to e-Government through its Mobile Banking application. In addition, individuals who are customers of both VakıfBank and Vakıf Emeklilik ve Hayat A.Ş. can now access the Vakıf Emeklilik Internet Branch via the Bank's digital banking service and check out their portfolio. Internet Banking has been made compatible with the ComPay platform in online payments. Internet Banking and Mobile Banking services are now also compatible with the screen reader programs used by visually impaired customers, such that visually impaired customers can now perform transactions by listening to Internet Banking and Mobile Banking menus.

The complete upgrade of the Digital Banking application interfaces, and the integration of voice guidance and chatbot technology into these channels, which began in 2017, shall be completed by 2018. From the beginning of 2018 onwards, the Bank will be promoting its new Commercial Internet Banking and Commercial Mobile Banking applications.

In the field of Information Technologies, innovations and technological advancements in the sector were closely monitored and the necessary IT investment was undertaken. A number of value-adding projects were initiated in due consideration of the Bank's strategies and objectives.

With the completion of the VakıfBank Innovative Transformation (VIT) program, which started back in 2011, a common platform was set up for all banking applications.

#### >> THE INFORMATION TECHNOLOGY

The Information Technologies Department continued to meet the Bank's technology, service and new product requirements while reaching high performance and efficiency-oriented services in 2017. In 2017 The Information Technologies Department continued in 2017 to meet the needs of Bank's technology, service and new product requirements and offer services centered on high performance and productivity. The Bank's technological infrastructure and banking practices were structured so as to swiftly respond to changing business needs and market conditions, quickly adapt to new technologies, and rapidly design new services and products. The integration of these cutting advantage technologies to business processes continues to yield results that enhance our competitiveness. In the field of Information Technologies, innovations and technological advancements in the sector were closely monitored and the necessary IT investment was undertaken. A number of value-adding projects were initiated in due consideration of the Bank's strategies and objectives.

#### **» 2017 ACTIVITIES**

The VIT (VakıfBank Innovative Transformation) which was initiated in 2011 was successfully completed. At its conclusion, the VIT program created a common and single platform for all banking applications and attained the goals of rapid application development, easy management, and accurate reporting by deploying state-of-the-art technologies. With the completion of the VIT program, the transition to open infrastructure systems has been completed and the Mainframe has been shut down. With this change in the core banking system infrastructure, the operating and leasing costs of the main systems and databases has been reduced more than 10 times

Operational development projects launched in 2017

- » Data Center Configuration: VakıfBank has set up a Datacenter with high levels of continuity, Active - Active operation and Tier III + and RPO = 0 features, that meets today's standards. As such, the Bank now has the necessary infrastructure for providing continuous and high performance services to customers.
- » VIT Sales and Marketing Profitability: The Bank has prepared the necessary reports to include all interest/non-interest, income/ expense transactions in the profitability pool and thus analyze profitability realtime, according to criteria such as customer, product, branch, portfolio, channel and region, with a view towards taking profitfocused actions.
- » VIT-ADC-Producer Independent ATM
  Software Implementation (MultiVendor):
  VakifBank systems are now compatible with
  any ATM at the desired standards, regardless
  of the producer. With the new features
  added, ATM systems can be monitored in an
  accurate, rapid and continuously manner and
  customer satisfaction is increased. As a result
  of the producer-independent infrastructure,
  the Bank purchased cost-efficient ATMs
  and reduced its payments to ATM providers
  abroad.
- » VIT-Reporting and Notifications-Statutory Reports: Reports to supervisory and regulatory authorities started being prepared automatically and in a faster and more consistent manner (through automatic cross-checking).
- » Scoring Systems Decision Support Engine Integration: Scoring algorithms yield more accurate and consistent results over the decision support engine. Scenario analysis can now be performed for collectively determined groups in Corporate Score, Commercial Score and SME Score applications.

The ATM Channel provides over-limit money withdrawal; both VakıfBank's non-interest income and customer satisfaction were enhanced.



A new internal training program was built in order to provide educational needs for Bank employees.

- » Corporate Scorecard: Corporate Scorecard was given a more objective infrastructure, and operational costs and risks were reduced
- » Rebate of Retail Customer Fee and Interest: The Bank has started to register and centralize customer fee rebates, as such; it became possible to give faster and more accurate responses to customer complaints.
- » VIT-Treasury and Investment-FTF: This project facilitated the tracking of foreseen cost and product utilization ratios as requested by calculating FTF income and expenses on products basis (deposits, loans, credit cards).
- » Printing Debit Cards with Chips: This prevents risks associated with the copying of magnetic cards.
- » VIT-Sales and Marketing-Dynamic Pricing: A flexible pricing system was constituted to support cross-selling. This project enabled monitoring of customer contracts for pricing proposals; and performance of necessary analyses on defined and realized pricing.
- » Card Payment of the Motor Vehicle Tax (MVT): MVT payments can now be made by the web sites via www.vakifbank.com.tr, www.vakifkart.com. tr and the Internet Banking, Mobile Banking, ATM channels with credit/debit cards. All VakifBank credit and debit cardholders can now use this new payment channel.
- » Over-Limit Money Withdrawal at ATMs: With the introduction of over-limit money withdrawal at the ATM channel, both VakıfBank's non-interest income and customer satisfaction were enhanced.
- » VIT-Commercial Loans-Installment Loan Disbursement: With a flexible fee and pricing structure, the Flexible / Parametric Reimbursement Module has

- been commissioned, allowing an increase in VakifBank's collections through partial collection, decrease in the loans delinquency, adaptation of the Dealer Channel Loans Module to the requirements of instalment loans, and real-time reporting of the usable limit
- » Cardless Transfer Money to Mobile: Whether a Bank customer or not, individuals can perform Cardless Money Transfers through Mobile Banking and Internet Channels.
- » Real Estate Appraisal Process Software Phase-2: With the integration of collaterals, real estate expertise information no longer has to be entered manually as it is integrated through the index application, thus reducing the Bank's risks.
- **E-Archive Integrator Status:** In line with the standards determined by the Revenue Administration, the Bank has adapted its systems to the E-Archive scheme, and started to serve its customers as Special E-Archive Integrator.
- » Special Mobile Application for Credit Card Campaigns: VakifBank mobile application now allows the Bank's customers to offer and apply credit card campaigns and offers them share/favorite functions.

#### **» OTHER MAJOR PROJECTS**

- » Credit Reference Service Inquiry: All information from the Credit Registry Bureau (KKB) is utilized and data is provided to individual automatic intelligence.
- » Enforcement, Bankruptcy and Promissory Note-Data Matching Software Integration: Increased reliability of enforced, bankrupt and protested note data increases in human productivity and operational efficiency by saving on both time and personnel cost.

Obsolete hardware across the VakıfBank was replaced with new devices, and additional hardware was procured for use when necessary.

The system keeps track of the instant changes in the market, eliminating the Bank's financial losses due to the exchange transactions and reducing its operational costs.

- » Monitoring ATM and Branch Lease Agreements: The Bank can now keep on the contracts and related information concerning the real estate in the inventory, and thus reduce the operational burden of the related department in question.
- » Academy Education Portal Scheme: The Bank has set up a new training portal to meet all in-house training needs.
- » Pension Fund and Private Social Security Fund Healthcare-Residential-Contracted Employee: Pension Fund transactions now take place on a more stubborn and reliable infrastructure, enabling the Bank to solve technical problems more effectively and quickly.
- » VIT-Accounting-Accounting Transactions: A dynamical and parametric infrastructure has been achieved with the VIT transitions of Promotion, Free Invoicing, FormBA, Electronic Mail, Automatic Follow-Up of Auxiliary Record Closures, Year-End Transactions, Travelling Expense Modules, Taxes, Representation, and Summary Modules.
- » Foreign Exchange, Inventory Revision: The foreign currency position inventory has been assembled in the core banking system, complete with categorizations on the basis of currency type and transaction type. The foreign currency position has thus become monitorable and reports on the foreign currency position are prepared in a reliable manner.
- » Foreign Exchange Management: The system keeps track of the instant changes in the market, eliminating the Bank's financial losses and reducing its operational costs.

#### **» INVESTMENT PROJECTS**

» Corporate Tube App: An infrastructure was acquired to publish training videos on the Bank's training portal without leading to problems in the Bank's excessive internet usage, and as such video broadcasts no longer create a burden on the Bank's network.

- » Acquisition of Card Guard Antiskimming Device: Copying devices placed in ATMs are used for stealing customers' card data, leading to both very serious financial and reputational damages for the Bank. Antiskimming jammers were placed on top of ATMs in order to stop these devices from copying such data, thus preventing losses associated with copying and the theft of customers' card data.
- » Mono Laser Printer Procurement: 200 new printers were procured to replace obsolete printers and to meet new demands for printers. As such, obsolete hardware across the Bank was replaced with new devices, and additional hardware was procured for use when necessary.
- » PC Memory Procurement and Operating System Upgrade: The Bank purchased SSD Disks and SSD Disk Trays for 2,500 PCs, as well as RAM Memories for 14,460 PCs. This will lead to an improvement in the performances of the Bank employees' computers.
- » Kobil MIDentity Purchase: In order to prevent the security problems which may affect commercial customers with large portfolios, the Bank procured products which operate like USB devices. As such, commercial customers with large portfolios can perform their transactions with a twotier security process.
- » KONDOR New Version Set-Up: In order to upgrade the Kondor software, which occupies a central place in the VakifBank treasury package, the Bank received project development and consultancy service. As such, the Bank found a solution to the impending expiry of the support service to the current version of the Kondor treasury software, and upgraded the Sybase database which was rarely used and created large costs.

The existing systems will respond to today's modern Mobile Banking and Internet Banking needs at the highest level, customer satisfaction will be maximized, and new customers will be acquired.

In order to meet the demand for ATMs, to diversify the current ATM inventory and to increase VakıfBank's competitive advantage, the Bank procured Recycle ATMs which operate for a longer period without money deposit.

- » Head Office Departments and VPN Termination Devices: In order to enable the far field network access of VakıfBank Head Office auxiliary buildings, in line with the central structure and with proper back-up, the Bank procured a router and switch. Furthermore, VPN Termination Devices were replaced with new ones at the Bank's İkitelli, Levent, Şerifali, Şişli and Aegean regional directorates, which have a large number of employees and intense data usage.
- » Limitation of Local Admin Authorities: The Bank procured software concerning local admin authorization in end-user computers, which enables giving and managing systemic authorization on the basis of transaction rather than user. As such, risk arising from granting local admin authority to individuals has been eliminated.
- » Recycle ATM Procurement: In order to meet the ATM demand and diversify the current ATM inventory so as to enhance VakifBank's competitive advantage, the Bank procured recycle ATMs which, unlike standard ATMs, recycle the cash within and thus operate for a longer period without money deposit. As such VakifBank's current demand for ATMs was met.
- » IVR, Mobile, Internet Banking Voice
  Recognition: The Bank procured a voice
  recognition system to facilitate users' access
  to the service they need in Interactive Voice
  Response, Mobile Banking and Internet
  Banking channels. Mobile Banking and
  Internet Banking will make it easier for
  customers to access the menu and service
  they seek via voice recognition in Interactive
  Voice Response.

- » Redesign of Mobile Banking Screens:

  VakifBank purchased user experience
  enhancement and visual interface design
  services to upgrade Mobile Banking and
  Internet Banking in terms of the latest
  design, content, functionality, usability and
  compliance standards. As such, the existing
  systems will respond to today's modern
  Mobile Banking and Internet Banking needs
  at the highest level, customer satisfaction
  will be maximized, and new customers will
  be acquired.
- » Replacement of Denver PCs at Diebold ATMs: ATM PCs using old technology were refurbished so as to provide high quality service to customers.
- » APT (advanced cyber-attack prevention) Solution: On top of the signature-based security products in the Data Center, the Bank procured an APT (advanced cyberattack prevention) Solution in order to prevent advanced persistent threats. In this way, non-signature-based malware can be detected and prevented in the internet and e-mail channels.
- » Purchase of IFRS9 Software: IFRS 9 software was purchased in order to meet "The Regulation on Principles and Procedures for Classification of Loans and Provisions to be Set Aside" prepared by BRSA. The Bank has thus ensured its compliance with legislation.
- » Procurement of Consultancy Service for SOC (Cyber Security Operation Center) Infrastructure: Consultancy service was procured to assess the current maturity level of the Bank before the planned SOC set-up, and the current security situation and our place in the sector were determined.

In cyber security infrastructure, behavior-based attack prevention systems (APT) and end-user, zero-day malware software detection systems were launched to raise security levels.

The Bank initiated a synchronous data backup service at a short distance to the istanbul Data Center (Dudullu). Banking data is now backed up real time in two separate locations in istanbul and one in Ankara.

- » Procurement of Consultancy Service for On-Site R&D Center: In order to evaluate the R&D quality of the ongoing projects for making VakıfBank an R&D Center, the Bank procured consultancy service. As such, the compliance of the Bank's R&D projects with R&D legislation was confirmed.
- » Data Transfer from Mainframe Cartridges to Open Systems: In order to shut down the Mainframe, software and consultancy were purchased to transfer data in mainframe cartridges to open systems. As such, the necessary conditions were created to shut down the Mainframe.
- » Switch Devices for the Recently Rented Akyaka A1 and A2 Buildings: Switches were procured for the recently rented Akyaka A1 and A2 Buildings. As such the needs for switches at the Akyaka A1 and A2 buildings was met.
- » Akyaka Head Office Building UPS Infrastructure: The necessary installation services were procured for the transportation of the UPS system in the existing Head Office building to the Akyaka Head Office building, and installation of UPS and system room climatization infrastructure. The UPS infrastructure needed for the Akyaka building has been installed.
- » Set Up of Wireless Telephone and Internet Infrastructure for Akyaka A1 and A2 Buildings: Wireless telephone and internet infrastructure installation service was procured for the new Head Office (Akyaka A1 and A2) buildings. At the new Head Office buildings, the necessary communication and internet infrastructure was installed and wireless phones were obtained to provide wireless voice communication, wireless and secure internet access
- » Procurement of New Projectors for Akyaka Building: Projectors needed for the meeting rooms at the new Head Office (Akyaka A1 and A2) buildings were obtained.

### » SYSTEM AND INFRASTRUCTURE ACTIVITIES

- » VakıfBank relentlessly continued its monitoring and upgrade efforts on central and field technology infrastructure, and carried out various planned replacement, maintenance, upgrade, back-up and security enhancement efforts as regards configuration, capacity and change management, while the automation level was also raised. Critical operating problems were resolved in timely manner, and the continuity and service levels in the main channels and field were enhanced.
- » The Bank initiated a synchronous data backup service at a short distance to the istanbul Data Center (Dudullu). Banking data is now backed up real time in two separate locations in istanbul and one in Ankara. In the scope of emergency tests, service channels (Mobile Banking and Internet Banking, Branch, ATM, Call Center and Card Payment Systems) were successfully routed from istanbul to the Ankara Data Center, and there was significant progress in automating the routing so as to minimize the employee's intervention.
- » IBM Mainframe main systems and the İzmir backup were shut down, so that the Bank has started to operate exclusively with open systems. With the completion of the VIT Project in 2011-2017, the Bank shifted to open systems in its infrastructure, resulting in cost reductions of up to ten times in core banking main systems and database processing and leasing costs. The transition of the physical tape archive data to open systems also began.
- » In cyber security infrastructure, behaviorbased attack prevention systems (APT) and end-user, zero-day malware software detection systems were launched to raise security levels. Weakness screening was performed regularly.

IT Risk Analysis structure was revised. After the completion of the Annual Business Effect Analysis, based on the results of this study, an upgrade was made to issue automatic reports for damages and breakdowns.

For the year 2017, compliance certificate was obtained for the services within scope, after the PCI DSS compliance audit.

- » Research and testing continued to acquire new technologies and products for the Bank. There was infrastructure work on the Corporate video broadcast system and electronic fax system.
- » In network management; IP Management and DNS security, NetFlow Package analysis products, new load balancing features were put to use, and mobile field sales secure access infrastructure was set up.

#### **» IT SECURITY ACTIVITIES**

- » The IT Risk Analysis structure was revised. After the completion of the Annual Business Effect Analysis, based on the results of this study, an upgrade was made to issue automatic reports for damages and breakdowns, and efforts were made to match Device-Platform, App-Service-Platform and to measure service criticalness level. The related processes were updated and the results were provided an input to the Emergency Tests. The Emergency Plan was revised in consideration of the current structure.
- » In the scope of KVKK Adaptation Efforts, a working group has been created across the Bank, and the Information Security IT Compliance Department has been assigned presidential and secretarial duties for the working group. Informing texts were provided via SMS and e-mail to all customers whose contact data is available, and upgrades were made in the mobile and internet channels for purposes of notification and receiving consent. In the scope of compliance efforts, the previously lacking package application data modelling was completed, and identificatory personal data was added to the information tracked through the Power Designer app. There was work to encourage business departments

- to appropriate the VIT, Non-VIT and Package applications, and to determine the principles related to appropriation. Business departments were organized for Personal Data Processing Inventory started to work.
- » There was capacity increase in the SIEM log management system and a VIVEM/VAVEM backup structure was also installed for the SIEM system within the scope of these efforts
- » In order to detect any weakness or security baseline incompatibility in the systems, the Nexpose software was procured and fully integrated.
- » For the year 2017, compliance certificate was obtained for the services within scope, after the PCI DSS compliance audit.
- » In 2017, the License Audit activities performed by KPMG on behalf of IBM were coordinated, and significant improvements were made as regards the assessments of inappropriate license usage mentioned in the draft report.
- » The Bank collaborated with data holders to organize the universe authorizations on the SAP BO system, and ensured that all universe authorization demands are communicated by entering a demand over ITSM, with the approval of the data holder.
- » Process performance started being monitored over the DURUM portal. Metrics started being collected automatically from the systems with which integration has been installed. In determined periods, the processes' target attainment success and annual performance levels were monitored via dashboards, and action follow-up and process improvements were realized for those below the alarm values. In the Self-Assessment processes, the relevant metrics were reviewed together with the process holders and the necessary improvements/updates were performed.

VakıfBank set its vision for the new period as being the "Leading Bank of Strong Turkey" and its new brand concept as "the strength by your side".

In line with new brand concept launched in November, the Bank initiated through all channels the ad campaign "VakıfBank, the strength by your side" featuring Engin Altan Düzyatan, an actor embraced by all sectors of the society who is also in harmony with the brand image.

#### >> CORPORATE COMMUNICATION

### » THE NEW BRAND CONCEPT "THE STRENGTH BY YOUR SIDE"

At VakıfBank, the year 2017 was marked by not only success in the financial statements, but also productive efforts towards enhancing the corporate image and brand recognition. VakıfBank set its vision for the new period as being the "Leading Bank of Strong Turkey" and its new brand concept as "the strength by your side"; following the relaunch in November, communication efforts were shaped in this direction. In line with this concept, in order to ensure that "the strength by your side" image is embraced by the public, a promotion campaign was launched on channels such as television, digital and print media, social media, radio, cinema and outdoors.

In 2017, further communication efforts were made to promote the Bank's products and services and to set up an efficient, productive and strong contact with current and potential customers. With sponsorship and collaboration activities throughout the year, the brand's visibility in prestigious social spaces was enhanced, and social responsibility efforts were expended to fulfil our duties towards the society.

The first major campaign of the year was in March, featuring the corporate image film "I am Anatolia", focusing on the SME loans with the collateral guarantee provided by CGF, and the campaign was launched on a variety of different channels. In the same period, VakifBank's support to national development as the strength by strong Turkey was once again underscored with the commercial film "VakifBank always by your side".

VakifBank's Traditional Festival loan was published in August on both below and above the line advertising channels and promoted among customers in the retail segment.

The commercial film titled "We Support VakifBank Sports Club" was launched on TV and the digital media from October onwards. The film was produced to promote and remind the public about the achievements of the VakifBank Sports Club, the pride of our nation, which has been supported by the Bank for more than 30 years, before the beginning of the new season.

In line with new brand concept launched in November, the Bank initiated through all channels the ad campaign "VakıfBank, the strength by your side" featuring Engin Altan Düzyatan, an actor embraced by all sectors of the society who is also in harmony with the brand image.

Aside from these campaigns, during the year, VakifBank conducted communication efforts over both conventional media and social media channels, and enhanced the prestige and recognition of the brand.

#### >> CORPORATE SOCIAL RESPONSIBILITY

VakifBank focused on investments to further education of special needs children; volleyball and the youth sports academies; and promote traditional Turkish art forms in support of culture and the arts.



VakıfBank Women's
Volleyball Team capped
the year 2017 as Europe
and World champion,
and won the Turkey
Cup and Turkish Super
Cup, thus closing the
year with a total of four
trophies.

In 2017, VakifBank also involved in important social responsibility activities, continuing its efforts that contribute to all sectors of the society. Having set its social responsibility framework as education, culture and sports, VakifBank focused on investments to further education of special needs children; volleyball and the youth sports academies; and promote traditional Turkish art forms in support of culture and the arts.

Supported by the Bank for over 30 years, VakifBank Women's Volleyball Team became the Europe and world champions in 2017, thus once again carrying the VakifBank brand to the global summit. The yellow-blacks have thus won the European Champions' League for the third time and the Clubs' World Championship for the second time, both undefeated, and confirmed their position as "Turkey's most successful team on the international arena". The team has thus increased the number of international trophies in its museum to seven, continuing to inspire pride and happiness across the country and demonstrating the strength of Turkish women.

VakıfBank Women's Volleyball Team closed the year 2017 as Europe and World champion, and won the Turkey Cup (Volley Cup) and Turkish Super Cup (Champions' Cup), thus capping the year with a total of four trophies.

Shaping its activities with a view towards "Raising good people for the society and successful athletes for Turkish volleyball" through the sports club, VakıfBank inaugurated sports schools in 2017 in Ankara and izmir. With the vision of extend the sports infrastructure activities to more provinces in the following period, the Bank continued to support Turkish volleyball with a sustainable model at all age groups and maintained its sponsorship efforts, which set an example across the world.

Having integrated sustainability and environmental responsibility into its corporate strategy, VakifBank planted more than 50 thousand saplings in 2017 with the mediation of TEMA, thereby supporting the forestation efforts across the country. The Bank donates saplings on behalf of its customers taking out Eco-Friendly Mortgage Loans, thus extending the public benefit it creates. During the year, the Bank also obtained the ISO 14001 -2015 Environment Management Certificate.

As a result of its partnerships with universities, VakifBank continued to contribute to the society by helping organize the social spaces of students, rewarding successful students, helping with the education of special children, and supporting athletes in 2017. The brand also sponsored various organizations participated by the finance and business community and came together with its shareholders in this field.

#### >> AFFILIATES AND SUBSIDIARIES

VakıfBank supports the Turkish economy with 13 subsidiaries and 10 affiliates in a number of industries.

The value of VakıfBank's subsidiary and affiliate portfolio on its balance sheet increased to TL 2.6 billion as of December 2017, up from TL 2.1 billion in 2016.

VakıfBank supports the Turkish economy with 13 subsidiaries and 10 affiliates in a number of industries.

Thirteen of VakifBank's affiliates and subsidiaries operate in the financial services sector (four in banking, two in insurance and seven in other financial lines of business) while 10 are non-financial subsidiaries (one in energy, two in tourism, one in manufacturing and six in other commercial companies).

The value of VakıfBank's subsidiary and affiliate portfolio on its balance sheet increased to TL 2.6 billion as of December 2017, up from TL 2.1 billion in 2016.

#### » FINANCIAL SERVICES GROUP

#### VakıfBank International AG

VakıfBank International AG was constituted in Austria in 1999 to grow VakıfBank's international operations in line with its strategy to expand abroad. VakıfBank controls a 90% share in the Company's capital of EUR 70 million.

#### <u>Kıbrıs Vakıflar Bankası Ltd.</u>

Established in the Turkish Republic of Northern Cyprus by the Cyprus Administration for Foundations, VakıfBank owns a 15% share in Kıbrıs Vakıflar Bankası Ltd., which runs banking activities with capital of TL 70 million.

#### Türkiye Sınai Kalkınma Bankası A.Ş.

Established in 1950, Türkiye Sınai Kalkınma Bankası A.Ş. provides long-term funds for medium and large-scale investment projects, engages in investment banking activities, and offers corporate finance services. VakıfBank held an 8.38% share in the Türkiye Sınai Kalkınma Bankası's capital of TL 2.4 billion.

#### <u>Takasbank-İstanbul Takas ve Saklama</u> <u>Bankası A.Ş.</u>

İstanbul Takas ve Saklama Bankası A.Ş. (Takasbank) is engaged in clearing and custody services as well as investment banking services. VakıfBank owns a 4.37% share in the Bank's share capital of TL 600 million.

#### Güneş Sigorta A.Ş.

Güneş Sigorta is a general (non-life) insurer originally established in 1957 under VakıfBank's direction. VakıfBank owns a 48.02% share in the Company's capital of TL 270 million.

#### Vakıf Emeklilik ve Hayat A.Ş.

VakıfBank holds a 53.90% share in the capital of the Company of TL 26.5 million, which was constituted to provide individual or group private pension and life insurance services.

#### Vakıf Finansal Kiralama A.Ş.

Vakıf Finansal Kiralama A.Ş. was founded in 1988 to provide a comprehensive range of leasing services. VakıfBank owns a 58.71% share in the Company's capital of TL 109 million.

#### Vakıf Menkul Kıymetler Yatırım Ortaklığı A.Ş.

Vakif Menkul Kiymet Yatırım Ortaklığı A.Ş. is an investment trust. It was constituted in 1991 as a publicly held company to manage the assets of small and individual investors in the Borsa Istanbul, facilitate the trading of marketable securities and maximize the returns of its portfolio by closely monitoring foreign exchange, stock and money markets. VakıfBank owns a 22.89% share in the Company's capital of TL 20 million.

#### Vakıf Gayrimenkul Yatırım Ortaklığı A.Ş.

Vakıf Gayrimenkul Yatırım Ortaklığı A.Ş. was founded in 1996 under the leadership of VakıfBank as the first real estate investment trust in Turkey with an issued capital of TL 250,000. The Company was set up to establish and manage a portfolio of real estate properties and real estate backed capital markets instruments. VakıfBank owns a 38.70% share in the Company's capital of TL 217.5 million

Thirteen of VakıfBank's subsidiaries and affiliates operate in the financial services sector (four in banking, two in insurance, and seven in other financial lines of business) while 10 are non-financial companies (one in energy, two in tourism, one in manufacturing, and six in other commercial lines of business).

#### Vakıf Factoring A.Ş.

Vakıf Factoring A.Ş. was constituted in 1998 to provide factoring services for domestic and international commercial transactions. VakıfBank owns a 78.39% share in the Company's capital of TL 70 million.

#### Vakıf Yatırım Menkul Değerler A.Ş.

Vakıf Yatırım Menkul Değerler A.Ş. was constituted to conduct capital market activities in the same year pursuant to the Capital Markets Board's resolutions dated August 15, 1996. VakıfBank owns a 99% share in the Company's capital of TL 35 million. In addition to providing brokerage services, Vakıf Yatırım Menkul Değerler A.Ş. (Vakıf Investment Inc.) performs repurchasing agreements of securities (repo transactions), and provides investment consultancy services.

#### Vakıf Portföy Yönetimi A.Ş.

Vakıf Portföy Yönetimi A.Ş. was constituted to manage customer portfolios consisting of capital markets instruments as the authorized agent under discretionary portfolio management agreements as a proxy pursuant to the Capital Markets Law and other related legislation. The Company's core business is setting up and managing mutual funds in line with CMB regulations and other related legislation. The Company also provides investment advisory and capital markets services. VakıfBank owns a 100% share in the Company's capital of TL 12 million.

#### Kredi Garanti Fonu A.Ş.

Kredi Garanti Fonu A.Ş. was constituted in 1991 to provide collateral for all types of loans in favor of SMEs, farmers, artisans, craftsmen and the self-employed. VakıfBank participated in the Company in 2009 and owns a 1.64% share in its capital of TL 318.3 million.

#### » NON-FINANCIAL SERVICES GROUP

#### Taksim Otelcilik A.S.

Taksim Otelcilik A.Ş. was constituted in 1966 to build, contract out and manage hotels, motels and similar facilities capable of increasing Turkey's incoming tourism potential. VakıfBank owns a 51% share in the Company's capital of TL 334.3 million.

#### Vakıf Gayrimenkul Değerleme A.Ş.

Vakif Gayrimenkul Değerleme A.Ş. was constituted in 1995 to provide appraisal and valuation services for all types of real estate properties. VakifBank owns a 54.29% share in the Company's capital of TL 14 million.

#### Vakıf Pazarlama Sanayi ve Ticaret A.Ş.

VakifBank holds a 69.33% share in the TL 30.2 million capital of Vakif Pazarlama Sanayi ve Ticaret A.Ş., which is engaged in providing recruitment support service, shared health and security department services, and other related services.

#### <u>Vakıf Enerji ve Madencilik A.Ş.</u>

VakifBank owns a 65.50% share in the TL 85 million share capital of the Company, which operates in the energy industry.

#### Roketsan Roket Sanayii ve Ticaret A.Ş.

Roketsan Roket Sanayii ve Ticaret A.Ş. engages in the production, manufacturing and sale of rocket fuel as well as missiles, rockets and rocket launchers, and their engines. VakıfBank owns a 9.93% share in the Company's capital of TL 147 million.

#### Kredi Kayıt Bürosu A.Ş. (KKB)

Kredi Kayıt Bürosu A.Ş. was constituted in 1995 to manage the flow of loan information. VakıfBank owns a 9.09% share in the Company's capital of TL 7.4 million.

#### Bankalararası Kart Merkezi A.Ş.

Bankalararası Kart Merkezi A.Ş. was established in 1990 to conduct card based payment systems, clearing and provisioning services. VakıfBank owns a 9.70% share in the Company's capital of TL 14 million.

#### İzmir Enternasyonal Otelcilik A.Ş.

izmir Enternasyonal Otelcilik A.Ş. engages in contracting out of the building and the management of tourist hotels and commercial centers. VakıfBank owns a 5% share in the Company's capital of TL 120,000.

#### Güçbirliği Holding A.Ş.

Güçbirliği Holding A.Ş. was constituted in 1995 to invest in companies engaged in agriculture and commerce, and to contribute to the development of the national economy. VakıfBank held a 0.07% share in the Company's capital of TL 30 million.

#### World Vakıf UBB Ltd. in Liquidation

World Vakif UBB Ltd. in Liquidation was founded in the Turkish Republic of Northern Cyprus with capital of USD 500,000 and VakifBank has an 82% share in the Company. The Court of Lefkoşa Kaza in TRNC has ruled for the liquidation of the Company with its resolution dated 24 May 2010, and the resolution was finalized as of 2013.

#### >> SUMMARY REPORT OF THE BOARD OF DIRECTORS

Dear Shareholders,

Although the global economy entered the year 2017 with geopolitical turmoil and political risks, the reinvigoration of especially the Euro Zone, and developments in the global commerce and financial markets brought about a moderate recovery. The major agenda items in this period were monetary normalization measures by the central banks of US, Europe and other developed countries, the uncertainty concerning the fiscal and commercial policies to be implemented in the USA, the political uncertainty in Europe and China's debt burden reduction process. The Fed raised its policy rate three times at its March, June and December 2017 meeting to the range of 1.25%-1.50%. Bank's lower profitability, overdue receivables, and other concerns related to the financial system persisted in the Euro Zone, where expansionary monetary policies continued in order to support economic activity. The US economy grew 2.3% in 2017 but uncertainties associated with the Trump administration continued to put pressure on the national economy. In this period, developing countries' growth made a significant contribution to the overall growth of the global economy. The portfolio flows towards the developing countries which began in early 2017 continued as well.

In this mild global economic growth environment, the Turkish economy expanded by 5.3, 5.4 and 11.1% in the first three quarters of 2017 respectively. The year-end growth is expected to come in above 7%. The accurate measures introduced by the government from end-2016 until early 2017 played a key role

in this growth performance. Especially, the success of the Credit Guarantee Fund scheme was a crucial factor. A prominent feature of the Turkish economy is its strong fiscal discipline, which reduces its vulnerability towards negative external shocks.

Central Bank of the Republic of Turkey (CBRT) maintained its tight monetary policy stance to preserve and sustain price stability in 2017. In this period, the CBRT provided liquidity to the market mainly by the late liquidity window and increased its LLW lending rate to 12.75% at its meeting in December. The CBRT also took some measures against the rise in the foreign currency exchange rate during this period. To this end, the upper limit for the foreign currency maintenance facility within the Reserve Option Mechanism (ROM) was reduced from 60% to 55%, and all tranches were reduced by 5 points. In addition, CBRT began Turkish Lira-settled foreign exchange sale auctions at negotiated maturity terms.

The banking sector has maintained its strong capital structure as usual. The recent domestic macro prudential policies, government measures and incentives, and CGF loans resulted in an increase in loan volume, and loan risk was lowered with the increasing share of CGF collaterals. In this period, banking sector loans reach to TL 2,098 billion increasing by 21%. In addition, in 2017, the banking sector diversified its funding structure through domestic and international issuances and continued its efforts towards extending the average maturity of funding. Total deposits of the sector increased by 17.70% compared to the end of 2016 and reached TL 1,711

billion. In this period, the subordinated loans issued by the banking sector improved the sector's regulatory capital. In 2017, shareholders' equity reached TL 359 billion and capital adequacy ratio stood at 16.87%. On the other hand, the banking sector's profitability continued its strong growth and the net profit for the period reached to TL 49.1 billion in December 2017 increasing by 30.78% year-on-year.

VakifBank also had a successful performance in 2017, as the Bank's total assets reached TL 270.6 billion with a 27.30% increase compared to the same period of the previous year. During this period, VakifBank's loans reached to TL 182.9 billion with an increase of 24.77%, continuing to the main driver of the Bank's growth. A glance at the breakdown of loans, real sector was supported by a 27.84% increase in commercial loans reaching TL 135 billion. During this period, retail loans increased 16.85% to TL 48 billion, as the Bank maintained its strong presence in the market.

VakıfBank's total deposits grew 25.39% to TL 155.3 billion. Demand deposits were up by 23.26% while term deposits increased 25.91%. VakıfBank diversified its non-deposit funding sources, and raised USD 5.2 billion with cost effective and long-term maturity terms in the year 2017.

VakıfBank's shareholders' equity rose to TL 23.3 billion in 2017 while net income grew 37.75% to TL 3,723 million. The Bank's return on average equity (ROAE) and return on average assets (ROAA) during this period were 17.52% and 1.54%, respectively.

We would like to thank our customers, employees, and shareholders for their contributions to our results in 2017.

Respectfully,

TÜRKİYE VAKIFLAR BANKASI T.A.O. BOARD OF DIRECTORS

#### >> BOARD OF DIRECTORS



#### **ISMAIL ALPTEKIN**

#### Chairman

Ismail Alptekin graduated from Istanbul University, Faculty of Law in 1968, and began his career as a self-employed lawyer. He worked as a lawyer at Türkiye Zirai Donatim Kurumu (Turkish Agricultural Hardware Corporation) and as an auditor at TUBİTAK; he was a member of the Board at VakıfBank for two terms (1975-1978, 1996-1997), a member of Ankara Metropolitan Municipality Council, as a member of Parliament from Bolu during the 21<sup>st</sup> period and from Ankara as a member of Parliament in the 22<sup>nd</sup> period, and Turkish Grand National Assembly's Vice Chairman. He was elected a member of the Board of Directors at VakıfBank's Ordinary General Assembly held on April 3, 2009 and has been serving as the Chairman of the Board of Directors since June 9, 2017.



#### SERDAR TUNÇBİLEK

#### **Deputy Chairman-Independent Member**

Serdar Tunçbilek graduated from the Faculty of Political Sciences at Ankara University and started his career in 1985 as Assistant Auditor at T. Emlak Bankası A.Ş. After serving 4 years as an auditor, Tunçbilek worked as the Manager of Loan Marketing, Loan Monitoring, Securities and Dusseldorf Financial Services Branch for 11 years. He held the position Secretary General in Egebank A.Ş between 2000-2001. Serdar Tunçbilek was the Vice President of a Department at the Banking Regulation and Supervision Agency (BRSA) between 2001 and 2005. He served as a Group Coordinator and Vice President of a Department at the Savings Deposit Insurance Fund (SDIF) in 2006-2007. Tunçbilek also served as a member of Board of Directors, Supervisory Board Member and the Chairman of the Board of Directors at Companies taken over by SDIF between 2001-2007. Tunçbilek was appointed a member of Board of Directors at VakifBank in 2007, served as a member of the Credit Committee and the Audit Committee for 5 years, and worked as a member of the Board of Directors and the Chairman of the Board of Directors at Vakif Sistem Pazarlama, Vakif Yatırım Menkul Değerler A.Ş., Vakif Menkul Kıymetler Yatırım Ortaklığı A.Ş., and Vakif Portföy Yönetimi A.Ş. Between the years 2014 and 2017, he was a member of Board of Directors at Güneş Sigorta. Serving as a member of Board of Directors, he was elected the Deputy Chairman of the Board of Directors at VakıfBank at the General Assembly Meeting on June 9, 2017. Serdar Tunçbilek is also a member of the Credit Committee, Audit Committee and Corporate Governance Committee.



#### MEHMET EMİN ÖZCAN

#### CEO - Executive Board Member

Born in 1960, Mehmet Emin Özcan graduated from Ankara University, Faculty of Political Sciences, Department of Economics and Finance in 1982 and began his professional career at Türkiye İş Bankası A.Ş. as Assistant Auditor on January 1, 1983. Subsequently, he assumed various managerial responsibilities at Albaraka Türk Katılım Bankası A.S. He was Executive Member of the Board of Directors of Halk Bankası A.Ş. between March 2003 and April 2005. At the same time, he assumed duties as Bank Representative at Institute of International Finance (IIF). Member of the Board of Directors at Demir-Halk Bank/Netherlands, Halk Yatırım Menkul Değerler A.Ş. and Halk Finansal Kiralama A.Ş. He served as Member of the Board of Directors of T.C. Ziraat Bankası A.Ş. between April 2005 and May 2010. He also assumed duties at various foreign subsidiaries of T.C. Ziraat Bankası A.Ş. as the Chairman/Member of the Board of Directors. Returning to T. Halk Bankası A.Ş. in May 2010, Özcan was appointed as Deputy Chairman of Board of Directors of T. Halk Bankası A.Ş., a position in which he served till March 29, 2013. At the same period, he was also a Board Member at Demir-Halk Bank Rotterdam. On March 29, 2013, Mehmet Emin Özcan was appointed as Deputy Chairman of Board of Directors at VakifBank and also served as the Chairman of Board of Directors of VakıfBank İnternational AG - Vien and Vakıf Yatırım Menkul Değerler A.Ş., Deputy Chairman of Board of Directors of Vakıf GYO, Vakıf Finansal Kiralama A.Ş. and Güneş Sigorta. Upon the decision of Turkish Republic of Northern Cyprus Cabinet, dated February 14, 2017, he was appointed as the Chairman of TRNC Central Bank, and he resigned from his duty at VakifBank. In accordance with the VakifBank Law numbered 6219, at the General Assembly Meeting held on June 9, 2017, Mehmet Emin Özcan was appointed as the CEO of VakıfBank by the Prime Minister. He is married and has three children. He is fluent in English well.



### **DR. ADNAN ERTEM**Board Member

Adnan Ertem, born in 1965, completed his secondary education in Erzurum. He graduated from Istanbul University, Faculty of Political Sciences, Department of Public Administration in 1987, and earned his Ph.D. in 1997 in Sociology. He started his career as Assistant Auditor at the General Directorate of Foundations in 1988, Dr. Ertem was appointed as Auditor in 1991 and Chief Auditor in 2002 at VakifBank. Between 2002 and 2007, he served as the Deputy Manager at the Istanbul Regional Directorate of Foundations at VakifBank. Between 2007 and 2010, Dr. Ertem served as Deputy Undersecretary of the Turkish Prime Ministry and in October 2010 he was appointed as General Director of the Turkish Prime Ministry, General Directorate of Foundations. On October 27, 2010, he was appointed as a Member of the Board of Directors at VakifBank. He is married with two daughters. Dr. Ertem serves as a Member of VakifBank's Remuneration Committee.



#### ŞAHİN UĞUR

**Independent Board Member** 

Having completed his primary and secondary education in Malatya and Erzurum, Şahin Uğur graduated from the Department of Business Administration at Ataturk University in 1979. In 1984, he started to work at VakıfBank and served as Assistant Manager, Manager and Head of a Department until 2004. He then served as Executive Vice President between 2004 and 2013. He was a member of the Board of Directors at VakıfBank International AG Vien, Güneş Sigorta, Taksim Otelcilik, Atakule REIT, Vakıf Menkul Kıymetler Yatırım Ortaklığı A.Ş. and Vakıf GYO which are subsidiaries of the Bank. Şahin Uğur was elected a Board Member of VakıfBank at the General Assembly Meeting dated June 9, 2017.



#### **DİLEK YÜKSEL** Board Member

Dilek Yüksel was born in Niksar, Tokat in 1977. She graduated from Gazi University, Faculty of Economics and Administrative Sciences, Department of Economics. Mrs. Yüksel had an education on banking and economy from Banking Law and Research Institute at Ankara University. She worked as the Manager of Press and Manager of Public Relations Department in Samsun Atakum Municipality, and the Chief of Mamak Municipality's Culture Branch in Ankara. She was elected as a Member of Parliament for the 23<sup>rd</sup> and 24<sup>th</sup> legislative terms from Tokat province. In the 23<sup>rd</sup> legislative term of the Grand National Assembly of Turkey (GNAT), she was a member of the Committee on State Economic Enterprises. Ms. Yüksel also served both as a member and the spokesperson of the Committee on National Defense; member of the Committee on Equal Opportunity for Women and Men; and Head of the subcommittee on Enhancement of Women's Employment and Suggestions for Solution in the 24<sup>th</sup> legislative term. In addition, she served as a Secretary Member of the Presidency Council of the GNAT for the 24<sup>th</sup> legislation term. Ms. Yüksel is fluent in English and she is married with two children.

### >> BOARD OF DIRECTORS



#### ÖMER ARISOY Board Member

Ömer Arisoy graduated from Istanbul University, Faculty of Law in 1997. He started his career as a self-employed lawyer before becoming an advisor for Zeytinburnu Mayor in 1999. Between 2004 and 2014, he served as chairman and vice chairman of various sub-committees in the Zeytinburnu Municipality. In 2014, he was appointed as the Director of Strategy Development Department of the Prime Ministry Housing Development Administration of Turkey and continued this duty for two years. Ömer Arisoy, who has been serving as the Undersecretary of the Ministry of Culture and Tourism since 2016, was elected a Board Member of VakifBank at the General Assembly dated June 9, 2017. Ömer Arisoy is also a member of the Corporate Governance Committee and a substitute member of the Credit Committee.



### **SABAHATTIN BIRDAL**Independent Board Member

Sabahattin Birdal was born in Kemah/Erzincan in 1952. He graduated from Istanbul University, Faculty of Economics, Department of Business Administration-Public Finance. Mr. Birdal began his professional career as Assistant Auditor at VakifBank and subsequently assumed duties as Auditor and Branch Manager. Mr. Birdal also appointed as bank services manager at Faisal Finance Institution, manager of a department and branch and executive vice president in Kuveyt Turk Evkaf Finance Institution before retirement from his duty in 1999. Mr. Birdal assumed duties as Deputy Mayor of Üsküdar Municipality and as Member of the Board of Directors of VakifBank between March 2008 and October 2010. He was appointed as a member of Halkbank's Board of Directors. Sabahattin Birdal was elected Member of VakifBank's Board of Directors at the meeting held on March 2014. He served as Deputy Chairman of Vakif Finansal Kiralama A.Ş., Deputy Chairman of Vakif Menkul Klymetler Yatırım Ortaklığı A.Ş., Board Member at Vakif Yatırım Menkul Değerler A.Ş., Deputy Chairman at Vakif Yatırım Menkul Değerler A.Ş. and Chairman of the Board of Directors of Vakif Factoring. He has been serving as the Chairman of the Board of Directors at Vakif GYO since 30.04.2014. Mr. Birdal also has appointed as the member of the Audit Committee and Credit Committee at T. Vakıflar Bankası T.A.O.

#### >> BOARD OF STATUTORY AUDITORS



#### YUNUS ARINCI

#### **Board of Statutory Auditors Member**

Yunus Arıncı graduated from Ankara University, Faculty of Political Sciences, Department of Public Administration. He began his professional career as Assistant Auditor at the Prime Ministry in 1997 and later completed his post graduate degree at Indiana University between 2007 and 2009. After serving as Auditor and Chief Auditor at the Prime Minister's Office, he took office as Head of the Audit Committee between October 14, 2009-July 13, 2015. Yunus Arıncı was appointed as Chairman of the Presidential State Audit Committee on July 13, 2015, an office he continues to hold. He was appointed Member of the Audit Committee of T. Vakıflar Bankası T.A.O. on March 29, 2013

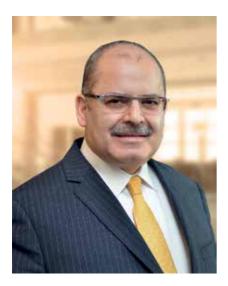


#### HASAN TÜRE

#### **Board of Statutory Auditors Member**

Born in Ankara/Kızılcahamam in 1963, Hasan Türe graduated from the Department of Business Administration of Anadolu University and started his professional career as Intern Officer in 1990 at VakıfBank. Since 2002, he served as Manager of Vezirköprü Branch in Samsun, Manager of Kırşehir Branch, Manager and Board Member of VakıfBank Private Pension Fund and also Board Member at the subsidiaries of VakıfBank. He retired from VakıfBank as of February 28, 2014. Hasan Türe still serves as a Board member of Yenimahalle/Ankara Social Assistance and Solidarity Foundation, and as a Board Member of the boards of various non-governmental organizations operating in Ankara. Türe was elected as a member of Board of Statutory Auditors at the General Assembly of VakıfBank on 9 June 2017. He is married and has two children.

#### >> EXECUTIVE MANAGEMENT



MEHMET EMİN ÖZCAN
CEO - Executive Board Member
(Corporate Communications Department - Board of Directors Operations
Department - Executive Assistant)

Born in 1960, Mehmet Emin Özcan graduated from Ankara University, Faculty of Political Sciences, Department of Economics and Finance in 1982. His career started on 01.01.1983 when he joined Türkiye İş Bankası A.Ş. as Assistant Auditor. He then held various managerial positions at Albaraka Türk Katılım Bankası A.Ş. Between March 2003 and April 2005, he was Executive Director of T. Halk Bankası A.Ş. At the same time, he was Bank Representative at the Institute of International Finance (IIF), and Board Member at Demir-Halk Bank/Netherlands, Halk Yatırım Menkul Değerler A.Ş. and Halk Finansal Kiralama A.Ş. Between April 2005 and May 2010, he was a Board Member at T.C. Ziraat Bankası A.Ş. at T.C. Ziraat Bankası A.Ş., he also served as Chairman/Member of the Board of Directors at the Bank's subsidiaries, especially international subsidiary banks. Returning to T. Halk Bankası A.Ş. in May 2010, Özcan was appointed Deputy Chairman of T. Halk Bankası A.Ş. and served in this position until March 29, 2013. He was also a Board Member at Demir-Halk Bank Rotterdam. Mehmet Emin Özcan was appointed as VakıfBank Deputy Chairman on 29.03.2013, and also served as Chairman of VakıfBank International AG - Vien and Vakıf Yatırım Menkul Değerler A.Ş., Vakıf GYO, Vakıf Finansal Kiralama A.Ş. and Vice Chairman at Güneş Sigorta. On February 14, 2017, by the decision of the TRNC Council of Ministers, he was appointed Chairman of TRNC Central Bank and so resigned from his position at VakıfBank. At VakıfBank's General Assembly Meeting dated June 9, 2017, Mehmet Emin Özcan was appointed VakıfBank CEO by the Prime Minister as per Law number 6219. He is married and has three children. He is fluent in English.



METIN RECEP ZAFER
(Banking Operations - Loan, Customer and Accounting Operations - Treasury Operations - Foreign
Operations - Payment Systems Operations - Application Development 1 - Application Development 2 System Management - IT System and Application Support - IT Planning and Coordination)
Born in 1970, Zafer is a graduate of Marmara University, Faculty of Economics and Administrative Sciences,
Department of Economics. He earned his MA and PhD from the same university. After starting his banking career in
1992, he held different positions at the branch, head offices, organization, audit committees and financial control
structures of various banks. He was appointed as Executive Vice President at VakifBank on June 13, 2006.



HASAN ECESOY (Treasury Management - International Banking and Investor Relations - Treasury Reporting and Middle Office)

Hasan Ecesoy graduated from Uludağ University, Faculty of Engineering, Department of Electronics, and holds a Master's degree from İstanbul Technical University, Department of Business Administration as well as a Ph.D. from Marmara University, Department of Economics. He started his banking career in 1993 at Ziraat Bankası Banking School. After working in the various banks, he was appointed as Executive Vice President of the Bank in June 2010. Hasan Ecesoy is fluent in English.



#### **OSMAN DEMREN**

(Corporate Loans and Allocation Management - Commercial Loans Allocation Management - Retail Loans Allocation Management - SME and Local Government Loans Allocation Management)

Osman Demren is a graduate of Dokuz Eylül University, Faculty of Economics and Administrative Sciences, Department of Business Administration and got his Master's degree in Banking Program in Okan University. He was joined T. Vakıflar Bankası T.A.O. as Assistant Auditor on December 16, 1996. After working as Auditor, He worked as Assistant Manager, Branch and Regional Manager for several years at the Bank, Osman Demren was appointed as Executive Vice President on March 23, 2011 He is fluent in English.



#### MUHAMMET LÜTFÜ ÇELEBİ (Retail Banking Marketing - Retail Loans Marketing Services)

Muhammet Lütfü Çelebi is a 1992 graduate of İstanbul University, Faculty of Economics and Administrative Sciences, Department of Economics. He started his career in 1995 at T. Vakıflar Bankası T.A.O. as Assistant Auditor. After working as auditor between 1998 and 2001, he worked as Assistant Manager and Manager in various branches/departments of VakıfBank. From 2011 to 2013, he held the position of Head of Retail Banking. He was appointed as Executive Vice President of T. Vakıflar Bankası T.A.O. on October 4, 2013. He is fluent in English.



#### Μυσταρά δαγραμ

(Administrative Affairs – Construction and Real Estate and Purchasing)

Mustafa Saydam is a graduate of Gazi University, Faculty of Economics and Administrative Sciences, Department of Business Administration. He started his career in 1993 at T. Vakıflar Bankası T.A.O. as Assistant Auditor. After working as Auditor between 1996 and 1999, he served as Assistant Manager and Manager in various branches/departments at the Bank. He worked as the Head of Human Resources from 2005 until 2010, and as Head of the Audit Board between 2010 and 2013. Mr. Saydam was appointed as Executive Vice President of T. Vakıflar Bankası T.A.O. on October 7, 2013. He is fluent in English.

#### >> EXECUTIVE MANAGEMENT



**MEHMET EMİN KARAAĞAC** (Legal Affairs - Legal Services – Credit Risk Liquidation)

Born in Konya in 1963, Mehmet Emin Karaağaç graduated from Istanbul University, Faculty of Law and started his career as Attorney at Türkiye iş Bankası A.Ş. in 1989. He served as Assistant Legal Counselor and Legal Counselor at various departments of Türkiye iş Bankası A.Ş. until January 2, 2012. He assumed the position of Chief Legal Consultant in VakıfBank's Legal Department on January 3, 2012. Mr. Karaağaç was appointed as the Executive Vice President of Legal Affairs, Loan Monitoring and Legal Proceedings at VakıfBank on October 25, 2013. He has been working as the Executive Vice President of Legal Affairs, Legal Services and Credit Risk Liquidation since July 2017.



(Corporate and Investment Banking Marketing - Commercial Banking Department - Banking Marketing -Cash Management Operations - Corporate Management)

Yakup Şimşek graduated from Ankara University, Faculty of Political Sciences, Department of Business Administration in 1992. He began his banking career at VakıfBank as Assistant Auditor in 1996 and served as Auditor from 1999 to 2002. Subsequently, he served as Assistant Manager and Manager in various branches and departments of the Bank. He served as Head of the Bank's Audit Board from 2008 to 2010, and as Manager of the East Anatolian Regional Directorate and Manager of the Southeast Anatolian Regional Directorate of the Bank, respectively, after 2010. While serving as Head of the Cash Management on March 4, 2014, he was appointed Executive Vice President at the Bank on August 25, 2016.



#### HÜSEYİN UĞUR BİLGİN

**(Human Resources - Corporate Development and Training)**Born in Ankara in 1967, H. Uğur Bilgin is a graduate of the Business Administration Department of Anadolu University. He started his career in 1986 as Officer in VakifBank and went on to serve as Manager in various branches. He served as the Manager of Public Relations in 2003 and at the Board of Directors Affairs in 2004. In 2006, he became Head of the Board of Directors Affairs and in 2013 he was appointed the Head of Human Resources while also fulfilling his responsibilities as regards the Board of Directors Affairs. He also served as a member of the Board of Directors at Bank's various subsidiaries. H. Uğur Bilgin was appointed as the Executive Vice President of VakıfBank on 01.08.2017.



## **SEYH MEHMET BOZ** (Lending Policy and Process Implementation - Credit Risk Planning and Loan Monitoring - Evaluation and Rating Department)

Şeyh Mehmet Boz, born in 1967 in Adıyaman, graduated from Çukurova University, Faculty of Economics and Administrative Sciences, Department of Economics in 1990 and received his Master's degree from the same Department in 1993. He started his banking career in 1995 as Assistant Auditor in VakıfBank. He worked as Deputy Manager in the Istanbul Branch between 1999-2002, and as Manager in Adapazarı Branch between 2002-2005. After 2005, he served as Head of General Accounting and Finance Department, Head of Retirement and Sanitary Affairs, Head of SME Banking, and Head of Retail and SME Loan Department. He had been serving as Regional Manager at the 1st Regional Directorate of Istanbul starting since 2015. Şeyh Mehmet Boz was appointed an Executive Vice President of VakıfBank on 01.08.2017. He is fluent in English.



### **ILKER YEŞİL** (Payment Systems - Digital Banking and Distribution Channels)

Born in Silifke in 1973, ilker Yeşil graduated from Ankara University, Faculty of Political Sciences, Department of Public Administration in 1994. He started his banking career in 1995 as Assistant Auditor at VakifBank. Having served as Manager in various branches, he became Çukurova Regional Manager in 2007 and Mediterranean Region Manager in 2010. While serving as Regional Manager at Çukurova Regional Directorate, he was appointed as an Executive Vice President of VakifBank on 01.08.2017.

#### >> EXECUTIVE MANAGEMENT



#### **SUAYYIP ILBILGI** (General Accounting and Financial Affairs - Strategic Planning - Subsidiaries and Affiliates)

Born in 1972 in Ceyhan, Şuayyip İlbilgi graduated from Gazi University, Faculty of Economics and Administrative Sciences, Department of Economics in 1994. He started his career as Assistant Associate at VakıfBank in 1996. He served as Manager at the Treasury between 2007 and 2010. In 2010, he became Head of Treasury. On August 1st, 2017, Şuayyip İlbilgi was appointed as an Executive Vice President of VakıfBank and currently also serves as Deputy Chairman of VakıfBank International AG.



#### ERSİN ÖZOĞUZ

(SME Banking Marketing Department - Local Governments Banking Marketing Department))
Ersin Özoğuz was born in Izmir in 1972. He graduated from Dokuz Eylül University, Faculty of Economics and Administrative Sciences, Department of Finance in 1993, and started his career at Turkish Ministry of Finance, Izmir Directorate in the same year. He started his banking career in 1996 as Assistant Auditor at VakifBank, and promoted to the position of Auditor in 1999. Having served as Manager in various branches, he became Regional Manager of Marmara Regional Directorate in 2009. Then he served as Head of Commercial Banking in 2011, Head of Cash Management Transactions in 2013, and Head of Audit Board in 2014. Ersin Özoğuz was appointed an Executive Vice President of VakifBank on 01.08.2017. He is fluent in English.

### >> INTERNAL CONTROL SYSTEMS EXECUTIVES

#### **MUSTAFA EMRE**

#### **Head of the Audit Board**

Mustafa Emre graduated from Hacettepe University, Faculty of Science, Department of Mathematics and started his banking career in 2003 as Assistant Auditor at the Audit Board. He was then appointed as Auditor in 2006 and Deputy Head of Audit Board in 2013. He has been serving as Head of the Audit Board since 31.07.2017.

#### ZEKİ SÖZEN

#### **Head of Risk Management**

Zeki Sözen graduated from Middle East Technical University, Department of Computer Engineering; he completed postgraduate study at the same institution. Zeki Sözen began his professional career at VakifBank as a Programmer in the Electronic Business Intelligence Systems (EBIS) Department on September 9, 1987. Subsequently, he served as Senior Programmer, Assistant Manager, Manager and Head of different departments of the EBIS Department prior to his appointment to Head of Risk Management on August 7, 2008.

#### **MİKAİL HIDIR**

#### **Head of Internal Audit**

A graduate of the Faculty of Law at Ankara University, Mikail Hıdır started his career as Deputy Auditor in 2003 at the Audit Board. He served as Manager in various departments before being appointed as Head of Loan Monitoring and Compliance Department in 2014. He has been serving as Head of Internal Audit Legislation Department since 25.07.2017.

#### >> COMMITTEES

#### **» AUDIT COMMITTEE**

Serdar Tunçbilek and Sabahattin Birdal were elected to the Audit Committee that was established in order to assist the VakıfBank Board of Directors in carrying out its auditing and oversight responsibilities.

The Audit Committee has assumed the following duties and functions:

- » Overseeing the effectiveness and adequacy of the internal control systems of the Bank; functioning of these systems as well as the accounting and reporting systems in accordance with applicable laws and regulations; and maintaining the integrity of the information generated by these systems on behalf of the Board of Directors,
- » Performing the preliminary assessments required for the selection of the independent audit companies by the Board of Directors,
- » Monitoring the activities of the independent audit companies selected by the Board of Directors on a regular basis,
- » Ensuring the consolidated functioning and coordination of the internal audit functions of the institutions subject to consolidated audit,
- » Receiving regular reports from the departments in charge of and independent audit companies working on internal audit, internal control and risk management systems as regards their operations.

#### » CREDIT COMMITTEE

VakıfBank Credit Committee is comprised of two permanent members and two alternate members, in addition to the General Manager. Serdar Tunçbilek and Sabahattin Birdal serve as permanent members while Dilek Yüksel and Ömer Arısoy are alternate members.

The functions of the Credit Committee are as follows:

- » Performing the tasks stipulated in the Banking Law in accordance with the principles set forth by the Board of Directors,
- » Soliciting the written recommendation of the Head Office in lending decisions, and providing the financial analysis and news and intelligence reports about those applying for loans with respect to recommendations for loans that require the procurement of account status documentation,
- » Providing any type of information that may be requested by any of the members of the Board of Directors about the Committee's activities and cooperating in the performance of any checks and controls since the Committee's activities are overseen by the Board of Directors.

#### **» CORPORATE GOVERNANCE COMMITTEE**

VakıfBank Corporate Governance Committee consists of Members Serdar Tunçbilek and Ömer Arısoy and The Head of International Banking and Investment Relations Mustafa Turan. The Corporate Governance Committee is responsible for overseeing the Bank's compliance with the Corporate Governance Principles.

The Corporate Governance Committee fulfills the following functions:

- » Overseeing the degree of compliance with the Corporate Governance Principles within the Bank and determining the reasons in case of non-compliance as well as determining the negative impacts resulting from incomplete adherence to these principles and recommending corrective actions to be taken in respect thereof.
- » Formulating methods that will provide transparency in the identification of the candidates for the Board of Directors to be recommended to the Board of Directors,
- » Undertaking research and developing recommendations about the number of executives in senior management positions,
- » Formulating recommendations and monitoring the implementations related to the principles and practices for performance evaluation and compensation of the members of the Board of Directors and the executives,
- » Providing recommendations to the Board of Directors pertaining to the persons to be appointed to the Bank's senior management positions consisting of Executive Vice Presidents and equivalents,
- » Investigating the independence of the members of the Board of Directors and uncovering any conflicts of interest,
- » Providing assessments and recommendations related to the structure and operating principles of the committees reporting to the Board of Directors.

#### **» REMUNERATION COMMITTEE**

With the Board of Directors decision numbered 82893 and dated January 26, 2012, the VakifBank Remuneration Committee was established in line with Article 6 of the Corporate Governance Principles that was amended with the "Regulation on Making Amendment to the Regulation Regarding the Corporate Governance Principles of Banks" that was published in the Official Gazette numbered 27959 dated June 9, 2011. The Committee members are Şahin Uğur and Dr. Adnan Ertem and Dilek Yüksel.

The Remuneration Committee:

- » Evaluates remuneration policies and practices in the context of risk management, and reports its recommendations to the Board of Directors annually.
- » Develops its recommendations regarding the remuneration of the members of the Board of Directors and senior executives by taking into consideration the Bank's long-term objectives. The Committee identifies remuneration criteria that are linked to the respective performance of both the Bank and the Board Members. Considering the degree of realization of the criteria, the Committee submits its remuneration proposals regarding Board Members and senior executives to the Board of Directors.

### » ASSET/LIABILITY MANAGEMENT COMMITTEE

The Asset/Liability Management Committee meets on a weekly basis to evaluate economic and market developments and to discuss the impact of these developments on the Bank's balance sheet. In this context, actions are taken to manage the balance sheet's funding cost and structural foreign exchange rate, interest rate, liquidity and credit risks at the optimum level, within the scope of related legislation and to shape the balance sheet's development in line with the Bank's growth strategies. In order to maintain efficient liquidity and Fund management, the Committee monitors sources and uses movements that constitute the cash inflow and outflow in the short term, development of budget parameters by segment, and market shares; and evaluates measures and actions that will inform the liquidity, resource procurement and funding source utilization transactions in accordance with the Bank's primary objectives and strategies.

Evaluating the harmony of the issues to be carried out by departments with the growth strategies embraced by the Bank, monitoring and analyzing profitability and net interest income, updating policies, procedures, regulations and other documents are among the other responsibilities of the Committee. In addition, efforts and practices related to decisions taken at previous meetings are regularly evaluated.

The Committee, however, also discusses agenda items to ensure that the Bank acts proactively, when necessary, to evaluate decisions by legal authorities which may affect the Bank's activities, as well as to keep track of innovations and changing technological conditions.

The Committee, chaired by the General Manager, is comprised of Executive Vice Presidents, the Manager of Economic Research and the Head of Risk Management.

### » COMMITTEE MEETING FREQUENCY AND ATTENDANCE AT MEETINGS

#### **Board of Directors**

It generally convenes every 15 days, but more frequently in case of emergencies. The Board of Directors convened for 92 meetings and passed 1,394 resolutions in 2017.

#### **Credit Committee**

It generally convenes every 15 days and holds extraordinary meetings in case of emergencies. The meeting time is determined based on the number of agenda items received by the meeting secretariat and their urgency status. The Committee convened for 73 meetings and passed 452 resolutions in 2017.

#### Corporate Governance Committee

It convenes at the dates specified by the Committee Chairman; generally every three months or at least twice a year, but not to exceed six months between meetings. The Committee convened for two meetings in 2017.

#### **Remuneration Committee**

It meets at least once a year. The Committee convened once in 2017.

#### **Audit Committee**

It convened sixteen times in 2017.

# Asset/Liability Management Committee The Committee generally meets weekly; it convened 37 times in 2017.

#### >> HUMAN RESOURCES PRACTICES

VakıfBank is committed to provide equal opportunities and conditions to all of its employees in its human resources practices.

VakıfBank's modern and strategic human resources policy is designed to develop its employees' talents in line with requirements of the current day and the necessities of digital banking, and to increase employee motivation.

The present human resources practices are geared towards providing equal opportunities and conditions for all employees, on the basis of their competencies. In addition, the Bank aims to contribute the individual and professional development of employees to maximize employee satisfaction and commitment, and nurture a culture that will sustain corporate success.

### » RECRUITMENT AND PERSONNEL PROCEDURES

The Bank's employment plans are carried out in a line with strategies determined in the light of the Bank's long-term strategic objectives and the departments/branches' staffing norms, so as to meet their personnel needs in a top quality and efficient manner.

In 2017, as a result of studies to determine the employee requirement, the Bank identified the places where additional employee is needed in the short term, and made a point of overcoming the shortcoming in these places, and organized regional recruitment, tests and interviews. As for the long term, the Bank planned and carried out the employee recruitment process in due consideration of employee requirements expected to arise during the year, depending on planned organizational changes, new branches set to be opened, and the number of employee who would leave due to retirement, resignation and similar reasons.

In this scope, 1152 new employees were recruited in order to meet the Bank branches' and departments' employee needs that arose in 2017. The Bank's head count increased 3% compared to the prior year to reach 16,097 as of end-2017.

The Bank also attempted to meet the branches' and departments' demand for employee with the existing workforce, by changing places of duty in the year 2017. The ensuing appointments and assignments allowed the Bank's branches and departments to operate with an optimum number of employee.

Furthermore, to ensure the continuity of the added value created by the employees for the Bank, the places of duty of 700 employees who had been working in the same branch for a long period were changed in January 2017, according to specific criteria (branch class, signature authorization, the employee's role, title, etc.). As such, the possible risks associated with working at the same branch for long time and reduced labor productivity were eliminated, and the employee's dynamism and motivation were increased. In consideration of the mentioned rotation scheme's positive effect on the Bank employee's productivity, VakıfBank plans to repeat it periodically in the following period.

With a view towards preventing the risks posed by accumulated annual leaves for the Bank, efforts were expended in 2017 to encourage Bank employee with annual leave of over 50 days to plan and use at least 2 weeks of their leave without disrupting the workflow in their places of duty. These efforts not only helped reduce the accumulated annual leave days but also enabled employees to enjoy their right to leisure and increase their work dynamism.

#### **» EMPLOYEE RELATIONS**

Activities carried out in the scope of the Occupational Health and Safety Policy, which embodies the importance attached by the Bank to its employees, possible workplace risks are minimized and a safe work atmosphere is created. To this end, efforts were expended in 2017 at the Bank in line with the relevant provisions of the Law numbered 6331 on "Occupational Health and Safety Policy". Risk Assessment Reports and Emergency Plans were prepared for 875 branches and 279 departments, 8,298 employees were given Occupational Health and Safety Training, 1,250 employee received Basic First Aid Training, 8,000 employees underwent periodical health check/screening, and Fire-Robbery-Theft-Natural Disaster Drills were carried out in numerous branches and departments.

2018 goals for human resources practices

- » It is planned to recruit approximately 1,000 more employees during various dates in the year 2018 in order to meet the needs which will arise due to resignation, retirement and similar reasons, and the workforce requirements of the new commercial segment branches to be opened in 2018.
- » The rotation scheme applied in 2017 for employees working at the same branch for a long time will be extended into 2018 and turned into an employee policy, since it has made huge contributions to reducing risks posed for the Bank.
- » Occupational health and safety measures will be implemented through the integration into VIT of the Occupational Health and Safety Management System purchased by Vakıf Joint Health and Safety Department. The Bank plans to ensure that work accident and occupational disease records are entered over VIT and that statistical data is stored duly.

"Career Based Wage Management" system, which is among the most important phases of the change and transformation effort initiated in VakifBank, has been launched.

- » The work under way within the scope of the Occupational Health and Safety Policy will continue in 2018, with a view towards raising the awareness of the employee in this regard and thus preventing possible job accidents. In this respect, the Bank will draw up Risk Assessment Reports and Emergency Plans, carry out Fire-Robbery-Theft-Natural Disaster Drills for the remaining branches and departments, continue the ongoing occupational health and safety training for the employee during the year, continue the periodical health checks and screenings by physicians, and ensure that sub-employers fulfil their obligations as per the relevant legislation on occupational health and safety.
- » In the calendar year 2018, the Bank will continue its efforts to encourage the employee to use and reduce their annual leaves accumulated in the previous years, without disrupting the work flow.

## » CORPORATE DEVELOPMENT AND ACADEMY

### Career and Performance

In 2017, performance evaluations of sales employee and branches/regions were conducted on a daily basis according to measurable, attainable, and realistic targets, which were set by taking into consideration the skill sets, current job descriptions of the employee and the potential of branches, objective and fair evaluations in accordance with these targets. The Bank also achieved a high level of employee motivation by making semi-annual incentive payments to its employees. In this regard, the base salaries which constitute the basis for premium amounts were increased by an approximate 43.55% for all employees.

According to the title promotion provisions of the Personnel Regulation and Specialized Employees Regulation, a total of 1,868 employees were promoted to the next level.

VakifBank and the Bank Finance and Insurance Workers' Union (BASS) have concluded the 23<sup>rd</sup> Period Collective Labor Agreement, which covers the period between 01.05.2017 and 30.04.2019.

The "Career-Based Wage Management System", one of the most important phases of the change and transformation was initiated in the Bank, and an additional protocol was signed with the Bank Finance and Insurance Workers Union (BASS) as regards its provisions.

### Corporate development

With its strong capital structure, asset quality and extensive branch network in the Turkish banking sector, VakıfBank adopted the principle of rendering effective, efficient and customer-oriented services. To this end, in order to ensure the continuity of its stubborn organization, VakıfBank increased the total number of its branches from 921 to 924.

The Mobile Branch tools acquired by the Bank in the year 2016 were directed to different locations in 2017 in order to provide marketing services and were also used for allowing branches affected by various emergencies to provide uninterrupted services to their customers.

In the scope of the digital transformation rapidly taking place within the sector owing to the increased importance of technological investments and projects, the Bank started a procurement process for Corporate TV (Digital Signage) applications in order to be used in the Bank branches and Head Office Service Building. According to plans, the new scheme will start to serve Bank customers and staff employees in 2018.

### >> HUMAN RESOURCES PRACTICES

As part of its human resources policies, VakıfBank provides training opportunities for its employees in order to support their development in line with their career goals, improve their motivation, create job satisfaction, and increase their work productivity.

In the second half of 2017; changes and updates were made to the organizational structure of the Head Office, in order to implement sustainable and profitable growth strategies, ensure that the organization is strengthened by obtaining an effective and productive structure, create a product- and customer-oriented organization structure, deliver a rapid and uninterrupted service, and ensure a healthy credit management and increased operational efficiency. The mentioned change and transformation contributed to the efforts towards these goals:

- » Creating a product- and customerfocused distribution network, effective performance measurement, sound credit risk management and increased operational efficiency,
- » Delivering Bank customers products and services that meet their new and evolving needs, perfecting the operations for the delivery of banking products and services, and reducing costs through efficiency studies,
- » Identifying profitable market areas and developing products and services for these areas
- » To this end, especially marketing departments were structured according to segments and specialization was achieved to create a more efficient management structure, within the scope of restructuring efforts. The resegmentation of the branches in line with the customer-oriented perspective and the foundation of branch departments corresponding to Head Office Departments have necessitated the constitute of the Commercial Branches as well. Within this scope, it has been decided to open 35 Commercial Branches in order to provide a better quality service to the customers

in the commercial segment and to increase customer productivity. These Commercial Branches, which will serve in 14 different provinces, are planned to become operational in 2018.

In order to manage the branches through a more effective and stronger coordination, to increase the support given to the branches, to ensure the balance among the workloads of Regional Directorates, to enhance market share and profitability through focus, one Regional Directorate and one Regional Loan Directorate in both Ankara and Istanbul's European side.

In the second half of 2017, efforts were initiated for the identification and modification of the new Head Office Building, and the VakıfBank Head Office Departments, which had been operating in multiple locations across the European side of Istanbul since 2011, were gathered in a single location to deliver services. For this purpose, new service buildings located in the Ümraniye district of Istanbul were rented and construction work was accelerated in order to gather the scattered departments, so that they start functioning in these new Head Office buildings in 2018. Thus, it will be possible to eliminate various problems arising from the existence of multiple service buildings in different locations, to render the management network more efficient and effective, and to increase synergy further by bringing the departments together.

### **Training**

As part of its human resources policies, VakıfBank provides training opportunities for its employees in order to support their development in line with their career goals, improve their motivation, create job satisfaction, and increase their work productivity. To this end, in line with the "Training Needs Assessment," 1,942 classroom training sessions were conducted on 461 different topics in 2017. Some 40,897 participants received a total of 362,129 hours of training during these sessions. Some 9,996 employees, out of the Bank's total employee count of 16,097, attended at least one training session while 5,972 employees attended multiple training

A Certification Training Program was designed and initiated to ensure that employees acquire the necessary experience and competencies along their career path, and receive the courses that are a precondition for promotion to the next level. Within this scope, a question bank was set up through collaborations with universities for Training Programs and Assessment Exams. The In-House Trainer System was set up in order to tap into the Bank's internal resources for training activities, and to employ specialized employee as in-house trainers; applications of employees willing to join the In-

# The once-a-year administrative appraisal system has been discontinued to be replaced by a "Behavior-Based Competency Appraisal" system in 2018.

House Trainer System were collected. The Bank's goal for 2018 is to ensure that the employee selected as In-House Trainer Candidates complete the In-House Trainer Training Program successfully, and play an active role in training schemes.

In training programs designed with the mixed learning model, e-learning training schemes are used intensively with increased subject diversity to support in-class training. In addition to classroom training sessions, 274,945 participants completed e-learning modules offered on 151 topics and there was an increase in the number of people.

### » STRATEGIC GOALS FOR 2018

Pursuant to the related articles of the Bank's Employee Directive and Specialized Employee Directive that govern promotions, the Bank plans to administer a promotion in title examination to employee and specialized employees in the Professional Public Servant category. As regards the career planning of Bank employees, a "Career Based Wage Management System" was introduced to assign not only titles but also task positions to the employee. As such, the employees will have the chance to move not only vertically, but also horizontally.

The once-a-year administrative appraisal system has been discontinued to be replaced by a "Behavior-Based Competency Appraisal" system in 2018.

Head Office Departments will start to be classified just like the branch departments. The Bank's performance system will be modified to measure the performance of all Bank departments, whose performance has not been measured so far. All such departments will be assigned targets in line with the Bank's overall strategies.

In accordance with the Bank's goals and strategies, VakıfBank keeps restructuring the Bank's organization to meet its needs; revising the operational guidelines of all departments; and aligning them with the Bank's business processes.

In line with new laws, regulations and requirements for the banking sector, VakıfBank plans to constitute the coordination between the departments and support the developments that will impact the Bank's structure.

Armed with the awareness that the Bank's most valuable asset is its human capital, the Bank plans to conduct the permanent staff analyses in order to determine the optimal employee needs of departments and branches.

In 2018, in parallel with global and national economic policies, the Bank will focus on the four basic dimensions of its corporate strategy, namely efficiency, profitability, quality and growth so as to continue to expand its branch network as planned, powered by its customers.

In order to ensure that it achieves its strategic objectives of corporate development and growth, the Bank will identify all requirements for training and development so as to nourish a corporate culture and enhance business results by enhancing employee performance and motivation, based on business goals, business quality/quantity criteria, and behavior-based competencies. The Bank plans to organize the training that will increase the human resources quality to meet these needs through practice-oriented, business results-focused methods that support social learning and make extensive use of technologies.

Based on the results of the "Behavior Based Competency Assessment" of the employee, the competencies requiring improvement will be identified and competence-based training programs will be designed so as to enhance these areas of competence.

A video broadcasting infrastructure is being established in the Bank, in order to ensure that the technology is used effectively in education and development activities, and that the employee can instantly access the content necessary for their personal learning needs. Training programs designed through the mixed learning model will be enriched with video content in 2018.

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### >> OUTSOURCED SUPPORT SERVICES

Under Banking Law 5411 numbered and Communiqué on Procurement of Support Services for Banks dated 05.11.2011 and numbered 28106 VakifBank procures support services from various companies in order to increase its service quality and maximize customer satisfaction.

As part of the services received from the companies specified within the framework of Law 5188 numbered regarding "Private Security Services," support services such as private security and cash transportation, information systems, various campaigns, merchant verification, and call center services included in the scope of improving Bank's registries, retail marketing and data input services, negotiable instrument printing, human resources, mortgage transactions, et al. are procured from the following companies, provided that the Bank has the authority in management, content, access, control, auditing and updating.

# Private security and cash transportation services received from companies in accordance with Law 5188 numbered on Private Security Services:

- » Group 4 Securicor Güvenlik Hizmetleri A.Ş.
- » Desmer Güvenlik Hizmetleri A.Ş.
- » Ekol Grup Güvenlik Ltd. Şti.
- » Securitas Güvenlik Hizmetleri A.Ş.
- » Bakkaloğlu Özel Güvenlik Ltd. Şti.

### <u>The maintenance of IT Systems Software</u> Services:

- » Asseco See Teknoloji A.Ş.
- » Bilişim Bilgisayar Hizmetleri Ltd. Şti.
- » Crif Enformasyon Derecelendirme ve Dan. Hizm. San. ve Tic. A.Ş.
- » Diebold ATM Cihazları Tic. A.Ş.
- » Eretim Bilgisayar Hizmetleri ve Danışmanlık Ltd. Şti.
- » Etcbase Yazılım ve Bilişim Teknolojileri 1td Sti
- » Experian Bilgi Hizmetleri Ltd. Şti.
- » Global Bilişim Bilgisayar Yazılım Danışmanlık San. ve Tic. Ltd. Şti.
- » ICS Financial Systems Ltd.
- » Infina Yazılım A.Ş.
- » Innova Bilişim Çözümleri A.Ş.
- » Key İnternet Hizmetleri Bilgisayar Yazılım Don. Mühendislik Müş. San. ve Tic. Ltd. Şti.
- » Kobil Bilgisayar Enerji ve Elektrik Sistemleri San. Tic. Ltd. Şti.
- » Optiim İş Çözümleri A.Ş.
- » Pronet Güvenlik Hizmetleri A.Ş.
- » Riskaktif Danışmanlık Eğitim ve Yazılım San. Tic. Ltd. Şti.
- » Suntec Business Solutions FZE
- » Troy TRM Enformasyon ve Yazılım San. Tic. Ltd. Sti.
- » Uzman Bilişim Danışmanlık A.Ş.
- » Vbase Bilişim Teknolojileri Tic. A.Ş.
- » V.R.P. Veri Raporlama Programlama Bilişim Yazılım ve Dan. Hiz. Tic. A.Ş.
- » Verifone Elektronik ve Danışmanlık Ltd. Şti.

### Call Center services:

- » CMC İletişim ve Çağrı Merkezi Hizmetleri A.Ş.
- » Assisst Rehberlik ve Müşteri Hizmetleri A.Ş.

### **Retail Marketing and Data Entry Services:**

- » Infoverify Danışmanlık Hizmetleri A.Ş.
- » PTT Genel Müdürlüğü
- » 8 Car Dealers

### The Printing of Negotiable Instruments:

» MTM Holografi Güvenlikli Basım ve Bilişim Teknolojileri San. ve Tic. A.Ş.

### Outsourcing:

- » Vakıf Pazarlama Sanayi ve Ticaret A.Ş.
- » GNY Tanıtım İletişim Hizmetleri ve Dış Tic. Ltd. Sti.
- » OBSS Bilişim Bilgisayar Hiz. Dan. San. ve Tic. Ltd. Şti.

### **Credit Cards Distribution Services:**

» Kurye Net Motorlu Kuryecilik ve Dağıtım Hizmetleri A.Ş.

### <u>Deposits and Credit Account Statements</u> Printing:

» Mastercard Payment Transaction Services Turkey Bilişim Hizmetleri A.Ş.

### **Mortgage Transactions Services:**

» Vakıf Gayrimenkul Değerlendirme A.Ş

### **Executive Assistant Services:**

- » Türkmenler Tem. İnş. Med. Ymk. Gıda San. ve Tic. Ltd. Şti.
- » Azizer İnş. Ve Taahhüt Temizlik Hizmetleri Gıda San. ve Tic. Ltd. Şti.
- » Yentürk İnş. Oto. Medikal Nakliye Temz. San. ve Tic. Ltd. Şti.
- » Efor Temz. İşl. Gida Tib. Malz. ve Med. İnş.
  Itd. Sti

### >> TRANSACTIONS WITH THE BANK'S RISK GROUP

The details of the transactions with the Bank's risk group in 2017 and related explanations are presented in the annual report as a note to Section VII of the Independent Audit Report on Unconsolidated Financial Statements.

### >> CORPORATE GOVERNANCE PRINCIPLES COMPLIANCE REPORT

# » CHAPTER I - DECLARATION OF CORPORATE GOVERNANCE PRINCIPLES COMPLIANCE

Türkiye Vakıflar Bankası T.A.O. ("VakıfBank" or "Bank") has adopted the Corporate Governance Principles stipulated in accordance with the Banking Legislation, Capital Markets Legislation, Turkish Commercial Code and other relevant regulations. VakıfBank pays utmost attention in order to actualize these principles and has adopted the equality, transparency, accountability and responsibility concepts of the Corporate Governance Principles published by Capital Markets Board (CMB).

The Bank ensured compliance with the following Corporate Governance Principles from among those stipulated in the Annex of the Corporate Governance Communiqué II-17.1 that entered into force after being published in the Official Gazette dated 3<sup>rd</sup> of January 2014 and numbered 28871;

- a-) The Bank is in compliance with the following compulsory principles that must be implemented by the banks: (1.3.1.), (1.3.5.), (1.3.6.), (1.3.9.), (4.2.6.), (4.3.1.), (4.3.2.), (4.3.3.), (4.3.4.), (4.3.5.), (4.3.6.), (4.3.7.), (4.3.8.), (4.5.1.), (4.5.2.), (4.5.3.), (4.5.4.), (4.5.9.), (4.5.10.), (4.5.11.), (4.5.12.), (4.5.13.), (4.6.2.) and (4.6.3.).
- b-) The Bank was not able to comply with the compulsory principle numbered 4.3.7 that must be implemented by the banks due to the fact that the list of independent Board Members cannot be prepared at least 60 days before the General Meeting date. The aforementioned situation was informed to the Capital Markets Board by the letter dated 27.01.2017 and numbered 35. The matter of whether the members elected in the 63<sup>rd</sup> Ordinary General Assembly dated 09.06.2017 meet the independency criteria or not was informed to the Capital Markets Board by the letter dated 16.06.2017 and numbered 212. It has been stated that there is no negative opinion regarding the

elected independent Board Members in the response letter of CMB dated 17.07.2017 and numbered 29833736.

c-) Regarding the non-compulsory principles:

Eight members of the Board of Directors are elected by the General Assembly whilst one member is appointed by the Prime Minister. There is one female member in the Board of Directors which is composed of the eight members who were elected at the 63<sup>rd</sup> Ordinary General Assembly of 2016. On the other hand, in spite of the fact that the 25% ratio advised in the Corporate Governance Principle n.4.3.9 is not reached exactly, no disputes have arisen between the stakeholders so far.

#### » CHAPTER II - SHAREHOLDERS

### 2.1 Investor Relations Department

The Investor Relations Department carries out its activities under the Head of International Banking and Investor Relations that reports to the Executive Vice President Mr. Hasan Ecesoy.

Conducting relations with foreign and institutional investors, rating institutions and shareholders, the Investor Relations Department informs and reports to the Board of Directors regarding all activities carried out and quarterly submits presentations, in particular, regarding the financial comparative analysis of VakıfBank with its peers.

### The licenses of the department directors are as shown below:

| NAME-SURNAME   | TITLE   | LICENSE  |
|----------------|---------|--|
| Mustafa TURAN* | Head    | Capital Market Activities Advanced Level License<br>Derivative Instruments License<br>Corporate Governance License |
| Ali TAHAN      | Manager | Capital Market Activities Advanced Level License<br>Derivative Instruments License<br>Corporate Governance License |

<sup>\*</sup>Assumes duties as a member of the Corporate Governance Committee as per the 11<sup>th</sup> Article and 2<sup>nd</sup> paragraph of the Corporate Governance Communiqué.

### Employees serving in the Investor Relations Department are as follows:

| NAME-SURNAME          | TITLE                  | PHONE            | E-MAIL                                |
|-----------------------|------------------------|------------------|---------------------------------------|
| Mustafa TURAN         | Head                   | (0216) 724 26 61 | mustafa.turan@vakifbank.com.tr        |
| Ali TAHAN             | Manager                | (0216) 724 26 85 | ali.tahan@vakifbank.com.tr            |
| Zeynep Nihan DİNCEL   | Assistant<br>Manager   | (0216) 724 26 86 | zeynepnihan.dincel@vakifbank.com.tr   |
| Yasemin KEÇELİOĞLU    | Associate              | (0216) 724 26    | yasemin.kecelioglu@vakifbank.com.tr   |
| Ece Seda YASAN YILMAZ | Associate              | (0216) 724 26 88 | ecesedayasan.yilmaz@vakifbank.com.tr  |
| Yusuf YILMAZ          | Associate              | (0216) 724 26 89 | yusuf.yilmaz2@vakifbank.com.tr        |
| Berna SELEM ARSLANTAŞ | Associate              | (0216) 724 26 90 | bernaselem.arslantas@vakifbank.com.tr |
| Mehmet Mümtaz MEMİK   | Assistant<br>Associate | (0216) 724 26 91 | mehmetmumtaz.memik@vakifbank.com.tr   |

### >> CORPORATE GOVERNANCE PRINCIPLES COMPLIANCE REPORT

### The main duties and responsibilities of the Investor Relations Department are as follows:

- » Managing the relations with existing and potential foreign and local institutional investors and rating agencies,
- » Maintaining the relations with brokerage companies' analysts who prepare reports regarding the Bank,
- » Attending meetings organized in Turkey and abroad on behalf of VakifBank,
- » Preparing quarterly presentations regarding results of the financial statements and making teleconferences,
- » Preparing corporate presentations and similar type of meeting tools that publicize the Bank, arranging various target-driven publicity and informative meetings,
- » Keeping the "Investor Relations" page upto-date that includes Turkish and English contents on the Bank's website,
- » Working in coordination with the relevant Head Office departments in preparing and updating the Corporate Governance Principles Compliance Report,
- » Contribute to the preparation of annual and interim reports
- » Responding the shareholders' written information requests about the Bank,
- » Preparing documents that must be submitted for the shareholders' information and review regarding Ordinary and Extraordinary General Assembly meetings and holding General Assembly meetings in compliance with the relevant legislation, the Bank's Articles of Incorporation and other internal regulations,
- » Disclosing the material events via Public Disclosure Platform required to be made within the scope of the Capital Markets Legislation and the relevant legislation that the Bank is liable to comply with
- Carrying out activities in collaboration with the departments for sustainability activities,
- » Assembling, running, and providing coordination necessary for the sustainability of Quality and Environment Management System with a methodology to be determined by the Corporate Governance Committee within the Bank.

# During 2017, the Investor Relations Department:

» Approximately 1,000 information requests submitted by the shareholders were responded.

- » 21 local and foreign investor conferences were attended, and face-to-face meetings were held with more than 400 foreign and local institutional investors.
- » More than 250 meetings were held in the Bank's İstanbul office and roughly 400 investors/analysts were interviewed.
- » Following the investor conferences attended, reports were prepared in line with the feedback obtained from the investors and presented to the top management.
- » Four teleconferences about the results of the financial statements were arranged and their records were published on the English version of the website.
- » Annual ordinary evaluation meetings were held with rating institutions (Fitch, Moody's and S&P).
- » Close communication was sustained with all the analysts publishing reports regarding the Bank, accurate and reliable information was provided to the analysts during the report preparation and comments on the reports were shared with the analysts following the review process.
- » It was ensured that 2017 Ordinary General Assembly meetings were held within the scope and in compliance with the Banking Law, Capital Markets Law, Corporate Governance Communiqué, the Bank's Articles of Incorporation and other legislations.
- » The Disclosure Policy was updated with the Board of Directors' resolution dated 31.10.2017 within the scope of Communiqué on Material Events Disclosure (II-15.1) published by Capital Markets Board (CMB).
- » VakıfBank received the awards of "International Bond Deal of the Year" and "Financial Institutions Financing Deal of the Year" with the first ever Eurodenominated Mortgage Covered Bond issuance of Turkey amounting EUR 500 million with 5 years maturity by "Bond and Loans Award 2017", one of the most prestigious award in the Turkish Capital Markets and finance sector. In addition, VakıfBank has won "CEEMEA Financial Institution Deal of the Year" award by Global Capital, one of the respectful and prestigious media company of international capital markets, in January 2017 for the same issuance.

- » Mr. Hasan Ecesoy, EVP responsible for International Banking and Investor Relations Department, took part as a speaker for the panel of "the Symbiotic Life of Credit Markets and Capital Markets: Securitization" at Capital Markets Congress held in Istanbul.
- » Mr. Mustafa Turan, SVP responsible for International Banking and Investor Relations, participated to the panel of "Banks in Central and Eastern Europe" as a speaker at Euromoney Covered Bond Conference held in Barcelona.
- » Mr. Mustafa Turan, SVP responsible for International Banking and Investor Relations, participated to the panel of "Capital" as a speaker at the Bonds&Loans Conference held in istanbul.
- » Secretarial procedures were performed for the Corporate Governance Committee, which is the highest body authorized for coordinating sustainability activities, and for the Sustainability Work Group which carries out activities under this Committee. Anticipated meetings and meeting agendas were determined.
- » As the Bank is listed in the BIST
  Sustainability Index, correspondence
  with the related organizations has been
  carried out to make sure that the Bank
  maintains its position in the Index.
  Furthermore, EIRIS (Ethical Investment
  Research Services Limited) reports issued
  regarding the Bank's index performance
  were reviewed and mutual opinions were
  shared
- » In order to maximize the Bank's performance in environmental, social and Corporate Governance issues, activities were carried out in collaboration with other departments of the Bank.
- » In conformity with the Global Reporting Initiative G5 requirements, activities were initiated to prepare the second Sustainability Report of the Bank that will cover June 2017 - June 2018 activity period.
- » In order to formulate the framework of the Sustainability Report, and set the long term sustainability strategy of the Bank, various communication channels (surveys, phone calls and meetings) were used and opinions of the shareholder were taken. Within this scope, approximately 200 shareholders were surveyed, 10 shareholders were contacted by phone calls while face-to-face meetings were held with 10 shareholders.

- » ISO: 9001-2015 Quality Management Certificate and ISO: 14001-2015 Environmental Management System Certificate obtained on the basis of the activities initiated for the purpose of assembling, managing and providing sustainability of the Quality and Environmental Management Systems of which methodology to be determined by the Corporate Governance Committee within the Bank. VakıfBank became the second bank in the sector and first bank among state banks with ISO: 9001-2015 Quality Management Certificate including the assessment of both Head Office departments and all branches.
- » Targeting the institutional and foreign investors, Turkey's first investor relations application in English that was prepared by the related Bank departments in 2014 for iPhone and iPad users was developed with the name "VakıfBank IR." From the date of activating the application until the end of 2017, 12,160 users in total and during 2017 5,830 users downloaded the application and continue to use it on tablets and smartphones.

## 2.2 Exercise of Shareholders' Right to Information

Questions asked in writing or via phone calls to the Investor Relations Department are answered, except the ones that interfere with confidential business information, by contacting with the most authorized person.

Information and developments that interest the shareholders such as stock transaction, capital increase, dividend transactions, General Assembly meetings, financial statements, disclosure of material matters, are regularly communicated with the related parties via websites, newspaper ads, mails or phone calls. Mentioned developments and information are shared with the investors located abroad via e-mail. Moreover, information requests made within the activity period by the domestic shareholders about the status of their stocks, conversion transactions of the existing shares and stock sharing transactions upon death are responded in writing.

VakıfBank has two separate investor relations websites prepared both in Turkish and English. These are:

Investor Relations website in Turkish: http://www.vakifbank.com.tr/Yatirimci\_ lliskileri.aspx?pageID=657

**Investor Relations website in English:** http://www.vakifbank.com.tr/investor-relations.aspx?pageID=625

These websites include; corporate information, Bank's Articles of Association and the Law on VakifBank, General Assembly information documents, profit distribution chart, General Assembly Internal directive, attendance lists, brief minutes, periodic financial statements and annual reports, credit rating scores given by credit rating agencies, Corporate Governance reports, sustainability information, stock data, press releases and announcements about the developments in the Bank. Public publicly announced via Disclosure Platform developments about VakifBank and disclosure of material matters are available on these websites. Bank's corporate websites do not include any information and announcement that may have impact on using shareholders rights.

VakifBank implements the provisions of the Turkish Commercial code in relation to appointment of a private auditor, this issue has not been provided for in a separate article in the Articles of Association. There was no request for appointment of a special auditor during the year of 2017. VakifBank is subject to audit periodically within the scope of especially Banking Law and related legislations.

### 2.3 General Assembly Meetings

The Ordinary General Assembly Meeting was held at the Head Office address in 2017. 63<sup>rd</sup> Ordinary General Assembly Meeting was held on the 9<sup>th</sup> of June 2017 and meeting quorum was 91.64%.

Ordinary General Assembly Meeting was held as per the provisions of the "Regulation On The General Assemblies Of The Joint Stock Companies That Will Be Made In Electronic Environment" and "Communiqué On The General Assembly System That Will Be Used In The General Assemblies Of The Joint Stock Companies". The shareholders had the opportunity to attend the General Assembly meeting on an electronic platform, express their opinions, make suggestions, and cast their votes.

In order to inform the shareholders in prior to General Assembly Meetings, the call for General Assembly, the agenda, power of attorney sample and other attached documents were publicly announced in conformity with the relevant legislation via Public Disclosure Platform, Turkish Trade Registry Gazette, Electronic General Assembly System and at least on two newspapers (published nationwide) selected by the Board of Directors. These documents were also published in Turkish and English on the Bank's website. A minimum of 21 days prior (meeting and call dates excluded), a call for a General Assembly is made in the Central Registry Agency system for the e-General Assembly service that enables participating, making proposals and statements, and voting at the Bank's General Assembly Meeting on electronic platform. Moreover, these documents are sent to the shareholders whose up-to-date addresses are listed on the Bank's records.

The 2016 annual report, issued for the General Assembly, including Bank's balance sheet and profit/loss statements of 2016 accounting period, Board of Directors annual report, auditor's report and independent external audit company report, was made available in prior to the General Assembly for the Bank shareholders' information and review via the Banks's corporate website, Central Registry Agency system, Electronic General Assembly System, head office and all branches of the Bank within the legal timeframe. Furthermore, in case shareholders request, Bank's branch staff will be providing them with the copies of the call for General Assembly, agenda and power of attorney samples. Shareholders, entitled to attend the General Assembly, who completed the necessary procedures, did attend the Ordinary General Assembly Meeting held in 2017.

The invitation letters published before the meetings contain the following information:

- » Date, time and location of the meeting,
- » Agenda of the meeting,
- » The body inviting shareholders to the meeting (e.g. Bank's Board of Directors),
- » The locations where the annual report, balance sheet and profit/loss accounts statements are available for review by shareholders in case of ordinary meeting

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announcements (Head Office and branches, Central Registry Agency system, Electronic General Assembly System),

» Sample of proxy for shareholders who will not attend the meeting in person.

The issued annual report includes information such as; information regarding the activities of the Bank, information regarding the top management, Bank's balance sheets, balance sheet footnotes, independent audit report, audit board report, Board of Directors' proposal for profit distribution, Corporate Governance Principles Compliance Report, etc. Upon request, the Investor Relations Department provides shareholders with a copy of the annual report before or after the General Assembly meeting.

There was no media participation to the 63<sup>rd</sup> General Assembly meeting.

All shareholders, irrespective of the size of their participating share, are entitled to speak, to express opinion and to ask questions related to the agenda items of both Ordinary and Extraordinary General Shareholders' meetings. At the Ordinary General Assembly meeting held in 2017, shareholders did not make any request to add an item on the agenda.

The 39th Article of the Bank's Articles of Incorporation is as follows: "Every shareholder attending the General Assembly Meeting has the opportunity to declare his/ her opinions and ask question about the agenda items, under equal circumstances and within the framework of the principles regarding the conduct of the meeting. Questions asked to the Board of Directors, are verbally answered right on the spot if possible, if not they will be answered in writing within one week following the General Assembly provided that they are necessary for using shareholders' rights and that they do not interfere with trade secrets." Furthermore; within the scope of the Corporate Governance Principle n.1.3.5, all questions asked and answers given at the General Assembly meetings are available on the Bank's website within 30 days following the General Assembly. At the General Assembly held on the 9th of June 2017, shareholders were given the right to ask questions and speak about the

Ordinary General Assembly Meeting agenda items. However, shareholders did not ask any questions to be answered in written or verbal format during the meeting.

The answers given by the Meeting Chairman and Council to the questions, suggestions and opinions, and to other issues of the shareholders – who physically and/or electronically attended the Ordinary General Assembly Meeting held on the 29<sup>th</sup> of March 2016 was included in detail in the General Assembly minutes. Following the General Assembly, General Assembly Meeting minutes and annexes are publicly announced via Public Disclosure Platform, Turkish Trade Registry Gazette, e-Company Information Portal and Electronic General Assembly System, and furthermore on the Bank's website.

Information was given at the General Assembly Meeting about the amount of aid and donation made by the Bank within the period. Summary of the General Assembly Meeting include information about this issue.

In addition in 2017, there was no matter left to the General Assembly for resolution due to the majority of the independent Members of the Board of Directors not casting affirmative vote.

Shareholders (who control the management of the Company), Board of Directors' members, managers who have administrative responsibilities, and their spouses and blood relatives and relatives by marriage up to second-degree did not make any important transaction with the Bank or its associate companies which may lead to conflicts of interest. Furthermore, the aforementioned persons did not make any transaction, related to a commercial business that is within the scope of the Bank's or its associate companies' field of activity, for their own account or for the account of others or did not become unlimited partners in other companies carrying out similar commercial businesses.

### 2.4 Voting and Minority Rights

The provisions regarding voting rights of the shareholders and the use of these rights are stipulated in the Article 30 of VakıfBank Articles of Incorporation. As per the Articles 43 and 48 of the Bank's Articles of Incorporation; group (A), (B) and (C) shareholders have the privilege to nominate in the election of the Board of Directors while group (A) and (C) shareholders have the privilege in the election of the Audit Committee.

Bank shares are divided into Class (A), (B), (C) and (D) group. The nominal values and voting rights of the share certificates of all classes are equal. Class (D) consists of publicly traded shares.

Shareholders who hold or represent 10 shares are entitled to one vote at the General Assembly meetings while those who hold more than 10 shares are entitled to a number of votes calculated as per the proportion specified above without any limitation.

In VakıfBank's capital, there is no mutual participation relationship. The use of the minority rights is subject to Turkish Commercial Code, Capital Markets Law, relevant legislation and to the communiqué and resolutions of CMB.

### 2.5 Dividend Rights

There are no provisions in the Bank's Articles of Incorporation that stipulates privileges in participating in profit sharing. The principles regarding the profit distribution of VakıfBank's shares are stipulated in the Articles 82, 83, 84, 85 of the Bank's Articles of Incorporation.

Each year, Board of Directors of VakıfBank submits its proposal on profit distribution to the General Assembly and to the Shareholders' information via annual report prior to the General Assembly meeting. The proposal of the Board of Directors regarding profit distribution is discussed and resolved at the General Assembly. Profit distribution procedures were completed within the legal timeframe in line with the decision taken by the General Assembly about distributing 2016 Profit and necessary notifications were made to the public authorities. Furthermore, the relevant decision was publicly announced on the same day via Public Disclosure Platform.

In profit distribution, a balanced policy is pursued between the benefits of the shareholders and partnership.

With the aim of complying with the Corporate Governance Principle Numbered 1.6.1., in 2014, the Board of Directors of the Bank created a "Profit Distribution Policy" and published the document in Turkish and English on the corporate website. Profit Distribution Policy was presented to the approval of the shareholders at the Ordinary General Assembly Meeting held in 2015. Thus, full compliance with the relevant principle was achieved.

### 2.6 Transfer of Shares

All Bank shares are registered shares and divided into Class (A), (B), (C), and (D) groups.

The Council of Ministers is entitled to sell and to determine the procedures and principles of the sale of Class (A) shares of the Bank and the Class (B) shares held by the attendant foundations under the General Directorate of Foundations.

The Bank's Articles of Incorporation does not include any provisions to restrict the transfer of Class (B) shares held by other attendant foundations and of Class (C) and (D) shares.

However, the Bank's Board of Directors is authorized to convert Class (B) shares held by attendant foundations (subject to permission by the General Directorate of Foundations) and Class (C) shares into Class (D) shares at the request of the Shareholders.

### » CHAPTER III - PUBLIC DISCLOSURE AND TRANSPARENCY

### 3.1 Bank Website and Its Content

The Bank has two separate websites; that are regularly updated and published in accordance with the Corporate Governance Principles in Turkish (www.vakifbank.com. tr) and in English (http://www.vakifbank.com.tr/English.aspx?pageID=977). VakifBank has two separate investor relations website published in Turkish and in English.

The links of Investor relations website in Turkish and in English as presented below:

Investor Relations website in Turkish: http://www.vakifbank.com.tr/Yatirimci\_ lliskileri.aspx?pageID=657

# **Investor Relations website in English:** http://www.vakifbank.com.tr/investor-relations.aspx?pageID=625

These websites include; corporate information, periodic financial statements and annual reports, ratings given by credit rating agencies, Corporate Governance reports, information regarding sustainability, and the sustainability reports of the Bank, stock data, presentations for investors, Bank's Articles of Association and the Law on VakifBank, General Assembly Internal directive, attendance lists, General Assembly brief minutes, capital increase and dividend ratios, analyst lists, VakıfBank's management, organizations structure, committees, code of ethics, information policy, profit distribution policy, antibribery and corruption policy, compensation policy, human rights and employee rights policy, aid and donation policy, remuneration policy, environment policy, social responsibility policy Occupational Health and Safety, MASAK compliance policy, and announcements regarding the developments in the Bank. These websites also include the disclosure of material matters on publicly announced developments about VakıfBank via Public Disclosure Platform. Bank's corporate websites do not include any information and announcement that may have impact on using shareholders rights.

Interactive Analysis Function offers the opportunity to make comparative analysis of VakıfBank shares and indices in local and foreign currencies.

Bank's website is in compliance with the CMB's Corporate Governance Communiqué (II-17.1; date: 03.01.2014) principles numbered (2.1.1), numbered (2.1.2), numbered (2.1.3) and numbered (2.1.4) regarding corporate websites. Most of the announcements made by the Bank via Public Disclosure Platform are translated into English and published on the webpage. Furthermore, it is made sure that the English version is consistent with the Turkish version and is prepared in a manner that will be correct, complete, direct, comprehensible, and sufficient enough for the persons who will make use of the announcement to make a decision.

### 3.2 Annual Report

Bank's Annual Report is issued within the scope of the Banking Regulation and Supervision Agency's Regulation on the Principles and Procedures of Preparation and Publication of Annual Report by Banks. Bank's Annual Report is in compliance with the CMB's Corporate Governance Communiqué (II-17.1; date: 03.01.2014) principles numbered (2.2.1) and numbered (2.2.2) regarding Annual Report.

#### **» CHAPTER IV - STAKEHOLDERS**

## 4.1 Disclosure of Information to Stakeholders

VakifBank stakeholders are informed regularly about the issues deemed necessary, through press releases, press conferences, interviews, annual reports, news on the website, announcements and various meetings.

In order to ensure accurate and reliable flow of information, the Investor Relations Department prepares presentations regarding the financial statements disclosed each quarter, shares these presentations with the investors via website and e-mail and also announces them through live teleconferences. The Department, by attending the investor meetings organized by the investment companies, shares the developments related with the Bank and the sector and answers any type of related question and request over the phone or via e-mail on a daily basis. On the Bank's website; necessary technical infrastructure was built in the "Sorun Cözelim" section for the Bank customers' information requests, comments or complaints about the Bank's services and products. Information requests, suggestions and complaints of customers about the Bank's products and services as well as the problems of customers are resolved by all relevant departments of the Bank in the most effective manner.

In order to speed up stakeholders' access to information, and to facilitate Corporate Governance Committee's access to the Bank's transactions that are contrary to legislation and that are ethically not appropriate, mail addresses are available as presented below and on the corporate

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website in the Investor Relations section for the information of the stakeholders.

surdurulebilirlik@vakifbank.com.tr sustainability@vakifbank.com.tr yatırımciiliskileri@vakifbank.com.tr investor.relations@vakifbank.com.tr

The Information System Portal was built in order to provide information to Bank employees. All announcements are made on this intranet portal that is an internal information sharing system. At different locations employees can have immediate and effective access to the information they are looking for due to the fact that all internal information is available on the system. In this manner, as employee satisfaction increases, time and energy loss is prevented, as well. The aim is to achieve cost saving and faster communication with the help of this portal.

The oversight of the existing control mechanisms for the compliance of the transactions performed by VakıfBank with the relevant legislation, banking practices, Bank's internal policies and ethical principles, is done by the Compliance Directorate with the coordination of Audit Board Department, Internal Control Department and Risk Management Department. The scope of the compliance function consists of: tracking of the compliance risks that may arise from the international regulations, in the foreign branches and consolidated partners of VakıfBank, performing necessary tasks in order to continuously increase the compliance awareness and culture within the Bank. The Audit Board is directly informed about the results of the activities carried out regarding the compliance function.

# 4.2 Stakeholder Participation in Management

The Bank takes utmost care of its employees and all the stakeholders and thereby aiming to meet the expectations of its internal and external customers by improving the quality of its products and services: In order to achieve this aim, it designs all its systems in a manner that they can be continuously improved.

VakıfBank pays utmost attention that its employees play an effective role at the

development stage of new products and services. With an e-mail address created in the Bank, employees are given the opportunity to state their opinions within the scope of the new product development. The presented opinions, after being evaluated by the departments of the Head Office, can be brought to the project stage.

If necessary, the Bank also provides information to the stakeholders who are not Bank employees, about the issues that concern them via the Bank's website, call center, branches and social media, phone and other communication channels. The Bank assembled the department called Consumer Relations Coordination Center, to ensure customer satisfaction. All suggestions, complaints or positive feedback about the Bank's products and services are communicated to the relevant department via e-mail. Additionally, customers can perform all banking transactions through a direct call to VakıfBank 7/24 branch at 0850 222 0 724.

### 4.3 Human Resources Policy

Within the scope of the sustainability efforts, the "Human Rights and Employee Rights Policy" that fulfills the requisites of the principle numbered 3.3.1. of the Corporate Governance Communiqué (II-17.1) was made available for the information of the stakeholders on the corporate website.

Making maximum use of its existing human resources with its HR practices in order to reach its targets, the Bank also aims to maintain the labor peace with the equal opportunity working environment it provides to its staff.

In this context, the growth strategy followed by considering the increasing competition in the banking sector, through its existing HR policies the Bank supports its employees' development, and prioritizes the issue of creating motivation and job satisfaction. The Bank also aims to maximize employee loyalty and happiness.

The main principles of the Human Resources policy carried out by the Bank are given below.

» Creating and maintaining a working environment that will increase the motivation and efficiency of the Bank employee,

- » Prioritizing the concept of gender equality in performing the policy and procedures of the Bank without discriminating among the female-male employee members, and thus providing a working environment where all employee members have equal opportunities and labor peace,
- » Maintaining a permanent working environment open to communication at all levels,
- » Evaluating employees' success and performance at work, encourage them, maintaining their moral and motivation at the highest level,
- » Considering the material and moral interests of the employees' and pursuing, maintaining, developing a fair wage policy where equal wages are given for equal jobs without making any gender discrimination,
- » Contributing to personal development of the employees and helping them reach their career goals while increasing their loyalty to the Bank and strengthening their sense of belonging through internal/ external training programs. Taking necessary measures to increase health, safety, and welfare of the female/male employees, and increasing their loyalty to the Bank,
- » Providing the employees with opportunities to get title promotions on the basis of female male equality, and contributing to improving their management and leadership skills with the new responsibilities given,
- » Keeping track of the modern HR practices and developments, adapting the latest HR practices in the Bank's system and making them practicable.

The criteria about the employee to be employed at the Bank are specified in the Bank Personnel Directive. Recruitment process is carried out in line with the principles stipulated in the relevant legislation, taking long term strategic targets of the Bank and norm staff of the branches and departments into consideration.

For the Bank's success to continue, the aim is to effectively and efficiently manage the current human resources, and to carry out activities in the branches/departments with optimum number of employees.

In the recruitment process carried out to meet the need for employee, candidates can start working for the Bank as Assistant Bank Examiner, Assistant Specialist, Assistant Controller, and Intern. The employee who will be working at the Bank are chosen from among the candidates, who are graduates of a 4-year department any university, with a bachelor's degree in departments related banking, or other fields that will be determined by the Bank. Special attention is paid to make sure candidates have a postgraduate degree and knowledge of foreign language. On the other hand, the Bank employs IT Assistant Specialists in the Bank's Information Technology departments, Lawyers in the Legal departments, and Engineers and Architects in the relevant business departments.

Considering the lack of permanent staff in the Branches/Departments, and the need for authorized employee in the existing/future Branches/Departments employee, and probable pensions, resignations and the like, promotion exams are made in accordance with the Bank Employee Directive's relevant clauses that regulate promoting.

The aim is to create a structure based on the specialization of the staff members in line with their competencies and thus to determine their career steps by taking their performance measurements and trainings into consideration. Making evaluations with an organizational approach that cultivates its managers/executives, and monitoring the employee members who have the competencies necessary for the job, and making sure that they are cultivated for executive positions. To this end, efforts are made to increase the corporate (employee) loyalty, and to create an organization where activities are carried out adopting the corporate culture.

The performance process is continuously reviewed and improved as the performance measurements of branches, regional directorates and sales employee are made; performances are fairly and objectively evaluated; bonuses are paid to staff members depending on their performances.

Training programs inside and outside the Bank are carried out to improve the competencies of the staff and to ensure that the employees are specialized in their jobs in line with their career plans through the approach targeting continuous learning, innovation and perfection.

Furthermore, there are special orientation trainings for novice Assistant Auditors, Assistant Associates, and Officers to build up the corporate culture, and to make sure they adapt themselves to the Bank.

Employees are informed about their job descriptions and distribution as well as performance and awarding principles via documents in the Bank's information systems and via notifications/announcements.

The Bank's staff works in accordance with the provisions of private law, and is recruited in conformity with the provisions of the Labor Law numbered 4857 currently in effect. Bank employees are "Turkish Bank, Finance and Insurance Company Employees Union" (BASS) members, and thus working conditions of the employees are determined with the collective bargaining agreements between the Bank and the union. Currently, CBA for the 23<sup>rd</sup> Period between 01.05.2017 and 30.04.2019 is in effect.

Relations between the employees and employers are carried out by the directors and representatives of the abovementioned unions. The union representatives forward the requests and complaints of the employees of the Bank about working conditions, personal rights, duties and responsibilities to the employers and monitor the process. Furthermore, there are union representatives, elected among the staff working in the Bank's Branches/ Departments, (i) who should monitor whether or not the Collective Bargaining Agreement and the laws in force about the union members are practiced in line with their purposes and, (ii) who should verbally or in writing inform the director of that workplace about the insufficiency and discrepancy they detected on these issues.

To date, there has not been any complaint from the employees about any discrimination issues. The names, surnames and duties of the directors of the abovementioned unions are given below.

| NAME-SURNAME  | POSITION                  |
|---------------|---------------------------|
| Turgut YILMAZ | President                 |
| Mustafa EREN  | Secretary General         |
| Nefiye ARSLAN | Secretary General-Finance |

### 4.4 Ethical Rules and Social Responsibility

Pursuant to its objectives of protecting stability and reliability in the banking sector by preventing unfair competition, improving service quality and maintaining the reputation of the banking profession before the public, the Bank, with Board of Directors' resolution numbered 74205, dated February 16, 2006, adopted the Bank's Banking Ethical Rules, issued by the Banks Association of Turkey and has undertaken to comply with these rules. This resolution was approved by the General Assembly held on March 31, 2006. Business Ethics in Banking (Code of Ethics) is available in Turkish and English on the Bank's website.

Assuring to comply with the Business Ethics in Banking, VakıfBank has adopted the principle of contributing to social life at the maximum level. Within the year, our Bank updated its corporate communication strategies and shifted to a new concept in communication. Subsequently, with the vision of being the leader bank of Strong Turkey, VakıfBank adopted the image "strength by your side" as the basis of its corporate culture, and updated its corporate social responsibility in 2017 while also carrying out important activities in areas such as sponsorship and social responsibility.

Aiming to support special children's education in the new period, and to take part in projects within this scope, VakıfBank will continue to support traditional Turkish arts in the field of art and culture. Moreover, our Bank also assembled a special department to carry out internal communication activities during the year, and took an important step to develop its corporate culture and assemble an employee brand.

Giving continuous support to Turkish volleyball since 1986, VakıfBank has taken this support one step further with the VakıfBank Sports Palace, which was opened

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to service at the end of 2016. With this facility, thousands of Istanbul residents had the opportunity to get involved in sports in 2017. In the volleyball and chess schools located at the Palace, more than 300 candidate players were given basic trainings during the year. VakıfBank Volleyball Schools opened branches in Ankara and İzmir in 2017 and began to give trainings to candidate volleyball players in these cities.

Winning the Volleyball Women's Club World Title for the second time and the European Champions League title for the third time in 2017, VakifBank Women's Volleyball Team, Turkey's most successful team in the international arena, continued to bring trophies to our country with the support it gets from the Bank.

Carrying its support for sports and education to schools all across the country, VakifBank has provided a great number of schools with sports equipment and stationery materials by its own means and by means of the sports club and has also sponsored numerous national organizations.

Continuing to support arts also in this year, VakıfBank gave many painters the opportunity to exhibit their works in the galleries in Ankara and İstanbul. Moreover, Turkish Folk Music and Turkish Classical Music choruses formed within the Bank continued their activities throughout the year, while these activities and concerts were supported by VakıfBank.

The companies' performance in environmental, social, and Corporate Governance fields is taken as basis in the BİST Sustainability Index, which was initiated by Borsa Istanbul in 2014, in order to increase perception, knowledge and practices in the field of sustainability in Turkey and among Borsa İstanbul companies in particular. Being listed in the BİST Sustainability Index since the beginning, VakıfBank maintains its position in the index for the November 2016 - October 2017 period as a result of the evaluations made in 2016. Being listed in this index which is a very significant indicator in terms of Corporate Governance and sustainable development, is the proof of the Bank's insight in this area.

### **» CHAPTER V - BOARD OF DIRECTORS**

### 5.1 Structure and Formation of the Board of Directors

Pursuant to the regulations of the Banking Regulation and Supervision Agency, the Chairman of the Board of Directors does not have executive tasks and duties. The General Manager Mehmet Emin Özcan is an executive member of the Board of Directors. There are no other executive members in the Board of Directors except the General Manager. The term of office of the members of the Board of Directors is three years. Members completing their term of office can be reelected. Résumés of the Members of the Board of Directors are included on http://www.vakifbank.com.tr (1), (2)/yonetim-kurulu-uyeleri.aspx?pageID=300 and https://www.vakifbank.com.tr/management.aspx?pageID=843

As per the Capital Markets Board regulations regarding Corporate Governance Principles, the number of Independent Members of the Board of Directors was determined as "three". On 09.06.2017 at the Bank Ordinary General Assembly, Serdar Tunçbilek, Sabahattin BİRDAL and Şahin Uğur were elected as Independent Members of the Board of Directors.

Independent Members of the Board of Directors' statements of independence are available, and there is no breach of independence as of the relevant activity period.

### Duties of the Members of the Board of Directors outside the Bank within the Group:

| NAME - SURNAME    | SUBSIDIARY                                    | POSITION IN THE SUBSIDIARY | START DATE OF |
|-------------------|---|----------------------------|---------------|
| İsmail ALPTEKİN   | Taksim Otelcilik A.Ş.                         |                            | 21.06.2017    |
| Serdar TUNÇBİLEK  | Vakıf Finansal Kiralama A.Ş.                  | Chairman                   | 14.06.2017    |
| Mehmet Emin ÖZCAN | TSKB A.Ş.                                     |                            | 14.06.2017    |
| Şahin UĞUR        | Vakıf Menkul Kıymet Yatırım<br>Ortaklığı A.Ş. |                            | 15.06.2017    |
| Dr. Adnan ERTEM   | Vakıf Emeklilik ve Hayat A.Ş.                 | Chairman                   | 30.03.2011    |
| Sabahattin BİRDAL | Vakıf Gayrimenkul Yatırım Ort. A.Ş.           | Chairman                   | 30.04.2014    |
| Dilek YÜKSEL      | Vakıf Gayrimenkul Değerleme A.Ş.              | Chairman                   | 18.07.2017    |

Member of the Board of Directors Dr. Adnan ERTEM's duties outside VakıfBank and the Group are; General Manager of the General Directorate of Foundations, Member of the Board of Directors of the Social Aid Fund Board, Member of the Board of Directors of Supreme Council of Antiquities and Monuments, Member of the Board of Trustees of Recep Tayyip Erdoğan University Foundation, Member of the Board of Trustees of Bezmi Alem University Foundation, Member of the Board of Directors of Kuveyt Türk Katılım Bankası A.Ş., Chairman of the Board of Directors of Press Advertising Institution, and Deputy Chairman of the Board of Directors of Vakıf Katılım Bankası A.Ş.

Member of the Board of Directors Ömer Arisoy's duties outside VakıfBank and the Group; He is Ministry of Culture and Tourism undersecretary, Board Member at TURGEV, a Member of the Board of Directors of Yunus Emre Institute.

The fourth paragraph of the 60th Article of the Bank's Articles of Incorporation is as follows: "Without getting approval from the General Assembly, Members of the Board of Directors cannot perform any transactions related to a commercial business that is within the scope of the Bank's field of activity, for their own account or for the account of others, or cannot become unlimited partners in other companies carrying out similar commercial businesses." Within this scope, without getting permission from the General Assembly of the Bank, the Members of the Board of Directors cannot directly or indirectly make any transactions with the Bank on behalf of themselves or others and cannot be executive members in a corporation making transactions with the Bank.

# 5.2 Operating Principles of the Board of Directors

Board of Directors must convene at least twice a month upon the call made by the Chairman or at least two members in line with the necessity of the Bank affairs. However, if there are not any issues on the agenda, the meeting can be postponed only for one time with the approval of the Chairman (Article 53 of the Bank's Articles

of Incorporation). Meeting agendas are prepared according to the memorandums sent from the Head Office departments while various reports the Board of Directors requested from the management and various issues presented by the Board Members are discussed during the meeting. The agenda and relevant files are presented to the members prior to the meeting.

Informational and communication activities for the Members of the Board of Directors of the Bank are carried out by the Board of Directors Administrative Department. In 2017, 89 Board of Directors meetings were held. Members of the Board of Directors did attend the Board Meetings except in cases they had excuses. Decisions were made unanimously. All questions, opinions and objections of the Members during the Board of Directors Meeting are recorded in the meeting minutes. Each Member of the Board of Directors has one right to vote, and members do not have weighted right to vote and/or negative veto right.

At the Board of Directors Meetings, majority of the Members must be present. Decisions are taken by majority of the attending members. In case of equality of votes, the voted issue will be added on the agenda of the next meeting; and will be deemed refused in case of equality for another time in that meeting (54<sup>th</sup> Article of the Articles of Incorporation of the Bank).

In the Board of Directors' decisions regarding the Bank's significant related party transactions, approval is required by majority of the Independent Members. In case any such transaction is not approved by the majority of the Independent Members, (i) the situation will be publicly announced within the framework of public disclosure regulations in such a manner that will include sufficient information regarding the transaction; and (ii) the transaction will be presented to the approval of the General Assembly. Board of Directors' decisions that are not made in conformity with the specified principles will not be valid (54th Article of the Articles of Incorporation of the Bank)

An electronic meeting system was set up to enable the Members of the Board of Directors of the Bank to attend the meetings and to vote on electronic platform.

Losses incurred by the members of the Board of Directors as a result of their faults during their term of office, are covered under insurance. Employer's Liability Insurance 2017 policy's total value is USD 75,000,000 for each damage within the term of the policy.

# 5.3 Number, Structure and Independence of Committees Established by the Board of Directors

In order to efficiently and effectively carry out its activities in line with the Banking Law numbered 5411, Banking Regulation and Supervision Agency's "Regulation on Corporate Governance Principles in Banks", Capital Markets Board's Corporate Governance Principles and the Articles of Incorporation of the Bank; the Board of Directors has established Audit Committee, Credit Committee, Corporate Governance Committee and Remuneration Committee. All Members of the Audit Committee and the Chairmen of the other committees are Independent Members. Due to the fact that there are no Executive Members except the General Manager, in the Board of Directors, Committee Members are non-executive members. Committees are not entitled to take executive decision

The Audit Committee is composed of the Independent Members of the Board of Directors; Serdar Tunçbilek and Sabahattin BİRDAL. The Audit Committee convenes at least once a month on the specified date.

Credit Committee is composed of two permanent members and General Manager. Permanent members are Serdar Tunçbilek (independent member) and Sabahattin BiRDAL. There are two substitute members for a member who will not attend a meeting. Substitute members are Ömer Arısoy and Dilek YÜKSEL. The Credit Committee generally convenes once every 15 days, and holds an extraordinary meeting in urgent cases. The Committee's meeting date is set according to the number and urgency of the agenda items that are received by the meeting secretary.

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The Corporate Governance Committee is composed of the Members of the Board of Directors Serdar Tunçbilek (Committee Chairman - Independent Member), İsmail ALPTEKİN and Head of International Banking and Investor Relations Mustafa TURAN. The Committee generally convenes once every three months or at least twice in a year on semi-annual basis on a date determined by the Committee Chairman.

The Remuneration Committee is composed of Öztürk ORAN (Committee Chairman - Independent Member), Dr. Adnan ERTEM and Dilek YÜKSEL. Remuneration Committee evaluates the remuneration policy and applications within the scope of risk management and submits the suggestions as a report to the Board of Directors every year. The Committee convenes once every year.

Committees carry out their tasks within the scope of the framework of the working principles specified in the Articles of Incorporation of the Bank. Committees meet at a regularity required by their tasks. All tasks are carried out in writing and necessary records are kept. Furthermore, the procedures and principles practiced by the committees in carrying out their activities are available in the Annual Report. The 48th Article of VakıfBank Articles of Corporation in relation to the criteria of the selection of Board of Members is as follows: "The Board of Directors of the Bank consists of nine members including the General Manager". However, the number of the Members of the Board of Directors carrying out tasks is "8".

Board Members assume duties in more than one committee since the number of the members of the committees of the Board of Directors is greater than the number of the members of the Board of Directors as stipulated in the principles of the Capital Markets Board Corporate Governance Principles and Banking Regulation and Supervision Agency. Committees are composed of at least 2 members.

## 5.4 Risk Management and Internal Control Mechanism

Head of Risk Management directly reporting to the Audit Committee that is responsible for carrying out activities for defining, measuring, reporting, monitoring and controlling the risks that the Bank faces. Furthermore, all departments are considered as a part of the risk management system.

Risk Management activities in the Bank are carried out in conformity with the legal legislation, also international best practices are pursued. Within this scope, risk management strategies were set up, as the policies for managing each of the risks were written within the framework of principle of materiality.

A capital structure in appropriate with the risk level is closely monitored, as the Bank's resistance against unexpected and negative developments is measured via scenario analysis and stress tests. Besides measuring legal capital requirement, İSEDES (Internal Capital Adequacy and Evaluation Process) activities that include internally evaluating the capital requirement for the risks the Bank faces/will face also carried out, as the results are evaluated by the top management.

Furthermore, Risk Management Department carries out its activities in coordination with the Audit Board and Internal Control Department, within the scope of the "Regulation on Banks' Internal Systems and Internal Capital Adequacy Evaluation Process".

An efficient and effective internal control system was set up in order to; I) carry out the activities of the Bank in conformity with the targets, policies and strategies set by the top management and within the framework of existing legal legislation, and II) make sure that risky transactions are controlled in the Bank. In order to set up, develop and coordinate a healthy internal control system in the Bank and to enable the reliability, integrity of the accounting and financial reporting system, and timely access to information, the Internal Control Department controls the operational procedures for carrying out activities of the Bank, bank's communication channels, information systems, financial reporting systems and business processes.

Findings and suggestions within the scope of the internal control activities conducted onsite or from the center by the internal control staff are reported and shared with the relevant departments as the actions taken are monitored. Furthermore, information technology controls are also performed to check whether or not information system activities are carried out securely and in conformity with the guidelines determined by the Bank.

Internal Control Department; I) controls the functional classification of tasks, and distribution of duties and responsibilities, for defining, measuring and preventing the Bank's risks, II) presents opinions about existing, changed, cancelled or new set up procedures and processes, and about the projects formulated by the Bank's business departments, and evaluates their potential risks and their compliance to Bank's internal policies and guidelines III) determines control points, IV) makes effective controlling and monitoring, set up and enhancing auto-control and systematic control mechanisms in processes and procedures, and decreasing operational risks.

The Audit Board Department performs systematic audits on internal control and risk management systems in conformity with all legal regulations and Bank's directives.

Compliance Department carries out necessary activities in order to ensure compliance with the legal obligations within the scope of "Prevention of Laundering of Proceeds of Crime and Financing of Terrorism", and with the international rules and principles on the same issue.

Within this scope, as per the "Regulation On Program of Compliance with The Obligations Regarding Prevention of Laundering of Proceeds of Crime and Financing of Terrorism", in order to ensure that the Bank's obligations are fulfilled;

- » necessary policies and procedures are structured in the issues of identifying the customers, classifying them into risk categories and monitoring them, informing about the suspicious customer transactions and
- » controls are made to see if these policies and procedures are implemented or not,

- » opinion/approval is given for risky sector/ country transactions,
- » Financial Crimes Investigation Board (MASAK) is informed about the transactions that are considered suspicious in the necessary investigations and evaluations made within the framework of a risk based approach about the potentially suspicious transactions (for the Bank) detected within the scope of monitoring and controlling activities or forwarded via channels like branches etc. to the Compliance Department.

In order to make sure that the Bank healthily keeps track of the international sanctions, the ban list covering the sanctions of the international organizations and institutions such as United Nations, European Union, Office of Foreign Assets Control (OFAC) and etc. is used in investigations and controls. The activities of the Compliance Department are carried out in coordination with the business departments. Within framework of training activities; in-class and online trainings are regularly given to the Bank employee in order to constantly increase the awareness and culture within the Bank about "Prevention of Laundering of Proceeds of Crime and Financing of Terrorism".

### 5.5 Company's Strategic Targets

The general strategies of the Bank are determined in line with the expectations on the economy and sector at the meetings chaired by the General Manager with the participation of the top management. Forecasts regarding the annual projection in line with the strategies are evaluated by the management. Consequently, strategies of

the Bank, annual projections are presented by the Strategy and Planning Department to the approval of the Board of Directors. Approved final projections and strategies are sent to the Bank's Executive Vice Presidents, and announced to the Bank staff as they are monitored by the relevant departments. Information regarding these projections and strategies are assessed at the monthly held "target achievement performance" meetings by the Assets and Liabilities Committee according to the data received from the Performance Evaluation and Career Planning Department. Furthermore, at the periodically held meetings these strategies and projections are reviewed while target achievement performance and activities are evaluated and necessary actions are taken. Furthermore, in case of having unexpected developments in the sector, the projection is revised if necessary.

### 5.6 Board of Directors Remuneration

The Chairman, Deputy Chairman and Members of the Board of Directors receive an annual salary that is determined by the General Assembly annually and that is implemented with the approval of the Prime Minister. In 2017, gross TL 13.8 million payment was made to the members of Board of Directors, Members of Audit Committee and Senior Managements. The issue was specified in 9th item of the minutes of the 63<sup>rd</sup> Ordinary General Assembly meeting, and the General Assembly minutes were announced on the Bank's website. On the other hand, banking sector practices are also taken into consideration, and remunerations and benefits given to the members of the Board of Directors and executives are not disclosed on individual basis. Fixed and performance based payments to the executives and other employee are determined and made within the framework of the principles of the Bank's Remuneration Policy. In order to comply with the principle numbered 4.6.2 of the Corporate Governance Communiqué numbered II-17.1; the "Remuneration Policy of the Board of Directors of the Bank that entered into effect on 24.02.2014, was submitted for shareholders' information at the 2015 Ordinary General Assembly Meeting. The abovementioned policy document is available in Turkish and English on the website.

The third paragraph of the 60<sup>th</sup> Article of the Articles of Incorporation of the Bank is as follows: "Members of the Board of Directors who are not shareholders and Members of the Board of Directors' relatives who are not shareholders specified in the 393rd Article of the Turkish Commercial Code cannot borrow cash from the Bank. For these persons, the Bank cannot give surety, guarantee and collateral, cannot assume responsibility, and cannot take over their debts." Within this scope, the Bank did not lend any money or extend loans to any of the Members of the Board of Directors. It did not improve the terms for loans or credits that have been given to the Members of the Board of Directors, and neither it extended loans by means of third persons and nor gave any collaterals.

Yours sincerely,

Serdar TUNÇBİLEK

Corporate Governance Committee Chairman

Ömer ARISOY

Corporate Governance Committee Member

Mustafa TURAN

Corporate Governance Committee Member

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### >> STATUTORY AUDITOR'S REPORT

Statutory Auditor's Report

To the General Assembly of Shareholders of Türkiye Vakıflar Bankası T.A.O:

This audit report was prepared pursuant to the provision of Article 44 of Türkiye Vakıflar Bankası T.A.O. Articles of Incorporation.

While the Bank is open to public scrutiny, the Bank's external auditing is made routinely by the Court of Accounts and the Banking Regulation and Supervision Agency ("BRSA"), and also by the independent auditor as per the Article 43 of the Bank's Articles of Incorporation.

In the current period, the Bank's assets increased by 27% and reached TL 270,571,710 thousand. The loans, with a significant portion of 68% in the assets, reached TL 183,971,615 thousand, increasing by 25% while the deposits – with a broadened base – reached TL 155,277,122 thousand increasing by 25%. Demand deposits increased by 23% while savings deposits increased by 21% and reached TL 65,323,825 thousand. As a consequence of these growing figures, our Bank's profit increased by 38% higher than the sector, and reached TL 3,723,383 thousand. Capital Adequacy Ratio that is important for the sector increased by 136 basis point compared to the last year and reached 15.52%.

The Bank continued its support to the economy with its strong funding source and structure. VakifBank opened seven new branches while increasing the total number of its branches to 927, and the number of employees to 16,097. Moreover, in line with the issue on providing continuous training to the employees, it was observed that the employees attended internal on-the-job training sessions as well as domestic and international training programs organized by institutions other than the Bank.

The included financial data related with the annual activities of the Bank was reflected in compliance with the procedures and principles in force within the framework of the Banking Law numbered 5411, Turkish Commercial Code number. 6102, Capital Markets Law numbered 6362, generally accepted accounting principles, relevant legislation and the Regulation of Internal Systems.

Internal auditing of the Bank: is performed by the Audit Board Department, Internal Audit and Risk Management Departments.

It was concluded that: the Bank had an annual audit plan with regard to the on-site audits conducted in the Bank covering domestic branches, international branches, Head Office departments and consolidated subsidiaries; and these audits were conducted within the framework of the audit standards including the inspection of the operational transactions to carry out the Bank operations, of the Bank's communication channels and information systems, of the financial reporting systems, of the implementations for the business processes and of consistency.

Within the framework of the auditing activities, in general terms and briefly:

Within the scope of the audits conducted on-site; it was concluded that, the internal audit departments, primarily detected the risks the Bank encountered, performed controls related with these risks, determined the fields that necessitate priority, specified the details that had to be taken into account and performed risk assessments;

Furthermore, it was concluded that, after the regularity of the audit was determined, it was submitted to the approval of the Audit Committee;

Upon the starting of the audit process in the branches/departments, the data included in the audit program determined for the branches/departments was in a short time assessed by the auditors conducting the audit and the audit process was systematically conducted on the risky matters and on the fields subject to the audit:

Within the scope of preparing the management statement;

Regarding the information systems and banking processes; I) all Bank departments carry out activities to increase the effectiveness of systemic or manual control points prepared for reconciliation of their activities; II) findings are communicated to the departments, where there is lack of control (if any), to take action for the relevant issues; III) the management statement is prepared in order to provide assurance for the current situation and the activities carried out within this framework, evaluating the effectiveness, adequacy and compliance of the information systems and banking processes in the audit period for the relevant controls; and IV) all fraud is reported during the audit period if the Bank staff at any level ever gets involved in any fraud,

Within the scope of the audits made on the information systems; it was concluded that, taking into account the banking processes as well, the auditing of the information systems (such as applications, systems, servers, databases) which were used in these processes, was made, taking into consideration the framework of the Cobit processes, during the audit, it was monitored if the information systems and related documentation and their control mechanisms were given to audit company, the procedures regarding the testing and assessment of the controls within the framework of the importance principle of design and operating effectiveness, were monitored during the audit, the actions taken for the findings discovered in consequence of the leak testing, were monitored during the audit,

Within scope of the Regulation Regarding Banks' Procurement of Support Services;

Audit and assessment was made to check whether the companies, that provide the Bank with support services, comply with the stipulated terms and conditions,

Within the scope of the consistency controls; it was concluded that; the legislative amendments were monitored and practices were performed to find out whether the Bank complies with these amendments or not; transactions carried out in the Bank were inspected through the programs and controlled in line with the Financial Crimes Investigation Board (MASAK).

All these issues were shared with the Bank's Senior Management.

As a consequence; it was observed that the Bank's audit mechanisms function efficiently and strict attention was paid to keep any risky and fraudulent transactions under control through the continuous on-site audits performed by the internal control departments as well as on-site and centralized audits performed by the Bank's internal auditors, in addition to the external audits. In 2017, the issues identified by the internal control departments were presented in the Management Statement which was prepared in compliance with the Communiqué of BRSA and submitted to the aforementioned Organization after being approved by the Board of Directors.

Yours sincerely,

Yunus ARINCI Audit Member

**Hasan TÜRE** Audit Member

# >> ASSESSMENT OF THE INTERNAL SYSTEMS AND CURRENT TERM OPERATIONS

### **» INTERNAL AUDIT OPERATIONS**

The Board of Auditors performs audit activities in order to discover whether or not the operations of the Bank's Head Office departments, domestic and international branches, consolidated subsidiaries, information technology (IT) departments are conducted in line with the Banking Law and other legal regulations, together with the internal legislation, strategies, policies, principles and targets of the Bank; regarding the accuracy of the fiscal data, the competency of the implementations for the protection of the assets, the effectiveness of the internal controls and risk management systems; within the framework of the relevant legislation, at the companies which the Bank gets support services from. In addition, inspection and investigation are performed on the illegal and non-complying (with the legislation) transactions of the staff and on the fraud, scam or forgery made by third parties against the Bank.

The Audit Board conducts audit activities as on-site audit, centralized audit, information systems and process audits) with a risk-based auditing approach.

On-site auditing is performed by the audit board at the departments, branches, and consolidated subsidiaries and at the companies which the Bank gets support services from, in line with the Bank's targets and strategies and within the scope of the risk-based annual audit plan prepared considering the resources of the Audit Board.

Within the scope of the centralized auditing; by early detecting the conditions with potential risks in the branches and departments, computer-aided remote auditing techniques (e-auditing techniques) are used for taking measures on time.

Within this framework of the auditing activities on the information systems and the processes; the auditing of the controls on the information systems and the banking processes is made.

In addition, the accuracy of the data used in the Internal Capital Adequacy Evaluation Process Report, the adequacy of the systems and processes and the issue whether the data, systems and processes enable accurate information and analysis or not, are audited by the Head of Audit Board within the framework of the procedures and principles that will be determined.

In consequence of the audits, inspections and investigations made by the Audit Board; proposals are made for the correction of the detected issues, for taking measures in order not to face again with the similar situations, for enhancing the processes and for improving the internal control system and the actions taken regarding these issues are followed-up.

The Audit Board only provides an advisory service on the issues requested by the Bank and this does not mean these issues are being approved.

The Audit Board makes contributions to the professional development of the auditors via training opportunities provided inside and outside the Bank and supports them to obtain the required certifications. By this means, at the same time, the Department tries to provide the well qualified and educated human resources to the Bank.

### **» INTERNAL CONTROL OPERATIONS**

Internal Control: As per the regulation on "Banks' Internal Systems and Internal Capital Adequacy Evaluation Process"; the Internal Control system is structured to make sure that: I) a healthy internal control environment is created and coordinated, II) Bank's assets are protected, III) Bank's activities are carried out effectively and efficiently in conformity with the relevant legislations, policies, rules and banking tendencies, IV) the accounting and financial reporting system's reliability and integrity is maintained, and V) information is promptly obtained. Within this scope, internal control activities are carried out in all branches of the Bank in and outside the country as well as the Head Office Departments.

Branch controls in the country are conducted onsite or from the center within the framework of the control programs organized every year according to risk conditions. Furthermore; real-time controls are performed regarding the transactions performed in the branches.

Internal controls for branches outside the country are conducted in accordance with the annual control plan. On the other hand, permanent Controllers carry out control activities in departments where there's a large amount of operational transactions and in Head Office Departments where it's necessary. Furthermore, information technology controls are also performed to check whether or not information system activities are carried out securely and in conformity with the guidelines determined by the Bank.

Findings and suggestions within the scope of all these control activities are reported and shared with the relevant departments as the actions taken are monitored.

The Head of Internal Control: I) controls the distribution of duties and responsibilities, and the functional classification of tasks for identifying, measuring, and preventing the Bank's risks, II) set up auto-control mechanisms in all processes and procedures to be initialized, in a manner that will cover the previously unknown or unidentified risks, III) set up and enhances systemic controls.

Thus activities are carried out to increase the effectiveness of the control activities and minimize operational risks.

In conformity with the targets and strategies of the Bank; changing needs, risks, regulations and technological developments are tracked and necessary adjustments and updates are made to make sure that the internal control system is effective and functional. In this context, activities continue with the aim of increasing the internal control culture in the Bank.

### » COMPLIANCE DEPARTMENT ACTIVITIES

The Compliance Department directly reporting to the Audit Committee carries out activities in order to fulfill the responsibilities stipulated in the legislation issued by the Financial Crimes Investigation Board (MASAK) within the scope of "Prevention of Laundering of Criminal Proceeds and Terrorism Financing", and to comply with the international principles and rules on the same issue.

# >> ASSESSMENT OF THE INTERNAL SYSTEMS AND CURRENT TERM OPERATIONS

Within this scope; as per the Regulation on the Compliance Program regarding the obligations of the "Prevention of Laundering of Criminal Proceeds and Terrorism Financing", in order to ensure that the Bank's obligations are fulfilled; necessary policies and procedures are structured on the issues of identifying the customers, classifying them into risk categories and monitoring them, informing about the suspicious customer transactions and controls are made to see if these policies and procedures are implemented or not, opinion/approval is given for risky sector and country transactions. The Financial Crimes Investigation Board (MASAK) is informed about the transactions that are considered suspicious in consequence of the necessary investigations and evaluations made within the framework of a risk-based approach about the potentially suspicious transactions (for the Bank) detected within the scope of monitoring and controlling activities or forwarded via channels like branches to the Compliance Department.

In order to properly follow the international sanctions, the Bank uses the ban list - composed of the sanction decisions of the international organizations such as the United Nations, European Union, OFAC et al. - in the investigations and controls.

With the compliance activities carried out in the domestic and international branches of the Bank regarding "Prevention of Laundering of Criminal Proceeds and Terrorism Financing", coordination of relevant tasks and activities is achieved. Compliance risks – that may arise from the regulations in foreign countries – of the international branches that are subject to the compliance program structured by the Bank in line with the legislation of the country where activities are carried out, are monitored by a staff who will control the compliance with these regulations.

While carrying out its activities, the Compliance Department works in coordination with the business department. Within the framework of training activities, the Bank employee is given in-class and online trainings to provide awareness on the issue of "Prevention of Laundering of Proceeds of Crime and Financing of Terrorism".

### » LEGISLATION MONITORING AND EVALUATION ACTIVITIES

Carrying out activities in order to monitor relevant legislative on the banking activities and run the compliance process in an effective and efficient manner.

Regularly monitoring the recent developments in legislation and banking practices related to banking activities, interpreting the impacts of the legislation changes on the banking activities, within this scope, the measures to be taken by the Bank and changes to be made in the

Bank's internal legislation and practices are detected and thereafter written information about the issue is given to the relevant departments of the Bank and necessary measures to be taken are requested from them and monitored. Furthermore, relevant departments are informed about draft regulations related to banking and thus necessary procedures are initiated before the regulations enter into force.

Tasks for legislation compliance controls are carried out within the scope of the "Regulation On Banks' Internal Systems and Internal Capital Adequacy Evaluation Process". Within this scope; (i) legislation change compliance activities are coordinated; (ii) measures taken, practices changed and internal procedures formulated in order to reflect the legislation changes to the Bank's internal procedures and practices, are monitored and controlled in terms of legislation compliance; (iii) necessary corrections and changes are made; (iv) necessary measures are taken to ensure prompt and full compliance to legislation; (v) controls are performed for new products' and services' compliance to legislation; (vi) the process of updating the internal procedures and guidelines are coordinated within the Bank.

Furthermore, an employee is assigned to monitor the compliance risks – that may arise from the regulations in foreign countries – in order to achieve the compliance of the international branches with the legislation of the countries where they carry out activities.

### >> RISK MANAGEMENT POLICIES APPLIED BY RISK TYPE

Risk management activities continued also in 2017 in line with the Bank's risk management policies that were prepared in parallel to national legislation and international practices and then approved by the Board of Directors of the Bank.

Risk management practices are carried out through policies, action plans, practice procedures and limits determined, depending on the Bank's risk-return structure, for controlling the quality and level of the Bank's activities. Risk management practices include: identifying, measuring, and reporting incurred risks in unconsolidated and consolidated basis, and monitoring the total required capital and liquidity adequacy regarding the risk profiles.

Policies and other documents prepared in line with the Banking Regulation and Supervision Agency (BRSA)'s "Regulation on Evaluation Process of Banks' Internal Systems and Internal Capital Adequacy" and "Best Practice Guidelines" periodically reviewed, and updated if necessary.

The process continued keeping track of the national and international regulations regarding the field of risk management and capital adequacy, as well as the developments in this field. In line with the economic developments and expectations, daily scenario analysis on the capital adequacy ratio and monitoring and analysis activities for the standard ratio of the interest rate risk arising from banking activities, and the liquidity coverage ratio were carried out also in 2017. The stress test reports issued at the end of each month covering all risk factors were regularly reported to the Bank's top management.

In line with the "Regulation on Evaluation Process of Banks' Internal Systems and Internal Capital Adequacy" and the relevant "Best Practice Guidelines"; "Internal Capital Adequacy Evaluation Process (ISEDES) Report" was issued and submitted to the Banking Regulation and Supervision Agency in 2017.

Studies to calculate the market risk over the "Value at Risk (VaR) model and to improve this model proceeded.

Within the scope of operational risk management, activities of collecting and analyzing the operational were carried out on consolidated basis including the loss data received from the subsidiaries and affiliates. Furthermore, the "Impact Analysis" made on the business processes was also completed.

#### » MARKET RISK

The market risk arising from trading transactions is measured and monitored using standard methods and internal models in parallel to national and international practices. The management of market risk is performed within the scope of the "Market Risk Management Policy Document".

The market risk measurement results are calculated monthly on unconsolidated and consolidated basis by using the standard method under the provisions of the "Regulation on Measurement and Assessment of Capital Adequacy of Banks" are reported to the Bank's top management, Banking Regulation and Supervision Agency. The portfolio, which is used in the calculation, is determined under the Bank's Trading Strategy, Policy and Implementation Procedures Document.

Moreover, VaR (Value at Risk) calculations are made on a daily basis and reported accordingly. "Value at Risk" is calculated through a unilateral 99% confidence interval on daily basis using historical simulation and Monte Carlo simulation. Daily tests are made retrospectively (back testing) in order to test the reliability and performance of the results of the model. Furthermore, scenario analysis and stress tests that is supporting the standard method and internal models, are also performed.

Monitored in line with the general limits of the Bank and the early warning signal limit; the limit practices based on the "Value at Risk", are tracked on daily basis in order to limit the market risk.

### » INTEREST RATE RISK

Interest rate risk, which the Bank may be exposed due to maturity mismatch on its balance sheet, is managed to pursuant of the Interest Rate Risk Management Policy Document.

The standard ratio of the interest rate risk arising from banking activities is calculated on a monthly basis and reported to the Banking Regulation and Supervision agency. Besides, calculations can be made on a weekly basis in order to keep track of the ratio and take prompt action. Furthermore, gap analysis is made based on the time left for repricing, and reports are issued on the interest rate risk while duration measuring and sensitivity analysis are periodically performed.

The Bank has set up and out into practice its procedures for interest rate risk appetite. Interest rate risk limits were determined in line with the interest rate risk appetite. Relevant limits are periodically reported to Bank's Top Management.

### » LIQUIDITY RISK

The Bank's liquidity risk is managed in accordance with the Liquidity Risk Management Policy Document. The Bank's approach for liquidity risk management is to monitor liquidity risk throughout the day on a continuous basis. To this end, cash inflows and outflows in both Turkish Lira and foreign exchange are tried to be kept under control at any moment, long-term cash flow tables are prepared, and scenario analysis and stress tests based on the experiences and expectations are performed in order to determine the Bank's strength against sudden crises.

The Bank's liquidity risk appetite was determined. Within the framework of this appetite, liquidity risk limits are determined. Relevant limits are periodically reported to Bank's Senior Management.

### >> RISK MANAGEMENT POLICIES APPLIED BY RISK TYPE

### **» OPERATIONAL RISK**

Operational risk means the potential loss that includes the Legal Risk and that arises from insufficient or unsuccessful processes, people and systems or external events. The management of operational risks is performed in accordance with the "Operational Risk Framework," which was created for the determination and definition of all the significant risks faced by the Bank in comprehensive categories and which is a common dictionary containing examples of these risks, and the Bank's Operational Risk Management Policy Document. The auditing of the operational risks is carried out by Audit Board and the Head of Internal Audit. In the management of operational risk, the Bank collects operational risk loss and potential risk data, which also enable the implementation of the standard approaches. The operational loss data is analyzed in order to identify the risk factors and the findings were presented to the Bank's executive management.

The process of evaluating the operational risk data on consolidated basis continues, and within this scope, the loss data received from the Bank's affiliates is regularly collected and saved in the data infrastructure.

The "Impact Analysis" covering the Head Office' departments, to analyze the business processes, and to take necessary measures after identifying the inadequate controls which are not effective, was re-performed on the business processes. Activities to assess processes which are updated via symptom monitoring activities and new assembled are proceeded.

Risk assessments related to the new products are made within the scope of the "New Product Development Regulation."

Moreover, risk assessments related to the purchase of the support services are made within the scope of the "Support Service Procurement Procedures and the Risk Management Program."

Operational risk measurement results calculated annually on unconsolidated and consolidated basis using the key indicator approach within the framework of the "Regulation on Measurement and Assessment of Capital Adequacy of Banks", are reported to the Bank's top management, and the BRSA.

In accordance with the "Guide About Reputation Risk Management" issued by the Banking Regulation and Supervision Agency; "Reputation Risk Management Policy" activities continue in order to determine the policies for identifying, evaluating, controlling, monitoring, reporting and managing the reputation risk that may arise from the Bank's activities, practices, shareholders and employees.

In accordance with the "Regulation On Banks' Internal Systems and Internal Capital Adequacy Evaluation Process" and "Guide About Operational Risk Management" issued by the Banking Regulation and Supervision Agency, updating activities continue within the scope of the "Regulation On New Product Development".

### » CREDIT RISK

Credit risk arises from the failure of counterparty to fulfil its obligations, partially or completely, in accordance with contractual requirements. The credit risk definition of the Bank takes the credit risk definition of the Banking Law as a base and comprises the credit risks involved in all products and activities.

Credit risk is managed within the scope of the "Credit Risk Management Policy Document". Furthermore, VakıfBank manages the country risk within the scope of the "Country Risk Management Policy Document", and perceives indirect country risk, central management risk, contagion risk, macroeconomic risk, indirect FX risk, and transfer risk as the main components of the country risk.

The findings being obtained from analyses of the composition and concentration of the Bank's loan portfolio (type of loan, currency, maturity, sector, geographic region, segment, borrower, holding, group, subsidiaries); from the portfolio quality (standard loans, non-performing loans, deferred loans, analysis of the data obtained from the credit rating system); from country risk and scenario analysis and the studies on possible events of default are reported to the Bank's top management as individual and monthly reports.

Taking the Bank's loan policy and economic changes into consideration; sectoral, geographical and individual loan concentration limits were updated, and segment based limits were included in the monitoring process in 2017 in order to identify loan concentration risks and create a balanced loan portfolio. In addition, the tables regarding the distribution of cash loans according to due date, credit distribution of subsidiaries and distribution of risk weighted assets by segments are included in the Loan Risks Reports submitted to the Bank's top management on a monthly basis.

Credit risk in fair value, measured within the scope of the provisions of the "Regulation on Measurement and Assessment of Capital Adequacy of Banks," is reported to the Bank's top management and the BRSA in unconsolidated and consolidated basis quarterly. The Capital Adequacy Standard Ratio is closely monitored in the Bank, calculated on a daily basis and reported to the top management after the scenario analysis/stress testing is performed.

The ultimate aim of the Bank is to use credit risk internal methods in line with Basel III and international best practices. Within this scope, "Internal Rating Based Approach" activities are carried out within the Bank. Within the scope of "Internal Rating Based Approach" activities, the Credit Risk Control Department and the Head of Assessment and Rating in coordination carry out activities of updating the existing credit rating models, and developing new models. Within the scope of "Internal Rating Based Approach" activities, policies and procedures are updated in a risk based approach. Moreover, due to the importance of using consistent credit rating models with high reliability level, the Credit Risk Control Department periodically analyzes the models' outcomes, and reports them to the Bank's top management.

The Validation Department started its activities: I) to determine, by using accuracy, correctness and consistency measurements, how much the models used throughout the Bank represent the outcomes, II) to measure how strong the models and other components are, and III) primarily, to make qualitative and quantitative validation on the internal credit rating systems used by the Bank. Within this scope, validation reports issued about the models, are presented to the Bank's top management.

### **» COUNTERPARTY CREDIT RISK**

Counterparty credit risk is the risk that a counterparty to a mutual transaction, that obligates both parties, will default before the date of final payment of such transaction is due. This risk type is managed pursuant to the "Counterparty Credit Risk Management Policy Document".

Within the framework of the provisions of the "Regulation on Measurement and Assessment of Capital Adequacy of Banks", counterparty credit risk amounts calculated using the fair valuation method, are calculated based on the portfolios in the trading and banking accounts. These amounts are monthly reported on unconsolidated and consolidated basis within the scope of capital adequacy calculations, to the Bank's top management and the BRSA.

### **» CONCENTRATION RISK**

Concentration risk arises due to a specific concentration of the Bank's assets, liabilities, and business lines; this risk type is managed pursuant to the "Concentration Risk Management Policy Document".

Concentration risk limits were determined in a manner that will ensure the Bank to avoid larger risk concentration, monitor its risks within the scope of risk appetence, and carry out its activities even under stress.

The Bank assembles concentration limits, which are closely monitored and reported to top management. Limits are controlled on a regular basis and revised if needed, in parallel with economic developments, expectations, and the Bank's objectives and strategies.



## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI

# UNCONSOLIDATED FINANCIAL STATEMENTS AND RELATED DISCLOSURES AT DECEMBER 31, 2017 TOGETHER WITH INDEPENDENT AUDITORS' REPORT

(Convenience Translation of Publicly Announced Unconsolidated Financial Statements and Independent Auditors' Report Originally Issued in Turkish, See in Note I. of Section Three)



# CONVENIENCE TRANSLATION INTO ENGLISH OF INDEPENDENT AUDITOR'S REPORT ORIGINALLY ISSUED IN TURKISH (See Note I of Section Three)

#### **INDEPENDENT AUDITOR'S REPORT**

To the Board of Directors of Türkiye Vakıflar Bankası T.A.O.

### A. Audit of the Unconsolidated Financial Statements

### 1. Qualified Opinion

We have audited the accompanying unconsolidated financial statements of Türkiye Vakıflar Bankası T.A.O. (the "Bank"), which comprise the statement of unconsolidated balance sheet as at 31 December 2017, unconsolidated income statement, unconsolidated statement of income and expense items under shareholders' equity, unconsolidated statement of changes in shareholders' equity, unconsolidated statement of cash flows for the year then ended and the notes to the unconsolidated financial statements and a summary of significant accounting policies and unconsolidated financial statement notes.

In our opinion, except for the effect of the matter on the unconsolidated financial statements described in the basis for the qualified opinion section below, the unconsolidated financial statements present fairly, in all material respects, the unconsolidated financial position of the Bank as at 31 December 2017, and its unconsolidated financial performance and its unconsolidated cash flows for the year then ended in accordance with the Banking Regulation and Supervision Agency ("BRSA") Accounting and Financial Reporting Legislation which includes "Regulation on Accounting Applications for Banks and Safeguarding of Documents" published in the Official Gazette no.26333 dated 1 November 2006, and other regulations on accounting records of Banks published by Banking Regulation and Supervision Agency and circulars and interpretations published by BRSA and Turkish Accounting Standards ("TAS") for those matters not regulated by the aforementioned regulations.

### 2. Basis for Qualified Opinion

As explained in Section Five Part II-7 of Explanations and Notes to the Unconsolidated Financial Statements; the accompanying unconsolidated financial statements as at 31 December 2017 include a free provision amounting to TL 500.000 thousand recognized in the current period provided by the Bank management considering the negative circumstances that may arise from possible changes in the economy and market conditions.

Our audit was conducted in accordance with the "Regulation on Independent Audit of Banks" published by the BRSA on the Official Gazette No.29314 dated 2 April 2015 and the Standards on Independent Auditing (the "SIA") that are part of Turkish Standards on Auditing issued by the Public Oversight Accounting and Auditing Standards Authority (the "POA"). Our responsibilities under these standards are further described in the "Auditor's Responsibilities for the Audit of the Unconsolidated Financial Statements" section of our report. We hereby declare that we are independent of the Bank in accordance with the Ethical Rules for Independent Auditors (the "Ethical Rules") and the ethical requirements regarding independent audit in regulations issued by POA that are relevant to our audit of the financial statements. We have also fulfilled our other ethical responsibilities in accordance with the Ethical Rules and regulations. We believe that the audit evidence we have obtained during the independent audit provides a sufficient and appropriate basis for our qualified opinion.



### 3. Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the unconsolidated financial statements of the current period. Key audit matters were addressed in the context of our independent audit of the unconsolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. In addition to the matter described in the Basis for Qualified Opinion section we have determined the matters described below to be the key audit matters to be communicated in our report.

### **Key Audit Matters**

### Impairment of loans and receivables

The Bank has total provision for impairment of TL 8,484,312 thousands in respect to loans and receivables of TL 183,971,615 thousands which represent a significant portion of the Bank's total assets in its unconsolidated financial statements as at 31 December 2017. Explanations and notes related to provision for impairment of loans and receivables are presented Section III Part VII, Section V Part I-5 and Section V Part II-7 in the accompanying unconsolidated financial statements as at 31 December 2017.

The reason we focused on this area during our audit is; the size of loans and receivables, the importance of their classification in accordance with the relevant legislation and estimation of impairment provision related to these loan and receivables. Timely and correctly identification of loss event and other subjective judgments and estimates made by management as well as objective judgments determined in accordance with the relevant legislation have significant impacts on the amount of impairment provisions for loans. Therefore, this area is considered as key audit matter.

### **Valuation of Pension Fund Obligations**

Explanations on Valuation of Pension Obligations are presented in the Section III Part XVI in the accompanying unconsolidated financial statements as at 31 December 2017.

"Türkiye Vakıflar Bankası Türk Anonim Ortaklığı Memur ve Hizmetlileri Emekli ve Sağlık Yardım Sandığı Vakfı" ("the Fund") is established in accordance with the Social Security Law numbered 506 article No 20 and is within the scope of Funds to be transferred to the Social Security Institution (SSI). Council of Ministers are authorized to determine the transfer date. The total obligation of the fund is estimated using separate Through use of our actuarial specialist, we assessed the methods and assumption for benefits to be transferred and for nontransferrable benefits. The valuations of the pension obligations require significant judgement and technical expertise in choosing appropriate assumptions. Evaluation of Pension Fund liabilities include uncertainty of estimates and assumptions such as transferrable social benefits, discount rates, salary increases, economic and demographic assumptions. The Bank's management uses external actuaries for the purpose of valuations of pension obligations.

During our audit, above mentioned fundamental assumption and estimates used in calculations of pension fund obligations, uncertainty of the transfer date, technical interest rate determined by the law and significant impact from differentiation of these assumptions were taken into consideration, and this area is considered as key audit matter.

### How Our Audit Addressed the Key Audit Matter

Within our audit procedures, we assessed and tested the design and operating effectiveness of controls applied by the Bank with respect to classification of loans and receivables and allocation, commitment, collateralization, follow-up procedure and calculation of impairment in-line with the framework of the relevant legislation. We have carried credit review on a selected sample of loans and receivables with the objective to identify whether the loss event had occurred and whether the provision for impairment has been recognized in a timely manner within the framework of the provisions of the relevant legislation. In addition, we have tasted the appropriateness of specific provision calculation made for non-performing loans in line with the relevant legislation. For the portfolio of loans subject to the general provision we have examined the appropriateness of the general provision established in line with the related rules and other notifications made by the BRSA. Based on our discussions with the Bank management, we evaluated whether the key assumptions and other judgements underlying the estimation of impairment were reasonable.

Within our audit we tested on a sample basis the accuracy of the employee data supplied by the Bank management to the external actuary firm for the purpose of evaluation pension obligation. In addition, we verified the existence and values of the Pension Fund

We examined whether significant changes in actuarial assumptions used in calculation, employee benefits in the period, plan assets and liabilities, and regulations related to valuations exist, and tested significant changes.

reasonableness of assumptions and evaluation made by the external actuaries in the calculation of the liability.



### 4. Responsibilities of Management and Those Charged with Governance for the Unconsolidated Financial Statements

The Bank management is responsible for the preparation and fair presentation of the unconsolidated financial statements in accordance with the BRSA Accounting and Financial Reporting Legislation, and for such internal control as management determines is necessary to enable the preparation of unconsolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the unconsolidated financial statements, management is responsible for assessing the Bank's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Bank or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Bank's financial reporting process.

### 5. Auditor's Responsibilities for the Audit of the Unconsolidated Financial Statements

Responsibilities of independent auditors in an independent audit are as follows:

Our aim is to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an independent auditor's report that includes our opinion. Reasonable assurance expressed as a result of an independent audit conducted in accordance with "Regulation on Independent Audit of Banks" published by the BRSA on the Official Gazette No.29314 dated 2 April 2015 and SIA is a high level of assurance but does not guarantee that a material misstatement will always be detected. Misstatements can arise from fraud or error. Misstatements are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these unconsolidated financial statements.

As part of an independent audit conducted in accordance with "Regulation on Independent Audit of Banks" published by the BRSA on the Official Gazette No.29314 dated 2 April 2015 and SIA, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement in the unconsolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Assess the internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Bank's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Bank ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the unconsolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our independent auditor's report. However, future events or conditions may cause the Bank to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the unconsolidated financial statements, including the disclosures, and whether the unconsolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence. We also communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the unconsolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.



### **B. Other Responsibilities Arising From Regulatory Requirements**

- 1. No matter has come to our attention that is significant according to subparagraph 4 of Article 402 of Turkish Commercial Code ("TCC") No. 6102 and that causes us to believe that the Bank's bookkeeping activities concerning the period from 1 January to 31 December 2017 period are not in compliance with the TCC and provisions of the Bank's articles of association related to financial reporting.
- 2. In accordance with subparagraph 4 of Article 402 of the TCC, the Board of Directors submitted the necessary explanations to us and provided the documents required within the context of our audit.

### **Additional Paragraph for Convenience Translation**

The effects of differences between accounting principles and standards explained in detail in Section Three and accounting principles generally accepted in countries in which the accompanying unconsolidated financial statements are to be distributed and International Financial Reporting Standards ("IFRS") have not been quantified in the accompanying unconsolidated financial statements. Accordingly, the accompanying unconsolidated financial statements are not intended to present the financial position, results of operations and changes in financial position and cash flows in accordance with the accounting principles generally accepted in such countries and IFRS.

PwC Bağımsız Denetim ve Serbest Muhasebeci Mali Müşavirlik A.Ş.



Zeynep Uras, SMMM Partner

Istanbul, 13 February 2018

## CONVENIENCE TRANSLATION OF PUBLICLY ANNOUNCED UNCONSOLIDATED FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REPORT ORIGINALLY ISSUED IN TURKISH, SEE IN NOTE I. OF SECTION THREE

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI UNCONSOLIDATED FINANCIAL REPORT AS AT AND FOR THE YEAR ENDED DECEMBER 31, 2017

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The unconsolidated financial report as at and for the year ended December 31, 2017, prepared in accordance with the communiqué of Financial Statements and Related Disclosures and Footnotes to be Announced to Public by Banks as regulated by Banking Regulation and Supervision Agency, is comprised of the following sections:

- · GENERAL INFORMATION ABOUT THE BANK
- · UNCONSOLIDATED FINANCIAL STATEMENTS
- · ACCOUNTING POLICIES
- · INFORMATION RELATED TO FINANCIAL POSITION AND RISK MANAGEMENT OF THE BANK
- · DISCLOSURES AND FOOTNOTES ON UNCONSOLIDATED FINANCIAL STATEMENTS
- · OTHER DISCLOSURES AND FOOTNOTES
- · INDEPENDENT AUDITORS' REPORT

The unconsolidated financial statements for the year and related disclosures and footnotes that were independently audited, are prepared in accordance with the Regulation on Accounting Applications for Banks and Safeguarding of Documents, Turkish Accounting Standards, Turkish Financial Reporting Standards and the related statements and guidance and in compliance with the financial records of our Bank. Unless otherwise stated, the accompanying unconsolidated financial report is presented in thousands of Turkish Lira (TL), and has been independent audited.

February 13, 2018

İsmail ALPTEKİN Chairman of the Board of Directors Serdar TUNÇBİLEK Deputy Chairman of the Board and Audit Committee Member

> Şuayyip İLBİLGİ Assistant General Manager

Sabahattin BİRDAL Board member and Audit Committee Member

Ferkan MERDAN
Director of Accounting and
Financial Affairs

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Mehmet Emin ÖZCÁN

General Manager and Board Member

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# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### SECTION ONE GENERAL INFORMATION

### I. HISTORY OF THE BANK INCLUDING ITS INCORPORATION DATE, INITIAL LEGAL STATUS, AMENDMENTS TO LEGAL STATUS

Türkiye Vakıflar Bankası Türk Anonim Ortaklığı ("The Bank") was established to operate as stated in the disclosure V of this section, under the authorization of a special law numbered 6219, called "the Law of Türkiye Vakıflar Bankası Türk Anonim Ortaklığı", on January 11, 1954 within the framework of the authority granted to The General Directorate of the Foundations of Turkish Republic Prime Ministry ("The General Directorate of the Foundations"). The Bank's statute has not been changed since its establishment.

### II. THE BANK'S SHAREHOLDERS STRUCTURE, MANAGEMENT AND INTERNAL AUDIT, DIRECT AND INDIRECT SHAREHOLDERS, CHANGE IN SHAREHOLDER STRUCTURE DURING THE PERIOD AND INFORMATION ON BANK'S RISK GROUP

The shareholder having control over the shares of the Bank is the General Directorate of the Foundations.

As at December 31, 2017 and December 31, 2016, the Bank's paid-in capital is TL 2,500,000, divided into 250,000,000,000 shares with each has a nominal value of Kr 1.

The Bank's shareholders structure as at December 31, 2017 is as stated below:

| Shareholders   | Number of<br>Shares – 100 unit | Nominal Value of<br>the Shares –<br>Thousands of TL | Share<br>Percentage (%) |
|--|--------------------------------|---|-------------------------|
| Registered foundations represented by the General Directorate of the Foundations (Group A) | 1,075,058,640                  | 1,075,058   | 43.00                   |
| Vakıfbank Memur ve Hizmetlileri Emekli ve Sağlık Yardım Sandığı Vakfı (Group C)            | 402,552,666                    | 402,553   | 16.10                   |
| Registered foundations represented by the General Directorate of the Foundations (Group B) | 386,224,785                    | 386,225   | 15.45                   |
| Other appendant foundations (Group B)  | 2,673,619                      | 2,674   | 0.11                    |
| Other registered foundations (Group B)   | 1,448,543                      | 1,448   | 0.06                    |
| Other real persons and legal entities (Group C)  | 1,527,393                      | 1,528   | 0.06                    |
| Publicly traded (Group D)  | 630,514,354                    | 630,514   | 25.22                   |
| Total  | 2,500,000,000                  | 2,500,000   | 100.00                  |

The changes in the ownership structure of the bank are arranged by the provisional article of Law No.696, paragraph 6, published in the Official Gazette dated December 24, 2017 numbered 6219, while the other provisions of the Law no 6219 are arranged by the 7th and 12th paragraphs of the mentioned provisional article of Law.

It is stated in the 6th paragraph of the 2nd sub-article of the related article that "In the act of the application to the Bank within the seven days after the effective date of the cabinet decree, by the shareholders of the stocks that are managed and represented by the General Directorate of Foundations, with the exception of that are owned by the appendant foundations among the Group B stocks of the Bank, the stocks are transferred to the treasury, by taking their per share value into consideration, over the calculated average value of the values that are mentioned in the conclusion sections of the valuation projects that are prepared by three different firms. The absolute amount of the stocks are recorded in the share ledger on behalf of the Undersecretariat of Treasury within the seven days after the effective date of the cabinet decree.

It is stated in the 6th paragraph of the 3rd sub-article of the related article that "In the act of the application to the Bank within the hundred and twenty days after the effective date of the cabinet decree, by the shareholders of the stocks that are owned by the Vakifbank Officer and Retainers Retirement and Health Care Foundation (Fund), among the Group C stocks of the Bank, the dependent minister of the Undersecretariat of Tresury has the authority to transfer the stocks over their per share value, that is stated the for the fund, by the Council of Ministers to the Undersecretariat of Tresury.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

It is stated in the 6th paragraph of the 4th sub-article of the related article that "In the act of the application to the Bank within the hundred and twenty days after the effective date of the cabinet decree, by the shareholders of the stocks that are owned by the appendant foundations among the Group B stocks of the Bank, and the stocks that are owned by the other natural and legal persons among the Group C stocks of the Bank, the dependent minister of the Undersecretariat of Tresury has the authority to transfer the stocks over their per share value, that is stated the for the fund, by the Council of Ministers.

It is stated in the 6th paragraph of the 5th sub-article of the related article that "The stocks that are transferred to the Treasury, are represented and managed by the dependent Minister of the Undersecretariat of Treasury".

With the mentioned provisional article of Law No.5510, the ownership of the stocks which are represented and managed by the T.C General Directorate for Foundations will be transferred to the Prime Ministry Undersecretariat of Treasury.

## III. INFORMATION ON THE CHAIRMAN AND MEMBERS OF THE BOARD OF DIRECTORS, AUDIT COMMITTEE MEMBERS, GENERAL MANAGER, ASSISTANT GENERAL MANAGERS AND THEIR SHARES IN THE BANK

| Name and Surname         | Responsibility   | Date of<br>Appointment | Education  | Experience in<br>Banking and<br>Management |
|--------------------------|--|------------------------|------------|--|
| Board of Directors       |  |                        |            |  |
| İsmail ALPTEKİN          | Chairman   | June 9, 2017           | University | 19 years                                   |
| Serdar TUNÇBİLEK         | Deputy Chairman  | June 9, 2017           | University | 31 years                                   |
| Mehmet Emin ÖZCAN        | Member – General Manager   | June 9, 2017           | University | 34 years                                   |
| Dr.Adnan ERTEM           | Member   | October 28, 2010       | PHD        | 29 years                                   |
| Sabahattin BİRDAL        | Member   | March 31, 2014         | University | 40 years                                   |
| Dilek YÜKSEL             | Member   | 29 March, 2016         | University | 5 years                                    |
| Şahin UĞUR               | Member   | June 9, 2017           | University | 31 years                                   |
| Ömer ARISOY              | Member   | June 9, 2017           | University | 17 years                                   |
| Audit Committee          |  |                        |            |  |
| Serdar TUNÇBİLEK         | Member   | June 15, 2017          | University | 31 years                                   |
| Sabahattin BİRDAL        | Member   | April 4, 2014          | University | 40 years                                   |
| Auditor                  |  | <u> </u>               | ·          | <u> </u>                                   |
| Yunus ARINCI             | Auditor  | March 19, 2010         | Master     | 20 years                                   |
| Hasan TÜRE               | Auditor  | June 9, 2017           | University | 33 years                                   |
| Assistant General Manage | ers  | <u> </u>               |            | <u> </u>                                   |
|                          | Treasury Operations, Foreign Operations, Payment System Operations, Application Development Departments, System Management, IT Operations and Support, IT Planning and Coordination. | June 13, 2006          | PHD        | 22 years                                   |
| Hasan ECESOY             | Treasury Management, International Banking and Investor Relations,<br>Teeasury Management Middle Office  | June 18, 2010          | PHD        | 24 years                                   |
| Osman DEMREN             | Commercial Loans, Corporate Loans, Consumer Loans, SME and Local Government Loan Allocation Management   | April 6, 2011          | Master     | 27 years                                   |
| Muhammet Lütfü ÇELEBİ    | Retail Banking Marketing, Retail Banking Marketing Services  | October 23, 2013       | University | 22 years                                   |
| Mustafa SAYDAM           | Administrative Affairs, Construction, Real Estate and Purchasing   | October 28, 2013       | University | 24 years                                   |
| Mehmet Emin KARAAĞAÇ     | Chief Legal Counsellor, Legal Affairs, Credit Risk Liquidation   | November 8, 2013       | University | 28 years                                   |
| Yakup ŞİMŞEK             | Corporate and Investment Banking Marketing, Commercial Banking<br>Marketing, Cash Management Affairs, Corporate Branches   | September 7, 2016      | University | 21 years                                   |
| Hüseyin Uğur BİLGİN      | Human Resources, Corporate Development and Academy   | August 1, 2017         | University | 31 years                                   |
| Şeyh Mehmet BOZ          | Application of Credit Policies and Processes, Loans Planning and Follow-up, Evaluation and rating  | August 1, 2017         | Master     | 23 years                                   |
| İlker YEŞİL              | Payment Systems, Digital Banking and Distribution Channels   | August 1, 2017         | University | 23 years                                   |
| Şuayyip İLBILGI          | Accounting and Financial Affairs, Strategy and Planning, Subsidiaries and Affiliates   | August 1, 2017         | University | 22 years                                   |
| Ersin ÖZOĞUZ             | SME Banking, Marketing, Local Government Banking Marketing   | August 1, 2017         | University | 22 years                                   |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Mr. Mehmet Emin Özcan, our Bank's Deputy Chairman, resigned from his current post as of May 2nd, 2017.

In accordance with Article 73 of the Articles of Association of the Bank at the Board of Directors meeting held on May 4, 2017, As a result of the selection of members of the Audit Committee, It has been unanimously decided that İsmail ALPTEKİN to serve the vacated Audit Committee membership instead of Mehmet Emin ÖZCAN.

Following the departure of Mr. Halil Aydoğan who served as the CEO since March 29, 2013, Mr. Mehmet Emin Özcan was appointed as the new CEO of VakifBank as of June 09, 2017.

The Bank's Board of Directors took the following decisions unanimously on June 9th, 2017 regarding the distribution of duties among Board as per Article 52 of the Articles of Incorporation, Mr. İsmail Alptekin has been elected as the Chairman of the Board of Directors, and Mr. Serdar Tunçbilek has been elected as Vice Chairman.

The Bank's Board of Directors took the following decisions unanimously on June 15, 2017 regarding the distribution of duties among Board and Committee members as per Article 73 of the Articles of Incorporation, Mr. Serdar TUNÇBİLEK ve Mr. Sabahattin BİRDAL have been selected as members of Audit Committee.

The Bank's Board of Directors took the following decision dated on July 20, 2017,Mr. H. Uğur BİLGİN, Head of Human Resources, Mr. Şuayyip İLBİLGİ, Head of Treasury, Mr. Ersin ÖZOĞUZ, Head of Internal Audit Board, Mr. İlker YEŞİL, Çukurova Regional Director and Mr. Şeyh Mehmet BOZ Istanbul 1st Regional Director have been appointed as Executive Vice President. Appointed Executive Vice Presidents will commence on their duty following BRSA approval and Mr. Serdar SATOĞLU, Executive Vice President, has been appointed in Vakıf Emeklilik AŞ, life insurance subsidiary of VakıfBank.

Corporate Communication Chairmanship and Board of Directors Operations Chairmanship Departments are working dependent to the General Manager.

Board of Directors membership election is renewed every year in the General Meeting.

ismail ALPTEKIN, chairman of the Board of Directors, holds 59 unquoted shares of Group C of the Bank. The remaining members of the top management listed above do not hold any unquoted shares of the Bank.

### IV. INFORMATION ON THE BANK'S QUALIFIED SHAREHOLDERS

| Name Surname/ Title                               | Share Amount<br>(Nominal) | Share<br>Percentage | Paid Shares<br>(Nominal) | Unpaid Shares |
|---|---------------------------|---------------------|--------------------------|---------------|
| Registered foundations represented by the General |                           |                     |                          |               |
| Directorate of the Foundations (Group A)          | 1,075,058                 | 43.00               | 1,075,058                | -             |
| Vakıfbank Memur ve Hizmetlileri Emekli ve Sağlık  |                           |                     |                          |               |
| Yardım Sandığı Vakfı (Group C)                    | 402,553                   | 16.10               | 402,553                  | -             |
| Registered foundations represented by the General |                           |                     |                          |               |
| Directorate of the Foundations (Group B)          | 386,225                   | 15.45               | 386,225                  | -             |

The shareholder holding control over the Bank is the General Directorate of the Foundations represented by the General Directorate of the Foundations having 58.45% of the Bank's outstanding shares. Another organization holding qualified share in the Bank is Vakıfbank Memur ve Hizmetlileri Emekli ve Sağlık Yardım Sandığı Vakfı, having 16.10% of outstanding shares of the Bank.

In the section I of the report, under the heading II, the changes in the ownership structure of our bank is stated with the provisional article of Law No.696, published in the Official Gazette dated December 24, 2017 numbered 6219.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### V. INFORMATION ABOUT THE SERVICES AND NATURE OF ACTIVITIES OF THE BANK

The Bank was established under the authorization of special law numbered 6219, called "the Law of Türkiye Vakıflar Bankası Türk Anonim Ortaklığı", on January 11, 1954 within the framework of the authority granted to The General Directorate of the Foundations. Operational activities of the Bank as stated at its Articles of Association are as follows:

- · Lending loans by granting securities and real estates as collateral,
- · Establishing or participating in all kinds of insurance corporations already established,
- · Trading real estates,
- · Servicing all banking operations and services,
- Operating real estates and participating in industrial sectors for corporations handed over by foundations and General Directorate of the Foundations in line with conditions stipulated by agreements if signed,
- The Bank is established to render banking services to the foundations and carry out cashier transactions of the General Directorate of Foundations in compliance with the agreements signed by General Directorate of the Foundations.

As at December 31, 2017, the Bank has 924 domestic, 3 foreign, in total 927 branches (December 31, 2016: 921 domestic, 3 foreign, in total 924 branches). As at December 31, 2017, the Bank has 16,097 employees (December 31, 2016: 15,615 employees).

VI. CURRENT OR LIKELY ACTUAL OR LEGAL BARRIERS TO IMMEDIATE TRANSFER OF EQUITY OR REPAYMENT OF DEBTS BETWEEN BANK AND ITS SUBSIDIARIES

None.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI UNCONSOLIDATED BALANCE SHEET (STATEMENT OF FINANCIAL POSITION) AS AT DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## SECTION TWO UNCONSOLIDATED FINANCIAL STATEMENTS

| I.   |  |                      |                         | Audited Current<br>December 31, |   |  | Audited Prior F<br>December 31, |  |
|--|--|----------------------|-------------------------|---------------------------------|---|--|---------------------------------|--|
|  | ASSETS   | Notes                | TL                      | FC                              | Total   | TL   | FC                              | Tota   |
|  | CASH AND BALANCES WITH THE CENTRAL BANK  | V-I-1                | 4,021,321               | 24,623,503                      | 28,644,824                                    | 4,409,130  | 19,956,167                      | 24,365,297   |
|  | FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS (Net)  | V-I-2                | 1,802,188               | 134,600                         | 1,936,788                                     | 1,478,068  | 133,112                         | 1,611,180  |
| 2.1  | Financial assets held for trading purpose  |                      | 1,802,188               | 134,600                         | 1,936,788                                     | 1,478,068  | 133,112                         | 1,611,180  |
| 2.1.1  | Debt securities issued by the governments  |                      | -                       | -                               | -   | -  | -                               |  |
| 2.1.2  | Equity securities  |                      | -                       | -                               | -   | -  | -                               |  |
| 2.1.3  | Derivative financial assets held for trading purpose   | V-I-2                | 1,801,925               | 134,600                         | 1,936,525                                     | 1,477,867  | 133,112                         | 1,610,979  |
| 2.1.4  | Other securities   |                      | 263                     | =                               | 263   | 201  | -                               | 20   |
| 2.2  | Financial assets designated at fair value through profit or loss   |                      | =                       | =                               | =   |  | =                               |  |
| 2.2.1  | Debt securities issued by the governments  |                      | -                       | =                               | -   | -  | =                               |  |
| 2.2.2  | Equity securities  |                      | -                       | =                               | -   | -  | -                               |  |
| 2.2.3  | Loans  |                      | -                       | -                               | -   | _  | -                               |  |
| 2.2.4  | Other securities   |                      | -                       | -                               | -   | _  | -                               |  |
| III.   | BANKS  | V-I-3                | 308,552                 | 11,579,276                      | 11,887,828                                    | 37,570   | 3,852,752                       | 3,890,322  |
| IV.  | RECEIVABLES FROM INTERBANK MONEY MARKETS   |                      | 1,652,102               |                                 | 1,652,102                                     |  |                                 |  |
| 4.1  | Interbank money market placements  |                      | 1,652,102               | _                               | 1,652,102                                     | _  |                                 |  |
| 4.2  | Istanbul Stock Exchange money market placements  |                      |                         | -                               |   | _  |                                 |  |
| 4.3  | Receivables from reverse repurchase agreements   |                      | -                       |                                 | -   | -  | -                               |  |
| v.   | AVAILABLE-FOR-SALE FINANCIAL ASSETS (Net)  | V-I-4                | 12,412,036              | 1,137,678                       | 13,549,714                                    | 12,588,929   | 5,230,128                       | 17,819,057   |
| 5.1  | Equity securities  |                      | 15                      | 43,355                          | 43,370  | 15   | 27,595                          | 27,610   |
| 5.2  | Debt securities issued by the governments  |                      | 12,412,021              | 1,094,323                       | 13,506,344                                    | 12,588,914   | 5,202,533                       | 17,791,447   |
| 5.3  | Other securities   |                      | -,                      | .,57.,525                       |   | ,500,7,14  | -,,                             | ,,   |
| VI.  | LOANS AND RECEIVABLES  | V-I-5                | 131,211,145             | 52,760,470                      | 183,971,615                                   | 100,121,757  | 47,590,618                      | 147,712,375  |
| 6.1  | Performing loans and receivables   | * 1 3                | 130,197,248             | 52,734,980                      | 182,932,228                                   | 99,028,374   | 47,590,618                      | 146,618,992  |
| 6.1.1  | Loans provided to risk group   | V-VII-1              | 63,865                  | 98,796                          | 162,661                                       | 36,595   | 295,669                         | 332,264  |
| 6.1.2  | Debt securities issued by the governments  | V VII I              | 03,803                  | 70,770                          | 102,001                                       | 30,373   | 273,007                         | 332,20   |
| 6.1.3  | Other  |                      | 120 122 202             | 52,636,184                      | 192 760 567                                   | 98,991,779   | 47,294,949                      | 1/6 206 720  |
| 6.2  |  |                      | 130,133,383             |                                 | 182,769,567                                   | 6,413,503  | 47,294,949                      | 146,286,728<br>6.413.503   |
| 6.3  | Loans under follow-up  |                      | 7,605,376               | 32,830                          | 7,638,206                                     |  |                                 | -, -,  |
| VII.   | Specific provisions (-)  FACTORING RECEIVABLES   |                      | 6,591,479               | 7,340                           | 6,598,819                                     | 5,320,120  | <u> </u>                        | 5,320,120  |
|  |  |                      |                         |                                 | -   |  |                                 | 0.400.535  |
| VIII.  | HELD-TO-MATURITY INVESTMENT SECURITIES (Net)   | V-I-6                | 12,235,406              | 4,530,665                       | 16,766,071                                    | 8,039,914  | 140,621                         | 8,180,535  |
| 8.1  | Debt securities issued by the governments  |                      | 12,235,406              | 4,286,627                       | 16,522,033                                    | 8,039,914  |                                 | 8,039,914  |
| 8.2  | Other securities   |                      |                         | 244,038                         | 244,038                                       |  | 140,621                         | 140,621  |
| IX.  | INVESTMENTS IN ASSOCIATES (Net)  | V-I-7                | 349,158                 | -                               | 349,158                                       | 299,478  |                                 | 299,478  |
| 9.1  | Associates, consolidated per equity method   |                      |                         | =                               |   |  | -                               | 200 170  |
| 9.2  | Unconsolidated associates  |                      | 349,158                 |                                 | 349,158                                       | 299,478  |                                 | 299,478  |
| 9.2.1  | Financial associates   |                      | 337,758                 | -                               | 337,758                                       | 288,078  | -                               | 288,078  |
| 9.2.2  | Non-Financial associates   |                      | 11,400                  | -                               | 11,400  | 11,400   | -                               | 11,400   |
| X.   | INVESTMENTS IN SUBSIDIARIES (Net)  | V-I-8                | 1,851,610               | 362,248                         | 2,213,858                                     | 1,363,012  | 434,112                         | 1,797,124  |
| 10.1   | Unconsolidated financial subsidiaries  |                      | 1,587,890               | 362,248                         | 1,950,138                                     | 1,094,116  | 434,112                         | 1,528,228  |
| 10.2   | Unconsolidated non-financial subsidiaries  |                      | 263,720                 | -                               | 263,720                                       | 268,896  | -                               | 268,896  |
| XI.  | INVESTMENTS IN JOINT-VENTURES (Net)  | V-I-9                | -                       | -                               | -   | -  | -                               | -  |
| 11.1   | Joint-ventures, consolidated per equity method   |                      | -                       | -                               | -   | -  | -                               |  |
| 11.2   | Unconsolidated joint-ventures  |                      | =                       | =                               | =   | -  | =                               | -  |
| 11.2.1   | Financial joint-ventures   |                      | -                       | -                               | -   | -  | -                               | -  |
| 11.2.2   | Non-Financial joint-ventures   |                      | -                       | -                               | -   | -  | -                               | -  |
| XII.   | LEASE RECEIVABLES  | V-I-10               | -                       | -                               | -   | -  | -                               |  |
| 12.1   | Finance lease receivables  |                      | -                       | -                               | -   | -  | -                               |  |
| 12.2   | Operational lease receivables  |                      | -                       | -                               | -   | -  | -                               |  |
| 12.3   | Other  | -                    | =                       | -                               | =   | =  | =                               | -  |
| 12.4   | Unearned income (-)  |                      | -                       | -                               | -   | =  | -                               | -  |
| XIII.  | DERIVATIVE FINANCIAL ASSETS HELD FOR RISK MANAGEMENT PURPOSE   | V-I-11               | -                       | -                               | -   | -  | -                               | -  |
| 10.1   | Fair value hedges  |                      | -                       | -                               | -   | -  | -                               | -  |
| 13.1   | Cash flow hedges   |                      | -                       | -                               | -   | -  | -                               | -  |
| 13.1   | Hedges of net investment in foreign operations   |                      | -                       | -                               | -   | -  | -                               | -  |
|  |  | V-I-12               | 1,409,644               | 7,619                           | 1,417,263                                     | 1,401,949  | 7,926                           | 1,409,875  |
| 13.2   | TANGIBLE ASSETS (Net)  |                      |                         |                                 | 210,970                                       | 193,866  |                                 | 193,866  |
| 13.2<br>13.3<br><b>XIV.</b>  |  | V-I-13               | 210,970                 | -                               |   |  |                                 |  |
| 13.2   | INTANGIBLE ASSETS (Net) Goodwill   | V-I-13               | 210,970                 |                                 | 210,770                                       | 173,000  |                                 |  |
| 13.2<br>13.3<br><b>XIV.</b><br><b>XV.</b><br>15.1  | INTANGIBLE ASSETS (Net) Goodwill   | V-I-13               | -                       | <u> </u>                        | -   | -  |                                 | -  |
| 13.2<br>13.3<br><b>XIV.</b><br><b>XV.</b><br>15.1<br>15.2  | INTANGIBLE ASSETS (Net) Goodwill Other intangibles   |                      | 210,970<br>-<br>210,970 |                                 | 210,970                                       | 193,866  |                                 | -  |
| 13.2<br>13.3<br><b>XIV.</b><br><b>XV.</b><br>15.1<br>15.2<br><b>XVI.</b>                         | INTANGIBLE ASSETS (Net) Goodwill Other intangibles INVESTMENT PROPERTIES (Net)   | V-I-13<br>V-I-14     | 210,970                 | =                               | 210,970                                       | 193,866  | -                               | 193,866  |
| 13.2<br>13.3<br><b>XIV.</b><br><b>XV.</b><br>15.1<br>15.2<br><b>XVI.</b><br><b>XVII.</b>         | INTANGIBLE ASSETS (Net) Goodwill Other intangibles INVESTMENT PROPERTIES (Net) TAX ASSETS  |                      | 210,970                 | -                               | 210,970                                       | -  | ÷                               | 193,866  |
| 13.2<br>13.3<br><b>XIV.</b><br><b>XV.</b><br>15.1<br>15.2<br><b>XVI.</b><br><b>XVII.</b><br>17.1 | INTANGIBLE ASSETS (Net) Goodwill Other intangibles INVESTMENT PROPERTIES (Net) TAX ASSETS Current tax assets   | V-I-14               | 210,970                 | -                               | 210,970                                       | 193,866<br>-<br>83,109                             | -                               | 193,866  |
| 13.2<br>13.3<br>XIV.<br>XV.<br>15.1<br>15.2<br>XVI.<br>XVII.<br>17.1                             | INTANGIBLE ASSETS (Net) Goodwill Other intangibles INVESTMENT PROPERTIES (Net) TAX ASSETS Current tax assets Deferred tax assets   |                      | 210,970                 | -<br>-<br>-                     | 210,970                                       | 193,866  | -<br>-<br>-                     | 193,866  |
| 13.2<br>13.3<br><b>XIV.</b><br><b>XV.</b><br>15.1<br>15.2<br><b>XVI.</b><br><b>XVII.</b><br>17.1 | INTANGIBLE ASSETS (Net) Goodwill Other intangibles INVESTMENT PROPERTIES (Net) TAX ASSETS Current tax assets Deferred tax assets ASSETS HELD FOR SALE AND ASSETS RELATED TO THE DISCONTINUED                                       | <b>V-I-14</b> V-I-15 | 210,970                 | -<br>-<br>-                     | 210,970                                       | 193,866<br>-<br>83,109<br>-<br>83,109              | -<br>-<br>-                     | 193,866<br><b>83,10</b> 9  |
| 13.2<br>13.3<br>XIV.<br>XV.<br>15.1<br>15.2<br>XVI.<br>XVII.<br>17.1<br>17.2<br>XVIII.           | INTANGIBLE ASSETS (Net) Goodwill Other intangibles INVESTMENT PROPERTIES (Net) TAX ASSETS Current tax assets Deferred tax assets ASSETS HELD FOR SALE AND ASSETS RELATED TO THE DISCONTINUED OPERATIONS (Net)                      | V-I-14               | 210,970                 | -                               | 210,970<br>-<br>-<br>-<br>-<br>-<br>1,312,493 | 193,866<br>-<br>83,109<br>-<br>83,109<br>1,227,867 | -                               | 193,866<br>83,109<br>83,109  |
| 13.2<br>13.3<br>XIV.<br>XV.<br>15.1<br>15.2<br>XVI.<br>XVII.<br>17.1<br>17.2<br>XVIII.           | INTANGIBLE ASSETS (Net) GOODWIll Other intangibles INVESTMENT PROPERTIES (Net) TAX ASSETS Current tax assets Deterred tax assets ASSETS HELD FOR SALE AND ASSETS RELATED TO THE DISCONTINUED OPERATIONS (Net) Assets held for sale | <b>V-I-14</b> V-I-15 | 210,970                 | -                               | 210,970                                       | 193,866<br>-<br><b>83,109</b><br>-<br>83,109       | -                               | 193,866<br>83,109<br>83,109  |
| 13.2<br>13.3<br>XIV.<br>XV.<br>15.1<br>15.2<br>XVI.<br>XVII.<br>17.1<br>17.2<br>XVIII.           | INTANGIBLE ASSETS (Net) Goodwill Other intangibles INVESTMENT PROPERTIES (Net) TAX ASSETS Current tax assets Deferred tax assets ASSETS HELD FOR SALE AND ASSETS RELATED TO THE DISCONTINUED OPERATIONS (Net)                      | <b>V-I-14</b> V-I-15 | 210,970                 | -                               | 210,970<br>-<br>-<br>-<br>-<br>-<br>1,312,493 | 193,866<br>-<br>83,109<br>-<br>83,109<br>1,227,867 | -                               | 193,866<br>83,109<br>83,109<br>1,227,867<br>1,227,867<br>3,949,820 |

The accompanying explanations and notes form an integral part of these financial statements.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI **UNCONSOLIDATED BALANCE SHEET (STATEMENT OF FINANCIAL POSITION)** AS AT DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|         |  |          |             | udited Current F<br>December 31, 2 |             |             | Audited Prior Pe<br>December 31, 2 |            |
|---------|--|----------|-------------|------------------------------------|-------------|-------------|------------------------------------|------------|
|         | LIABILITIES AND EQUITY   | Notes    | TL          | FC                                 | Total       | TL          | FC                                 | Tota       |
| I.      | DEPOSITS   | V-II-1   | 103,532,624 | 51,744,498                         | 155,277,122 | 86,113,201  | 37,725,176                         | 123,838,37 |
| 1.1     | Deposits of the risk group   | V-VII-1  | 2,815,871   | 218,060                            | 3,033,931   | 1,984,546   | 212,599                            | 2,197,14   |
| 1.2     | Other deposits   |          | 100,716,753 | 51,526,438                         | 152,243,191 | 84,128,655  | 37,512,577                         | 121,641,23 |
| II.     | DERIVATIVE FINANCIAL LIABILITIES HELD FOR                                |          |             |                                    |             |             |                                    |            |
|         | TRADING PURPOSE  | V-II-2   | 1,015,603   | 168,927                            | 1,184,530   | 954,633     | 189,070                            | 1,143,70   |
| III.    | FUNDS BORROWED   | V-II-3   | 668,532     | 27,639,089                         | 28,307,621  | 671,898     | 23,521,872                         | 24,193,77  |
| IV.     | INTERBANK MONEY MARKET   |          | 18,699,026  | 3,571,811                          | 22,270,837  | 11,172,470  | 1,722,864                          | 12,895,33  |
| 4.1     | Interbank money market takings   |          | 11,662,376  | 1,631,693                          | 13,294,069  | 2,501,180   | -                                  | 2,501,18   |
| 4.2     | Istanbul Stock Exchange money market takings                             |          | -           | -                                  | -           | -           | -                                  |            |
| 4.3     | Obligations under repurchase agreements                                  |          | 7,036,650   | 1,940,118                          | 8,976,768   | 8,671,290   | 1,722,864                          | 10,394,15  |
| V.      | SECURITIES ISSUED (Net)  | V-II-3   | 6,443,119   | 13,041,979                         | 19,485,098  | 3,268,595   | 11,439,150                         | 14,707,74  |
| 5.1     | Bills  |          | 3,566,573   | =                                  | 3,566,573   | 3,268,595   | =                                  | 3,268,59   |
| 5.2     | Asset backed securities  |          | =           | =                                  | =           | =           | =                                  |            |
| 5.3     | Bonds  |          | 2,876,546   | 13,041,979                         | 15,918,525  | -           | 11,439,150                         | 11,439,15  |
| VI.     | FUNDS  |          | 3,206       | -                                  | 3,206       | 3,319       | -                                  | 3,31       |
| 6.1     | Funds against borrower's note  |          | =           | -                                  | -           | =           | -                                  |            |
| 6.2     | Other  |          | 3,206       | -                                  | 3,206       | 3,319       | -                                  | 3,31       |
| VII.    | MISCELLANEOUS PAYABLES   |          | 6,050,223   | 798,105                            | 6,848,328   | 4,381,317   | 781,677                            | 5,162,99   |
| VIII.   | OTHER EXTERNAL RESOURCES PAYABLE   | V-II-4   | 860,160     | 2,977,406                          | 3,837,566   | 677,086     | 1,999,105                          | 2,676,19   |
| IX.     | FACTORING PAYABLES   |          | -           | -                                  | -           | -           | -                                  |            |
| х.      | LEASE PAYABLES   | V-II-5   | -           | -                                  | -           | -           | -                                  |            |
| 10.1    | Finance lease payables   |          | -           | -                                  | -           | -           | -                                  |            |
| 10.2    | Operational lease payables   |          | -           | -                                  | -           | -           | -                                  |            |
| 10.3    | Other  |          | -           | -                                  | -           | -           | -                                  |            |
| 10.4    | Deferred finance leasing expenses (-)                                    |          | -           | -                                  | -           | -           | -                                  |            |
| XI.     | DERIVATIVE FINANCIAL LIABILITIES HELD FOR RISK MANAGEMENT                |          |             |                                    |             |             |                                    |            |
|         | PURPOSE  | V-II-6   | -           | -                                  | -           | -           | -                                  |            |
| 11.1    | Fair value hedges  |          | -           | -                                  | -           | -           | -                                  |            |
| 11.2    | Cash flow hedges   |          | -           | =                                  | -           | =           | -                                  |            |
| 11.3    | Hedges of net investment in foreign operations                           |          | -           | -                                  |             | -           | -                                  |            |
| XII.    | PROVISIONS   | V-II-7   | 3,395,373   | 17,109                             | 3,412,482   | 3,205,470   | 18,622                             | 3,224,092  |
| 12.1    | General provisions   | V-II-7   | 1,872,826   | 12,667                             | 1,885,493   | 2,153,773   | 13,670                             | 2,167,44   |
| 12.2    | Restructuring reserves   |          | -           | -                                  | -           | -           | -                                  |            |
| 12.3    | Reserve for employee benefits  |          | 821,819     | -                                  | 821,819     | 710,171     | -                                  | 710,17     |
| 12.4    | Insurance technical provisions (Net)                                     |          |             | -                                  | -           |             | -                                  |            |
| 12.5    | Other provisions   | V-II-7   | 700,728     | 4,442                              | 705,170     | 341,526     | 4,952                              | 346,47     |
| XIII.   | TAX LIABILITIES  | V-II-8   | 702,784     | 48,349                             | 751,133     | 422,131     | 2,325                              | 424,45     |
| 13.1    | Current tax liabilities  | 111.45   | 636,728     | 670                                | 637,398     | 422,131     | 2,325                              | 424,45     |
| 13.2    | Deferred tax liabilities   | V-I-15   | 66,056      | 47,679                             | 113,735     | -           |                                    |            |
| XIV.    | PAYABLES FOR ASSETS HELD FOR SALE AND ASSETS RELATED                     | V-II-9   | _           | _                                  | _           | _           | _                                  |            |
| 14.1    | TO DISCONTINUED OPERATIONS  Payables related to the assets held for sale | V-11-9   |             | -                                  |             |             |                                    |            |
| 14.2    | Payables related to the discontinued operations                          |          |             |                                    |             |             |                                    |            |
| XV.     | SUBORDINATED LOANS   | V-II-10  | 528,188     | 5,407,781                          | 5,935,969   |             | 5,031,213                          | 5,031,21   |
| XVI.    | EQUITY   | V-11-10  | 23,061,935  | 195,883                            | 23,257,818  | 19,035,854  | 202,857                            | 19,238,71  |
| 16.1    | Paid-in capital  | V-II-11  | 2.500.000   | 173,003                            | 2,500,000   | 2,500,000   | 202,037                            | 2,500,00   |
| 16.2    | Capital reserves   | V II I I | 2,542,507   | 195,883                            | 2,738,390   | 2,070,365   | 202,857                            | 2,300,00   |
| 16.2.1  | Share premium  |          | 723,918     | 173,003                            | 723,918     | 723,918     | - 202,037                          | 723,91     |
| 16.2.2  | Share cancellation profits   |          | 723,710     |                                    | 723,710     | 723,710     |                                    | 123,71     |
| 16.2.3  | Valuation differences of the marketable securities                       | V-II-11  | 876,951     | 195,883                            | 1,072,834   | 495,171     | 202,857                            | 698,02     |
| 16.2.4  | Revaluation surplus on tangible assets                                   | V 11 11  | 873,080     | 175,005                            | 873,080     | 829,895     | 202,037                            | 829,89     |
| 16.2.5  | Revaluation surplus on intangible assets                                 |          | 675,000     |                                    | 673,000     | 027,073     |                                    | 027,07     |
| 16.2.6  | Revaluation surplus on investment properties                             |          |             | -                                  |             |             | -                                  |            |
| 16.2.7  | Bonus shares of associates, subsidiaries and joint-ventures              |          | 91,823      | -                                  | 91,823      | 69,222      | -                                  | 69,22      |
| 16.2.8  | Hedging reserves (effective portion)                                     |          | 71,023      |                                    | 71,023      | - 09,222    | -                                  | 07,22      |
| 16.2.9  | Revaluation surplus on assets held for sale and assets related to the    |          |             |                                    |             |             |                                    |            |
| . 0.2.7 | discontinued operations  |          | -           | -                                  | -           | _           | -                                  |            |
| 16.2.10 | Other capital reserves   |          | (23,265)    |                                    | (23,265)    | (47,841)    | =                                  | (47,841    |
| 16.3    | Profit reserves  |          | 14,296,045  | -                                  | 14,296,045  | 11,762,447  | -                                  | 11,762,44  |
| 16.3.1  | Legal reserves   |          | 1,635,332   |                                    | 1,635,332   | 1,367,022   | _                                  | 1,367,02   |
| 16.3.2  | Status reserves  |          | 1,055,552   |                                    |             | .,501,022   | -                                  | .,507,02   |
| 16.3.3. | Extraordinary reserves   |          | 12,210,313  |                                    | 12,210,313  | 9,964,966   | -                                  | 9,964,96   |
| 16.3.4. | Other profit reserves  |          | 450,400     |                                    | 450,400     | 430,459     | -                                  | 430,45     |
| 16.4    | Profit or loss   |          | 3,723,383   |                                    | 3,723,383   | 2,703,042   | -                                  | 2,703,04   |
| 16.4.1  | Prior years' profit/loss   |          | -,. 25,505  |                                    | -,. 25,505  | -,: 05,0 12 | -                                  | _,, 03,04  |
| 16.4.2  | Current period's profit/loss   |          | 3,723,383   | =                                  | 3,723,383   | 2,703,042   | -                                  | 2,703,04   |
|         |  |          |             |                                    |             |             |                                    |            |

The accompanying explanations and notes form an integral part of these financial statements.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI UNCONSOLIDATED OFF-BALANCE SHEET ITEMS AS AT DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|   |  |           |   | Audited Current<br>December 31,                           |   |   | Audited Prior F<br>December 31,  | 2016   |
|---|--|-----------|---|---|---|---|--|--|
|   |  | Notes     | TL  | FC  | Total   | TL  | FC   | Tota   |
|   | OFF-BALANCE SHEET COMMITMENTS AND CONTINGENCIES (I+II+III)   |           | 80,248,423  | 79,578,712  | 159,827,135   | 71,071,210  | 75,396,231   | 146,467,44   |
| 1   | GUARANTEES AND SURETIES Letters of quarantee   | V-III-2-4 | <b>32,109,922</b><br>32,035,061   | <b>18,657,662</b><br>8,133,759                            | <b>50,767,584</b><br>40,168,820   | <b>26,743,456</b><br>26,687,992   | <b>13,704,968</b><br>5,626,758   | <b>40,448,42</b><br>32,314,7   |
| 1.1                                       | Guarantees subject to State Tender Law   |           | 3,163,898   | 4,099,756   | 7,263,654   | 3,203,501   | 2,571,209  | 5,774,7  |
| 1.2                                       | Guarantees given for foreign trade operations  |           | 1,053,872   | 4 02 4 002  | 1,053,872   | 1,059,516   | 2.055.540  | 1,059,5  |
| 2   | Other letters of guarantee Bank acceptances  |           | 27,817,291<br>44,700  | 4,034,003<br>1,510,854                                    | 31,851,294<br>1,555,554   | 22,424,975<br>53,702  | 3,055,549<br>1,143,484   | 25,480,5:<br>1,197,1   |
| 2.1                                       | Import letter of acceptance  |           | 671   | 519,399   | 520,070   |   | 395,874  | 395,8  |
| 2.2                                       | Other bank acceptances   |           | 44,029  | 991,455   | 1,035,484   | 53,702  | 747,610  | 801,3  |
| 3.1                                       | Letters of credit  Documentary letters of credit   |           | 30,161<br>30,161  | 8,963,991<br>8,963,991                                    | 8,994,152<br>8,994,152  | 1,762<br>1,762  | 6,911,368<br>6,911,368   | 6,913,13   |
| 3.2                                       | Other letters of credit  |           | =   | =   | =   |   | -  |  |
| 4   | Guaranteed pre-financings  |           | -   | 3,006   | 3,006   | -   | 2,796  | 2,7  |
| 5.1                                       | Endorsements Endorsements to the Central Bank of Republic of Turkey  |           |   |   |   |   |  |  |
| 5.2                                       | Other endorsements   |           | -   | -   | -   | -   | -  |  |
| 5   | Marketable securities underwriting commitments Factoring related quarantees  |           | -   |   |   | =   | =  |  |
| 7<br>B                                    | Other quarantees   |           |   | 43,996  | 43,996  |   | 16,890   | 16,89  |
| 9   | Other sureties   |           | -   | 2,056   | 2,056   | =   | 3,672  | 3,6  |
| 1   | COMMITMENTS  Irroyacable commitments   |           | <b>31,039,233</b><br>27,979,658   | <b>17,286,799</b><br>961,190                              | 48,326,032  | <b>26,475,216</b><br>23,451,047   | 12,535,618   | 39,010,83  |
| 1.1                                       | Irrevocable commitments Asset purchase commitments   | V-III-1   | 793,979   | 961,190   | 28,940,848<br>1,755,169   | 1,362,697   | 1,502,055<br>1,502,055   | 24,953,10  |
| 1.2                                       | Deposit purchase and sales commitments   |           | =   | =   | =   |   |  | ,,,,,  |
| 1.3                                       | Share capital commitments to associates and subsidiaries   | V-III-1   | 11 040 577  | -   | 11 047 577  | 0.017 FFF   | -  | 9.817.5  |
| 1.4                                       | Loan granting commitments Securities issuance brokerage commitments  | V-III-1   | 11,843,577  |   | 11,843,577  | 9,817,555   | -  | 9,817,5  |
| 1.6                                       | Commitments for reserve deposit requirements   |           | -   | =   | =   | =   | =  |  |
| 1.7                                       | Commitments for cheque payments  | V-III-1   | 2,542,741   |   | 2,542,741   | 2,154,102   |  | 2,154,10   |
| 1.8                                       | Tax and fund obligations on export commitments  Commitments for credit card limits   | V-III-1   | 10,534,862  | -   | 10,534,862  | 8,682,835   | -  | 8,682,83   |
| 1.10                                      | Commitments for credit card and banking operations promotions  |           | 761,674   | -   | 761,674   | 300,108   | -  | 300,10   |
| 1.11                                      | Receivables from "short" sale commitments on securities  |           | -   | -   | -   | -   | -  |  |
| 1.12                                      | Payables from "short" sale commitments on securities  Other irrevocable commitments  |           | 1,502,825   |   | 1,502,825   | 1,133,750   | -  | 1,133,7  |
| 2   | Revocable commitments  |           | 3,059,575   | 16,325,609  | 19,385,184  | 3,024,169   | 11,033,563   | 14,057,7   |
| 2.1                                       | Revocable loan granting commitments  |           | 3,059,575   | 16,325,609  | 19,385,184  | 3,024,169   | 11,033,563   | 14,057,73  |
| 2.2                                       | Other revocable commitments  DERIVATIVE FINANCIAL INSTRUMENTS  | V-III-5   | 17,099,268  | 43,634,251  | 60,733,519  | 17,852,538  | 49,155,645   | 67,008,18  |
| 1.1                                       | Derivative financial instruments held for risk management  |           |   |   |   |   |  |  |
| 1.1                                       | Fair value hedges Cash flow hedges   |           |   |   |   |   |  |  |
| 1.3                                       | Net foreign investment hedges  |           | =   | =   | =   | =   | =  |  |
| 2   | Trading derivatives  |           | 17,099,268  | 43,634,251  | 60,733,519  | 17,852,538  | 49,155,645   | 67,008,18  |
| 2.1.1                                     | Forward foreign currency purchases/sales Forward foreign currency purchases  |           | 1,152,837<br>576,772  | 1,617,661<br>808,889                                      | 2,770,498<br>1,385,661  | 489,310<br>244,982  | 1,120,684<br>560,368   | 1,609,9<br>805,3   |
| 2.2.2                                     | Forward foreign currency sales   |           | 576,065   | 808,772   | 1,384,837   | 244,328   | 560,316  | 804,6  |
| 2.2                                       | Currency and interest rate swaps   |           | 10,344,359  | 30,420,079  | 40,764,438  | 16,314,487  | 37,172,783   | 53,487,2   |
| 2.2.1                                     | Currency swaps-purchases Currency swaps-sales  |           | 3,297,551<br>4,706,808  | 11,363,303<br>4,435,680                                   | 14,660,854<br>9,142,488   | 8,539,652<br>6,324,835  | 11,631,406<br>9,924,553  | 20,171,0<br>16,249,3   |
| 2.2.3                                     | Interest rate swaps-purchases  |           | 1,170,000   | 7,310,548   | 8,480,548   | 725,000   | 7,808,412  | 8,533,4  |
| 2.2.4                                     | Interest rate swaps-sales  |           | 1,170,000   | 7,310,548   | 8,480,548   | 725,000   | 7,808,412  | 8,533,4  |
| 2.3                                       | Currency, interest rate and security options Currency call options   |           | 426,094<br>412,706  | 431,542<br>13,400   | 857,636<br>426,106  | 142,676<br>121,124  | 730,632<br>306,804   | 873,3<br>427,9   |
| 2.3.2                                     | Currency put options   |           | 13,388  | 418,142   | 431,530   | 21,552  | 423,828  | 445,3  |
| 2.3.3                                     | Interest rate call options   |           | -   | -   | -   | -   | -  |  |
| 2.3.4                                     | Interest rate put options Security call options  |           |   |   | -   |   |  |  |
| 2.3.6                                     | Security put options   |           | =   | =   | =   | =   | =  |  |
| 2.4                                       | Currency futures   |           | -   | -   | -   | =   | -  |  |
| 2.4.1                                     | Currency futures-purchases Currency futures-sales  |           |   | -   | -   |   | -  |  |
| 2.5                                       | Interest rate futures  |           | -   | -   | -   | =   | =  |  |
| 2.5.1                                     | Interest rate futures-purchases  |           |   | -   | -   | =   | -  |  |
| 2.5.2                                     | Interest rate futures-sales Other  |           | 5,175,978   | 11,164,969  | 16,340,947  | 906,065   | 10,131,546   | 11,037,6   |
|   | CUSTODY AND PLEDGED ITEMS (IV+V+VI)  |           | 1,283,071,577   | 805,680,121   | 2,088,751,698   | 1,043,040,320   | 580,201,858  | 1,623,242,17   |
|   | ITEMS HELD IN CUSTODY  |           | 54,525,860  | 4,245,640   | 58,771,500  | 54,374,804  | 4,027,246  | 58,402,05  |
| 2   | Customers' securities held Investment securities held in custody   |           | 42.177.802  | 135,880   | 42.313.682  | 43,319,878  | 147,806  | 43.467.6   |
| 3   | Checks received for collection   |           | 9,976,508   | 2,483,954   | 12,460,462  | 9,130,796   | 2,502,025  | 11,632,8   |
| 1   | Commercial notes received for collection   |           | 1,178,205   | 412,078   | 1,590,283   | 941,776   | 410,946  | 1,352,7  |
| 5   | Other assets received for collection  Assets received through public attering  |           | 2,152   | 151   | 2,303   | 2,152   | 141  | 2,2  |
|   | Assets received through public offering  |           | 309   | 76,380  | 76,689  | 309   | 66,081   | 66,3   |
| 6<br>7                                    | Other items under custody  |           |   |   |   | 979,893   | 900,247  | 1,880,1  |
| 7   | Custodians   |           | 1,190,884   | 1,137,197   | 2,328,081   |   |  |  |
| 7<br>8                                    | Custodians PLEDGED ITEMS   |           | 315,422,683   | 132,707,352   | 448,130,035   | 280,652,246   | 104,200,492  |  |
| 7   | Custodians PLEDGED ITEMS Securities  |           | <b>315,422,683</b><br>739,672   | <b>132,707,352</b> 5,090                                  | <b>448,130,035</b><br>744,762   | <b>280,652,246</b><br>495,249   | <b>104,200,492</b><br>16,366   | 511,6  |
| 7 3 1 2 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 | Custodians PLEDGED ITEMS   |           | 315,422,683   | 132,707,352   | 448,130,035   | 280,652,246   | 104,200,492  | 511,6<br>1,312,0   |
| 7<br>8<br>1<br>2<br>3<br>4                | Custodians PLEDGED ITEMS Securities Guarantee notes Commodities Warranties   |           | 315,422,683<br>739,672<br>707,502<br>33,014,517   | 132,707,352<br>5,090<br>524,748<br>759,683                | 448,130,035<br>744,762<br>1,232,250<br>33,774,200                                   | 280,652,246<br>495,249<br>767,038<br>31,750,967   | 104,200,492<br>16,366<br>544,996<br>775,907                                  | 511,6<br>1,312,0<br>32,526,8   |
| 7<br>8<br>1<br>2<br>3<br>4                | Custodians PLEOGEO ITEMS Securities Guarantee notes Commodities Warranties Real estates  |           | 315,422,683<br>739,672<br>707,502<br>33,014,517<br>240,511,071                          | 132,707,352<br>5,090<br>524,748<br>759,683<br>108,037,406 | 448,130,035<br>744,762<br>1,232,250<br>33,774,200<br>348,548,477                    | 280,652,246<br>495,249<br>767,038<br>31,750,967<br>-<br>230,129,196                     | 104,200,492<br>16,366<br>544,996<br>775,907<br>86,340,346                    | 511,61<br>1,312,03<br>32,526,83<br>316,469,54  |
| 7 3 1 2 3 4 4 5 5 5                       | Custodians PLEOGED ITEMS Securities Guarantee notes Commodities Warranties Real estates Other pledged items Pledged items-depository |           | 315,422,683<br>739,672<br>707,502<br>33,014,517<br>240,511,071<br>39,688,651<br>761,270 | 132,707,352<br>5,090<br>524,748<br>759,683                | 448,130,035<br>744,762<br>1,232,250<br>33,774,200                                   | 280,652,246<br>495,249<br>767,038<br>31,750,967<br>230,129,196<br>16,959,461<br>550,335 | 104,200,492<br>16,366<br>544,996<br>775,907<br>                              | 511,6<br>1,312,0<br>32,526,8<br>316,469,5<br>33,324,7  |
| 7   | Custodians PLEDGED ITEMS Securities Guarantee notes Commodities Warranties Real estates Other pledged items                          |           | 315,422,683<br>739,672<br>707,502<br>33,014,517<br>240,511,071<br>39,688,651            | 132,707,352<br>5,090<br>524,748<br>759,683<br>            | 448,130,035<br>744,762<br>1,232,250<br>33,774,200<br>-<br>348,548,477<br>62,943,146 | 280,652,246<br>495,249<br>767,038<br>31,750,967<br>230,129,196<br>16,959,461            | 104,200,492<br>16,366<br>544,996<br>775,907<br>-<br>86,340,346<br>16,365,309 | 384,852,73<br>511,61<br>1,312,03<br>32,526,87<br>316,469,54<br>33,324,77<br>707,90<br>1,179,987,39 |

The accompanying explanations and notes form an integral part of these financial statements.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI **UNCONSOLIDATED STATEMENT OF INCOME** FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|              |   | Notes            | Audited<br>Current Period<br>January 1, 2017-<br>December 31, 2017 | Audited<br>Current Period<br>January 1, 2016-<br>December 31, 2016 |
|--------------|---|------------------|--|--|
| I.           | INTEREST INCOME   | V IV 1           | 21,444,094   | 16,557,626   |
| 1.1          | Interest income from loans  | V-IV-1           | 18,262,838   | 14,211,917   |
| 1.3          | Interest income from reserve deposits  Interest income from banks   | V-IV-1           | 221,541<br>52,638  | 111,798<br>25,032  |
| 1.4          | Interest income from money market transactions  | V-1V-1           | 35,186   | 23,032   |
| 1.5          | Interest income from securities portfolio   | V-IV-1           | 2,868,891  | 2,204,418  |
| 1.5.1        | Trading financial assets  | V IV I           | 2,000,071  | 2,204,410  |
| 1.5.2        | Financial assets designated at fair value through profit or loss  | ·                | -  |  |
| 1.5.3        | Available-for-sale financial assets   |                  | 1,708,617  | 1,496,674  |
| 1.5.4        | Held-to-maturity investments  |                  | 1,160,274  | 707,744  |
| 1.6          | Finance lease income  |                  | -  |  |
| 1.7          | Other interest income   |                  | 3,000  | 4,461  |
| II.          | INTEREST EXPENSE  |                  | 12,822,668   | 9,590,985  |
| 2.1          | Interest expense on deposits  | V-IV-2           | 9,205,081  | 7,213,909  |
| 2.2          | Interest expense on funds borrowed  | V-IV-2           | 671,892  | 385,750  |
| 2.3          | Interest expense on money market transactions   |                  | 1,523,311  | 992,840  |
| 2.4          | Interest expense on securities issued   | V-IV-2           | 1,020,139  | 680,296  |
| 2.5          | Other interest expenses   |                  | 402,245  | 318,190  |
| III.         | NET INTEREST INCOME (I – II)  |                  | 8,621,426  | 6,966,641  |
| IV.          | NET FEES AND COMMISSIONS INCOME   |                  | 1,330,665  | 980,883  |
| 4.1          | Fees and commissions received   |                  | 1,999,713  | 1,530,415  |
| 4.1.1        | Non-cash loans  |                  | 302,057  | 230,650  |
| 4.1.2        | Others  |                  | 1,697,656  | 1,299,765  |
| 4.2          | Fees and commissions paid   |                  | 669,048  | 549,532  |
| 4.2.1        | Non-cash loans  |                  | 130  | 67   |
| 4.2.2        | Others  |                  | 668,918  | 549,465  |
| V.           | DIVIDEND INCOME   | V-IV-3           | 93,561   | 91,753   |
| VI.          | TRADING INCOME/LOSSES (Net)   | V-IV-4           | 164,212  | 483,813  |
| 6.1          | Trading account income/losses   | V-IV-4<br>V-IV-4 | 45,149   | 21,836   |
| 6.3          | Income/losses from derivative financial instruments  Foreign exchange gains/losses                            | V-IV-4           | (26,021)   | 357,841<br>104,136   |
| VII.         | OTHER OPERATING INCOME  | V-IV-4           | 145,084<br><b>1,673,529</b>  | 954,031  |
| VIII.        | TOTAL OPERATING PROFIT (III+IV+V+VI+VII)  | V-1V-2           | 11,883,393   | 9,477,121  |
| IX.          | PROVISION FOR LOSSES ON LOANS AND OTHER RECEIVABLES (-)   | V-IV-6           | 2,787,533  | 2,246,514  |
| X.           | OTHER OPERATING EXPENSES (-)  | V-IV-7           | 4,420,728  | 3,835,083  |
| XI.          | NET OPERATING PROFIT/LOSS (VIII-IX-X)   | * * * * *        | 4,675,132  | 3,395,524  |
| XII.         | INCOME RESULTED FROM MERGERS  |                  | -  |  |
| XIII.        | INCOME/LOSS FROM INVESTMENTS UNDER EQUITY ACCOUNTING  |                  | -  | -  |
| XIV.         | GAIN/LOSS ON NET MONETARY POSITION  |                  | -  | -  |
| XV.          | INCOME/LOSS FROM CONTINUING OPERATIONS BEFORE TAXES (XI+XII+XIII+XIV)   |                  | 4,675,132  | 3,395,524  |
| XVI.         | CONTINUING OPERATIONS PROVISION FOR TAXES   | V-IV-11          | (951,749)  | (692,482)  |
| 16.1         | Current tax charges   |                  | (792,677)  | (712,424)  |
| 16.2         | Deferred tax credits  |                  | (159,072)  | 19,942   |
| XVII.        | NET INCOME/LOSS AFTER TAXES FROM CONTINUING OPERATIONS (XV-XVI)   | V-IV-12          | 3,723,383  | 2,703,042  |
| XVIII.       | INCOME FROM DISCONTINUED OPERATIONS   |                  | <u> </u>   | <u> </u>   |
| 18.1         | Income from investment properties   |                  | <u>-</u>   |  |
| 18.2         | Income from sales of subsidiaries, affiliates and joint-ventures  |                  | -  |  |
| 18.3         | Other income from discontinued activities   |                  | -  |  |
| XIX.         | EXPENSES FROM DISCONTINUED OPERATIONS   |                  | -  | <u>-</u>   |
| 19.1         | Investment property expenses  |                  | -  |  |
| 19.2<br>19.3 | Losses from sales of subsidiaries, affiliates and joint ventures  Other expenses from discontinued activities |                  | -  |  |
| XX.          | INCOME/LOSS FROM DISCONTINUED OPERATIONS BEFORE TAXES   |                  | <u> </u>   |  |
| XXI.         | DISCONTINUED OPERATIONS PROVISION FOR TAXES   |                  | <u> </u>   | <u> </u>   |
| 21.1         | Current tax charge  |                  | <u> </u>   | <u>-</u>   |
| 21.1         | Deferred tax charge   |                  |  |  |
| XXII.        | NET INCOME/LOSS AFTER TAXES FROM DISCONTINUED OPERATIONS  |                  | -  |  |
| XXIII.       | NET PROFIT/LOSS (XVII+XXII)   | V-IV-12          | 3,723,383  | 2,703,042  |
|              | Profit/Loss per 100 shares (full TL)  | III-XXIV         | 1.4894   | 1.0812   |
|              | · / · · · · · L · · · · · · · · · · · ·   | ,,,,,,,          |  | 1.0012   |

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI **UNCONSOLIDATED STATEMENT OF PROFIT AND LOSS ITEMS ACCOUNTED UNDER** SHAREHOLDERS' EQUITY FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

XII. TOTAL GAINS AND LOSSES RECOGNIZED DURING THE PERIOD (X+XI)

| Audited           | Audited           |
|-------------------|-------------------|
| Prior Period      | Current Period    |
| January 1, 2016-  | January 1, 2017-  |
| December 31, 2016 | December 31, 2017 |

4,139,107

2,571,163

|             |  | <b>Current Period</b> | Prior Period      |
|-------------|--|-----------------------|-------------------|
|             |  | January 1, 2017-      | January 1, 2016-  |
|             | GAINS AND LOSSES RECOGNIZED IN EQUITY  | December 31, 2017 I   | December 31, 2016 |
| <del></del> | VALUATION DIFFERRENCES OF AVAILABLE FOR SALE FINANCIAL ASSETS RECOGNIZED IN    |                       |                   |
|             | VALUATION DIFFERENCES OF MARKETABEL SECURITIES                                 | 72,826                | (238,688)         |
| II.         | REVALUATION SURPLUS ON TANGIBLE ASSETS   | (6,588)               | (2,017)           |
| III.        | REVALUATION SURPLUS ON INTANGIBLE ASSETS                                       | -                     | -                 |
| IV.         | CURRENCY TRANSLATION DIFFERENCES   | -                     | -                 |
| ٧.          | GAINS/(LOSSES) FROM CASH FLOW HEDGES (Effective Portion of Fair Value Changes) | -                     | -                 |
| VI.         | GAINS/(LOSSES) FROM NET FOREIGN INVESTMENT HEDGES (Effective portion)          | -                     | -                 |
| VII.        | EFFECTS OF CHANGES IN ACCOUNTING POLICIES AND ERRORS                           | -                     | -                 |
| VIII.       | OTHER GAINS AND LOSSES RECOGNIZED IN EQUITY IN ACCORDANCE WITH TAS             | 385,802               | 60,089            |
| IX.         | DEFERRED TAXES DUE TO VALUATION DIFFERENCES                                    | (36,316)              | 48,737            |
| X.          | NET GAINS/LOSSES RECOGNIZED DIRECTLY IN EQUITY (I+II++IX)                      | 415,724               | (131,879)         |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI **UNCONSOLIDATED STATEMENT OF CHANGES IN EQUITY** FOR YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|  | Paid-in       | Capital<br>Reserves<br>from Inflation<br>Adjustments<br>to Paid-in | Share Ca        | Share<br>Share Cancellation | Legal       | Status Extraordinay | aordinay  | 0ther    | Current<br>Period Net<br>Profit/ | Valuation<br>Prior Period Differences of<br>Net Profit/ the Marketable | Valuation<br>Ifferences of<br>Marketable | Revaluation<br>Surplus on<br>Tangible,<br>Intangible o<br>Assets and<br>Investment | Bonus Shares<br>of Associates,<br>Subsidiaries<br>and Joint | Hedging  | Revaluation<br>Surp. On<br>Assets Held<br>for Sale S<br>and Assets<br>of Discount. | Shareholders'<br>Equity before<br>Minority | Total<br>Minority Shareholders' | Total<br>sreholders' |
|--|---------------|--|-----------------|-----------------------------|-------------|---------------------|-----------|----------|----------------------------------|--|--|--|---|----------|--|--|---------------------------------|----------------------|
| Audited  Prior Pariod - December 31 2016                             | Notes Capital |  | Capital Premium | Profits Reserves            |             | Reserves            | Reserves  | Reserves | (ross)                           | (ross)   | Securities                               | Property   | Ventures  | Reserves | op.s   | Interest                                   | Interest                        | Equity               |
| I. Balances at the beginning of the period                           | 2,500,000     |  | 723,918         | .1,                         | - 1,174,010 |                     | 8,329,529 | 380,198  |                                  | 1,930,109  | 830,413                                  | 830,149  | 69,222  |          |  | 16,767,548                                 |                                 | 16,767,548           |
| II. Corrections made according to TAS 8                              |               |  |                 |                             |             |                     |           |          |                                  |  | •  |  |   |          |  |  |                                 |                      |
| 2.1. The effect of corrections of error                              |               |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
| <ol> <li>The effect of changes in accounting policies</li> </ol>     |               |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 | ľ                    |
| III. Adjusted beginning balance (I+II)                               | 2,500,000     |  | 723,918         | - 1,                        | - 1,174,010 | . 8                 | 8,329,529 | 380,198  |                                  | 1,930,109  | 830,413                                  | 830,149  | 69,222  |          |  | 16,767,548                                 |                                 | 16,767,548           |
| Changes during the period  |               |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
| IV. Mergers  | •             |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
| V. Associates, Subsidiaries and "Available-                          |               |  |                 |                             |             |                     |           |          |                                  |  | (100 000)                                |  |   |          |  | (100 000)                                  |                                 | (100 000)            |
| U Hodger for rick magazoment   |               |  | .               | .                           | .           | .                   | .         | .        | .                                | .  | (505,261)                                | .  ,   | .   | .        | .  | (696,261)                                  | .  ,                            | (606,261)            |
| Vi. neuges for fish ilidiidgellielli                                 |               |  |                 |                             |             |                     |           | .        |                                  |  |  |  |   |          |  | '  |                                 |                      |
| 6.1 Net cash flow hedges   |               |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
| 6.2 Net foreign investment hedges                                    |               |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
| VII. Revaluation surplus on tangible assets                          | •             |  |                 |                             |             |                     |           |          |                                  |  |  | (1,914)  |   |          |  | (1,914)                                    |                                 | (1,914)              |
| VIII. Revaluation surplus on intangible assets                       | •             |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 | ļ'                   |
| IX. Bonus shares of associates, subsidiaries                         |               |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
|  |               |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
|  |               | •  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
|  |               |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
| XII. Changes resulted from reclassifications                         |               |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
|  |               |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
| XIII. Effect of change in equities of associates                     |               |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
| on the bank's equity   | •             |  |                 |                             |             |                     |           |          |                                  |  |  |  | •   |          | •  |  |                                 | '                    |
| AIV. Capital increase  |               |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
| 14.1 Cash  |               |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
| 14.2 Internal sources  |               |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
| XV. Share issuance   | •             |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
| XVI. Share cancellation profits                                      |               |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
| XVII. Capital reserves from inflation adjustments to paid-in capital |               |  |                 |                             |             |                     |           |          |                                  |  |  |  |   |          |  |  |                                 |                      |
| XVIII. Other   |               |  |                 |                             |             |                     |           | 2,420    |                                  |  |  |  |   |          |  | 2,420                                      |                                 | 2,420                |
| XIX. Current period's net profit/loss                                |               |  |                 |                             |             |                     |           |          | 2,703,042                        |  |  |  |   |          |  | 2,703,042                                  |                                 | 2,703,042            |
| XX. Profit distribution  |               |  |                 |                             | 193,012     | . 1                 | 1,635,437 |          |                                  | (1,930,109)  |  | 1,660  | •   |          |  | (100,000)                                  |                                 | (100,000)            |
| Z0.1 Dividends   | V-V-5         |  |                 |                             |             |                     |           |          |                                  | (100,000)  |  |  |   |          |  | (100,000)                                  |                                 | (100,000)            |
| 20.2 Transferred to reserves   | V-V-5         |  |                 |                             | 193,012     |                     | 1,635,437 |          |                                  | (1,830,109)  |  | 1,660  |   |          |  |  |                                 |                      |
| Z0.3 Other   |               |  |                 |                             |             |                     |           |          | ,                                |  |  |  |   |          |  |  |                                 |                      |
| Balances at the end of the period                                    | 2,500,000     |  | 723,918         | - 1,                        | - 1,367,022 | ·6 -                | 9,964,966 | 382,618  | 2,703,042                        |  | 698,028                                  | 829,895  | 69,222  |          |  | 19,238,711                                 |                                 | - 19,238,711         |

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>> CONVENIENCE TRANSLATION OF PUBLICLY ANNOUNCED UNCONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUEDIN TURKISH, SEE NOTE I. OF SECTION THREE

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI **UNCONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR YEAR ENDED DECEMBER 31, 2017**

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| Audited  | Notes | fror<br>Ad<br>Paid-in<br>Capital | Capital Reserves from Inflation Adjustments to Paid-in Share Capital Premium | Cance   | Share<br>Sllation Legal<br>Profits Reserves | 2    | Status Extraordinay<br>serves Reserves | Other<br>Reserves            | Current<br>Period Net F<br>Profit/<br>(Loss) | Current Valuation Period Differences of Profit', Net Profit', the Marketable (10ss) Securities | Valuation<br>hifferences of<br>e Marketable<br>Securities | Revaluation Surplus on Tangible, Intangible Assets and Investment Property | Bonus Shares<br>of Associates,<br>Subsidiaries<br>and Joint<br>Ventures | Hedging<br>Reserves | Revaluation Surp. On Assets Held for Sale Shareholders' and Assets Equity be fore of Discount. Minority Op.s Interest | areholders'<br>Iuity before<br>Minority<br>Interest | Total<br>Minority Shareholders'<br>Interest Equity | Total<br>sreholders'<br>Equity |
|--|-------|----------------------------------|--|---------|---|------|--|------------------------------|--|--|---|--|---|---------------------|---|---|--|--------------------------------|
| Current Period – December 31, 2017   |       |                                  |  |         |   |      |  |                              |  |  |   |  |   |                     |   |   |  |                                |
| <ol> <li>Balances at the beginning of the period</li> </ol>                      | 2,    | 2,500,000                        |  | 723,918 | - 1,367,022                                 |      | - 9,964,966                            | 382,618                      |  | 2,703,042  | 698,028   | 829,895  | 69,222  |                     |   | 19,238,711  |  | 19,238,711                     |
| Changes during the period  |       |                                  |  |         |   | ĺ    | ľ                                      |                              |  |  |   |  |   |                     |   |   |  | ľ                              |
| II. Mergers  |       |                                  |  |         |   |      |  |                              |  |  |   |  |   |                     |   |   |  |                                |
| III. Associates, Subsidiaries and "Available-for-sale" securities                | V-V-1 |                                  |  |         |   |      |  |                              |  |  | 374.806   |  |   |                     |   | 374.806   |  | 374.806                        |
| IV. Hedges for risk management   |       |                                  |  | -       |   | ľ    |  |                              |  |  |   |  | -   |                     | -   |   |  |                                |
| 4.1 Net cash flow hedges   | V-V-2 |                                  |  |         |   |      |  |                              |  |  |   |  |   |                     |   |   |  |                                |
| 4.2 Net foreign investment hedges  |       |                                  |  | ,       |   | ĺ    | ,                                      |                              |  |  |   |  |   |                     |   |   | ,  | ľ                              |
| <ul> <li>V. Revaluation surplus on tangible assets</li> </ul>                    |       |                                  |  |         |   |      |  |                              |  |  |   | (6,259)  |   |                     |   | (6,259)   |  | (6,259)                        |
| VI. Revaluation surplus on intangible assets                                     |       |                                  |  |         |   |      |  |                              |  |  |   |  |   |                     |   |   |  |                                |
| VII. Bonus shares of associates, subsidiaries and joint-ventures                 |       |                                  |  |         |   |      | ľ                                      |                              |  |  |   |  | 22,601  |                     |   | 22,601  |  | 22,601                         |
| VIII. Translation differences  | V-V-3 |                                  |  |         |   |      |  |                              |  |  |   |  |   |                     |   |   |  |                                |
| IX. Changes resulted from disposal of the assets                                 |       |                                  |  |         |   |      |  |                              | •  |  |   |  |   |                     |   |   |  |                                |
| <ul> <li>X. Changes resulted from reclassifications of<br/>the assets</li> </ul> |       |                                  |  |         |   |      |  |                              |  |  |   |  |   |                     |   |   |  |                                |
| XI. Effect of change in equities of associates on the Bank's equity              |       |                                  |  |         |   |      |  |                              |  |  |   |  |   |                     |   |   |  | '                              |
| XII. Capital increase  |       |                                  |  |         |   | ľ    |  |                              |  |  | -   | ľ  |   |                     | -   | -   |  | ľ                              |
| 12.1 Cash  |       |                                  |  | ,       |   | ĺ    | ľ                                      |                              |  |  |   |  |   |                     |   |   | ,  | ľ                              |
| 12.2 Internal sources  |       |                                  |  | ,       |   |      |  |                              |  |  |   |  |   |                     |   |   | ,  |                                |
| XIII. Share issuance   |       |                                  |  |         |   |      |  |                              |  |  |   |  |   |                     |   |   |  |                                |
| XIV. Share cancellation profits  |       |                                  |  |         |   |      |  |                              |  |  |   |  |   |                     |   |   |  |                                |
| XV. Capital reserves from inflation adjustments<br>to paid-in capital            |       |                                  |  |         |   |      |  |                              |  |  |   |  |   |                     |   |   |  |                                |
| XVI. Other   |       |                                  |  |         |   |      |  | 24,576                       |  |  |   | •  |   |                     |   | 24,576  |  | 24,576                         |
| XVII. Current period's net profit/loss   |       |                                  |  |         |   |      |  |                              | 3,723,383                                    |  |   |  |   |                     |   | 3,723,383   |  | 3,723,383                      |
| XVIII. Profit distribution   |       |                                  |  |         | - 268,310                                   | 01   | 2,245,347                              | 19,941                       | ·  | (2,703,042)  |   | 49,444   |   |                     |   | (120,000)   |  | (120,000)                      |
| 18.1 Dividends   |       |                                  |  |         |   |      |  |                              |  | (120,000)  |   |  |   |                     |   | (120,000)   |  | (120,000)                      |
| 18.2 Transferred to reserves   |       |                                  |  |         | - 268,310                                   | . 01 | 2,245,347                              | 19,941                       |  | (2,583,042)  |   | 49,444   |   |                     |   |   |  |                                |
| 18.3 Other   |       |                                  |  |         |   |      |  |                              |  |  |   |  |   |                     |   |   |  |                                |
| Balances at the end of the period  | 2,    | 2,500,000                        |  | 723,918 | - 1,635,332                                 |      | - 12,210,313                           | 12,210,313 427,135 3,723,383 | 3,723,383                                    |  | 1,072,834   | 873,080  | 91,823  |                     |   | 23,257,818  |  | 23,257,818                     |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI UNCONSOLIDATED STATEMENT OF CASH FLOW FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| Notos   | Audited<br>Current Period               | Audited<br>Prior Period<br>December 31, 2016   |
|---------|---|--|
| Notes   | December 31, 2017                       | December 31, 2010  |
|         |   |  |
|         |   | 3,714,415  |
|         |   | 15,258,012   |
|         |   | (9,442,454)<br>14,819  |
|         |   | 1,530,415  |
|         |   | 1,330,413  |
|         |   | 1,156,863  |
|         |   | (1,723,337)  |
|         | ( ) , , ,                               | (926,251)  |
| V-VI-1  |   | (2,267,986)  |
|         | ( / / - /                               |  |
|         | 1,010,197                               | (4,599,505)  |
|         | (62)                                    | (201)  |
| ŝ       | <u> </u>                                |  |
|         |   | 1,371,941  |
|         |   | (25,683,142)   |
|         |   | (102,153)  |
|         |   | (469,244)  |
|         |   | 14,322,656   |
|         | 4,076,090                               | 5,604,676  |
| WW d    | -                                       | -  |
| V-VI- I | 10,851,526                              | 355,962  |
|         | 7,094,218                               | (885,090)  |
|         |   |  |
|         | (2,629,403)                             | (1,137,408)  |
|         | -                                       | (76,155)   |
| V-VI-3  | 232                                     | (, 0, 133)   |
|         |   | (232,811)  |
|         |   | 458,440  |
|         |   | (6,473,075)  |
|         | ( ' ' '                                 | 5,430,885  |
|         |   | (1,873,688)  |
|         | ( , , , ,                               | 1,673,758  |
| V-VI-1  | (43,729)                                | (44,762)   |
|         |   |  |
|         | 5,464,623                               | 4,836,498  |
|         | 17,617,496                              | 14,111,686   |
|         | , | (9,175,188)  |
|         | -                                       | -  |
|         | (120.000)                               | (100,000)  |
|         | -                                       | -  |
|         | -                                       | -  |
| V-VI-1  | (91,144)                                | 94,345   |
|         | 0.020.204                               | 2,908,345  |
|         | 9,838,294                               | 2,900,343  |
| V-VI-4  | 11,108,769                              | 8,200,424  |
|         | V-VI-1                                  | 6,084,021 19,820,982 (12,333,577) 34,690 1,999,713 66,699 (1,353,005 (2,025,203) (776,051) V-VI-1 (2,056,237)  1,010,197 (62) 5 (4,082,794) (37,194,911) (3,379,376) 4,637,814 26,101,910 4,076,090 V-VI-1 10,851,526  7,094,218  (2,629,403)  V-VI-3 232 (153,273) 500,233 (7,355,604) 4,599,232 (2,423,358) 2,186,864 V-VI-1 (43,729)  5,464,623 |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI UNCONSOLIDATED STATEMENT OF PROFIT DISTRIBUTION FOR THE YEAR ENDED DECEMBER 31, 2017

|        |   | Notes     | Current Period<br>December 31, 2017 | Prior Period<br>December 31, 2016 |
|--------|---|-----------|-------------------------------------|-----------------------------------|
| I.     | DISTRIBUTION OF CURRENT YEAR PROFIT                             |           |                                     |                                   |
| 1.1    | CURRENT YEAR'S PROFIT   |           | 4,675,132                           | 3,395,524                         |
| 1.2    | TAXES PAYABLE AND LEGAL DUTIES                                  | V-IV-11   | (951,749)<br>(792,677)              | (692,482)                         |
| 1.2.1  | Corporate tax (income tax) Withholding tax                      | V-IV- I I | (192,011)                           | (712,424)                         |
| 1.2.3  | Other taxes and duties(**)                                      | V-IV-11   | (159,072)                           | 19,942                            |
|        |   |           | (111/11/1/                          | -                                 |
| A.     | NET PROFIT FOR THE YEAR   |           | 3,723,383                           | 2,703,042                         |
| 1.3    | DEFERED TAX INCOME TRANSFERRED TO OTHER RESERVES                | V-IV-11   | -                                   | 19,941                            |
| B.     | NET PROFIT FOR THE YEAR AFTER DEFERRED TAX INCOME               |           | 3,723,383                           | 2,683,101                         |
| 1.4    | ACCUMULATED LOSSES  |           |                                     | -                                 |
| 1.5    | FIRST LEGAL RESERVES  | V-V-5     | -                                   | 134,155                           |
| 1.6    | OTHER STATUTORY RESERVES  | V-V-5     | -                                   | 134,155                           |
|        |   |           |                                     | -                                 |
| C.     | NET PROFIT AVAILABLE FOR DISTRIBUTION (*)                       |           | -                                   | 2,414,791                         |
| 1.7    | FIRST DIVIDEND TO SHAREHOLDERS                                  |           | -                                   | 120,000                           |
| 1.7.1  | To owners of ordinary shares                                    |           | _                                   | 120,000                           |
| 1.7.2  | To owners of privileged shares                                  |           | -                                   | -                                 |
| 1.7.3  | To owners of redeemed shares                                    |           | <u>-</u>                            | -                                 |
| 1.7.4  | To profit sharing bonds   |           | <u> </u>                            | -                                 |
| 1.7.5  | To holders of profit and loss sharing certificates              |           | -                                   | -                                 |
| 1.8    | DIVIDENDS TO PERSONNEL (**)                                     |           | -                                   | -                                 |
| 1.9    | DIVIDENDS TO BOARD OF DIRECTORS SECOND DIVIDEND TO SHAREHOLDERS |           | -                                   | -                                 |
| 1.10   | To owners of ordinary shares                                    |           |                                     |                                   |
|        | To owners of privileged shares                                  |           |                                     |                                   |
| 1.10.2 |   |           |                                     |                                   |
| 1.10.4 |   |           | =                                   | -                                 |
| 1.10.5 |   |           | -                                   |                                   |
| 1.11   | SECOND LEGAL RESERVES   |           | -                                   | -                                 |
| 1.12   | STATUS RESERVES   |           | -                                   |                                   |
| 1.13   | EXTRAORDINARY RESERVES  | V-V-5     | -                                   | 2,245,347                         |
| 1.14   | OTHER RESERVES  |           | -                                   | 49,444                            |
| 1.15   | SPECIAL FUNDS   | V-V-5     | -                                   | -                                 |
| II.    | DISTRIBUTION FROM RESERVES                                      |           |                                     | -                                 |
| 2.1    | DISTRIBUTION OF RESERVES  |           | -                                   | -                                 |
| 2.2    | SECOND LEGAL RESERVES   |           |                                     |                                   |
| 2.3    | DIVIDENDS TO SHAREHOLDERS                                       |           | -                                   | -                                 |
| 2.3.1  | To owners of ordinary shares                                    |           |                                     | -                                 |
| 2.3.2  | To owners of privileged shares                                  |           | -                                   | -                                 |
| 2.3.3  | To owners of redeemed shares                                    |           | -                                   | -                                 |
| 2.3.4  | To profit sharing bonds   |           | -                                   | -                                 |
| 2.3.5  | To holders of profit and loss sharing certificates              |           | -                                   | -                                 |
| 2.4    | DIVIDENDS TO PERSONNEL(**)                                      |           | -                                   | -                                 |
| 2.5    | DIVIDENDS TO BOARD OF DIRECTORS                                 |           | -                                   | -                                 |
| III.   | EARNINGS PER SHARE  |           | -                                   | •                                 |
| 3.1    | TO OWNERS OF ORDINARY SHARES (Per 100 shares)                   |           | 1.4894                              | 1.0812                            |
| 3.2    | TO OWNERS OF ORDINARY SHARES ( % )(Per 100 shares)              |           | 148.94                              | 108.12                            |
| 3.3    | TO OWNERS OF PRIVILEGED SHARES                                  |           | -                                   |                                   |
| 3.4    | TO OWNERS OF PRIVILEGED SHARES ( % )                            |           | -                                   | -                                 |
| IV.    | DIVIDEND PER SHARE  |           | -                                   | -                                 |
| 4.1    | TO OWNERS OF ORDINARY SHARES (Per 100 shares)                   |           | -                                   | -                                 |
| 4.2    | TO OWNERS OF ORDINARY SHARES ( % )                              |           | -                                   | -                                 |
| 4.3    | TO OWNERS OF PRIVILEGED SHARES                                  |           | =                                   | -                                 |
| 4.4    | TO OWNERS OF PRIVILEGED SHARES ( % )                            |           | -                                   | -                                 |
|        |   |           |                                     |                                   |

<sup>(\*)</sup> As of the report date, distributable net profit of the period is not shown as any decision regarding the 2017 profit distribution is not taken.

<sup>(\*\*)</sup> The amount shown in other taxes and legal liabilities is deferred income/expense tax, and deferred tax income is not subject to profit distribution.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### SECTION THREE ACCOUNTING POLICIES

### I. BASIS OF PRESENTATION

The unconsolidated financial statements are prepared within the scope of the "Regulation on Accounting Applications for Banks and Safeguarding of Documents" related with Banking Law numbered 5411 published in the Official Gazette no.26333 dated 1 November 2006 and in accordance with the regulations, communiqués, interpretations and legislations related to accounting and financial reporting principles published by the Banking Regulation and Supervision Agency ("BRSA"), and in case where a specific regulation is not made by BRSA, "Turkish Accounting Standards" ("TAS") and "Turkish Financial Reporting Standards" ("TFRS") and related appendices and interpretations put into effect by Public Oversight Accounting and Auditing Standards Authority ("POA"). The format and content of the publicly announced unconsolidated financial statements and notes to these statements have been prepared in accordance with the "Communiqué on Publicly Announced Financial Statements, Explanations and Notes to These Financial Statements" and "Communiqué On Disclosures About Risk Management To Be Announced To Public By Banks" and amendments to this Communiqué. General board and some regulatory authorities has the authorization to change the legal financial statements after they are published.

The preparation of financial statements requires the use of certain critical estimates on assets and liabilities reported as of balance sheet date or amount of contingent assets and liabilities explained and amount of income and expenses occurred in related period. Although these estimates rely on the management's best judgment, actual results can vary from these estimates. Judgments and estimates are explained in related notes.

The accounting policies and valuation principles applied in the preparation of these financial statements are explained in detail below.

The amendments to TAS and TFRS, effective from January 1, 2017, have no material impact on the Bank's accounting policies, financial position and performance. The amendments to TAS and TFRS, which have been published but not came into force as of financial statement date, will have no impact on the accounting policies, financial condition and performance of the Bank.

### Disclosures of IFRS 9 Financial Instruments:

TFRS 9 "Financial Instruments", which is effective as at 1 January 2018 is published by the Public Oversight Accounting and Auditing Standards Authority ("POA") in the Official Gazette numbered 29953 dated 19 January 2017. TFRS 9 will replace TAS 39 Financial Instruments: recognition and measurement, related to the classification and measurement of financial instruments. TFRS 9 sets out the new principles for the classification and measurement of financial instruments, impairment for credit risk on financial assets and general hedge accounting.

The Bank will apply the classification, measurement and impairment requirements retrospectively by adjusting the opening balance sheet and opening equity at 1 January 2018, with no restatement of comparative periods.

### Classification and measurement of financial assets

According to TFRS 9 requirements, classification and measurement of financial assets will depend on the business model within which financial assets are managed and their contractual cash flow characteristics whether the cash flows represent "solely payments of principal and interest (SPPI).

Upon initial recognition each financial asset will be classified as either fair value through profit or loss ("FVTPL"), amortized cost or fair value through other comprehensive income ("FVOCI"). As the requirements under TFRS 9 are different than the assessments under the existing TAS 39 rules, the classification and measurement of financial liabilities remain largely unchanged under TAS 39.

The combined application of the contractual cash flow characteristics and business models as at 1 January 2018 is expected to result in no major difference in the classification of financial assets when compared to the classification under TAS 39.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Impairment of financial assets

As of 1 January 2018, the Bank will recognize provisions for impairment in accordance with the TFRS 9 requirements according to the "Regulation on the Procedures and Principles for Classification of Loans by Banks and Provisions to be set aside" published in the Official Gazette dated 22 June 2016 numbered 29750. In this framework, as of 31 December 2017, method of provisions for impairment as set out in accordance with the related legislation of BRSA as mentioned in the Section 3 Part VII-c of Explanation on Accounting Policies will be changed by applying the expected credit loss model under TFRS 9. The expected credit loss estimates are required to be unbiased, probability-weighted and should include supportable information about past events, current conditions, and forecasts of future economic conditions.

These financial assets will be divided into three categories depending on the gradual increase in credit risk observed since their initial recognition:

### Stage 1:

For the financial assets at initial recognition or that do not have a significant increase in credit risk since initial recognition. Impairment for credit risk will be recorded in the amount of 12-month expected credit losses.

### Stage 2:

In the event of a significant increase in credit risk since initial recognition, the financial asset will be transferred to Stage 2. Impairment for credit risk will be determined on the basis of the instrument's lifetime expected credit losses.

### Stage 3:

Stage 3 includes financial assets that have objective evidence of impairment at the reporting date. For these assets, lifetime expected credit losses are recognized and interest revenue is calculated on the net carrying amount.

The Bank will recognize an adjustment to opening retained earnings at 1 January 2018, to reflect the application of the new requirements at the adoption date. The primary impact is attributable to changes in the allowance for credit losses under the new impairment requirements and the related deferred taxes.

The Bank will recognize an adjustment to opening retained earnings at 1 January 2018, to reflect the application of the new requirements at the adoption date. As of the date of preparation of these financial statements, the Bank continues to work in order to comply with TFRS 9 standard, it is not anticipated a significant impact on the total equity as a result of the impairement calculation based on expected credit loss model. In addition, in accordance with TFRS 9, the Bank will calculate deferred tax on the expected credit losses calculated on Stage 1 and Stage 2 loans, and the impact regarding calculated deferred tax asset will be accounted under shareholder's equity with initial application.

### Additional paragraph for convenience translation to English

The differences between accounting principles, as described in the preceding paragraphs, and the accounting principles generally accepted in countries, in which the accompanying unconsolidated financial statements are to be distributed, and International Financial Reporting Standards ("IFRS"), may have significant influence on the accompanying unconsolidated financial statements. Accordingly, the accompanying unconsolidated financial statements are not intended to present the financial position and results of operations in accordance with the accounting principles generally accepted in such countries and IFRS.

### II. STRATEGY FOR THE USE OF FINANCIAL INSTRUMENTS AND INFORMATION ON FOREIGN CURRENCY TRANSACTIONS

### Strategy for the use of financial instruments

Core operations of the Bank, are based on retail banking, corporate banking, private banking, foreign exchange operations, money market operations, investment security transactions, and international banking in accordance with the requirements of its economic development while utilizing foundation resources. As a result of the nature of its operations, the Bank intensively utilizes financial instruments. The Bank accepts deposits consisting various maturities as the main source of funding with deposits being in high return as well as carefully utilizing them in high quality financial activities.

The most important fund sources of the Bank other than the deposits are its equity and medium and long-term borrowings obtained from foreign financial institutions. The Bank pursues an effective asset-liability management strategy by securing balance between funding resources and investments so as to reduce risks and increase returns. Accordingly, the Bank gives great significance to long-term placements bearing higher interest rates.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

It is essential to consider the maturity structure of assets and liabilities in liquidity management. The essence of asset liability management is the keep to liquidity risk, exchange risk, and credit risk within reasonable limits; while enhancing profitability and strengthening the shareholders' equity.

Investments in marketable securities and lending loans generate higher return than the average rate of return of the Bank's operating activities on the basis of maturity structures and market conditions. When bank placements are considered, they have short term maturity in terms of liquidity management and have lower return. The Bank can take various positions on short-term foreign exchange risk, interest rate risk and market risk in money and capital markets, by considering market conditions, within specified limits set by regulations. The Bank hedges itself and controls its position against the foreign exchange risk being exposed due to foreign currency available-for-sale investments, investments in other portfolios and other foreign currency transactions by various derivative transactions and setting the equilibrium between foreign currency denominated assets and liabilities.

Within the legal limitations and the regulations of the bank's internal control, the foreign currency position is being followed, the foreign currency position is established according to the basket equilibrium that is determined by taking into account current market conditions.

In order to avoid interest rate risk, assets and liabilities having fixed and floating interest rates are kept in balance, taking the maturity structure into consideration.

### Information on foreign currency transactions

Foreign currency transactions are recorded in TL which is the functional currency of the Bank. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are translated into Turkish Lira by using the prevailing exchange. Non-monetary foreign currency items which are recorded at fair value are valued at historical foreign exchange rates. Foreign exchange gain/loss amounts due to conversion of monetary items or collection or payments foreign currency denominated transactions are recognized in income statement.

Foreign exchange differences resulting from amortized costs of foreign currency denominated available-for-sale financial assets are recognized in the statement of income whilst foreign exchange differences resulting from unrealized gains and losses are presented in "valuation differences of marketable securities" under equity.

If the net investments in associates and subsidiaries operating in foreign countries are measured at cost, they are reported as translated into TL by using the foreign exchange rate at the date of transaction. If related associates and subsidiaries are measured at fair value, they are reported as translated into TL by the rates prevailing at the date of the determination of the fair value.

As of September 30, 2016 reporting period, the Bank started the fair value risk hedging strategy in order to avoid currency risk due to the share of Vakifbank International AG's 67.5 million Euros that is represented in paid-in capital. The 68.5 million Euros of the nominal amount of 500 million Euros of the securities issued by the Bank on May 4, 2016 with a maturity date of May 4, 2021 has been declared as the hedging instrument. In the subject process, the fair value changes that are related to the hedged investments abroad are recognized in the income statements as long as the hedge is effective. In this context, the foreign exchange differences recognized in the income statement as at December 31, 2017 is TL 55,219. The effectiveness of the process is the degree of offset of the amount of changes in the hedged items' fair values that may be associated with the foreign exchange risks by the hedging instrument.

As of December 31, 2017, it was identified that the evaluations that were made about the process to protect from the fair value risk were effective. Efficiency testing, which is consistent with the Bank's risk strategies, is conducted using the "Dollar off-set method" in the protection from risk process. According to this method, hedging compares the change in value of protection subject from risk with the change in value of protection tool from risk and calculates the relation with the effectiveness ratio of the hedge. The calculated effectiveness ratio is being evaluated within the TAS 39 Financial Instruments: Recognition and Measurement standards and hedge accounting principles are being applied. The bank documents the hedging strategies along with risk management goals. Hedge accounting ends when protection subject from risk ends or being sold or effectiveness test results are not effective anymore.

### III. INFORMATION OF ASSOCIATES AND SUBSIDIARIES

Subsidiaries are the entities that the Bank has the power to govern the financial and operating policies of those so as to obtain benefits from its activities. Subsidiaries are accounted in accordance with TAS 39 Financial Instruments: Recognition and Measurement in the unconsolidated financial statements. Subsidiaries, which are traded in an active market or whose fair value can be reliably measured, are recorded at fair value.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Associates are accounted in accordance with TAS 39 Financial Instruments: Recognition and Measurement in the unconsolidated financial statements. Associates, which are traded in an active market or whose fair value can be reliably measured, are recorded at their fair values. Associates which are not traded in an active market and whose fair values cannot be reliably set are reflected in financial statements with their costs after deducting impairment losses, if any.

### IV. INFORMATION ON FORWARDS, OPTIONS AND OTHER DERIVATIVE TRANSACTIONS

The derivative transactions mainly consist of currency and interest rate swaps, precious metals swaps, foreign currency forward contracts and currency options. The Bank has classified its derivative transactions, mentioned above, as "trading purpose" in accordance with the TAS 39 – Financial.Instruments: Recognition and Measurement.

Derivatives are initially recorded at their purchase costs. The notional amounts of derivative transactions are recorded in off-balance sheet accounts based on their contractual amounts.

Subsequent to initial recognition derivative transactions are measured at their fair value and, if the fair value is positive, it is recorded in the balance sheet under "Derivative financial assets held for trading purpose" or if the fair value is negative, it is recorded in the balance sheet under "Derivative financial liabilities held for trading purpose". As the result of related measurements to fair value changes of derivative transactions are recognized in the statement of income.

### V. INFORMATION ON INTEREST INCOME AND EXPENSES

Interest income and expense are recognized according to the effective interest method based on accrual basis. According to the TAS 39 - Financial Instruments: Recognition and Measurement, effective interest rate is the rate that discounts the expected cash flows of financial assets or liabilities during their lifetimes to their carrying values. Effective interest rate is calculated when a financial asset or a liability is initially recorded with transactions costs and is not modified thereafter.

In accordance with Regulation on Identification of and Provision against Non-Performing Loans and Other Receivables, the accrued interest income on non-performing loans are reversed and subsequently recognized as interest income only when collected.

### VI. INFORMATION ON FEES AND COMMISSIONS

Banking service income is recorded as income when they are collected. Other fee and commission income are transferred to profit/loss accounts according to the principle of periodicity on the basis of accrual using the principle of the effective interest method. Fee and commission expenses are recorded as expense at the time they are paid.

### **VII. INFORMATION ON FINANCIAL ASSETS**

A financial asset is any asset that is cash, an equity instrument of another entity, a contractual right to receive cash or another financial asset from another entity; or to exchange financial assets or financial liabilities with another entity under conditions that are potentially favorable to the entity.

Financial assets except for measured at fair value through profit or loss are recognized initially with their transaction costs that are directly attributable to the acquisition or issue of the financial asset. Purchase and sale transactions of securities are accounted at settlement dates.

According to TAS 39 – Financial Instruments: Recognition and Measurement, financial assets are classified in four categories; as financial assets at fair value through profit or loss, available-for-sale financial assets, held-to-maturity investments, and loans and receivables.

### Financial assets at fair value through profit or loss

The financial assets included in this group are, "Trading financial assets" and "Financial assets at fair value through profit or loss classified as financial assets" as it is divided into two separate titles.

Financial assets held for trading are trading financial assets and are either acquired for generating profit from short-term fluctuations in the price or dealer's margin, or are the financial assets included in a portfolio in which a pattern of short-term profit making exists independent from the acquisition purpose.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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Financial assets at fair value through profit or loss classified as financial assets are financial assets which are not acquired for trading, however during initial recognition with transaction costs and classified as fair value through profit or loss. Such an asset is not present in our Bank's portfolio.

Both assets are measured at their fair values and gain/loss arising is recorded in the statement of income. Interest income earned on financial assets and the difference between their acquisition costs and fair values are recorded as interest income in the statement of income. The gains/losses in case of disposal of such securities before their maturities are recorded under trading income/losses in the statement of income.

### Available-for-sale financial assets

Available-for-sale financial assets are the financial assets other than loans and receivables, held-to-maturity investments and financial assets at fair value through profit or loss. Available-for-sale financial assets are initially recorded at cost and subsequently measured at their fair values. However, assets that are not traded in an active market are measured by valuation techniques, including recent market transactions in similar financial instruments, adjusted for factors unique to the instrument being valued; or discounted cash flow techniques for the assets which do not have a fixed maturity. Unrecognized gains or losses derived from the difference between their fair values and the discounted values are recorded in "Valuation differences of the marketable securities" under the shareholders' equity. In case of disposal of such assets, the valuation differences under shareholder's equity are transferred directly to the statement of income.

### Held to maturity investments

Held to maturity investments are the financial assets with fixed maturities and pre-determined payment schedules that the Bank has the intent and ability to hold until maturity, excluding loans and receivables. Held-to-maturity investments are measured at amortized cost using effective interest method after deducting impairments, if any.

Financial assets classified as held to maturity investment however sold before its' maturity or reclassified, are not allowed to be classified as held to maturity investment for two years with respect to TAS 39 rules. There are no financial assets in the Bank's portfolio contradictory to the standard.

Held-to-maturity investments, subsequent to initial recognition, are measured at amortized cost using effective interest method after deducting impairments, if any.

### Loans and receivables

Loans and receivables are the financial assets raised by the Bank providing money, commodity and services to debtors. Loans are financial assets with fixed or determinable payments, which are not quoted in an active market and not classified as a securities.

Loans are initially recognized with their purchase and carried at their amortized costs using the internal rate of return at the subsequent recognition.

Foreign currency ("FC") granted loans are recognized in original currency and is subject to evaluation with the buying rate of Turkish Lira. Foreign currency indexed loans, are converted to Turkish Lira ("TL") at the rate of the opening date and in the following periods, according to changes in period exchange rate on the income statement in the foreign exchange gains / losses are recorded in the accounts.

### **VIII. INFORMATION ON IMPAIRMENT OF FINANCIAL ASSETS**

A financial asset or group of financial assets, can be considered as impaired only if one or multiple events (damage/loss event) occur and in the conclusion of the impact to related financial asset or financial assets estimation in a reliable manner to the estimated future cash flows after its initial recognition. In such a situation, the financial asset is exposed to impairment and impairment loss occurs. The matters of determination of impairment and provision must be considered within the scope of TAS 36 - Impairment of Assets.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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In circumstances of impairment in financial assets at fair value through profit/loss or in financial assets available for sale, the impairment should be recognized under "Impairment Losses on Securities" account.

In case of impairment losses on investment securities held-to-maturity occurs related loss amount to be discounted at the original effective interest rate of the asset's estimated future cash flows are measured as the difference between the present value and the book value of the asset through to be recognized as loss of the said difference amount book value is reduced.

If there is an objective evidence that certain loans will not be collected, for such loans; the Bank provides specific and general allowances for loan and other receivables classified in accordance with the "Regulation on Identification of and Provision against Non-Performing Loans and Other Receivables" published on the Official Gazette no. 26333 dated November 1, 2006 and the amendments to this regulation.

20% specific provision for non-performing loans for Third Group, 50% specific provision for non-performing loans for Fourth Group and 100% specific provision for non-performing loans for Fifth Group is reserved on condition of not being less than the minimum required rates specified within the related Regulation.

### IX. INFORMATION ON OFFSETTING OF FINANCIAL INSTRUMENTS

Financial assets and liabilities are reported in the balance sheet as net amount in the cases of the Bank's right and right to sanction to finalize and have the intention to receive/pay related financial asset or liability over the recognized amount or have the right to finalize the related asset and liability simultaneously.

### X. INFORMATION ON SALES AND REPURCHASE AGREEMENTS AND SECURITIES LENDING

Securities sold under repurchase agreements ("repo") are classified under "Held for trading purpose", "Available for sale" and/or "Held-to-maturity" portfolios according to their holding purposes in the Bank's portfolio, and they are valued based on the revaluation principles of the related portfolios. Funds received through repurchase agreements are classified separately under liability accounts and the related interest expenses are accounted on an accrual basis of balance sheet date.

Securities purchased under resale agreements ("reverse repo") are classified in balance sheet under "Money Market Takings" separately. The income accrual is calculated for the securities purchased under resale agreements via the difference between buying and selling prices on the balance sheet date.

### XI. INFORMATION ON ASSETS HELD FOR SALE AND DISCONTINUED OPERATIONS AND RELATED LIABILITIES

Tangible assets acquired in consideration of receivables are accounted for in accordance with the requirements of the Communiqué on "Methods, Principles for Purchase and Sale of Precious Metal and Sale of Goods and Immovables obtained in Return of Receivables" published in the Official Gazette numbered 26333 and dated November 1, 2006 and these assets are subject to revaluation by no means.

A discontinued operation is a part of the Bank's business classified as sold or held-for-sale. The operating results of the discontinued operations are disclosed separately in the income statement.

The Bank has no discontinued operations.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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### XII. INFORMATION ON GOODWILL AND OTHER INTANGIBLE ASSETS

As at the balance sheet date, there is no goodwill on financial statements.

The Bank's intangible assets consist of software. Intangible assets are initially recorded at their costs in compliance with the TAS 38 – *Intangible Assets*.

The costs of the intangible assets purchased before 31 December 2004 are restated from the purchasing dates to 31 December 2004, the date the hyperinflationary period is considered to be ended. The intangible assets purchased after this date are recorded at their historical costs. The intangible assets are amortized based on straight line amortization.

If there is objective evidence of impairment, the asset's recoverable amount is estimated in accordance with the TAS 36 - Impairment of Assets and if the recoverable amount is less than the carrying value of the related asset, a provision for impairment loss is made.

Estimated useful lives of the Bank's intangible assets are 3-15 years, and amortisation rates are between 6.67% and 33.33%.

### **XIII. INFORMATION ON TANGIBLE ASSETS**

The costs of the tangible assets purchased before December 31, 2004 are restated from the purchasing dates to December 31, 2004, the date the inflationary period is considered to be ended. In subsequent periods no inflation adjustment is made for tangible assets, and costs which are restated as of December 31, 2004 are considered as their historical costs. Tangible assets purchased after January 1, 2005 were recorded at their historical costs after foreign exchange differences and financial expenses are deducted if any. The Bank decided to pursue the properties for use according to their fair values in terms of separating the land and buildings within the context of TAS 16 "Turkish Accounting Standard on Property, Plant and Equipment" after the change in the accounting policy as of September 30, 2015.

Gains and losses arising from the disposal of the tangible assets are calculated as the difference between the net book value and the net sales price and recognized in the income statement of the period.

Maintenance costs of tangible fixed assests are capitalized if they extend the economic useful life of related assests. Other maintenance costs are expensed.

There are no restrictions such as pledges, mortgages or any other restriction on tangible assets. Depreciation rates and estimated useful lives are:

| Tangible assets   | Estimated useful<br>life (Years) | Depreciation<br>Rate (%) |
|---|----------------------------------|--------------------------|
| Buildings   | 50                               | 2                        |
| Office equipment, furniture and fixture, and motor vehicles | 5-10                             | 10-20                    |
| Assets obtained through finance leases                      | 4-5                              | 20-25                    |

There are no changes in the accounting estimates that are expected to have an impact in the current or subsequent periods.

At each reporting date, the Bank evaluates whether there is objective evidence of impairment on its assets. If there is an objective evidence of impairment, the asset's recoverable amount is estimated in accordance with the TAS 36 - *Impairment of Assets* and if the recoverable amount is less than the carrying value of the related asset, a provision for impairment loss is made.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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### **XIV. INFORMATION ON LEASING ACTIVITIES**

### Leasing activities

Risks and benefits on leasing activities that belongs to lease is termed TAS 17- Leasing activities that belongs to financial leasing.

- Finance leasing activities as the lessee

Tangible assets acquired by way of finance leasing are recognized in tangible assets and the obligations under finance leases arising from the lease contracts are presented under "Finance Lease Payables" account in the financial statements. In the determination of the related assets and liabilities, the lower of the fair value of the leased asset and the present value of leasing payments is considered. Financial costs of leasing agreements are expanded in lease periods at a fixed interest rate.

If there is an impairment in the value of the assets obtained through financial lease and in the expected future benefits, the leased assets are valued with net realizable value. Provision for losses is calculated for decrease of the value of the assets that is obtained by this way. Depreciation for assets obtained through financial lease, is calculated in the same manner as tangible assets.

- Finance leasing transactions as lessor

The Bank does not perform as a lessor on leasing transactions.

### Operational leases

Operational leasing is defined as activities except financial leasing. Transactions regarding operational lease agreements are accounted on an accrual basis in accordance with the terms of the related contracts.

### XV. INFORMATION ON PROVISIONS, CONTINGENT LIABILITIES AND ASSETS

Provisions other than the specific and general provisions set for loans and other receivables and provisory liabilities are accounted in accordance with TAS 37 "Turkish Accounting Standard on Provisions, Contingent Liabilities and Contingent Assets Corresponding".

In the financial statements, a provision is made for an existing commitment resulted from past events if it is probable that the commitment will be settled and a reliable estimate can be made of the amount of the obligation. Provisions are calculated based on the best estimates of management on the expenses to incur as at the balance sheet date and, if material, such expenses are discounted for their present values. If the amount is not reliably estimated and there is no probability of cash outflow from the Bank to settle the liability, the related liability is considered as "contingent" and disclosed in the notes to the financial statements.

A contingent asset is a possible asset that arises from past events and whose existence will be confirmed only by the occurrence or non-occurrence of unplanned or unexpected one or more uncertain future events not wholly within the control of the entity. Contingent assets are not recognized in financial statements since this may result in the recognition of income that may never be realized. Contingent assets are assessed continually to ensure that developments are appropriately reflected in the financial statements. If it has become virtually certain that an inflow of economic benefits will arise, the asset and the related income are recognized in the financial statements of the period in which the change occurs. If an inflow of economic benefits has become probable, the Bank discloses the contingent asset.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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### XVI. INFORMATION ON OBLIGATIONS OF THE BANK CONCERNING EMPLOYEE RIGHTS

### Reserve for employee termination benefits

In accordance with existing Turkish Labor Law, the Bank is required to make lump-sum termination indemnities to each employee who has completed one year of service with the Bank and whose employment is terminated due to retirement or for reasons other than resignation or misconduct. The computation of the liability is based upon the retirement pay ceiling announced by the Government. The applicable ceiling amount as at December 31, 2017 is TL 4,732 (full TL) (December 31, 2016: TL 4,297 (full TL)).

The Bank reserved for employee severance indemnities in the accompanying unconsolidated financial statements using actuarial method in compliance with the TAS 19 – Employee Benefits.

As at December 31, 2017 and December 31, 2016, the major actuarial assumptions used in the calculation of the total liability are as follows:

|                            | Current Period | Prior Period |
|----------------------------|----------------|--------------|
| Discount Rate              | %12.32         | %11.10       |
| Estimated Inflation Rate   | %8.00          | %7.80        |
| Increase in Real Wage Rate | %9.00          | %8.80        |

### Other benefits to employees

The Bank has provided provision for undiscounted short-term employee benefits earned during the financial period (unused vacations, premium and dividend) as per services rendered in compliance with TAS 19 in the accompanying unconsolidated financial statements.

According to TAS 19, actuarial gains and losses have been accounted in "Other Capital Reserves" shown under Equity associated with The Statement of Gains and Losses Recognized in Equity for the respective reporting periods.

### Pension fund

The employees of the Bank are the members of "Türkiye Vakıflar Bankası Türk Anonim Ortaklığı Memur ve Hizmetlileri Emekli ve Sağlık Yardım Sandığı Vakfı" ("the Fund") established on May 15, 1957 as per the temporary article no. 20 of the Social Security Law no. 506.

As part of Social Security Law's 506 numbered, temporary article no.20, monthly income or salary is eligible for whose disabled with fund's associates, senility and death insurance is subjected according to the first paragraph of the temporary article no.23 which states the Banks should transfer pension funds to the Social Security Institution within three years after the issue date of the Banking Law no.5411, issued in the November 1, 2005 dated and 25983 numbered Official Gazette, has been cancelled by the Constitutional Court's March 22, 2007 dated and 2007/33 numbered decision. Reasoned ruling of the Constitutional Court has been issued on December 15, 2007 in the Official Gazette no. 26731. The reason for the cancellation decision by Constitutional Court was stated as possible future losses on acquired rights of Fund members.

Following the publication of the ruling, the Turkish Parliament started to work on new legal arrangements and the Social Security Law no. 5754 ("the Law") has been approved on April 17, 2008. The Law is enacted by the approval of the President of Turkey and issued on the May 8, 2008 dated and 26870 numbered Official Gazette.

In accordance with the temporary article no. 20 of the Article no. 73 of the Law;

The discounted liability for each fund in terms of the persons transferred as at the transfer date, including the contributors left the fund, should be calculated by the assumptions below:

a) The technical interest rate to be used for the actuarial calculation is 9.80%

b)Income and expenditures in respect to fund's insurance division are considered in the calculation of discounted liability.

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Law requires the transfer to be completed in three years beginning from January 1, 2008. The three year period has expired on May 8, 2011; however, it has been extended to May 8, 2013 with the decision of Council of Ministers published in Official Gazette dated April 9, 2011. Before the expiration date, with the decision of Council of Ministers published in Official Gazette dated May 3, 2013, the period for transferring banks, insurance and reassurance firms, board of trade, exchanges or participants, monthly salary paid individuals and beneficiaries of the funds that are constructed for their personnel to Social Security Institution in the scope of the temporary article no. 20 of the Social Security Law no. 506 published in Official Gazette dated April 30, 2014 extended for one year. The Council of Ministers has been lastly authorized to determine the transfer date in accordance with the last amendment in the first paragraph of the 20th provisional article of Law No.5510 implemented by the Law No. 6645 on Amendment of the Occupational Health and Safety Law and Other Laws and Decree Laws published in the Official Gazette dated April 23, 2015 numbered 29335.

The employer of pension fund participants will continue to pay the non-transferable social rights, which are already disclosed in the article of association of the pension fund, to the pension participants and their right owners, even though the salary payment obligation has been transferred to the Social Security Foundation.

The technical financial statements of the Fund are audited by the certified actuary according to the "Actuaries Regulation" which is issued as per the Article no. 21 of the 5684 numbered Insurance Law. As per the actuarial report dated December 31, 2017 in compliance with the principles explained above, there is no technical or actual deficit determined which requires provision against as at December 31, 2017.

### **XVII. INFORMATION ON TAXATION**

### Corporate tax

Corporate tax rate is 20% in Turkey according to Article 32 of the Corporate Taxes Law No. 5520. However, the mentioned ratio will be applied as 22% for a period of three years, according to Law No: 7061 "The Law regarding amendments on Certain Tax Laws and their implications on Deferred Tax Calculations" published in the Official Gazette dated 5 December 2017. This rate is applied to total income of the Bank adjusted for certain disallowable expenses, exempt income and any other allowances.

Dividends paid to the resident institutions and the institutions working through local offices or representatives are not subject to withholding tax. Except for the dividend payments to these institutions, the withholding tax rate on the dividend payments is 15%. In applying the withholding tax rates on dividend payments to the nonresident institutions and the individuals, the withholding tax rates covered in the related Double Tax Treaty Agreements are taken into account. Appropriation of the retained earnings to capital is not considered as profit distribution and therefore is not subject to withholding tax.

75% of the associate shares that hold at least 2 years (this rate is 50% for sales after 5 December 2017 for real estates) and profits from property sales are exceptional from corporate taxes if there is a capital increase according to Corporate Tax Law or it is hold for a 5 years on special fund account. The Bank follows these profits in "Revaluation surplus on tangible assets" under the equity.

75% revenue of the sales from the firms that follows up for their debts and their guarantors' and mortgagor' properties, associate shares, founder shares, redeemed shares and privileges are exceptional from the corporate taxes.

Advance tax that is calculated 20% of the profit from the quarterly period has to be paid until the 17th evening in the two months followed which is declared on 14th day of the same month. Advance tax which is paid during the year is to be set off on corporate taxes that calculates on corporate tax return. Taxes paid is to collect in cash or is to set off on other financial debts.

According to tax legislation, financial losses which are not exceed over 5 years can be deducted from profit of the company. Losses can not be set off from retained earnings.

There is no practice about reaching an agreement with laws in Turkey. Corporate taxes are paid on 25th of the fourth month that is followed form the end of the accounting period. Firms that allowed to analyze taxes, can examine the accounting records and change the amount if there is a wrong transaction.

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Corporation tax legislation for the foreign branches

### Bahrain (Manama)

Bahrain branch is non taxable because there is no corporate tax practice in that country. Bahrain branch' income is added to headquarters income and it is taxed in Turkey according to Law No. 5520 on Corporate Tax Laws published in the Official Gazette dated June 5, 2012, numbered B.07.1.GiB.4.99.16.02-KVK-5/1-b-128.

### North Iraq (Erbil)

Erbil branch is taxable according to the country's law legislation. Declaration of financial records and their tax payments are differ from cities that are related to centralized government and cities that are related to North Iraq. On the other hand, North Iraq tax administrations can impute taxes rather than the designated rates.

### USA (New York)

New York branch is taxable according to state law legislation and country law legislation. Double Tax Treaty Agreements is stated for being taxed in Turkey.

### **Banking and Insurance Transaction Tax**

Banking and insurance transaction tax is arranged by the Law No. 6802 on Expenditure Taxes Law. Excluding the banks' and insurance companies' transactions according to Law No. 3226 on Leasing Law Legislation which is dated 10.6.1985, the collecting money in cash or by approximation is subject to banking and insurance transaction tax. Those amounts are up to 5% banking and insurance transaction tax according to Law No. 6802 on Expenditure Taxes Law's 33. Notice and Article No. 98/11591.

### Deferred taxes

According to the TAS 12 - Income Taxes; deferred tax assets and liabilities are recognized, on all taxable temporary differences arising between the carrying values of assets and liabilities in the financial statements and their corresponding balances considered in the calculation of the tax base, and initial recognition of assets and liabilities which affect neither accounting nor taxable profit. The delayed tax debt or assets is determined by calculating the "taxable temporary differences" between the assets' and debts' book values versus the values on the legal tax base accounts. According to tax legislation, differences that do not affect the financial or commercial profit of the assets or liabilities at the acquisition date are excluded from these calculations. The Law regarding amendments on Certain Tax Laws was approved in The Grand National Assembly of Turkey on 28 November 2017 and the Law was published in the Official Gazette on 5 December 2017. Accordingly, the corporate income tax rate will be increased from 20% to 22% for the years 2018, 2019 and 2020. According to the Law that have been enacted, deferred tax asset and liabilities shall be measured at the tax rate 22% that are expected to apply to these periods when the assets is realised or the liability is settled. For the periods 2021 and after deferred tax assets and liabilities will be measured by 20% tax rate.

According to 8 December 2004 BRSA DZM 2/13/1-a-3 notice;

- There is no deferred tax assets on general provision.
- Deferred tax income is not considered on distribution on profit.

Deferred tax rate shall be measured over general provision according to IFRS 9 articles from 1 January 2018.

Deferred taxes' book value is revised in every balance sheet date. Deferred tax book value can be reduced if there is improbable to create revenue.

The deferred tax assets and liabilities are reported as net in the financial statements only if the Bank has legal right to present the net value of current year tax assets and current year tax liabilities and the deferred tax assets and deferred tax liabilities are income taxes of the same taxable entity.

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In case valuation differences resulting from the subsequent measurement of the items are recognized in the statement of income, then the related current and or deferred tax effects are also recognized in the statement of income. On the other hand, if valuation differences are recognized in shareholders' equity, then the related current or deferred tax effects are also recognized directly in the shareholders' equity.

### Transfer Pricing

In Turkey, the transfer pricing provisions have been stated under the Article 13 of Corporate Tax Law with the heading of "disguised profit distribution via transfer pricing". The General Communiqué on disguised profit distribution via Transfer Pricing, dated November 18, 2007 sets details about implementation.

Pursuant to the relevant Communiqué, if a taxpayer enters into transactions regarding sale or purchase of goods and services with related parties, where the prices are not set in accordance with arm's length principle, then related profits are considered to be distributed in a disguised manner through transfer pricing. Such disguised profit distributions through transfer pricing are not accepted as tax deductible for corporate income tax purposes.

### **XVIII. INFORMATION ON CASH AND CASH EQUIVALENTS**

For the purposes of the cash flow statement, cash includes cash effectives, cash in transit, purchased cheques and demand deposits including balances with the Central Bank of Turkey (CBRT); and cash equivalents include interbank money market placements and time deposits at banks with original maturity periods of less than three months.

### XIX. ADDITIONAL INFORMATION ON BORROWINGS

The Bank provides funding resources such as syndication and securitization transactions in case of need. In the current period, the Bank has started to obtain funds through domestic and international bonds since August 2011.

These transactions are initially recognized at acquisition costs at the transaction date and are subsequently measured at amortized cost using effective interest method.

The bank is not hedging about debt instruments.

### **XX. INFORMATION ON ISSUANCE OF EQUITY SECURITIES**

The shares of the Bank having nominal value of TL 322,000,000 (full TL), representing the 25.18% of the Bank's outstanding shares, was publicly offered at a price between TL 5.13-5.40 for each share having a nominal value of TL 1 on November 2005, and TL 1,172,347 was recorded as "Share Premiums" in shareholders' equity. TL 448,429 of this amount has been utilized in capital increase on December 19, 2006

### XXI. INFORMATION ON CONFIRMED BILLS OF EXCHANGE AND ACCEPTANCES

Confirmed bills of exchange and acceptances are realized simultaneously with the customer payments and recorded in off-balance sheet accounts as possible debt and commitment, if any. As at the balance sheet date, there are no acceptances recorded as liability in return for assets.

### XXII. INFORMATION ON GOVERNMENT INCENTIVES

As at December 31, 2017 the Bank does not have any government incentives. (December 31, 2016: None)

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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### XXIII. INFORMATION ON SEGMENT REPORTING

An operating segment is a component of an entity:

- That engages in business activities from which it may earn revenues and incur expenses (including revenues and expenses relating to transactions with other components of the same entity),
- Whose operating results are regularly reviewed by the entity's chief operating decision maker to make decisions about resources to be allocated to the segment and assess its performance, and
- For which discrete financial information is available.

Segment reporting was selected as a fundamental section reporting method considering Bank's risk and return structure and key sources. It is disclosed in Section 4 Note X.

### **XXIV. OTHER MATTERS**

### Earnings per shares

Earnings per share has been calculated by dividing the net profit for the year to weighted average of outstanding shares. In Turkey, the companies may perform capital increase ("Bonus Shares") from retained earnings. In earning per share computation bonus shares are treated as issued shares.

As at and for the year ended December 31, 2017, earnings per 100 shares are full TL 1.4894 (December 31, 2016: full TL 1.0812).

### Related parties

Parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making financial and operating decisions. Shareholders, top executives and board members are accepted as related party personally, with their families and companies according to TAS 24 - Related Party Disclosures Standard. Transactions made with related parties are disclosed in Section 5 Note VII.

### Classifications

None.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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### SECTION FOUR INFORMATION RELATED TO FINANCIAL POSITION AND RISK MANAGEMENT

### I. INFORMATION ON EQUITY ITEMS

Calculation of Equity and Capital Adequacy Standard Ratio are calculated according to "Regulation on Bank's Capital Adequacy Assessment of the Measurement", "Communique on Credit Risk Mitigation", "BRSA Regulation on Bank's Shareholder Equity", "Regulations on Systemically Important Banks", "Regulation on Capital Conservation and Cyclical Capital Buffer". As of December 31, 2017 Bank's capital adequacy ratio is 15.52% (December 31, 2016: 14.16%).

| COMMON EQUITY TERT LAPITAL  Padd-in capital to be entitled for compensation after all creditors  \$2,00,000  Share Premium  Reserves  173,918  Reserves  173,918  Reserves  173,918  Reserves  173,918  Reserves  173,918  Reserves  173,918  Reserves  173,918  Reserves  173,918  Reserves  173,918  Reserves  173,918  Reserves  173,918  Reserves  173,918  Reserves  173,918  Reserves  173,918  Reserves  173,918  Reserves  173,918  Reserves  173,918  Reserves  173,938  Report Period's Profit  172,3383  Report Period's Profit  173,23,383  Report Period's Profit  174,223,383  Report Period's Profit  175,23,383  Report Period's Profit  175,23,383  Report Period's Profit  175,23,383  Report Period's Profit  175,23,383  Report Period's Profit  175,23,383  Report Period's Profit  175,23,383  Report Period's Profit  175,23,383  Report Period's Profit  175,23,383  Report Period's Profit  175,23,383  Report Period's Profit  175,23,383  Report Period's Profit  175,23,383  Report Period's Profit  175,23,383  Report Period's Profit Period's Pr |   | Current Period<br>December 31, 2017 | Amount as per the regulation before 1/1/2014 |
|---|---|-------------------------------------|--|
| Share Premium 723,918 Reservers 1,2796,045 Income recognized under equity in accordance with IAS 2,245,222 Profit 3,723,333 Current Period's Profit 3,723,333 Current Period's Profit 3,723,333 Current Period's Profit 3,723,333 Current Period's Profit 3,723,333 Common Equity Tier 1 Capital Before Deductions 29,823 Common Equity Tier 1 Capital Before Deductions 29,823 Common Equity Tier 1 Capital Before Deductions 29,823 Common Equity Tier 1 Capital Before Deductions 29,823 Common Equity Tier 1 Capital Before Deductions 29,823 Common Equity Tier 1 Capital Before Deductions 29,823 Common Equity Tier 1 Capital Before Deductions 29,823 Common Equity Tier 1 Capital Before Deductions 29,828,991 Deductions from Common Equity Tier 1 Capital Great Profit Prof  | COMMON EQUITY TIER I CAPITAL  |                                     | -, -,  |
| Share Premium 723,918 Reservers 1,2796,045 Income recognized under equity in accordance with IAS 2,245,222 Profit 3,723,333 Current Period's Profit 3,723,333 Current Period's Profit 3,723,333 Current Period's Profit 3,723,333 Current Period's Profit 3,723,333 Common Equity Tier 1 Capital Before Deductions 29,823 Common Equity Tier 1 Capital Before Deductions 29,823 Common Equity Tier 1 Capital Before Deductions 29,823 Common Equity Tier 1 Capital Before Deductions 29,823 Common Equity Tier 1 Capital Before Deductions 29,823 Common Equity Tier 1 Capital Before Deductions 29,823 Common Equity Tier 1 Capital Before Deductions 29,823 Common Equity Tier 1 Capital Before Deductions 29,828,991 Deductions from Common Equity Tier 1 Capital Great Profit Prof  | Paid-in capital to be entitled for compensation after all creditors   | 2,500,000                           |  |
| Income recognized under equity in accordance with TAS Profit 3,723,383 Current Period's Profit 3,723,383 Current Period's Profit 3,723,383 Prior Period's Profit 3,723,383 Prior Period's Profit 3,723,383 Prior Period's Profit 91,823 Common Equity Tier 1 Capital Before Deductions Deductions from Common Equity Tier 1 Capital - Valuation adjustments calculated as per the (f) item of first paragraph of Article 9 - Net loss for the prior year losses and uncovered portion of the total reserves and losses that are recognized under equity in accordance with TAS - Leasehold improvements on Operational Leases Goodwill netted with delerred tax liabilities except mortgage servicing rights - Commonique Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected Boss amount exceeds the total provision - Communique Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected Boss amount exceeds the total provision - Capital and indirect investments of the Bank in its own common Equity - Direct and indirect investments of the Bank in its own common Equity - Direct and indirect investments of the Bank in its own common Equity - Direct and indirect investments of the Bank in its own Common Equity - Direct and indirect investments of the Bank in its own Common Equity - Direct and indirect investments of the Bank in its own Common Equity - Direct and indirect investments of the Bank in its own Common Equity - Direct and indirect investments of the Bank in its own Common Equity - Direct and indirect investments of the Bank in its own Common Equity - Direct and indirect investments of the Bank in its own Common Equity - Direct and indirect investments of the Bank in its own Common Equity - Direct and indirect investments of the Bank in its own Common Equity - Direct and indirect investments of the Common Equity - Direct and indirect investments in the common stock of banking, financial and insurance entities that are outside  | Share Premium   | 723,918                             |  |
| Income recognized under equity in accordance with TAS PORTI PORTI 3,723,383  Current Period's Profit 3,723,383  Current Period's Profit 3,723,383  Prior Period's Profit 3,723,383  Prior Period's Profit 9,823  Common Equity Tier 1 Capital Before Deductions 23,580,391  Deductions from Common Equity Tier 1 Capital Valuation adjustments Calculated as per the (i) item of lists paragraph of Article 9  Net loss for the prory evar losses and uncovered portion of the total reserves and losses that are recognized under equity in accordance with TAS  Leasehold Improvements on Operational Leases Odowlin netted with deferred tax liability Other intangible assets netted with deferred tax liability of the profit of the total reserves and losses that are recognized under equity in accordance with the profit of the total reserves and losses that are recognized under equity in accordance with TAS  Leasehold Improvements on Operational Leases  (a) 22,573  Leasehold Improvements on Operational Leases  (b) 182,977  Coordwill netted with deferred tax liability Other intangible assets netted with deferred tax liability of the profit of the total reserves and losses that are recognized at the fair value of assets and liabilities subject to hedge of cash flow risk  - Differences are not recognized at the fair value of assets and liabilities subject to hedge of cash flow risk  - Communique Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected loss amount exceeds the total provison  - Gains ansing from securitization transactions  Unrealized gains and losses due to changes in own credit risk on fair valued liabilities  - Defined-benefit pension fund net assets  Direct and indirect investments of the Bank in its own Common Equity  - Defined benefit pension fund her assets  Direct and indirect investments of the Bank in its own common Equity  - Defined benefit pension fund provison  - Defined benefit pension fund her assets  - Defined benefit pension fund pensions, where the ban  | Reserves  | 14.296.045                          |  |
| Profit  Current Period's Profit  3,723,383  Prior Period's Profit  Somus shares from associates, subsidiaries and joint-ventures not accounted in current period's profit  Somus shares from associates, subsidiaries and joint-ventures not accounted in current period's profit  Somus shares from associates, subsidiaries and joint-ventures not accounted in current period's profit  Somus shares from associates, subsidiaries and joint-ventures not accounted in current period's profit  Somus shares from associates, subsidiaries and joint-ventures not accounted in current period's profit  Somus shares from associates, subsidiaries and joint-ventures not accounted in current period's profit  Somus shares from associates, subsidiaries and joint-ventures not accounted in current period's profit  Social subsidiaries and subsidiaries and joint-ventures not accounted in current period's profit  Social soft in prior year losses and uncovered portion of the total reserves and losses that are recognized under equity in accordance with 1.8 capture at liability  Social seases that are recognized at the late assess that eases and labilities except mortgage servicing rights  Social saves assess that ely on future profitability excluding those arising from temporary differences (net of related tax liability)  Differences are not recognized at the fair value of assets and liabilities subject to hedge of cash flow risk  Communique Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected loss amount exceeds the total provision  Social sarsing from securitation transactions  Inrealized gains and losses due to changes in own credit risk on fair valued liabilities  Difference and indirect investments of the Bank in its own common Equity  Excess amount excredit persion fund het assets  Direct and indirect investments of the Bank in its own common Equity  Fexess amount of effective the law (Article 5e 4th paragraph)  Investments in the capital of banking, linancial and insurance enti  | Income recognized under equity in accordance with TAS   |                                     |  |
| Current Period's Profit   | Profit  |                                     |  |
| Prior Period's Profit Bornus shares from associates, subsidiaries and joint-ventures not accounted in current period's profit 91,823  Common Equity Tier 1 Capital Before Deductions 23,580,391  Deductions from Common Equity Tier 1 Capital Valuation adjustments calculated as per the (i) item of first paragraph of Article 9 - Net loss for the prior year losses and uncovered portion of the total reserves and losses that are recognized under equity in accordance with TAS 182,977 Goodwill netted with deferred tax liability - Other intangible assets netted with deferred tax liabilities except mortgage servicing rights 168,776 210 Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax kilability) - Communique Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected loss amount exceeds the total provison - Communique Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected loss amount exceeds the total provison - Communique Related to Principles of the amount credit risk on fair valued liabilities - Defined-benefit pension fund net assets - Directal and indirect investments of the Bank in its own Common Equity - Excess amount expressed in the law (Article 56 4th paragraph) - Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold) - Significant investments in the common stock of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued share capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more  | Current Period's Profit   |                                     |  |
| Common Equity Tier 1 Capital Before Deductions Deductions from Common Equity Tier 1 Capital   |   | -                                   |  |
| Common Equity Tier 1 Capital Before Deductions Deductions from Common Equity Tier 1 Capital   | Bonus shares from associates, subsidiaries and joint-ventures not accounted in current period's profit              | 91.823                              |  |
| Deductions from Common Equity Tier 1 Capital  Valuation adjustments calculated as per the (i) item of first paragraph of Article 9  Net loss for the prior year losses and uncovered portion of the total reserves and losses that are recognized under equity in accordance with TAS  Baseshold Improvements on Operational Leases  182,977  Goodwill netted with deferred tax liability  - Other intangible assets netted with deferred tax liabilities except mortgage servicing rights  168,776  210  Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)  - Other intangible assets netted with deferred tax liabilities subject to hedge of cash flow risk  - Other intangible assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)  - Other intangible assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)  - Other intangible assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)  - Other intangible assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)  - Other intangible assets and liabilities of the part of the subject to hedge of cash flow risk  - Other intangible assets and liabilities assets and liabilities assets and liabilities are not recognized at the fair value of assets and liabilities are not recognized at the fair value of assets and liabilities   | Common Equity Tier 1 Capital Before Deductions  | . ,                                 |  |
| Valuation adjustments calculated as per the (i) item of first paragraph of Article 9  Net loss for the prior year losses and uncovered portion of the total reserves and losses that are recognized under equity in accordance with TAS  Leasehold Improvements on Operational Leases  182,977  Other intangible assets netted with deferred tax liability  - Other intangible assets netted with deferred tax liabilities except mortgage servicing rights  168,776  210  Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)  - Communiqué Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected loss amount exceeds the total provison  Communiqué Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected loss amount exceeds the total provison  - Communiqué Related to Principles of the amount credit risk on fair valued liabilities  - Unrealized gains and losses due to changes in own credit risk on fair valued liabilities  - Defined-benefit pension fund net assets  - Defined-benefit pension fund net assets  - Defined-benefit pension fund net assets  - Excess amount expressed in the law (Article 56 4th paragraph)  - Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold) of Tier 1 Capital  - Mortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  - Mortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  - Mortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  - Mortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  - Mortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  - Mortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  - M  |   |                                     |  |
| Net loss for the prior year losses and uncovered portion of the total reserves and losses that are recognized under equity in accordance with TAS  Leasehold Improvements on Operational Leases  182,977  Goodwill netted with deferred tax liability  10 Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)  10 Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)  11 Differences are not recognized at the fair value of assets and liabilities subject to hedge of cash flow risk  12 Communique Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected loss amount exceeds the total provison  12 Communique Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected loss amount exceeds the total provison  13 Communique Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected loss amount exceeds the total provison  13 Communique Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected loss amount exceeds the total provison  14 Communique Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected loss amount exceeds the total provison  14 Community of the Ratings of the Ratings   |   | -                                   |  |
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| Goodwill netted with deferred tax liability  Deferred tax assets netted with deferred tax liabilities except mortgage servicing rights  Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)  Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)  Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)  Differences are not recognized at the fair value of assets and liabilities subject to hedge of cash flow risk  Differences are not recognized at the fair value of assets and liabilities subject to hedge of cash flow risk  Differences are not recognized at the fair value of assets and liabilities subject to hedge of cash flow risk  Differences amount exceeds the total provison  Gains arising from securifization transactions  Defined-benefit pension fund net assets  Direct and indirect investments of the Bank in its own Common Equity  Excess amount expressed in the law (Article 56 4th paragraph)  Deferred benefit pension fund net assets  Direct and indirect investments of the Bank in its own Common Equity  Carried and indirect investments of the Bank in its own Common Equity  Deferred tax in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold) of Tier 1 Capital  Deferred tax assets arising from temporary differences (amount above 10% threshold) of Tier 1 Capital  Deferred tax assets arising from temporary differences (amount above 10% threshold) of Tier 1 Capital  Amounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital  Adequacy Pations of Banks (2nd article temporary second paragraph)  Pations of Banks (2nd article temporary second paragrap  |   | ,                                   |  |
| Other intangible assets netted with deferred tax liabilities except mortgage servicing rights  Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)  Differences are not recognized at the fair value of assets and liabilities subject to hedge of cash flow risk  Communiqué Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected loss amount exceeds the total provison  Gains arising from securitization transactions  Luncealized gains and losses due to changes in own credit risk on fair valued liabilities  Defined-benefit pension fund net assets  Direct and indirect investments of the Bank in its own Common Equity  Excess amount expressed in the law (Arcide 56 4th paragraph)  Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)  Of regulatory consolidation, net of eligible long positions (amount above 10% threshold) of Tier 1 Capital  Deferred tax assets arising from temporary differences (amount above 10% threshold), of of related tax liability)  Amounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital  Adequacy Ratios of Banks (2nd article temporary second paragraph)  Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold) of Tier 1 Capital  Adequacy Ratios of Banks (2nd article temporary second paragraph)  Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10%   |   | 102,777                             |  |
| Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)   |   | 169 776                             | 210,970                                      |
| related tax liability)  | Ordered tay assets that roly on future profitability evoluting those assigns from tomograpy differences (not of     | 100,770                             | 210,770                                      |
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| Gains arising from securitization transactions  | Communiqué Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach,     |                                     |  |
| Unrealized gains and losses due to changes in own credit risk on fair valued liabilities  Defined-benefit pension fund net assets Defined investments of the Bank in its own Common Equity  Excess amount expressed in the law (Article 56 4th paragraph) Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold) Significant investments in the common stock of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions (amount above 10% threshold) of Tier 1 Capital  Amortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  Deferred tax assets arising from temporary differences (amount above 10% threshold, net of related tax liability)  Amounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital  Adequacy Ratios of Banks (2nd article temporary second paragraph)  Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold)  Amounts related to mortgage servicing rights  Excess amount of deferred tax assets from temporary differences  Defined the entity (amount above 10% threshold)  Amounts related to mortgage servicing rights  Excess amount of bededucted from common equity tier 1 capital  Total regulatory adjustments to Common equity Tier 1  Capital (ECT1)  Additional Tier 1 capital (ECT1)  Additional Tier 1 capital (ECT1)  Premiums that are not included in Common Equity Tier 1 capital  | total expected loss amount exceeds the total provison   | -                                   |  |
| Unrealized gains and losses due to changes in own credit risk on fair valued liabilities  Defined-benefit pension fund net assets Defined investments of the Bank in its own Common Equity  Excess amount expressed in the law (Article 56 4th paragraph) Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold) Significant investments in the common stock of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions (amount above 10% threshold) of Tier 1 Capital  Amortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  Deferred tax assets arising from temporary differences (amount above 10% threshold, net of related tax liability)  Amounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital  Adequacy Ratios of Banks (2nd article temporary second paragraph)  Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold)  Amounts related to mortgage servicing rights  Excess amount of deferred tax assets from temporary differences  Defined the entity (amount above 10% threshold)  Amounts related to mortgage servicing rights  Excess amount of bededucted from common equity tier 1 capital  Total regulatory adjustments to Common equity Tier 1  Capital (ECT1)  Additional Tier 1 capital (ECT1)  Additional Tier 1 capital (ECT1)  Premiums that are not included in Common Equity Tier 1 capital  | Gains arising from securitization transactions  | -                                   |  |
| Defined-benefit pension fund net assets  Direct and indirect investments of the Bank in its own Common Equity  Excess amount expressed in the law (Article 56 4th paragraph)  Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)  Significant investments in the common stock of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions (amount above 10% threshold) of Tier 1 Capital  Mortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  Deferred tax assets arising from temporary differences (amount above 10% threshold, net of related tax liability)  Amounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital  Adequacy Ratios of Banks (2nd article temporary second paragraph)  Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold)  Amounts related to mortgage servicing rights  Excess amount of deferred tax assets from temporary differences  Other Items Determined by BRSA  The amount to be deducted from common equity tier 1 capital  Total regulatory adjustments to Common equity Tier 1  Total regulatory adjustments to Common equity Tier 1  Total regulatory adjustments to Common Equity Tier 1 capital  Fremiums that are not included in Common Equity Tier 1 capital   | Unrealized gains and losses due to changes in own credit risk on fair valued liabilities                            | -                                   |  |
| Direct and indirect investments of the Bank in its own Common Equity  Excess amount expressed in the law (Article 56 4th paragraph)  Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)  Significant investments in the common stock of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions (amount above 10% threshold) of Tier 1 Capital  For insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions (amount above 10% threshold) of Tier 1 Capital  Deferred tax assets arising from temporary differences (amount above 10% threshold, net of related tax liability)  Amounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital  Adequacy Ratios of Banks (2nd article temporary second paragraph)  Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold)  Amounts related to mortgage servicing rights  Excess amount of deferred tax assets from temporary differences  Other Items Determined by BRSA  The amount to be deducted from common equity tier 1 capital  Total regulatory adjustments to Common equity Tier 1  Additional Tier 1 capital (CET1)  Additional Tier 1 capital instruments  Premiums that are not included in Common Equity Tier 1 capital   |   | -                                   |  |
| Excess amount expressed in the law (Article 56 4th paragraph) Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)  Significant investments in the common stock of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions (amount above 10% threshold) of Tier 1 Capital  Mortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  Deferred tax assets arising from temporary differences (amount above 10% threshold, net of related tax liability)  - Manounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital  Adequacy Ratios of Banks (2nd article temporary second paragraph)  - Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold)  - Amounts related to mortgage servicing rights  Excess amount of deferred tax assets from temporary differences  Other Items Determined by BRSA  - Total regulatory adjustments to Common equity tier 1 capital  Common Equity Tier 1 capital (CET1)  Additional Tier 1 capital: instruments  - Premiums that are not included in Common Equity Tier 1 capital  | Direct and indirect investments of the Bank in its own Common Equity  | -                                   |  |
| Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)  - Significant investments in the common stock of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions (amount above 10% threshold) of Tier 1 Capital  - Mortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  - Deferred tax assets arising from temporary differences (amount above 10% threshold, net of related tax liability)  - Amounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital  - Adequacy Ratios of Banks (2nd article temporary second paragraph)  - Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold)  - Amounts related to mortgage servicing rights  - Excess amount of deferred tax assets from temporary differences  - Other Items Determined by BRSA  - Other It  |   | -                                   |  |
| consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)   |   | -                                   |  |
| capital (amount above 10% threshold)  Significant investments in the common stock of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions (amount above 10% threshold) of Tier 1 Capital  Mortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  Deferred tax assets arising from temporary differences (amount above 10% threshold, net of related tax liability)  Amounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital  Adequacy Ratios of Banks (2nd article temporary second paragraph)  Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold)  Amounts related to mortgage servicing rights  Excess amount of deferred tax assets from temporary differences  Other Items Determined by BRSA  The amount to be deducted from common equity tier 1 capital  Total regulatory adjustments to Common equity Tier 1  Common Equity Tier 1 capital (CET1)  Additional Tier 1 capital: instruments  Premiums that are not included in Common Equity Tier 1 capital  |   |                                     |  |
| Significant investments in the common stock of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions (amount above 10% threshold) of Tier 1 Capital  Mortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  Deferred tax assets arising from temporary differences (amount above 10% threshold, net of related tax liability)  Amounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital  Adequacy Ratios of Banks (2nd article temporary second paragraph)  Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold)  Amounts related to mortgage servicing rights  Excess amount of deferred tax assets from temporary differences  Other Items Determined by BRSA  Total regulatory adjustments to Common equity tier 1 capital  Total regulatory adjustments to Common equity Tier 1  Common Equity Tier 1 capital (CET1)  Additional Tier 1 capital: instruments  Premiums that are not included in Common Equity Tier 1 capital   |   | -                                   |  |
| of regulatory consolidation, net of eligible long positions (amount above 10% threshold) of Tier 1 Capital  Deferred tax assets arising from temporary differences (amount above 10% threshold, net of related tax liability)  Amounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital  Adequacy Ratios of Banks (2nd article temporary second paragraph)  Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory  consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold)  Amounts related to mortgage servicing rights  Excess amount of deferred tax assets from temporary differences  Other Items Determined by BRSA  The amount to be deducted from common equity tier 1 capital  Total regulatory adjustments to Common equity Tier 1  Common Equity Tier 1 capital: instruments  Premiums that are not included in Common Equity Tier 1 capital   | Significant investments in the common stock of banking, financial and insurance entities that are outside the scope | 2                                   |  |
| Mortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  Deferred tax assets arising from temporary differences (amount above 10% threshold, net of related tax liability)  Amounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital  Adequacy Ratios of Banks (2nd article temporary second paragraph)  Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory  consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold)  Amounts related to mortgage servicing rights  Excess amount of deferred tax assets from temporary differences  Other Items Determined by BRSA  The amount to be deducted from common equity tier 1 capital  Total regulatory adjustments to Common equity Tier 1  Common Equity Tier 1 capital (CET1)  Additional Tier 1 capital: instruments  Premiums that are not included in Common Equity Tier 1 capital   |   | -                                   |  |
| Deferred tax assets arising from temporary differences (amount above 10% threshold, net of related tax liability)  Amounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital  Adequacy Ratios of Banks (2nd article temporary second paragraph)  Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory  consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold)  Amounts related to mortgage servicing rights  Excess amount of deferred tax assets from temporary differences  Other Items Determined by BRSA  The amount to be deducted from common equity tier 1 capital  Total regulatory adjustments to Common equity Tier 1  Common Equity Tier 1 capital (CET1)  Additional Tier 1 capital: instruments  Premiums that are not included in Common Equity Tier 1 capital   | Mortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  | -                                   |  |
| Amounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital  Adequacy Ratios of Banks (2nd article temporary second paragraph)  Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory  consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold)  Amounts related to mortgage servicing rights  Excess amount of deferred tax assets from temporary differences  Other Items Determined by BRSA  The amount to be deducted from common equity tier 1 capital  Total regulatory adjustments to Common equity Tier 1  Common Equity Tier 1 capital (CET1)  Additional Tier 1 capital: instruments  Premiums that are not included in Common Equity Tier 1 capital  |   | -                                   |  |
| Adequacy Ratios of Banks (2nd article temporary second paragraph) Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold)  Amounts related to mortgage servicing rights  Excess amount of deferred tax assets from temporary differences  Other Items Determined by BRSA  The amount to be deducted from common equity tier 1 capital  Total regulatory adjustments to Common equity Tier 1  Common Equity Tier 1 capital (CET1)  Additional Tier 1 capital: instruments  Premiums that are not included in Common Equity Tier 1 capital  -   |   |                                     |  |
| Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold)  Amounts related to mortgage servicing rights  Excess amount of deferred tax assets from temporary differences  Other Items Determined by BRSA  The amount to be deducted from common equity tier 1 capital  Total regulatory adjustments to Common equity Tier 1  Common Equity Tier 1 capital (CET1)  Additional Tier 1 capital: instruments  Premiums that are not included in Common Equity Tier 1 capital  -   |   | -                                   |  |
| consolidation, net of éligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold) - Amounts related to mortgage servicing rights - Excess amount of deferred tax assets from temporary differences - Other Items Determined by BRSA - The amount to be deducted from common equity tier 1 capital - Total regulatory adjustments to Common equity Tier 1 capital 674,326  Common Equity Tier 1 capital (CET1) 22,906,065  Additional Tier 1 capital: instruments - Premiums that are not included in Common Equity Tier 1 capital -  |   |                                     |  |
| share capital of the entity (amount above 10% threshold)  Amounts related to mortgage servicing rights  Excess amount of deferred tax assets from temporary differences  Other Items Determined by BRSA  The amount to be deducted from common equity tier 1 capital  Total regulatory adjustments to Common equity Tier 1  Common Equity Tier 1 capital (CET1)  Additional Tier 1 capital: instruments  Premiums that are not included in Common Equity Tier 1 capital   |   |                                     |  |
| Amounts related to mortgage servicing rights -  Excess amount of deferred tax assets from temporary differences -  Other Items Determined by BRSA - The amount to be deducted from common equity tier 1 capital -  Total regulatory adjustments to Common equity Tier 1 674,326  Common Equity Tier 1 capital (CET1) 22,906,065  Additional Tier 1 capital: instruments -  Premiums that are not included in Common Equity Tier 1 capital -   |   | -                                   |  |
| Excess amount of deferred tax assets from temporary differences Other Items Determined by BRSA The amount to be deducted from common equity tier 1 capital  Total regulatory adjustments to Common equity Tier 1  Common Equity Tier 1 capital (CET1)  Additional Tier 1 capital: instruments Premiums that are not included in Common Equity Tier 1 capital  -   |   | -                                   |  |
| Other Items Determined by BRSA The amount to be deducted from common equity tier 1 capital  Total regulatory adjustments to Common equity Tier 1  Common Equity Tier 1 capital (CET1)  Additional Tier 1 capital: instruments  Premiums that are not included in Common Equity Tier 1 capital   |   | -                                   |  |
| The amount to be deducted from common equity tier 1 capital  Total regulatory adjustments to Common equity Tier 1  Common Equity Tier 1 capital (CET1)  Additional Tier 1 capital: instruments  Premiums that are not included in Common Equity Tier 1 capital  -   | Other Items Determined by BRSA  | _                                   |  |
| Total regulatory adjustments to Common equity Tier 1 674,326  Common Equity Tier 1 capital (CET1) 22,906,065  Additional Tier 1 capital: instruments -  Premiums that are not included in Common Equity Tier 1 capital -  |   |                                     |  |
| Common Equity Tier 1 capital (CET1)  Additional Tier 1 capital: instruments  Premiums that are not included in Common Equity Tier 1 capital   |   | 674 376                             |  |
| Additional Tier 1 capital: instruments - Premiums that are not included in Common Equity Tier 1 capital -   | Common Equity Tier 1 capital (CET1)   |                                     |  |
| Premiums that are not included in Common Equity Tier 1 capital -  |   |                                     |  |
|   |   |                                     |  |
| Rank's horrowing instruments and related lissuance premium  | Bank's borrowing instruments and related issuance premium   | _                                   |  |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

|   | Current Period<br>December 31, 2017 | Amount as per the regulation before 1/1/2014(*) |
|---|-------------------------------------|---|
| Bank's borrowing instruments and related issuance premium (Temporary Article 4)   | -                                   |   |
| Additional Tier 1 Capital before deductions   | -                                   |   |
| Deductions from Additional Tier 1 Capital   | -                                   |   |
| Bank's a direct or indirect investment in Tier 1 Capital  | -                                   | -   |
| Investments of Bank to Banks that invest in Bank's additional equity and components of equity issued by financial   |                                     |   |
| institutions with compatible with Article 7   | -                                   | -   |
| Total of Net Long Positions of the Investments in Equity Items of Unconsolidated Banks and Financial Institutions   |                                     |   |
| where the Bank Owns 10% or less of the Issued Share Capital Exceeding the 10%   | -                                   |   |
| Unconsolidated Banks and Financial Institutions where the Bank Owns more than 10% of the Issued Share Capital   | -                                   | -   |
| Other Items Determined by BRSA  | -                                   | -   |
| Transition from the Core Capital to Continue to deduce Components   | <u>-</u>                            | -   |
| Goodwill and other intangible assets and related deferred tax liabilities which will not deducted from Common   |                                     |   |
| Eguity Tier 1 capital for the purposes of the first sub-paragraph of the Provisional Article 2 of the Regulation on Banks' Own Funds (-)  | 42,194                              | _   |
| Net deferred tax asset/liability which is not deducted from Common Equity Tier 1 capital for the purposes of the  | 72,177                              |   |
| sub-paragraph of the Provisional Article 2 of the Regulation on Banks' Own Funds (-)  | -                                   | -   |
| The amount to be deducted from Additional Tier 1 Capital (-)  | -                                   | -   |
| Total Deductions from Additional Tier 1 Capital   | -                                   | -   |
| Total Additional Tier 1 Capital   | -                                   |   |
| Total Tier 1 Capital (Tier 1 Capital=Common Equity+Additional Tier 1 Capital)   | 22,863,871                          |   |
| TIER 2 CAPITAL  | -                                   |   |
| Bank's borrowing instruments and related issuance premium   | 4,083,838                           |   |
| Bank's borrowing instruments and related issuance premium (Temporary Article 4)   | 814,407                             |   |
| Provisions (Article 8 of the Regulation on the Equity of Banks)   | 1,885,493                           |   |
| Tier 2 Capital Before Deductions  | 5,969,331                           |   |
| Deductions From Tier 2 Capital  | -                                   | -   |
| Bank's direct or indirect investment in Tier 2 Capital (-)  | -                                   | -   |
| Investments of Bank to Banks that invest on Bank's Tier 2 and components of equity issued by Financial Institution with the conditions declared in Article 8  | S -                                 | -   |
| Total of Net Long Positions of the Investments in Equity Items of Unconsolidated Banks and Financial Institutions where the Bank Owns 10% or less of the Issued Share Capital Exceeding the 10% threshold of Common Equity Tie 1 Capital (-)                                    | r<br>-                              | -   |
| The Total of Net Long Position of the Direct or Indirect Investments in Additional Core Capital and Tier 2 Capital of Unconsolidated Banks and Financial Institutions where the Bank Owns 10% or more of the Issued Share Capital Exceeding the 10% Threshold of Tier 1 Capital | -                                   | -   |
| Other Items Determined by BRSA (-)  | -                                   | -   |
| Total Deductions From Tier 2 Capital  | -                                   | -   |
| Tier 2 Capital  | 5,969,331                           |   |
| Total Capital (The sum of Tier 1 Capital and Tier 2 Capital)  | 28,833,202                          |   |
| The sum of Tier 1 Capital and Tier 2 Capital (Total Capital)  | -                                   |   |
| Loan granted to Customer against the Articles 50 and 51 of the Banking Law  | -                                   |   |
| Net Book Values of Immovables Exceeding 50% of the Equity and of Assets Acquired against Overdue Receivables and Held for Sale as per the Article 57 of the Banking Law but Retained More Than Five Years (-)   | -                                   |   |
| Other items to be defined by the BRSA (-)   | 1,355                               |   |
|   |                                     |   |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

|   | Current Period<br>December 31, 2017 | Amount as per the regulation before 1/1/2014(*) |
|---|-------------------------------------|---|
| In transition from Total Core Capital and Supplementary Capital (the capital) to Continue to Download Components  | -                                   | -   |
| Portion of the total of net long positions of investments made in Common Equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or less of the issued common share capital exceeding 10% of Common Equity of the Bank not to be deducted from the Common Equity, Additional Tier 1 Capital, Tier 2 Capital as per the 1st clause of the Provisional Article 2 of the Regulation on the Equity of Banks                               |                                     | -   |
| Portion of the total of net long positions of direct or indirect investments made in Additional Tier 1 and Tier 2 Capital items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of Common Equity of the Bank not to be deducted from the Additional Tier 1 Capital and Tier 2 Capital as per the 1st clause of the Provisional Article 2 of the Regulation of the Equity of Banks | 1 -                                 | -   |
| Portion of the total of net long positions of investments made in Common Equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital, deferred tax assets based on temporary differences and mortgage servicing rights not deducted from Common Equity as per the 1st and 2nd Paragraph of the 2nd clause of the Provisional Article 2 of the Regulation on the Equity of Banks                | -                                   | -   |
| TOTAL CAPITAL   | -                                   | -   |
| Total Capital   | 28,831,847                          | -   |
| Total Risk Weighted Amounts   | 185,800,511                         | -   |
| Capital Adequacy Ratios   | -                                   | -   |
| Core Capital Adequacy Ratio (%)   | 12.33                               | -   |
| Tier 1 Capital Adequacy Ratio (%)   | 12.31                               | -   |
| Capital Adequacy Ratio (%)  | 15.52                               | -   |
| BUFFERS   | -                                   | -   |
| Total buffer requirement  | 1.255                               | -   |
| Capital conservation buffer requirement (%)   | 1.250                               | -   |
| Bank specific counter-cyclical buffer requirement (%)   | 0.005                               | -   |
| Systemically important banks buffer requirement (%)**   | 0.000                               | -   |
| The ratio of Additional Common Equity Tier 1 capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and Countercyclical Capital buffers to Risk Weighted Assets (%)   | 7.83                                | -   |
| Amounts below deduction thresholds  | -                                   | -   |
| Amounts arising from the net long positions of investments made in Total Capital items of banks and financial institutions where the Bank owns 10% or less of the issued common share capital   | -                                   | -   |
| Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  | -                                   | -   |
| Mortgage servicing rights   |                                     |   |
| Deferred tax assets arising from temporary differences (net of related tax liability)   |                                     |   |
| Limits related to provisions considered in Tier 2 calculation   | -                                   | -   |
| General provisions for standard based receivables (before tenthousandtwentyfive limitation)   | 1,885,493                           | -   |
| Up to 1.25% of total risk-weighted amount of general reserves for receivables where the standard approach used  | 2,136,162                           | -   |
| Excess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in   |                                     |   |
| accordance with the Communiqué on the Calculation   | -                                   | -   |
| Excess amount of total provision amount to 0.6% of risk weighted receivables of credit risk Amount of the Internal  |                                     |   |
| Ratings Based Approach in accordance with the Communiqué on the Calculation   |                                     | -   |
| Debt instruments subjected to Article 4 (to be implemented between January 1, 2018 and January 1, 2022)   | _                                   | _   |
| Upper limit for Additional Tier 1 Capital subjected to temprorary Article 4   |                                     |   |
| Amounts Excess the Limits of Additional Tier 1 Capital subjected to temprorary Article 4  |                                     |   |
| Upper limit for Additional Tier 2 Capital subjected to temprorary Article 4   |                                     |   |
| Amounts Excess the Limits of Additional Tier 2 Capital subjected to temprorary Article 4  |                                     |   |
| Amounts Excess the Limits of Additional fiel 2 Capital subjected to templorary Afficie 4  |                                     |   |

<sup>(\*)</sup> Represents the amounts taken into consideration according to transition clauses.

<sup>(&</sup>quot;) According to the "Regulations on Systemically Important Banks" 4th paragraph of Article 4, the "systemically important banks buffer requirement (%)" is to be filled by the systemically important banks that are not obligated to prepare consolidated financial statements and should be reported as zero for by the other banks.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

|   | Prior Period<br>December 31, 2016 | Amount as per the regulation before 1/1/2014 <sup>(*)</sup> |
|---|-----------------------------------|---|
| COMMON EQUITY TIER I CAPITAL  |                                   |   |
| Paid-in capital to be entitled for compensation after all creditors   | 2,500,000                         |   |
| Share Premium   | 723,918                           |   |
| Reserves  | 11,762,447                        |   |
| Income recognized under equity in accordance with TAS   | 1,771,737                         |   |
| Profit  | 2,703,042                         |   |
| Current Period's Profit   | 2,703,042                         |   |
| Prior Period's Profit   | -                                 |   |
| Bonus shares from associates, subsidiaries and joint-ventures not accounted in current period's profit  | 69,222                            |   |
| Common Equity Tier 1 Capital Before Deductions  | 19,530,366                        |   |
| Deductions from Common Equity Tier 1 Capital  | -                                 |   |
| Valuation adjustments calculated as per the (i) item of first paragraph of Article 9  | -                                 |   |
| Net loss for the prior year losses and uncovered portion of the total reserves and losses that are recognized under equity in accordance with TAS   | 291,655                           |   |
| Leasehold Improvements on Operational Leases  | 158,292                           |   |
| Goodwill netted with deferred tax liability   | -                                 |   |
| Other intangible assets netted with deferred tax liabilities except mortgage servicing rights   | 116,320                           | 193,86  |
| Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)   | -                                 | ,   |
| Differences are not recognized at the fair value of assets and liabilities subject to hedge of cash flow risk   | -                                 |   |
| Communiqué Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected loss amount exceeds the total provison   | -                                 |   |
| Gains arising from securitization transactions  | -                                 |   |
| Unrealized gains and losses due to changes in own credit risk on fair valued liabilities  | -                                 |   |
| Defined-benefit pension fund net assets   | -                                 |   |
| Direct and indirect investments of the Bank in its own Common Equity  | -                                 |   |
| Excess amount expressed in the law (Article 56 4th paragraph)   | -                                 |   |
| Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)                      | -                                 |   |
| Significant investments in the common stock of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions (amount above 10% threshold) of Tier 1 Capital  | -                                 |   |
| Mortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  | -                                 |   |
| Deferred tax assets arising from temporary differences (amount above 10% threshold, net of related tax liability)   | -                                 |   |
| Amounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital Adequacy Ratios of Banks (2nd article temporary second paragraph)  | -                                 |   |
| Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold) | _                                 |   |
| Amounts related to mortgage servicing rights  |                                   |   |
| Excess amount of deferred tax assets from temporary differences   | -                                 |   |
| Other Items Determined by BRSA  |                                   |   |
| The amount to be deducted from common equity tier 1 capital   |                                   |   |
| Total regulatory adjustments to Common equity Tier 1  | 566,267                           |   |
| Common Equity Tier 1 capital (CET1)   | 18,964,099                        |   |
| Additional Tier 1 capital: instruments  | 10,704,077                        |   |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

|  | Prior Period<br>December 31, 2016 | Amount as per the regulation before 1/1/2014(*) |
|--|-----------------------------------|---|
| Premiums that are not included in Common Equity Tier 1 capital   | -                                 |   |
| Bank's borrowing instruments and related issuance premium  | -                                 |   |
| Bank's borrowing instruments and related issuance premium (Temporary Article 4)  | -                                 |   |
| Additional Tier 1 Capital before deductions  | -                                 |   |
| Deductions from Additional Tier 1 Capital  | -                                 |   |
| Bank's a direct or indirect investment in Tier 1 Capital   | -                                 | -   |
| Investments of Bank to Banks that invest in Bank's additional equity and components of equity issued by financial institutions with compatible with Article 7  | -                                 | -   |
| Total of Net Long Positions of the Investments in Equity Items of Unconsolidated Banks and Financial Institutions where the Bank Owns 10% or less of the Issued Share Capital Exceeding the 10%  | -                                 |   |
| Unconsolidated Banks and Financial Institutions where the Bank Owns more than 10% of the Issued Share Capital  | -                                 | -   |
| Other Items Determined by BRSA   | -                                 |   |
| Transition from the Core Capital to Continue to deduce Components  | -                                 |   |
| Goodwill and other intangible assets and related deferred tax liabilities which will not deducted from Common Eguity Tier 1 capital for the purposes of the first sub-paragraph of the Provisional Article 2 of the Regulation on Banks' Own Funds (-)   | 77,546                            |   |
| Net deferred tax asset/liability which is not deducted from Common Eguity Tier 1 capital for the purposes of the sub-paragraph of the Provisional Article 2 of the Regulation on Banks' Own Funds (-)  | -                                 |   |
| The amount to be deducted from Additional Tier 1 Capital (-)   |                                   | -   |
| Total Deductions from Additional Tier 1 Capital  | -                                 |   |
| Total Additional Tier 1 Capital  | -                                 |   |
| Total Tier 1 Capital (Tier 1 Capital=Common Equity+Additional Tier 1 Capital)  | 18,886,553                        |   |
| TIER 2 CAPITAL   | -                                 |   |
| Bank's borrowing instruments and related issuance premium  | 2,729,287                         |   |
| Bank's borrowing instruments and related issuance premium (Temporary Article 4)  | 977,288                           |   |
| Provisions (Article 8 of the Regulation on the Equity of Banks)  | 1,905,134                         |   |
| Tier 2 Capital Before Deductions   | 4,634,421                         |   |
| Deductions From Tier 2 Capital   | -,,                               |   |
| Bank's direct or indirect investment in Tier 2 Capital (-)   | -                                 |   |
| Investments of Bank to Banks that invest on Bank's Tier 2 and components of equity issued by Financial Institution with the conditions declared in Article 8   | S -                               |   |
| Total of Net Long Positions of the Investments in Equity Items of Unconsolidated Banks and Financial Institutions where the Bank Owns 10% or less of the Issued Share Capital Exceeding the 10% threshold of Common Equity Tie 1 Capital (-)   | r                                 |   |
| The Total of Net Long Position of the Direct or Indirect Investments in Additional Core Capital and Tier 2 Capital of Unconsolidated Banks and Financial Institutions where the Bank Owns 10% or more of the Issued Share Capital  |                                   |   |
| Exceeding the 10% Threshold of Tier 1 Capital  | -                                 |   |
| Other Items Determined by BRSA (-)   | -                                 |   |
| Total Deductions From Tier 2 Capital   | -                                 |   |
| Tier 2 Capital   | 4,634,421                         |   |
| Total Capital (The sum of Tier 1 Capital and Tier 2 Capital)   | 23,520,974                        |   |
| The sum of Tier 1 Capital and Tier 2 Capital (Total Capital)   | -                                 |   |
| Loan granted to Customer against the Articles 50 and 51 of the Banking Law   | -                                 |   |
| Net Book Values of Immovables Exceeding 50% of the Equity and of Assets Acquired against Overdue Receivables and Held for Sale as per the Article 57 of the Banking Law but Retained More Than Five Years (-)  | 112,142                           |   |
| Other items to be defined by the BRSA (-)  | 1,166                             |   |
| In transition from Total Core Capital and Supplementary Capital (the capital) to Continue to Download Components   | -                                 |   |
| Portion of the total of net long positions of investments made in Common Equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or less of the issued common share capital exceeding 10% of Common Equity of the Bank not to be deducted from the Common Equity, Additional Tier 1. Capital Tier 2. Capital as por the 1st clause of the Provisional Article 2 of the Boulation on the Equity of Banks. |                                   |   |
| 1 Capital, Tier 2 Capital as per the 1st clause of the Provisional Article 2 of the Regulation on the Equity of Banks  | -                                 |   |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

|   | Prior Period<br>December 31, 2016 | Amount as per the regulation before 1/1/2014 <sup>(*)</sup> |
|---|-----------------------------------|---|
| Portion of the total of net long positions of direct or indirect investments made in Additional Tier 1 and Tier 2 Capital items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of Common Equity of the Bank not to be deducted from the Additional Tier 1 Capital and Tier 2 Capital as per the 1st clause of the Provisional Article 2 of the Regulation of the Equity of Banks | 1 -                               | -   |
| Portion of the total of net long positions of investments made in Common Equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital, deferred tax assets based on temporary differences and mortgage servicing rights not deducted from Common Equity as per the 1st and 2nd Paragraph of the 2nd clause of the Provisional Article 2 of the Regulation on the Equity of Banks                | -                                 | -   |
| TOTAL CAPITAL   | -                                 | -   |
| Total Capital   | 23,407,666                        | -   |
| Total Risk Weighted Amounts   | 165,312,386                       | -   |
| Capital Adequacy Ratios   | -                                 | -   |
| Core Capital Adequacy Ratio (%)   | 11.47                             | -   |
| Tier 1 Capital Adequacy Ratio (%)   | 11.42                             | -   |
| Capital Adequacy Ratio (%)  | 14.16                             | -   |
| BUFFERS   |                                   | -   |
| Total buffer requirement  | 0.627                             | -   |
| Capital conservation buffer requirement (%)   | 0.625                             | -   |
| Bank specific counter-cyclical buffer requirement (%)   | 0.002                             | -   |
| The ratio of Additional Common Equity Tier 1 capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and Countercyclical Capital buffers to Risk Weighted Assets (%)   | 6.97                              | -   |
| Amounts below deduction thresholds  | -                                 | -   |
| Amounts arising from the net long positions of investments made in Total Capital items of banks and financial institutions where the Bank owns 10% or less of the issued common share capital   | -                                 | -   |
| Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  | -                                 | -   |
| Mortgage servicing rights   | -                                 | -   |
| Deferred tax assets arising from temporary differences (net of related tax liability)   | -                                 | -   |
| Limits related to provisions considered in Tier 2 calculation   | -                                 | -   |
| General provisions for standard based receivables (before tenthousandtwentyfive limitation)   | 2,167,443                         | -   |
| Up to 1.25% of total risk-weighted amount of general reserves for receivables where the standard approach used  | 1,905,134                         | -   |
| Excess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation   | -                                 |   |
| Excess amount of total provision amount to 0.6% of risk weighted receivables of credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  | -                                 | -   |
| Debt instruments subjected to Article 4 (to be implemented between January 1, 2018 and January 1, 2022)   | -                                 | -   |
| Upper limit for Additional Tier 1 Capital subjected to temprorary Article 4   | -                                 | -   |
| Amounts Excess the Limits of Additional Tier 1 Capital subjected to temprorary Article 4  | -                                 | -   |
| Upper limit for Additional Tier 2 Capital subjected to temprorary Article 4   | -                                 | -   |
| Amounts Excess the Limits of Additional Tier 2 Capital subjected to temprorary Article 4  | -                                 | -   |

 $<sup>\</sup>ensuremath{^{(\! \prime\!)}}$  Represents the amounts taken into consideration according to transition clauses.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

| Issuer   | T.Vakıflar Bankası T.A.O.  |
|--|--|
|  | XS0849728190/ US90015NAB91   |
| Unique identifier (e.g. CUSIP, ISIN or Bloomberg identifier for        | XS1175854923 / US90015WAC73  |
| private placement)   | XS1551747733 / US90015WAE30<br>TRSVKFB92719  |
|  |  |
| Governing law(s) of the instrument                                     | Debt Instrument Comminique numbered CMB-II-31.1<br>BRSA regulation on bank's shareholder equity                            |
| Regulatory treatment   | DRIAN TEGULATION ON DAILY 3 SHATEHOIDEL EQUITY   |
| regulatory treatment   | XS0849728190/ US90015NAB91 is subject to deduction.  |
|  | XS1175854923/ US90015WAC73 is not subject to deduction.  |
| Subject to 10% deduction as of 1/1/2015                                | XS1551747733 / US90015WAE30 is not subject to deduction.   |
|  | TRSVKFB92719 / is not subject to deduction.  |
| Eligible at solo/group/group&solo                                      | Available  |
| Instrument type  | Bond Issuance Possessing Subordinated Loan Conditions  |
| · ·  | ( Tier II Capital)   |
| Amount recognized in regulatory capital (Currency in million,          |  |
| as of most recent reporting date)                                      | 4,084  |
| Par value of instrument (in million)                                   | 5,817  |
| Accounting classification  | 346011-347011 Subordinated Liabilities   |
|  | XS0849728190/ US90015NAB91 November 1, 2012  |
| Original date of issuance  | XS1175854923/ US90015WAC73 February 2, 2015<br>XS1551747733 / US90015WAE30 February 13, 2017                               |
|  | TRSVKFB92719 September 18, 2017  |
|  | XS0849728190/ US90015NAB91 Dated (10 years) Maturity Date: November 1, 2022  |
|  | XS1175854923/ US90015WAC73 Dated (10 years) Maturity Date: February 3, 2025  |
| Perpetual or dated   | XS1551747733 / US90015WAE30 Dated (10 years) Maturity Date: November 1, 2027   |
|  | TRSVKFB92719 Dated (10 years) Maturity Date:September 6, 2027  |
|  | XS0849728190/ US90015NAB91 November 1, 2012  |
| Issue date   | XS1175854923 / US90015WAC73 February 2, 2015   |
| issue date   | XS1551747733 / US90015WAE30 February 13, 2017  |
|  | TRSVKFB92719 September 18, 2017  |
| ssuer call subject to prior supervisory approval                       | Yes  |
|  | XS1175854923/ US90015WAC73 early call date at February 3, 2020 is available.   |
| Call option dates, conditioned call dates and call amount              | XS1551747733/ US90015WAE30 early call date at November 1, 2022 is available.   |
|  | TRSVKFB92719 early call date at the end of five years.   |
|  | XS0849728190/ US90015NAB91 Not available   |
| Subsequent call dates if applicable                                    | XS1175854923/ US90015WAC73 only one call option is available.  |
| Subsequent call dates, if applicable                                   | XS1551747733/ US90015WAE30 only one call option is available.  |
|  | TRSVKFB92719 only one call option is available.  |
| Coupons / dividends*   |  |
|  | XS0849728190/ US90015NAB91 Fixed interest rate / Interest payment once in six month,                                       |
|  | principal payment at the maturity date   |
|  | XS1175854923/ US90015WAC73 Fixed interest rate / Interest payment once in six month principal payment at the maturity date |
| Fixed or floating dividend/coupon                                      | XS1551747733 / US90015WAE30 Fixed interest rate / Interest payment once in six month,                                      |
|  | principal payment at the maturity date   |
|  | TRSVKFB92719 Floating interest rate/ Interest payment once in three month, principal                                       |
|  | payment at the maturity date   |
|  | XS0849728190 / US90015NAB91 6% fixed interest rate   |
| Coupon rate and any related index                                      | XS1175854923/ US90015WAC73 6.875% fixed interest rate  |
| coupon rate and any related index                                      | XS1551747733/ US90015WAE30 8% fixed interest rate  |
|  | TRSVKFB92719 5 years maturity "Indicator Government Debt Security" +350 basis points                                       |
| existence of a dividend stopper  | Nil  |
| Fully discretionary, partially discretionary or mandatory              | Nil  |
| Existence of step up or other incentive to redeem                      | Nil  |
| Noncumulative or cumulative  | Noncumulative  |
| Convertible or non-convertible  If convertible, conversion trigger (s) |  |
|  | Nil  |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| If convertible, fully or partially  | Nil  |
|---|--|
| If convertible, conversion rate   | Nil  |
| If convertible, mandatory or optional conversion  | Nil  |
| If convertible, specify instrument type convertible into  | Nil  |
| If convertible, specify issuer of instrument it converts into   | Nil  |
|   | XS0849728190/ US90015NAB91 Not available. XS1175854923/ US90015WAC73 available Revoking the business activity of Bank according to 71 clause of 5411 numbered Banking Law or liquidation proceedings to Savings Deposit Insurance Fund are the triggering events XS1551747733/ US90015WAE30 available Revoking the business activity of Bank according to 71 clause of 5411 numbered Banking Law or liquidation proceedings to Savings Deposit Insurance Fund are the triggering events TRSVKFB92719 available Revoking the business activity of Bank according to 71 clause of 5411 numbered Banking Law or liquidation proceedings to Savings Deposit Insurance Fund are the |
| If write-down, write-down trigger(s)  | triggering events  |
| If write-down, full or partial  | XS0849728190/ US90015NAB91 not available XS1175854923/ US90015WAC73 has full or partial write down feature. XS1551747733/ US90015WAE30 has full or partial write down feature. TRSVKFB92719 has full or partial write down feature.  |
| If write-down, permanent or temporary   | XS0849728190/ US90015NAB91 not available<br>XS1175854923/ US90015WAC73 has permanent write down feature.<br>XS1551747733/ US90015WAE30 has permanent write down feature.<br>TRSVKFB92719 has permanent write down feature.   |
| If temporary write-down, description of write-up mechanism  | XS0849728190/ US90015NAB91 not available XS1175854923/ US90015WAC73 has no write-up mechanism. XS1551747733/ US90015WAE30 has no write-up mechanism. TRSVKFB92719 has no write-up mechanism.   |
| Position in subordination hierarchy in liquidation (specify instrument type immediately senior to instrument) | Before debt instruments included in Tier II Capital after deposit and other receivables  |
| Whether conditions which stands in article of 7 and 8 of Banks' shareholder equity law are possessed or not   | Possess Article 8  |
| According to article 7 and 8 of Banks' shareholders equity law that are not possessed                         | Not Possess Article 7  |

### Reconciliation of capital items to balance sheet:

|   | December 31, 2017 | 31.12.2016 |
|---|-------------------|------------|
| Shareholders' equity  | 23,257,818        | 19,238,711 |
| Leasehold improvements on operational leases                        | (182,977)         | (158,292)  |
| Goodwill and intangible assets                                      | (168,776)         | (116,320)  |
| General provision (1.25% of the amount that subject to credit risk) | 1,885,493         | 1,905,134  |
| Subordinated debt   | 4,083,838         | 2,729,287  |
| Deductions from shareholders' equity                                | (43,549)          | (190,854)  |
| Capital   | 28,831,847        | 23,407,666 |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### II. CREDIT RISK

Credit risk is defined as the counterparty's possibility of failing to fulfil its obligations on the terms set by the agreement. Credit risk means risks and losses that may occur if the counterparty fails to comply with the agreement's requirements and cannot perform its obligations partially or completely on the terms set. It covers the possible risks arising from futures and option agreements and other agreements alike and the credit risks arising from credit transactions that have been defined by the Banking Law.

In compliance with the articles 51 and 54 set forth in Banking Law and ancillary regulation, credit limits are set by the Bank for the financial position and credit requirements of customers within the authorization limits assigned for branches, regional directorates, lending departments, assistant general manager responsible of lending, general manager, credit committee and board of directors and credits are given regarding these limits in order to limit credit risk in lending facilities.

Credit limits are determined separately for the individual customer, company, group of companies, risk groups on a product basis. In accordance with the related Lending Policy, several criteria are used in the course of determining these credit limits. Customers should have a long-standing and a successful business past, a high commercial morality, possess a good financial position and a high morality, the nature of their business should be appropriate to use the credit, possess their commercial operations in an affirmative and a balanced manner, have experience and specialization in their profession, be able to adopt themselves to the economic conditions, to be accredited on the market, have sufficient equity capital, possess the ability to create funds with their operations and finance their placement costs. Also the sector and the geographical position of customers, where they operate and other factors that may affect their operations are considered in the evaluation process of loans. Apart from ordinary intelligence operations, the financial position of the customer is mainly analyzed based on the balance sheets and the income statements provided by the loan customer, the documents received in accordance with the related regulation for their state of accounts and other related documents. Credit limits are subject to revision regarding the overall economic developments and the changes in the financial information and operations of the customers.

Collaterals for the credit limits are determined on a customer basis in order to ensure bank placements and their liquidity. The amount and type of the collateral are determined regarding the creditworthiness of the credit users. The Bank holds collateral against loans and advances to customers in the form of mortgage interests over property, other registered securities over assets, and guarantees.

The Bank has risk control limits for derivative transaction (futures, options, etc.) positions, which effects credit risk and market risk.

For credit risk management purposes, Risk Management Department operates in

- the determination of credit risk policies in coordination with the Bank's other units,
- the determination and monitoring of the distribution of concentration limits with respect to sector, geography and credit type,
- the contribution to the formation of rating and scoring systems,
- the submit to the Board of Directors and the senior management of not only credit risk management reports about credit portfolio's distribution (borrower, sector, geographical region), credit quality (impaired loans, credit risk ratings) and credit concentration but also scenario analysis reports, stress tests and other analyses,
- the studies regarding the formation of advanced credit risk measurement approaches.

Credit risk is defined and managed for all cash and non-cash agreements and transactions, which carry counterparty risk. Loans with renegotiated terms are followed in accordance with Bank's credit risk management and follow-up principles. The financial position and trading operations of related customers are continuously analyzed and principal and interest payments, scheduled in renegotiation agreement, are strictly controlled by related departments. In the framework of Bank's risk management concept, long term commitments are accepted more risky than short term commitments. Besides, risk limits defined for long term commitments and collaterals that should be taken against long term commitments are handled in a wider range compared to short term commitments.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Indemnified non-cash loans are regarded as the same risk weight with the loans that are pastdue and unpaid.

Banking operations and lending activities carried in foreign countries are not exposed to material credit risks, due to related countries' financial conditions, customers and their operations.

The Bank classifies its past due and impaired receivables as shown below in accordance with the "Regulation on Procedures and Principles for Determination of Qualifications of Loans and Other Receivables and Provisions to be Set Aside".

- for which recovery of principal and interest or both delays from their terms or due dates are more than ninety days but not more than one hundred eighty days are classified as "Group Three- Loans and Other Receivables With Limited Recovery",
- for which recovery of principal and interest or both delays from their terms or due dates are more than one hundred and eighty days but not more one year are classified as "Group Four- Loans and Other Receivables With Suspicious Recovery",
- for which recovery of principal and interest or both delays from their terms or due dates are more than one year are classified as "Group Five Loans and Other Receivables Having the Nature of Loss",

Regardless of the guarantees and pledges received, the Bank provides 20% provision for the Loans and Other Receivables classified in Group Three, by September 30, 2015, 50% provision for the Loans and Other Receivables classified in Group Four and 100% in Group Five. The provision amount is recognized in profit and loss statement of the period.

The Bank's largest 100 cash loan customers compose 26.52% of the total cash loan portfolio (December 31, 2016: 27.22%).

The Bank's largest 100 non-cash loan customers compose 53.48% of the total non-cash loan portfolio (December 31, 2016: 56.13%).

The Bank's largest 100 cash loan customers compose 17.93% of total assets of the Bank and the Bank's largest 100 non-cash loan customers compose 16.99% of total off-balance sheet items (December 31, 2016: 18.78% and 15.50%).

The Bank's largest 200 cash loan customers compose 32.81% of the total cash loan portfolio (December 31, 2016: 33.48%).

The Bank's largest 200 non-cash loan customers compose 65.73% of the total non-cash loan portfolio (December 31, 2016: 68.50%).

The Bank's largest 200 cash loan customers compose 22.18% of total assets of the Bank and the Bank's largest 200 non-cash loan customers compose 20.88% of total off-balance sheet items (December 31, 2016: 23.10% and 18.92%).

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI **EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED** FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

The general provision for credit risk amounts to TL 1,885,493 (December 31, 2016: TL 2,167,443).

| Risk Classifications:  | Current Period<br>Risk Amount <sup>(*)</sup> | Average<br>Risk Amount <sup>(**)</sup> |
|--|--|--|
| Claims on sovereigns and Central Banks   | 93,274,872                                   | 74,840,199                             |
| Claims on regional governments or local authorities                                      | 6,911,090                                    | 5,774,930                              |
| Claims on administrative bodies and other non-commercial undertakings                    | 438,782                                      | 1,100,510                              |
| Claims on multilateral development banks   | 1,583  | 766                                    |
| Claims on international organizations  | -  | -                                      |
| Claims on banks and intermediary institutions  | 15,512,752                                   | 12,469,312                             |
| Claims on corporate  | 86,475,062                                   | 78,889,723                             |
| Claims included in the regulatory retail portfolios                                      | 50,027,447                                   | 47,829,523                             |
| Claims secured by residential property   | 48,390,010                                   | 46,101,812                             |
| Past due loans   | 1,039,387                                    | 1,076,847                              |
| Higher risk categories decided by the Agency   | 220,667                                      | 161,770                                |
| Marketable securities secured by mortgages   | -  | -                                      |
| Securitization exposures   | -  | -                                      |
| Short-term claims and short-term corporate claims on banks and intermediary institutions | -  | -                                      |
| Undertakings for collective investments in mutual funds                                  | 263  | 168                                    |
| Stock Investments  | 2,606,386                                    | 2,358,540                              |
| Other claims   | 8,395,667                                    | 6,816,384                              |

<sup>(°)</sup> Before reducing the credit risk, the rate of the post credit conversion is given.
(°) Average risk amount is calculated based on the arithmetic average of the monthly risk amounts after conversion for January-December 2017 period.

| Risk Classifications:  | Prior Period<br>Risk Amount <sup>(*)</sup> | Average<br>Risk Amount <sup>(**)</sup> |
|--|--|--|
| Claims on sovereigns and Central Banks   | 57,284,685                                 | 61,840,339                             |
| Claims on regional governments or local authorities                                      | 4,754,398                                  | 4,084,408                              |
| Claims on administrative bodies and other non-commercial undertakings                    | 1,310,984                                  | 1,482,636                              |
| Claims on multilateral development banks   | 5  | 128                                    |
| Claims on international organizations  | -  | -                                      |
| Claims on banks and intermediary institutions  | 15,606,113                                 | 12,947,340                             |
| Claims on corporate  | 69,787,149                                 | 64,539,017                             |
| Claims included in the regulatory retail portfolios                                      | 45,724,723                                 | 40,231,116                             |
| Claims secured by residential property   | 43,946,760                                 | 39,721,096                             |
| Past due loans   | 1,093,383                                  | 972,687                                |
| Higher risk categories decided by the Agency   | 288,697                                    | 2,027,588                              |
| Marketable securities secured by mortgages   | -  | -                                      |
| Securitization exposures   | -  | -                                      |
| Short-term claims and short-term corporate claims on banks and intermediary institutions | -  | -                                      |
| Undertakings for collective investments in mutual funds                                  | -  | 5                                      |
| Stock Investments  | 2,124,212                                  | 1,481,117                              |
| Other claims   | 6,149,265                                  | 6,090,464                              |
|  | ·  |  |

<sup>(\*)</sup> Before reducing the credit risk, the rate of the post credit conversion is given.

<sup>(\*\*)</sup> Average risk amount is calculated based on the arithmetic average of the monthly risk amounts after conversion for January-December 2016 period.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI **EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED**

FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

# Risk profile according to the geographical concentration (\*\*\*)

| Current Period   | Claims on<br>sovereigns and<br>Central Banks | Claims on<br>regional<br>governments<br>or local n<br>authorities | Claims on administrative regional podies claims on administrative regional regional and other multilateral Claims on or local non-commercial development international authorities undertakings banks organizations | Claims on inistrative bodies (Laims on and other multilateral Claims on onmercial development international detachings — banks organizations | Claims on<br>banks and<br>intermediary<br>institutions | -          | Gaims included in Claims secured in Claims on the regulatory by residential corporates retail portfolios property | laims secured<br>by residential<br>property | Past due<br>Ioans | Higher risk<br>categories<br>decided by<br>the Board | Secured by Secuments | Short-term short term short term carporate claims and for collective banks and for collective institutions mutual funds investments receivables | Undertakings<br>for collective<br>nvestments in<br>mutual funds | Stock<br>Investments | Other<br>receivables  | Total       |
|--|--|---|---|--|--|------------|---|---|-------------------|--|----------------------|---|---|----------------------|-----------------------|-------------|
| Jomestic   | 84,447,479                                   | 958'206'9   | 438,782   |  | 2,935,346  | 80,320,911 | 50,024,494  | 48,042,681                                  | 1,039,387         |  |                      |   | 263   | 43,370               | 8,395,667             | 282,596,236 |
| U countries  |  |   |   | 1,447  | 10,390,621   |            |   |   |                   | 476  |                      |   |   |                      |                       | 10,392,544  |
| DECD countries (1)   |  |   |   |  | 493,249  |            |   |   |                   |  |                      |   |   |                      |                       | 493,249     |
| Off-shore banking regions                                  |  | 3,234   |   |  | 113,075  | 4,247,432  | 2,953   | 328,856                                     |                   |  |                      |   |   |                      |                       | 4,695,550   |
| JSA, Canada  | 8,827,393                                    |   |   | 136  | 1,390,568  | 1,810,274  |   | 18,473                                      |                   |  |                      |   |   |                      |                       | 12,046,844  |
| Other countries  | ٠  |   |   |  | 84,991   | 96,445     |   |   |                   | 220,191  |                      |   |   |                      |                       | 401,627     |
| Investment and associates, subsidiaries and joint ventures |  |   |   |  | 104,902  |            |   |   |                   |  |                      |   |   | 2,563,016            |                       | 2,667,918   |
| Jndistributed Assets/ Liabilities(")                       |  |   |   |  |  |            |   |   |                   |  |                      |   |   |                      |                       |             |
| Total  | 93,274,872                                   | 6,911,090   | 438,782   | 1,583  | 15,512,752 86,475,062                                  | 86,475,062 | 50,027,447  | 48,390,010 1,039,387                        | 1,039,387         | 220,667  |                      |   | 263   | 2,606,386            | 8,395,667 313,293,968 | 113,293,968 |

<sup>©</sup> OECD countries except from EU countries, USA, Canada.

The assets and liabilities that can not be distributed according to a consistent base.

"" Risk amounts are given before credit risk mitigation, after multiplied by credit risk conversion ratio.

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>> CONVENIENCE TRANSLATION OF PUBLICLY ANNOUNCED UNCONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUEDIN TURKISH, SEE NOTE I. OF SECTION THREE

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017 **EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED**

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

# Risk profile according to the geographical concentration (\*\*\*)

| Prior Period   | daims on<br>sovereigns and<br>Central Banks | claims on eregional governments or local authorities | Claims on administrative regional bodies and enments other or or local commercial duthorities undertakings | Claims on ministrative badies and daims on other non-multilateral commercial development international nederlangs Danks organizations | Claims on<br>ternational<br>ganizations | Claims on<br>banks and<br>intermediary<br>institutions | Claims<br>included in<br>Claims on the regulatory<br>coporates retal portfolios | Claims<br>included in Claims secured<br>Claims on the regulation by residential<br>coporates retal portfolios | sims secured<br>y residential<br>property | Past<br>due loans | Higher risk<br>categories<br>decided by Secured by S<br>the Board mortgages | d by Securitize | Short-term claims and short term corporate claims on banks and tion intermediary ions institutions | Short-term claims and short term claims and short term corporate corporate claims on for collective banks and for collective banks and for collective claims institutions mutual funds in receivables | Stock<br>Investments | Other<br>receivables            | Total      |
|--|---|--|--|---|---|--|---|---|---|-------------------|---|-----------------|--|---|----------------------|---------------------------------|------------|
| Domestic   | 54,506,834                                  | 4,754,398  | 1,310,984  | 22  |   | 5,814,771  | 67,946,762  | 45,723,028  | 43,898,829                                | 1,093,383         | 83,109  |                 |  |   | 27,610               | 6,149,265 231,308,978           | 31,308,978 |
| EU countries   |   |  |  |   |   | 8,194,793  | 32  |   |   |                   |   |                 |  |   |                      |                                 | 8,194,825  |
| OECD countries (7)   |   |  |  |   |   | 13,085   |   |   |   |                   |   |                 |  |   |                      |                                 | 13,085     |
| Off-shore banking regions                                  |   |  |  |   |   |  |   |   |   |                   |   |                 |  |   |                      |                                 |            |
| USA, Canada  | 2,777,851                                   |  |  |   |   | 1,511,754  | 1,748,377   | 1,695   | 47,931                                    |                   |   |                 |  |   |                      |                                 | 6,087,608  |
| Other countries  |   |  |  |   |   | 71,710   | 91,978  |   |   |                   | 205,588   |                 |  |   |                      |                                 | 369,276    |
| Investment and associates, subsidiaries and joint ventures |   |  | ,  |   |   |  |   |   | ,   |                   |   |                 |  |   | 2,096,602            |                                 | 2,096,602  |
| Undistributed Assets/ Liabilities(**)                      | 1   |  |  | 1   |   |  |   |   |   |                   |   |                 |  |   |                      |                                 | '          |
| Total  | 57,284,685                                  | 57,284,685 4,754,398 1,310,984                       | 1,310,984  | 5   |   | 15,606,113   | 69,787,149  | 45,724,723  | 43,946,760 1,093,383                      | 1,093,383         | 288,697   |                 |  |   | . 2,124,212          | 2,124,212 6,149,265 248,070,374 | 18,070,374 |

© OECD countries except from EU countries, USA, Canada.

The assets and liabilities that can not be distributed according to a consistent base.

"" Risk amounts are given before credit risk mitigation, after multiplied by credit risk conversion ratio.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI **EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED**

# FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

# Risk profile according to sectors and counterparties (\*)

| Current Period                       | -                    | 7         | æ       | 4     | 50 | 9            | 7            | ∞                                | 6  | 10        | =       | 12 | 13 | 14 | 15  | 16        | 17        | Ĕ   | £                      | Total       |
|--------------------------------------|----------------------|-----------|---------|-------|----|--------------|--------------|----------------------------------|--|-----------|---------|----|----|----|-----|-----------|-----------|---|------------------------|-------------|
| Agricultural                         | 190,377              | 444       | 10      |       |    |              | 191,847      | 521,938                          | 445,896                                    |           |         |    |    |    |     |           |           | 1,300,468                                     | 50,044                 | 1,350,512   |
| Farming and raising livestock        | 182,614              | 444       | 10      |       |    |              | 190,409      | 495,664                          | 432,391                                    |           |         |    |    |    |     |           |           | 1,253,437                                     | 48,095                 | 1,301,532   |
| Forestry                             | 6,204                |           |         |       |    |              | 12           | 18,521                           | 4,603                                      |           |         |    |    |    |     |           |           | 29,340  |                        | 29,340      |
| Fishing                              | 1,559                |           |         |       |    |              | 1,426        | 7,753                            | 8,902                                      |           |         |    |    |    |     |           |           | 17,691  | 1,949                  | 19,640      |
| Manufacturing                        | 5,105,301            | 187,304   | 61,438  |       |    |              | 35,594,314   | 3,671,243                        | 6,413,129                                  |           |         |    |    |    |     |           |           | 21,480,235                                    | 29,552,494             | 51,032,729  |
| Mining                               | 129,600              |           |         |       |    |              | 2,929,399    | 118,087                          | 145,433                                    |           |         |    |    |    |     |           |           | 645,416                                       | 2,677,103              | 3,322,519   |
| Production                           | 4,897,999            | 30        | 75      |       |    |              | 22, 149,831  | 3,354,038                        | 6,089,190                                  |           |         |    |    |    |     |           |           | 17,587,629                                    | 18,903,534             | 36,491,163  |
| Electric, Gas, Water                 | 77,702               | 187,274   | 61,363  |       |    |              | 10,515,084   | 199,118                          | 178,506                                    |           |         |    |    |    |     |           |           | 3,247,190                                     | 7,971,857              | 11,219,047  |
| Construction                         | 2,952,772            | 890       | 3,395   |       |    |              | 11,066,164   | 2,651,520                        | 6,780,970                                  |           |         |    |    |    |     |           |           | 15,217,010                                    | 8,238,701              | 23,455,711  |
| Services                             | 50,188,812 6,706,806 | 6,706,806 | 176,666 | 1,583 |    | - 15,512,752 | 17,478,456   | 52 17,478,456 6,935,084          | 8,239,232                                  |           | 220,667 |    |    |    | 263 | 43,370    |           | 58,447,114                                    | 47,056,577 105,503,691 | 105,503,691 |
| Wholesale and retail trade           | 6,852                | 232       |         |       |    |              | 16,079       | 3,743                            | 1,784                                      |           |         |    |    |    |     |           |           | 8,929   | 19,761                 | 28,690      |
| Hotel, Food and Beverage Services    | 526,253              | 11        | 263     |       |    |              | 1,726,737    | 777,934                          | 3,323,258                                  |           |         |    |    |    |     |           |           | 2,330,352                                     | 4,024,104              | 6,354,456   |
| Transportation and Telecommunication | 913,632              | 11,378    | 23,397  |       |    |              | 10, 190, 783 | 4,629,489                        | 2,230,411                                  |           |         |    |    |    |     |           |           | 8,059,607                                     | 9,939,483              | 17,999,090  |
| Financial Institutions               | 47,943,735           | 10        | 733     | 1,583 |    | 15,512,752   | 3,704,075    | 146,088                          | 946,723                                    |           | 220,667 |    |    |    | 263 | 43,370    |           | 37,283,253                                    | 31,236,746             | 68,519,999  |
| Real Estate and renting services     | 215,895              |           | 70,183  |       |    |              | 1,095,952    | 1,058,137                        | 919,586                                    |           |         |    |    |    |     |           |           | 2,610,958                                     | 748,795                | 3,359,753   |
| Self-employment services             | 4,905                | 1,513     | 241     |       |    |              | 116          | 2                                |  |           |         |    |    |    |     |           |           | 6,777   |                        | 6,777       |
| Education services                   | 164,013              | 11        | 979     |       |    |              | 232,813      | 128,211                          | 420,193                                    |           |         |    |    |    |     |           |           | 934,571                                       | 11,296                 | 945,867     |
| Health and social services           | 413,527              | 6,693,651 | 81,223  |       |    |              | 511,901      | 191,480                          | 397,277                                    |           |         |    |    |    |     |           | 1         | 7,212,667                                     | 1,076,392              | 8,289,059   |
| Other                                | 34,837,610           | 15,646    | 197,273 |       |    |              | 22,144,281   | 36,247,662                       | 22,144,281 36,247,662 26,510,783 1,039,387 | 1,039,387 |         |    |    |    |     | 2,563,016 | 8,395,667 | 91,221,658                                    | 40,729,667 131,951,325 | 131,951,325 |
| Total                                | 93,274,872           | 6,911,090 | 438,782 | 1,583 |    | - 15,512,752 | 86,475,062   | 86,475,062 50,027,447 48,390,010 | 48,390,010                                 | 1,039,387 | 220,667 |    |    |    | 263 | 2,606,386 | 8,395,667 | 8,395,667 187,666,485 125,627,483 313,293,968 | 125,627,483            | 313,293,968 |

🖰 Risk amounts are given before credit risk mitigation, after multiplied by credit risk conversion ratio.

Claims on sovereigns and Central Banks

Claims on administrative bodies and other non-commercial undertakings Claims on regional governments or local authorities

Claims on multilateral development banks

Claims on international organizations

Claims on banks and intermediary institutions

Claims on corporates

Claims included in the regulatory retail portfolios Claims secured by residential property

Higher risk categories decided by the Board Past due loans

Secured by mortgages

Short-term claims and short term corporate claims on banks and intermediary institutions Undertakings for collective investments in mutual funds

Other receivables

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# >> CONVENIENCE TRANSLATION OF PUBLICLY ANNOUNCED UNCONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUEDIN TURKISH, SEE NOTE I. OF SECTION THREE

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017 **EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED**

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

# Risk profile according to sectors and counterparties $(^\circ)$

| Prior Period                         | -                              | 2         | m         | 4 | 15    | 9   | 7            | ∞                               | 6         | 10        | Ξ       | 12 | 13 | 14 | 15  | 16  | 17         | =  | ñ          | Total      |
|--------------------------------------|--------------------------------|-----------|-----------|---|-------|---|--------------|---------------------------------|-----------|-----------|---------|----|----|----|-----|---|------------|--|------------|------------|
| Agricultural                         | 2,235                          | 54        | 207,563   |   |       | 1,1   | 1,140,397    | 628,586                         | 667,275   |           |         |    |    |    |     |   |            | 1,874,122                                  | 771,988    | 2,646,110  |
| Farming and raising livestock        | 1,762                          | 54        | 207,563   |   |       |   | 839,819      | 570,802                         | 628,684   |           |         |    |    |    |     |   |            | 1,745,073                                  | 503,611    | 2,248,684  |
| Forestry                             | 471                            |           |           |   |       |   | 258,641      | 29,458                          | 19,454    |           |         |    |    |    |     |   |            | 80,550                                     | 227,474    | 308,024    |
| Fishing                              | 2                              |           |           |   |       |   | 41,937       | 28,326                          | 19,137    |           |         |    |    |    |     |   |            | 48,499                                     | 40,903     | 89,402     |
| Manufacturing                        | 5,917                          | 570       | 171,838   |   |       | 3000  | 30,027,301 4 | 4,011,585                       | 5,229,920 |           |         |    |    |    |     |   |            | - 13,824,770 25,622,361 39,447,131         | 15,622,361 | 39,447,131 |
| Mining                               | 202                            |           | 6,712     |   |       | 1 .   | 1,335,027    | 156,918                         | 211,494   |           |         |    |    |    |     |   |            | 487,832                                    | 1,223,026  | 1,710,858  |
| Production                           | 5,210                          | 23        | 49,004    |   |       | - 19,   | 19,839,469   | 3,721,968                       | 4,890,928 |           |         |    |    |    |     |   |            | 11,425,080                                 | 17,081,522 | 28,506,602 |
| Electric, Gas, Water                 |                                | 547       | 116,122   |   |       | 80  | 8,852,805    | 132,699                         | 127,498   |           |         |    |    |    |     |   |            | 1,911,858                                  | 7,317,813  | 9,229,671  |
| Construction                         | 434                            | 105       | 73,780    |   |       | - 10,2  | 84,903       | 10,284,903 2,626,315 5,891,522  | 5,891,522 |           |         |    |    |    |     |   |            | 10,986,335 7,890,724 18,877,059            | 7,890,724  | 18,877,059 |
| Services                             | 34,861,036 4,624,122           | 4,624,122 | 700,689   |   | - 15, | ,605,640 22,800,714 12,764,923 15,372,178               | 100,714 1    | 1,764,923 1                     | 5,372,178 |           | 205,588 |    |    |    |     | 27,610  | 9 -        | 64,892,821 42,069,679 106,962,500          | 12,069,679 | 06,962,500 |
| Wholesale and retail trade           | 184,370                        | 583       | 43        |   |       | %   | 8,480,102    | 7,441,861                       | 8,473,191 |           |         |    |    |    |     |   |            | 18,799,413                                 | 5,780,737  | 24,580,150 |
| Hotel, Food and Beverage Services    | 2,282                          | 17        | 64        |   |       | - 2,  | 2,364,966    | 498,907                         | 3,130,880 |           |         |    |    |    |     |   |            | 1,372,446                                  | 4,624,670  | 5,997,116  |
| Transportation and Telecommunication | 283                            | 7,555     | 365,545   |   |       | . 7,  | 7,648,521    | 4,174,378                       | 1,476,312 |           |         |    |    |    |     |   |            | 6,056,650                                  | 7,615,944  | 13,672,594 |
| Financial Institutions               | 34,446,465                     | 7         | 1,010     |   | 1.    | 5,605,640 3,  | 3,098,274    | 50,347                          | 1,086,383 |           | 205,588 |    |    |    |     | 27,610  |            | 31,936,658                                 | 22,584,666 | 54,521,324 |
| Real Estate and renting services     |                                |           | 4         |   |       |   | 275, 182     | 133, 166                        | 489,797   |           |         |    |    |    |     |   |            | 398,126                                    | 500,023    | 898,149    |
| Self-employment services             | 480                            | 1,254     | 16,839    |   |       |   | 424          | 89                              |           |           |         |    |    |    |     |   |            | 19,065                                     |            | 19,065     |
| Education services                   | 51,275                         | 32        | 1,026     |   |       |   | 365,576      | 100,796                         | 292,437   |           |         |    |    |    |     |   |            | 774,076                                    | 37,066     | 811,142    |
| Health and social services           | 175,881                        | 4,614,674 | 316,158   |   |       |   | 699'295      | 365,400                         | 423, 178  |           |         |    |    |    |     |   |            | 5,536,387                                  | 926,573    | 6,462,960  |
| Other                                | 22,415,063                     | 129,547   | 157,114   | 2 |       | 473 5,5   | 33,834 2     | 5,533,834 25,693,314 16,785,865 |           | 1,093,383 | 83,109  |    |    |    | - 2 | 2,096,602 6,  | 149,265 5  | 6,149,265 55,493,437 24,644,137 80,137,574 | 24,644,137 | 80,137,574 |
| Total                                | 57,284,685 4,754,398 1,310,984 | 4,754,398 | 1,310,984 | 2 | - 15  | - 15,606,113 69,787,149 45,724,723 43,946,760 1,093,383 | 87,149 4     | 5,724,723 4                     | 3,946,760 | 1,093,383 | 288,697 |    |    |    |     | 2,124,212 6,149,265 147,071,485 100,998,889 248,070,374 | 149,265 14 | 17,071,485 1                               | 688'866'00 | 48,070,374 |

(") Risk amounts are given before credit risk mitigation, after multiplied by credit risk conversion ratio

- Claims on sovereigns and Central Banks
- Claims on regional governments or local authorities
- Claims on administrative bodies and other non-commercial undertakings
  - Claims on multilateral development banks
- Claims on international organizations
- Claims on banks and intermediary institutions Claims on corporates
- Claims included in the regulatory retail portfolios Claims secured by residential property
- Higher risk categories decided by the Board

- Short-term claims and short term corporate claims on banks and intermediary institutions
  - Undertakings for collective investments in mutual funds

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Distribution of maturity risk factors according to their outstanding maturities (\*)

### Risk Classifications-Current Period According to their outstanding maturities

|   |            | 4.5. (1   |            | 4.45 .11   | 1 year and  |
|---|------------|-----------|------------|------------|-------------|
|   | 1 month    | 1-3 month | 3-6 month  | 6-12 month | over        |
| Claims on sovereigns and Central Banks                                | 6,977,725  | 252,551   | 758,827    | 1,571,397  | 83,714,372  |
| Claims on regional governments or local authorities                   | 9,682      | 9,196     | 28,124     | 235,613    | 6,628,475   |
| Claims on administrative bodies and other non-commercial undertakings | 1,426      | 1,690     | 3,390      | 66,488     | 365,788     |
| Claims on multilateral development banks                              | 1,583      | -         | -          | -          | -           |
| Claims on international organizations                                 | -          | -         | -          | -          | -           |
| Claims on banks and intermediary institutions                         | 3,692,962  | 1,869,140 | 240,445    | 57,924     | 9,652,281   |
| Claims on corporate   | 2,712,960  | 4,078,255 | 6,484,943  | 12,519,643 | 60,679,261  |
| Claims included in the regulatory retail portfolios                   | 592,658    | 1,398,041 | 2,388,791  | 5,872,574  | 39,775,383  |
| Claims secured by residential property                                | 715,960    | 1,295,000 | 2,647,802  | 6,139,142  | 37,592,106  |
| Past due loans  | -          | -         | -          | -          | 1,039,387   |
| Higher risk categories decided by the Agency                          | 4,083      | 1,105     | 2,265      | 887        | 212,327     |
| Marketable securities secured by mortgages                            | -          | -         | -          | -          | -           |
| Securitization exposures  | -          | -         | -          | -          | -           |
| Short-term claims and short-term corporate claims on banks and        |            |           |            |            |             |
| intermediary institutions   | -          | -         | -          | -          | -           |
| Undertakings for collective investments in mutual funds               | -          | -         | -          | -          | 263         |
| Stock Investments   | -          | -         | -          | -          | 2,606,386   |
| Other claims  | -          | -         | -          | -          | 8,395,667   |
| Total   | 14,709,039 | 8,904,978 | 12,554,587 | 26,463,668 | 250,661,696 |

<sup>(\*)</sup> Risk amounts are given before credit risk mitigation, after multiplied by credit risk conversion ratio.

### Distribution of maturity risk factors according to their outstanding maturities (\*)

### Risk Classifications-Prior Period According to their outstanding maturities

| KISK Classifications 1 flor 1 criod  |            | According to th | cii oatstalialii | , motorities | 103                |  |  |
|--|------------|-----------------|------------------|--------------|--------------------|--|--|
|  | 1 month    | 1-3 month       | 3-6 month        | 6-12 month   | 1 year and<br>over |  |  |
| Claims on sovereigns and Central Banks   | 5,152,323  | 225,795         | 409,148          | 1,583,377    | 49,914,042         |  |  |
| Claims on regional governments or local authorities                                      | 1,782      | 21,645          | 28,086           | 388,267      | 4,314,618          |  |  |
| Claims on administrative bodies and other non-commercial undertakings                    | 42,633     | 278,512         | 9,991            | 64,845       | 915,003            |  |  |
| Claims on multilateral development banks   | -          | -               | -                | -            | 5                  |  |  |
| Claims on international organizations  | -          | -               | -                | -            | -                  |  |  |
| Claims on banks and intermediary institutions  | 5,786,026  | 1,671,798       | 269,398          | 481,624      | 7,397,267          |  |  |
| Claims on corporate  | 2,015,469  | 3,296,230       | 5,939,490        | 9,868,195    | 48,667,765         |  |  |
| Claims included in the regulatory retail portfolios                                      | 716,137    | 1,483,217       | 2,596,991        | 6,293,038    | 34,635,340         |  |  |
| Claims secured by residential property   | 672,308    | 1,262,277       | 2,192,724        | 5,051,029    | 34,768,422         |  |  |
| Past due loans   | -          | -               | -                | -            | 1,093,383          |  |  |
| Higher risk categories decided by the Agency   | -          | 300             | -                | -            | 288,397            |  |  |
| Marketable securities secured by mortgages   | -          | -               | -                | -            | -                  |  |  |
| Securitization exposures   | -          | -               | -                | -            | -                  |  |  |
| Short-term claims and short-term corporate claims on banks and intermediary institutions | -          | -               | -                | -            | -                  |  |  |
| Undertakings for collective investments in mutual funds                                  | -          | -               | -                | -            | -                  |  |  |
| Stock Investments  | -          | -               | -                | -            | 2,124,212          |  |  |
| Other claims   | -          | -               | -                | -            | 6,149,265          |  |  |
| Total  | 14,386,678 | 8,239,774       | 11,445,828       | 23,730,375   | 190,267,719        |  |  |
|  |            |                 |                  |              |                    |  |  |

<sup>(\*)</sup> Risk amounts are given before credit risk mitigation, after multiplied by credit risk conversion ratio.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Risk balances according to risk weights

### **Risk Weights**

|   |            |     |           |            |            |            |             |         |      |      |       | Deductions<br>from the<br>hareholders' |
|---|------------|-----|-----------|------------|------------|------------|-------------|---------|------|------|-------|--|
| Current Period                          | 0%         | 10% | 20%       | 35%        | 50%        | 75%        | 100%        | 150%    | 200% | 250% | 1250% | equity                                 |
| Pre-Amount of Credit Risk<br>Mitigation | 85,170,351 | -   | 5,735,499 | 23,271,806 | 44,311,654 | 50,027,447 | 104,556,544 | 220,667 | -    | -    | -     | 395,302                                |
| Amount after Credit Risk<br>Mitigation  | 88,234,001 | -   | 4,128,073 | 23,271,806 | 46,849,682 | 49,693,331 | 100,896,408 | 220,667 | -    | -    | -     | 395,302                                |

### **Risk Weights**

|   |            |     |           |            |            |            |            |         |      |        |       | from the areholders' |
|---|------------|-----|-----------|------------|------------|------------|------------|---------|------|--------|-------|----------------------|
| Prior Period                            | 0%         | 10% | 20%       | 35%        | 50%        | 75%        | 100%       | 150%    | 200% | 250%   | 1250% | equity               |
| Pre-Amount of Credit Risk<br>Mitigation | 32,055,602 | =   | 9,195,120 | 21,214,639 | 55,183,682 | 45,724,723 | 84,407,911 | 205,588 | -    | 83,109 | -     | 465,466              |
| Amount after Credit Risk<br>Mitigation  | 39,236,688 | -   | 3,636,014 | 21,214,639 | 57,187,435 | 45,433,669 | 81,073,232 | 205,588 | -    | 83,109 | -     | 465,466              |

Credit rating of the credit rating agency, related to the Bank's Capital Adequacy Assessment of the Measurement is listed in Appendix 1 which corresponds to the credit quality step that is given in the table below.

| Ratings Matched             | Credit Quality Rank | Fitch                 |  |  |  |  |
|-----------------------------|---------------------|-----------------------|--|--|--|--|
|                             | 1                   | Between AAA and AA-   |  |  |  |  |
| <del>-</del>                | 2                   | Between A+ and A-     |  |  |  |  |
| Long Torm Credit Datings    | 3                   | Between BBB+ and BBB- |  |  |  |  |
| Long Term Credit Ratings –  | 4                   | Between BB+ and BB-   |  |  |  |  |
| _                           | 5                   | Between B+ and B-     |  |  |  |  |
| _                           | 6                   | CCC+ and below        |  |  |  |  |
|                             | 1                   | Between F1+ and F1    |  |  |  |  |
| _                           | 2                   | F2                    |  |  |  |  |
| Chart Tarm Cradit Datings   | 3                   | F3                    |  |  |  |  |
| Short Term Credit Ratings – | 4                   | F3 and below          |  |  |  |  |
| _                           | 5                   | -                     |  |  |  |  |
| _                           | 6                   | -                     |  |  |  |  |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### **Information According to Sectors and Counterparties**

|                                      |              | Loans         |                            |            |  |
|--------------------------------------|--------------|---------------|----------------------------|------------|--|
| Current Period                       | Impaired (°) | Past Due (**) | Value<br>Adjustments (***) | Provisions |  |
| Agricultural                         | 49,564       | 73,741        | 1,420                      | 40,488     |  |
| Farming and raising livestock        | 45,271       | 72,536        | 1,395                      | 36,982     |  |
| Forestry                             | 2,207        | 923           | 20                         | 2,042      |  |
| Fishing                              | 2,086        | 282           | 5                          | 1,464      |  |
| Manufacturing                        | 1,418,585    | 662,702       | 18,754                     | 1,152,837  |  |
| Mining                               | 113,934      | 71,292        | 1,641                      | 110,219    |  |
| Production                           | 1,298,469    | 502,312       | 13,001                     | 1,036,732  |  |
| Electric, Gas, Water                 | 6,182        | 89,098        | 4,112                      | 5,886      |  |
| Construction                         | 791,869      | 580,653       | 12,394                     | 702,786    |  |
| Services                             | 2,913,617    | 2,982,220     | 68,074                     | 2,525,464  |  |
| Wholesale and retail trade           | 2,049,107    | 1,114,163     | 25,183                     | 1,804,680  |  |
| Hotel, Food and Beverage Services    | 103,954      | 187,259       | 3,844                      | 90,251     |  |
| Transportation and telecommunication | 391,091      | 759,229       | 13,311                     | 332,833    |  |
| Financial Institutions               | 15,550       | 15,741        | 203                        | 14,680     |  |
| Real estate and renting services     | 61,752       | 835,721       | 16,650                     | 53,351     |  |
| Self-employment services             | 183,449      | 6,922         | 7,555                      | 150,312    |  |
| Education services                   | 18,070       | 40,977        | 938                        | 17,454     |  |
| Health and social services           | 90,644       | 22,208        | 390                        | 61,903     |  |
| <b>Other</b>                         | 2,464,571    | 4,232,963     | 213,400                    | 2,177,244  |  |
| Total                                | 7,638,206    | 8,532,279     | 314,042                    | 6,598,819  |  |

<sup>(\*)</sup> Impaired loans are composed of group three, four and five loans.

<sup>(\*\*\*)</sup> Value adjustments represents general provisions of non-performing loans.

|                                      | Loans        |               |                            |            |
|--------------------------------------|--------------|---------------|----------------------------|------------|
| Prior Period                         | Impaired (*) | Past Due (**) | Value<br>Adjustments (***) | Provisions |
| Agricultural                         | 116,924      |               | <u> </u>                   | 99,522     |
|                                      |              | 56,562        | 1,580                      |            |
| Farming and raising livestock        | 106,265      | 51,912        | 1,424                      | 90,495     |
| Forestry                             | 7,848        | 3,064         | 91                         | 6,997      |
| Fishing                              | 2,811        | 1,586         | 65                         | 2,030      |
| Manufacturing                        | 1,112,305    | 572,232       | 15,267                     | 983,726    |
| Mining                               | 41,038       | 69,885        | 1,436                      | 36,879     |
| Production                           | 1,060,170    | 490,172       | 13,644                     | 937,638    |
| Electric, Gas, Water                 | 11,097       | 12,175        | 187                        | 9,209      |
| Construction                         | 599,481      | 235,419       | 8,541                      | 526,093    |
| Services                             | 1,739,620    | 2,237,522     | 49,129                     | 1,452,901  |
| Wholesale and retail trade           | 1,229,957    | 607,124       | 18,008                     | 1,014,712  |
| Hotel, Food and Beverage Services    | 81,173       | 97,034        | 2,808                      | 62,466     |
| Transportation and telecommunication | 229,301      | 1,228,172     | 20,804                     | 195,486    |
| Financial Institutions               | 5,635        | 1,950         | 58                         | 4,791      |
| Real estate and renting services     | 9,400        | 32,707        | 1, 104                     | 7,794      |
| Self-employment services             | 112,056      | 183,281       | 3,788                      | 103,965    |
| Education services                   | 16,788       | 20,255        | 721                        | 13,270     |
| Health and social services           | 55,310       | 66,999        | 1,838                      | 50,417     |
| Other                                | 2,845,173    | 3,215,435     | 232,451                    | 2,257,878  |
| Total                                | 6,413,503    | 6,317,170     | 306,968                    | 5,320,120  |

<sup>(\*)</sup> Impaired loans are composed of group three, four and five loans.

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<sup>(&</sup>quot;) Past due loans and other receivables consist of loans and other receivables that are past due up to ninety days.

<sup>(\*\*)</sup> Past due loans and other receivables consist of loans and other receivables that are past due up to ninety days.

<sup>(\*\*\*)</sup> Value adjustments represents general provisions of non-performing loans.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Information on Changes in Value Adjustments and Credit Provisions

|                     | P                      | Provisions amounts             |                                   |                                     |                 |
|---------------------|------------------------|--------------------------------|-----------------------------------|-------------------------------------|-----------------|
| Current Period      | The opening<br>Balance | set aside during<br>the period | The cancelation of the provisions | Other<br>Adjustments <sup>(*)</sup> | Closing Balance |
| Specific Provisions | 5,320,120              | 2,194,095                      | (936,786)                         | 21,390                              | 6,598,819       |
| General Provisions  | 2,167,443              | 208                            | (280,949)                         | (1,209)                             | 1,885,493       |

<sup>(\*)</sup> Includes effect of currency translations differences and other provisions' classifications.

<sup>(\*\*)</sup> The TL 500,000 which occurs under the General Provisions on the current period, has been cancelled as of December 31, 2017, and free provision was made in the same amount.

|                     | F                      | Provisions amounts             |                                   |                                     |                 |
|---------------------|------------------------|--------------------------------|-----------------------------------|-------------------------------------|-----------------|
| Prior Period        | The opening<br>Balance | set aside during<br>the period | The cancelation of the provisions | Other<br>Adjustments <sup>(*)</sup> | Closing Balance |
| Specific Provisions | 4,044,038              | 1,935,699                      | (665,884)                         | 6,267                               | 5,320,120       |
| General Provisions  | 1,957,603              | 213,855                        | -                                 | (4,015)                             | 2,167,443       |

<sup>(\*)</sup> Includes effect of currency translations differences and other provisions' classifications

### Fair value of collateral held against impaired loans

|                     | December 31, 2017 Dece | December 31, 2017 December 31, 2016 |  |  |
|---------------------|------------------------|-------------------------------------|--|--|
| Cash collateral (*) | -                      |                                     |  |  |
| Mortgage            | 3,059,895              | 2,484,686                           |  |  |
| Promissory note (*) | -                      | _                                   |  |  |
| Others (**)         | 4,578,311              | 3,928,817                           |  |  |
| Total               | 7,638,206              | 6,413,503                           |  |  |

<sup>(\*)</sup> As a policy, it is aimed to utilize from cash collateral or liquidate promissory note for an impaired loan collateralized by cash collateral or promissory note to cover the credit risk. Hence, cash collateral and promissory note are shown as zero in the table above.

### The detail of collateral held against performing cash and non-cash loans by the Bank

| Cash loans   | December 31, 2017 | December 31, 2016 |
|--|-------------------|-------------------|
| Secured Loans:   | 142,928,602       | 113,223,472       |
| Secured by mortgages   | 46,667,479        | 43,001,264        |
| Secured by cash collateral   | 803,321           | 974,445           |
| Guarantees issued by financial institutions  | 434,954           | 357,875           |
| Secured by government institutions or government securities                              | 19,124,808        | 2,420,844         |
| Other collateral (pledge on assets, corporate and personal guarantees, promissory notes) | 75,898,040        | 66,469,044        |
| Unsecured Loans  | 40,003,626        | 33,395,520        |
| Total performing loans   | 182,932,228       | 146,618,992       |
| Non-cash loans   | December 31, 2017 | December 31, 2016 |
| Secured Loans:   | 24,286,702        | 16,831,079        |
| Secured by mortgages   | 3,210,379         | 2,105,139         |
| Secured by cash collateral   | 149,782           | 126,564           |
| Guarantees issued by financial institutions  | 158,194           | 240,422           |
| Secured by government institutions or government securities                              | 570,608           | -                 |
| Other collateral (pledge on assets, corporate and personal guarantees, promissory notes) | 20,197,739        | 14,358,954        |
| Unsecured Loans  | 26,480,882        | 23,617,345        |
| Total non-cash loans   | 50,767,584        | 40,448,424        |

<sup>(\*\*)</sup> Sureties obtained for impaired loans are presented in this raw to the extent that the amount does not exceed the amount of impaired loans.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Exposures subject to countercyclical capital buffer

**Current Period** 

| Country       | RWA Calculations<br>for Private Sector<br>Loans in Banking<br>Book | RWA calculations<br>for Trading Book | Total       |
|---------------|--|--------------------------------------|-------------|
| Turkey        | 155,241,676  | -                                    | 155,241,676 |
| United States | 2,078,814  | -                                    | 2,078,814   |
| England       | 1,690,247  | -                                    | 1,690,247   |
| France        | 1,360,764  | -                                    | 1,360,764   |
| Iraq          | 414,494  | -                                    | 414,494     |
| Switzerland   | 72,579   | -                                    | 72,579      |
| Netherlands   | 262,142  | -                                    | 262,142     |
| Germany       | 28,984   | -                                    | 28,984      |
| Austria       | 114,367  | -                                    | 114,367     |
| Lebanon       | 30,841   | -                                    | 30,841      |
| Other         | 4,536,296  | -                                    | 4,536,296   |
| Total         | 165,831,204  | -                                    | 165,831,204 |

Prior Period

| Country       | RWA Calculations<br>for Private Sector<br>Loans in Banking<br>Book | RWA calculations<br>for Trading Book | Total       |
|---------------|--|--------------------------------------|-------------|
| Turkey        | 131,496,703  | -                                    | 131,496,703 |
| United States | 2,133,393  | -                                    | 2,133,393   |
| England       | 918,231  | -                                    | 918,231     |
| France        | 630,245  | -                                    | 630,245     |
| Iraq          | 400,361  | -                                    | 400,361     |
| Switzerland   | 245,149  | -                                    | 245,149     |
| Netherlands   | 94,423   | -                                    | 94,423      |
| Germany       | 34,316   | -                                    | 34,316      |
| Austria       | 21,172   | -                                    | 21,172      |
| Albania       | 15,201   | -                                    | 15,201      |
| Other         | 2,709,410  | -                                    | 2,709,410   |
| Total         | 138,698,604  | -                                    | 138,698,604 |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### III. FOREIGN CURRENCY EXCHANCE RISK

Foreign exchange risk that the Bank exposed to, estimation of effects of exposures, and the limits set by the Board of Directors of the Bank for the positions being monitored on a daily basis

The Standard Method which is also used in the legal reporting is used in measuring the currency risk of the Bank.

All of the foreign currency assets and liabilities and the forward foreign-currency transactions are taken into consideration in calculating the capital obligation for the currency risk. The net long and short positions are calculated in Turkish Lira equivalent of the each currency. The position with the biggest absolute value is determined as the base amount for the capital obligation and the capital obligation is calculated at that amount.

### The magnitude of hedging foreign currency debt instruments and net investment in foreign operations by using derivatives

As at December 31, 2017 and December 31, 2016 the Bank does not have derivative financial instruments held for risk management.

### Foreign exchange risk management policy

Risk policy of the Bank is based on the transactions within the limits and keeping the currency position well-balanced.

In the light of the national legislations and international applications, the Bank has established a foreign currency risk management policy that enables the Bank to take position between lower and upper limits determined in respect of the current equity profile. Speculative position is not held by the Bank.

The Bank's effective exchange rates at the date of balance sheet and for the last five working days of the period announced by the Bank in TL are as follows:

|   | US Dollar | Euro   |
|---|-----------|--------|
| The Bank's foreign currency purchase rate at the balance sheet date     | 3.7800    | 4.5230 |
| Foreign currency purchase rates for the days before balance sheet date; |           |        |
| Day 1   | 3.7757    | 4.5106 |
| Day 2   | 3.8241    | 4.5514 |
| Day 3   | 3.8073    | 4.5139 |
| Day 4   | 3.8037    | 4.5177 |
| Day 5   | 3.8190    | 4.5271 |
|   | US Dollar | Euro   |
| Last 30-days arithmetical average rate                                  | 3.8678    | 4.5781 |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Information on currency risk

| Current Period  | Euro        | US Dollar   | Other FC    | Total       |
|---|-------------|-------------|-------------|-------------|
| Assets:   |             |             |             |             |
| Cash and balances with the Central Bank of Republic of Turkey | 3,779,428   | 14,497,302  | 6,346,773   | 24,623,503  |
| Banks   | 1,273,439   | 9,858,720   | 447,117     | 11,579,276  |
| Financial assets at fair value through profit or loss (1)     | -           | 120,612     | -           | 120,612     |
| Interbank money market placements                             | -           | -           | -           | _           |
| Available-for-sale financial assets                           | 310,561     | 827,117     | -           | 1,137,678   |
| Loans and receivables (2)                                     | 25,182,315  | 32,205,844  | 74,494      | 57,462,653  |
| Associates, subsidiaries and joint-ventures                   | 362,248     | -           | -           | 362,248     |
| Held-to-maturity investments                                  | 570,123     | 3,960,542   | -           | 4,530,665   |
| Derivative financial assets held for risk management purpose  | -           | -           | -           |             |
| Tangible assets   | -           | 7,619       | -           | 7,619       |
| Intangible assets   | -           | -           | -           | -           |
| Other assets (3)  | 1,011,192   | 2,519,359   | 265         | 3,530,816   |
| Total assets  | 32,489,306  | 63,997,115  | 6,868,649   | 103,355,070 |
| Liabilities:  |             |             |             |             |
| Bank deposits   | 368,654     | 7,583,592   | 313,320     | 8,265,566   |
| Foreign currency deposits                                     | 16,679,420  | 24,922,159  | 1,877,353   | 43,478,932  |
| Interbank money market takings                                | -           | 3,571,811   | -           | 3,571,811   |
| Other funding   | 11,449,619  | 16,189,470  | -           | 27,639,089  |
| Securities issued   | 4,681,410   | 8,360,569   | -           | 13,041,979  |
| Miscellaneous payables  | 714,678     | 25,393      | 58,034      | 798,105     |
| Derivative financial liabilities held for risk                | -           | -           | -           | -           |
| Other liabilities (1) (4)                                     | 213,032     | 8,123,311   | 11,782      | 8,348,125   |
| Total liabilities   | 34,106,813  | 68,776,305  | 2,260,489   | 105,143,607 |
| Net 'on balance sheet' position                               | (1,617,507) | (4,779,190) | 4,608,160   | (1,788,537) |
| Net 'off-balance sheet' position                              | 1,768,133   | 5,432,457   | (4,605,831) | 2,594,759   |
| Derivative assets (6)   | 4,654,449   | 18,670,060  | 270,591     | 23,595,100  |
| Derivative liabilities (6)                                    | 2,886,316   | 13,237,603  | 4,876,422   | 21,000,341  |
| Non-cash loans <sup>(5)</sup>                                 | 5,608,465   | 12,773,104  | 276,093     | 18,657,662  |
| Prior Period  | Euro        | US Dollar   | Other FC    | Total       |
| Total assets  | 26,354,962  | 52,932,124  | 4,719,504   | 84,006,590  |
| Total liabilities   | 26,674,021  | 54,128,445  | 1,436,505   | 82,238,971  |
| Net 'on balance sheet' position                               | (319,059)   | (1,196,321) | 3,282,999   | 1,767,619   |
| Net 'off-balance sheet' position                              | 343,259     | 3,068,001   | (3,282,690) | 128,570     |
| Derivative assets (6)   | 3,404,136   | 21,698,055  | 290,944     | 25,393,135  |
| Derivative liabilities (6)                                    | 3,060,877   | 18,630,054  | 3,573,634   | 25,264,565  |
| Non-cash loans (5)  | 4,075,023   | 9,339,767   | 290,178     | 13,704,968  |

<sup>(1).</sup> Derivative financial assets amounting to TL 13,988 (December 31, 2016: TL 20,534) and liabilities amounting to TL 34,450 (December 31, 2016: TL 33,606) resulting from changes in foreign exchange rates are not included.

<sup>(2).</sup> Foreign currency indexed loans amounting to TL 4,702,183 (December 31, 2016: TL 4,493,820) which are presented in TL column in the balance sheet are included in the table above.

<sup>(3)</sup> Prepaid expenses amounting to TL 91,557 (December 31, 2016: TL 76,295) is not included.

<sup>(4)</sup> Unearned revenues amounting to TL 189,318 (December 31, 2016: TL 158,497), deferred tax liabilities amounting to TL 47,679 (December 31, 2016: None) and equities amounting to TL 195,883 (December 31, 2016: TL 202,857) are not included.

<sup>(5)</sup> Non-cash loans are not taken into consideration in the calculation of the net 'off-balance sheet' position.

<sup>(6).</sup> Asset purchase commitments amounting to TL 232,555 (December 31, 2016: TL 918,356) and asset sales commitments amounting to TL 728,635 (December 31, 2016: TL 583,699) are included.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Exposure to currency risk

10 percent appreciation of the TL against the following currencies as at and for the year ended December 31, 2017 and 2016 would have effect on equity and profit or loss (without tax effects) by the amounts shown below.

This analysis assumes that all other variables, in particular interest rates, remain constant.

|                            | December 31, 2017 |                       | December 31, 2016 |            |
|----------------------------|-------------------|-----------------------|-------------------|------------|
|                            | Profit or loss    | Equity <sup>(*)</sup> | Profit or loss    | Equity (*) |
| US Dollar                  | 64,565            | 64,565                | 186,375           | 186,375    |
| Euro                       | (21,162)          | (21,162)              | (40,991)          | (40,991)   |
| Other currencies           | 233               | 233                   | 31                | 31         |
| Total, net <sup>(**)</sup> | 43,636            | 43,636                | 145,415           | 145,415    |

<sup>(\*)</sup> Equity effect also includes profit or loss effect of 10% devaluation of TL against related currencies.

10 percent appreciation of the TL against the following currencies as at and for the year ended December 31, 2017 and 2016 would have effect on equity and profit or loss (without tax effects) by the amounts shown below.

|                            | December 31, 2017 |            | December 31, 2016 |            |
|----------------------------|-------------------|------------|-------------------|------------|
|                            | Profit or loss    | Equity (*) | Profit or loss    | Equity (*) |
| US Dollar                  | (64,565)          | (64,565)   | (186,375)         | (186,375)  |
| Euro                       | 21,162            | 21,162     | 40,991            | 40,991     |
| Other currencies           | (233)             | (233)      | (31)              | (31)       |
| Total, net <sup>(**)</sup> | (43,636)          | (43,636)   | (145,415)         | (145,415)  |

<sup>(\*)</sup> Equity effect also includes profit or loss effect of 10% revaluation of TL against related currencies.

### IV. INTEREST RATE RISK

Interest sensitivity of assets, liabilities and off-balance sheet items is evaluated during the weekly Assets-Liabilities Committee meetings taking into account the developments in market conditions.

Bank's interest rate risk is measured by the standard method.

Measurements for standard method are carried out monthly using the maturity ladder table.

<sup>(\*\*)</sup> Associates, subsidiaries, joint ventures, tangible and intangible assets are not included to the analysis.

<sup>(\*\*)</sup> Associates, subsidiaries, joint ventures, tangible and intangible assets are not included to the analysis.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Interest rate sensitivity of assets, liabilities and off balance sheet items based on repricing dates

| Current Period                                     | Up to 1 Month | 1-3 Months   | 3-12 Months                           | 1-5 Years   | 5 Years<br>and Over | Non-Interest<br>Bearing | Total        |
|--|---------------|--------------|---------------------------------------|-------------|---------------------|-------------------------|--------------|
| Assets:  | op to 1 month | 1 5 Months   | 3 12 Months                           | 1 3 10013   | did Over            | bearing                 |              |
| Cash and balances with CBRT                        | 16,440,969    | -            | -                                     | -           | -                   | 12,203,855              | 28,644,824   |
| Banks  | 10,420,962    | 339,044      | 8,187                                 | -           | -                   | 1,119,635               | 11,887,828   |
| Financial assets at fair value through profit/loss | 362,422       | 478,847      | 160,593                               | 821,339     | 113,324             | 263                     | 1,936,788    |
| Interbank money market placements                  | 1,652,102     | -            | -                                     | -           | -                   | -                       | 1,652,102    |
| Available-for-sale financial assets                | 3,068,976     | 1,572,628    | 4,215,856                             | 3,919,288   | 729,596             | 43,370                  | 13,549,714   |
| Loans and receivables                              | 80,792,041    | 10,839,504   | 31,219,398                            | 40,081,705  | 19,999,580          | 1,039,387               | 183,971,615  |
| Held-to-maturity investments                       | 986,375       | 2,743,646    | 6,217,027                             | 4,327,554   | 2,491,469           | -                       | 16,766,071   |
| Other assets (*)                                   | 10,495        | 7            | 253                                   | 361         | -                   | 12,151,652              | 12,162,768   |
| Total assets                                       | 113,734,342   | 15,973,676   | 41,821,314                            | 49,150,247  | 23,333,969          | 26,558,162              | 270,571,710  |
| Liabilities:                                       |               |              | · · · · · · · · · · · · · · · · · · · |             |                     |                         |              |
| Bank deposits                                      | 8,268,276     | 842,741      | 177,301                               | -           | -                   | 489,785                 | 9,778,103    |
| Other deposits                                     | 82,004,246    | 23,910,761   | 9,926,461                             | 30,065      | -                   | 29,627,486              | 145,499,019  |
| Interbank money market takings                     | 21,616,184    | -            | 140,509                               | 449,402     | 64,742              | -                       | 22,270,837   |
| Miscellaneous payables                             | =             | -            | -                                     | -           | -                   | 6,848,328               | 6,848,328    |
| Securities issued                                  | 1,089,758     | 2,007,529    | 5,838,303                             | 9,383,681   | 1,165,827           | -                       | 19,485,098   |
| Funds borrowed                                     | 8,690,010     | 11,049,075   | 5,215,950                             | 1,453,908   | 1,663,576           | 235,102                 | 28,307,621   |
| Other liabilities (**)                             | 21,457        | 175,115      | 517,987                               | 4,116,157   | 2,292,989           | 31,258,999              | 38,382,704   |
| Total liabilities                                  | 121,689,931   | 37,985,221   | 21,816,511                            | 15,433,213  | 5,187,134           | 68,459,700              | 270,571,710  |
| On balance sheet long position                     | =             | -            | 20,004,803                            | 33,717,034  | 18,146,835          | -                       | 71,868,672   |
| On balance sheet short position                    | (7,955,589)   | (22,011,545) | -                                     | -           | -                   | (41,901,538)            | (71,868,672) |
| Off-balance sheet long position                    | 1,267,350     | 3,559,363    | 140,118                               | -           | 162,518             | -                       | 5,129,349    |
| Off-balance sheet short position                   | -             | -            | -                                     | (2,683,485) | -                   | -                       | (2,683,485)  |
| Net Position                                       | (6,688,239)   | (18,452,182) | 20,144,921                            | 31,033,549  | 18,309,353          | (41,901,538)            | 2,445,864    |

<sup>(1)</sup> Subsidiaries, associates and tangible and intangible assets, and deferred tax are stated in non-interest bearing column.

 $<sup>\</sup>ensuremath{^{(\mbox{\tiny "})}}$  Equity is included in non-interest bearing column in other liabilities line.

| Prior Period                                       | Up to 1 Month | 1-3 Months | 3-12 Months | 1-5 Years   | 5 Years and<br>Over | Non-Interest<br>Bearing | Total        |
|--|---------------|------------|-------------|-------------|---------------------|-------------------------|--------------|
| Assets:  |               |            |             |             |                     |                         |              |
| Cash and balances with CBRT                        | 13,369,291    | -          | -           | -           | -                   | 10,996,006              | 24,365,297   |
| Banks  | 2,753,824     | 307,863    | 22,306      | -           | -                   | 806,329                 | 3,890,322    |
| Financial assets at fair value through profit/loss | 531,009       | 601,147    | 22,021      | 372,093     | 84,709              | 201                     | 1,611,180    |
| Interbank money market placements                  | -             | -          | -           | -           | -                   | -                       | -            |
| Available-for-sale financial assets                | 2,895,405     | 2,103,852  | 4,371,742   | 5,781,463   | 2,638,985           | 27,610                  | 17,819,057   |
| Loans and receivables                              | 47,139,973    | 34,356,861 | 33,175,198  | 21,061,924  | 10,885,036          | 1,093,383               | 147,712,375  |
| Held-to-maturity investments                       | 674,843       | 1,937,819  | 4,047,247   | 1,287,620   | 233,006             | -                       | 8,180,535    |
| Other assets (*)                                   | 9,528         | 1,648      | 9,541       | 1,029       | -                   | 8,939,393               | 8,961,139    |
| Total assets                                       | 67,373,873    | 39,309,190 | 41,648,055  | 28,504,129  | 13,841,736          | 21,862,922              | 212,539,905  |
| Liabilities:                                       |               |            |             |             |                     |                         |              |
| Bank deposits                                      | 4,344,954     | 455,862    | 94,424      | -           | -                   | 236,382                 | 5,131,622    |
| Other deposits                                     | 66,462,963    | 20,624,829 | 7,383,419   | 37,889      | -                   | 24,197,655              | 118,706,755  |
| Interbank money market takings                     | 11,349,237    | 1,031,916  | -           | 449,439     | 64,742              | -                       | 12,895,334   |
| Miscellaneous payables                             | -             | -          | -           | -           | -                   | 5,162,994               | 5,162,994    |
| Securities issued                                  | 538,113       | 1,528,432  | 3,599,819   | 9,041,381   | -                   | -                       | 14,707,745   |
| Fund borrowed                                      | 3,933,704     | 8,899,174  | 8,633,401   | 1,102,037   | 1,625,454           | -                       | 24,193,770   |
| Other liabilities (**)                             | 518,727       | 184,455    | 263,038     | 1,439,164   | 3,772,851           | 25,563,450              | 31,741,685   |
| Total liabilities                                  | 87,147,698    | 32,724,668 | 19,974,101  | 12,069,910  | 5,463,047           | 55,160,481              | 212,539,905  |
| On balance sheet long position                     | -             | 6,584,522  | 21,673,954  | 16,434,219  | 8,378,689           | -                       | 53,071,384   |
| On balance sheet short position                    | (19,773,825)  | -          | -           | -           | -                   | (33,297,559)            | (53,071,384) |
| Off-balance sheet long position                    | 2,073,148     | 3,048,601  | -           | -           | -                   | -                       | 5,121,749    |
| Off-balance sheet short position                   | -             | -          | (522,353)   | (3,391,353) | (210,900)           | -                       | (4,124,606)  |
| Net Position                                       | (17,700,677)  | 9,633,123  | 21,151,601  | 13,042,866  | 8,167,789           | (33,297,559)            | 997,143      |

<sup>(°)</sup> Subsidiaries, associates and tangible and intangible assets are stated in non-interest bearing column.

<sup>(\*\*)</sup> Equity is included in non-interest bearing column in other liabilities line.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Average interest rates applied to monetary financial instruments (\*):

| Current Period                                     | Euro | US Dollar | Yen | TL    |
|--|------|-----------|-----|-------|
|  | %    | %         | 0/0 | %     |
| Assets:  |      |           |     |       |
| Cash and balance with CBRT                         | -    | 1.50      | -   | 4.00  |
| Banks  | 0.12 | 4.02      | -   | 12.76 |
| Financial assets at fair value through profit/loss | -    | -         | -   | -     |
| Interbank money market placements                  | -    | -         | -   | 12.75 |
| Available-for-sale financial assets                | 5.20 | 4.07      | -   | 11.96 |
| Loans and receivables                              | 4.85 | 6.51      | -   | 15.96 |
| Held-to-maturity investments                       | 5.05 | 6.52      | -   | 11.51 |
| Liabilities:                                       |      |           |     |       |
| Bank deposits                                      | 0.36 | 1.53      | -   | 14.33 |
| Other deposits                                     | 1.76 | 3.54      | -   | 12.11 |
| Interbank money market takings                     | -    | 2.09      | -   | 12.59 |
| Miscellaneous payables                             | -    | -         | -   | -     |
| Securities issued                                  | 2.90 | 4.84      | -   | 13.69 |
| Funds borrowed                                     | 1.28 | 3.20      | -   | 10.24 |
| Prior Period                                       | Euro | US Dollar | Yen | TL    |
|  | %    | 0/0       | %   | %     |
| Assets:  |      |           |     |       |
| Cash and balance with CBRT                         | -    | 0.75      | -   | 3.31  |
| Banks  | -    | 1.01      | -   | 10.87 |
| Financial assets at fair value through profit/loss | -    | -         | -   | -     |
| Interbank money market placements                  | -    | -         | -   | -     |
| Available-for-sale financial assets                | 5.23 | 6.58      | -   | 9.49  |
| Loans and receivables                              | 4.28 | 4.99      | -   | 12.34 |
| Held-to-maturity investments                       | -    | 2.68      | -   | 9.65  |
| Liabilities:                                       |      |           |     |       |
| Bank deposits                                      | 0.21 | 1.18      | -   | 10.87 |
| Other deposits                                     | 1.38 | 2.84      | -   | 9.17  |
| Interbank money market takings                     | -    | 1.75      | -   | 8.26  |
| Miscellaneous payables                             | -    | -         | -   | -     |
| Securities issued                                  | 2.90 | 4.88      | -   | 9.53  |
| Funds borrowed                                     | 0.96 | 2.48      | -   | 10.22 |

<sup>(\*)</sup> The rates above are calculated over financial instruments with interest rates.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### **V. STOCK POSITION RISKS**

### Stock position risks arising from banking book items

Information on separations of risks according to objectives including their relation with gains presented in equity and strategically reasons, accounting techniques and general information about valuation methods with the related assumptions and factors that affect the valuation and significant changes

The accounting applications regarding to share investment that qualifications in associate and subsidiary of are disclosed in Section 3 Note III.

If carrying value is substantially different from fair value and for publicly traded shares if market value is substantially different from fair value, the comparison with the market prices are shown in the table below:

| Current Period                  | Comparison     |               |                 |  |  |  |  |
|---------------------------------|----------------|---------------|-----------------|--|--|--|--|
| Stock Investments               | Carrying Value | Fair Value(*) | Market Value(*) |  |  |  |  |
| Stocks quoted in exchange(*)    | 871,231        | 871,231       | 871,231         |  |  |  |  |
| 1.Stocks Investments Group A    | 871,231        | 871,231       | 871,231         |  |  |  |  |
| 2.Stock Investments Group B     | -              | -             | -               |  |  |  |  |
| 3.Stock Investment Group C      | -              | -             | -               |  |  |  |  |
| Stocks unquoted in exchange(**) | 1,735,155      | 1,634,967     |                 |  |  |  |  |

<sup>(\*)</sup> The values of stocks traded in Stock Exchange are included to both columns assuming the market value is approximate to fair value.

<sup>&</sup>quot;The values of stocks unquoted in exchange are determined according to valuation reports prepared by independent valuation companies.

| Prior Period                    | Comparison     |                           |                 |  |  |  |  |
|---------------------------------|----------------|---------------------------|-----------------|--|--|--|--|
| Stock Investments               | Carrying Value | Fair Value <sup>(*)</sup> | Market Value(*) |  |  |  |  |
| Stocks quoted in exchange(*)    | 652,998        | 652,998                   | 652,998         |  |  |  |  |
| 1.Stocks Investments Group A    | 652,998        | 652,998                   | 652,998         |  |  |  |  |
| 2.Stock Investments Group B     | -              | -                         | -               |  |  |  |  |
| 3.Stock Investment Group C      | -              | -                         | -               |  |  |  |  |
| Stocks unquoted in exchange(**) | 1,471,214      | 1,386,964                 | -               |  |  |  |  |

<sup>(\*)</sup> The values of stocks traded in Stock Exchange are included to both columns assuming the market value is approximate to fair value.

<sup>(\*\*)</sup> The values of stocks unquoted in exchange are determined according to valuation reports prepared by independent valuation companies.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Total unearned gain or loss, total revaluation surplus and values included to principal and supplementary capital

Total unearned gain or loss, total appraisal surplus and values included to principal and supplementary capital are given in the below table:

|                                |                                   | <b>Revaluation S</b>         | urplus  | <b>Unrealized Gai</b> | in and Loss |  |                              |
|--------------------------------|-----------------------------------|------------------------------|---------|-----------------------|-------------|--|------------------------------|
| Portfolio-Current Period       | Realized Gain/<br>Loss in Current | Included in<br>Supplemantary |         | •                     |             |  | Included in<br>Supplemantary |
|                                | Period                            | Total (*)                    | Capital | Total (*)             | Capital     |  |                              |
| 1. Private Capital Investments | -                                 | -                            | -       | -                     | _           |  |                              |
| 2. Publicly Traded Stocks      | -                                 | -                            | -       | 251,676               | 251,676     |  |                              |
| 3. Other Stocks                | -                                 | 992,670                      | 992,670 | -                     | _           |  |                              |
| 4. Total                       | -                                 | 992,670                      | 992,670 | 251,676               | 251,676     |  |                              |

<sup>(\*)</sup> Amounts are presented including the effect of deferred tax.

|                                |                                   | <b>Revaluation S</b> | urplus  | <b>Unrealized Gain and Loss</b> |         |  |
|--------------------------------|-----------------------------------|----------------------|---------|---------------------------------|---------|--|
|                                | Realized Gain/<br>Loss in Current |                      |         |                                 |         |  |
| Portfolio-Prior Period         | Period                            | Total (*)            | Capital | Total <sup>(*)</sup>            | Capital |  |
| 1. Private Capital Investments | -                                 | -                    | -       | -                               | -       |  |
| 2. Publicly Traded Stocks      | -                                 | -                    | -       | 85,226                          | 85,226  |  |
| 3. Other Stocks                | -                                 | 828,877              | 828,877 | -                               | -       |  |
| 4. Total                       | -                                 | 828,877              | 828,877 | 85,226                          | 85,226  |  |

<sup>(\*)</sup> Amounts are presented including the effect of deferred tax.

### Explanations on Equity Shares Risk Arising from Banking Book

| Portfolio-Current Period     | Carrying Value | Total RWA | Minimum Capital<br>Requirement |
|------------------------------|----------------|-----------|--------------------------------|
| 1.Private Equity Investments | -              | -         | -                              |
| 2.Quoted                     | 871,231        | 871,231   | 69,699                         |
| 3.0ther Stocks               | 1,735,155      | 1,735,155 | 138,812                        |
| 4. Total                     | 2,606,386      | 2,606,386 | 208,511                        |
| Portfolio-Prior Period       | Carrying Value | Total RWA | Minimum Capital<br>Requirement |
| 1.Private Equity Investments | -              | -         | -                              |
| 2.Quoted                     | 652,998        | 652,998   | 52,240                         |
| 3.0ther Stocks               | 1,471,214      | 1,471,214 | 117,697                        |
| 4. Total                     | 2,124,212      | 2,124,212 | 169,937                        |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### VI. LIQUIDITY RISK AND LIQUIDITY COVERAGE RATIO

Liquidity risk is defined as the risk of not fulfilling payment liabilities on time as a result of not having adequate cash or cash inflow to meet the cash outflow properly due to imbalance in cash flows of the bank. The framework of liquidity risk of the bank is specified with Liquidity Risk Management Document. In the framework of liquidity risk management, policies regarding liquidity risk management are written down by Risk Management Department and fundamental principles, analyses regarding measurement and monitoring risk, basic rudiments on early warning indicators, liquidity buffer and limits are included.

The Bank is managing liquidity risk according to risk capacity and the Bank's risk appetite in the range envisioned by the regulations. Liquidity risk management approach is in general based on the principle of monitoring in-day liquidity risk. The Bank monitors the net liquidity position and liquidity requirements continuously and facing the future. The Bank takes precautions to increase diversity in fund sources to increase effectiveness and durability in liquidity risk management. On market basis and specific to the Bank (in consideration of market and funding liquidity) scenario and susceptibility analyses are performed and assumptions based on these analyses are reviewed regularly. It is aimed to protect the optimum liquidity level that can meet short – term liquidity needs not to remain inactive and maintain profitability – risk balance.

Liquidity management in the Bank is carried out under Treasury Department in regard to the Bank's strategic goals and projections, decisions taken in Asset/Liability Committee, treasury policies, limits defined under market circumstances, Bank's balance sheet and income goals and strategies defined to meet these goals. Daily, weekly, and monthly cash flow statements are prepared in accordance with principles of profitability and prudence in the Bank's liquidity management. Cash flow statements are evaluated and the Bank's liquidity is managed in line with Treasury Department policies, daily TL and FC liquidity position Bank balance sheet and income goals.

Scenarios about where to make replacement funding in case of high amount outflows in daily liquidity management are made regularly, effects of probable outflows on liquidity level and legal ratios are evaluated and liquidity management is carried out by taking necessary actions.

The Bank makes use of liquidity gap analysis reports and liquidity stress tests in the internal measurement of liquidity risk. In Liquidity gap analysis and liquidity stress scenarios, the Bank's compensation level of net cash outflows which are more likely to happen in short term are presented. Measurements regarding liquidity risk are performed by Risk Management Department and measurement results are reported regularly to performer units responsible of management of the related risk and top management and the Board of Directors.

It is taken as a basis that the Bank consistently monitors TL and FC liquidity positions and funding strategies. Necessary precautions are taken in line with liquidity needs by following stress circumstances. "Liquidity Emergency Action Plan" which is an important part of liquidity risk management of our Bank, consists of early warning indicators which play an important role in monitoring increases in liquidity risk and the prevention of a possible crisis, action plans to prevent a possible crisis and to be applied during a crisis. Furthermore, to fulfill our banks reserve deposits liability that it has to allocate in the presence of CBRT, alternative fund sources to provide liquidity that is needed in various stress circumstances and under which circumstances to apply these sources, precautions to minimize time maturity mismatch and provide necessary funds on time, how the mechanism is going to operate in cases of crisis and stress is included in the plan.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

The Bank's Foreign Currency (FC) and total (TL+FC) liquidity coverage ratio (LCR) averages for current period. The highest value and the lowest value occurred in this period are given below:

| Liquidity Coverage Ratio | TL         | FC        |            |           |
|--------------------------|------------|-----------|------------|-----------|
|                          | DATE       | RATIO (%) | DATE       | RATIO (%) |
| The lowest value         | 03.11.2017 | 92.80     | 10.11.2017 | 217.96    |
| The highest value        | 29.12.2017 | 116.18    | 29.12.2017 | 255.77    |

Liquidity Coverage Ratio

| Cur | rent Period   | Tota       | al unweighted<br>value * | Total weighted<br>value* |                |  |
|-----|---|------------|--------------------------|--------------------------|----------------|--|
|     |   | TL+FC      | FC                       | TL+FC                    | FC             |  |
| HIG | H QUALITY LIQUID ASSETS   |            |                          |                          |                |  |
| 1   | Total High Quality Liquid Assets (HQLA)                               |            |                          | 35,096,294               | 25,035,823     |  |
| CAS | H OUTFLOWS  |            |                          |                          |                |  |
| 2   | Retail deposits and deposits from small business customers, of which: | 70,032,187 | 23,622,856               | 5,934,881                | 2,362,286      |  |
| 3   | Stable deposits   | 21,366,750 | -                        | 1,068,337                | -              |  |
| 4   | Less stable deposits  | 48,665,437 | 23,622,856               | 4,866,544                | 2,362,286      |  |
| 5   | Unsecured wholesale funding, of which:                                | 72,669,268 | 22,549,754               | 30,645,411               | 11,790,610     |  |
| 6   | Operational deposits  | 44,462,727 | 9,075,213                | 11,115,682               | 2,268,803      |  |
| 7   | Non-operational deposits  | 20,242,152 | 10,138,320               | 11,787,501               | 6,407,237      |  |
| 8   | Unsecured debt  | 7,964,389  | 3,336,221                | 7,742,228                | 3,114,570      |  |
| 9   | Secured wholesale funding   |            |                          | -                        | -              |  |
| 10  | Additional requirements of which:                                     | 8,310,024  | 7,076,659                | 8,310,024                | 7,076,659      |  |
| 11  | Outflows related to derivative exposures and other collateral         |            |                          |                          |                |  |
|     | requirements  | 8,310,024  | 7,076,659                | 8,310,024                | 7,076,659      |  |
| 12  | Outflows related to loss of funding on debt products                  | -          | -                        | -                        | -              |  |
| 13  | Credit and liquidity facilities                                       | -          | -                        | -                        | -              |  |
| 14  | Other contractual funding obligations                                 | 21,058,862 | 20,540,725               | 1,052,943                | 1,027,036      |  |
| 15  | Other contingent funding obligations                                  | 56,786,818 | 13,481,508               | 6,485,099                | 1,238,265      |  |
| 16  | TOTAL CASH OUTFLOWS   |            |                          | 52,428,358               | 23,494,856     |  |
| CAS | H INFLOWS   |            |                          |                          |                |  |
| 17  | Secured lending   | -          | -                        | -                        | -              |  |
| 18  | Inflows from fully performing exposures                               | 16,761,213 | 8,319,742                | 12,170,931               | 7,340,331      |  |
| 19  | Other cash inflows  | 5,761,250  | 5,478,192                | 5,761,250                | 5,478,192      |  |
| 20  | TOTAL CASH INFLOWS  | 22,522,463 | 13,797,934               | 17,932,181               | 12,818,523     |  |
|     |   |            |                          | Upper Limit /            | Applied Values |  |
| 21  | TOTAL HQLA  |            |                          | 35,096,294               | 25,035,823     |  |
| 22  | TOTAL NET CASH OUTFLOWS   |            |                          | 34,496,177               | 10,676,333     |  |
| 23  | LIQUIDITY COVERAGE RATIO (%)  |            |                          | 102.23                   | 235.38         |  |

<sup>🖰</sup> Simple arithmetic average, calculated for the last three months, of the values calculated by taking weekly simple arithmetic average.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| Prior Period   | Tota       | al unweighted<br>value * | Total weighted<br>value* |                |  |
|--|------------|--------------------------|--------------------------|----------------|--|
|  | TL+FC      | FC                       | TL+FC                    | FC             |  |
| HIGH QUALITY LIQUID ASSETS                                       |            |                          |                          |                |  |
| 1 Total High Quality Liquid Assets (HQLA)                        |            |                          | 30,911,865               | 17,187,025     |  |
| CASH OUTFLOWS  |            |                          |                          |                |  |
| 2 Retail deposits and deposits from small business customers,    |            |                          |                          |                |  |
| of which:  | 56,094,081 | 18,064,063               | 4,674,027                | 1,806,406      |  |
| 3 Stable deposits  | 18,707,617 | -                        | 935,381                  | -              |  |
| 4 Less stable deposits   | 37,386,464 | 18,064,063               | 3,738,646                | 1,806,406      |  |
| 5 Unsecured wholesale funding, of which:                         | 62,416,947 | 15,846,190               | 24,240,183               | 7,659,013      |  |
| 6 Operational deposits   | 42,745,940 | 8,687,042                | 10,686,485               | 2,171,760      |  |
| 7 Non-operational deposits                                       | 10,454,745 | 5,701,889                | 6,886,996                | 4,064,477      |  |
| 8 Unsecured debt   | 9,216,262  | 1,457,259                | 6,666,702                | 1,422,776      |  |
| 9 Secured wholesale funding                                      |            |                          | -                        | -              |  |
| 10 Additional requirements of which:                             | 11,436,793 | 10,467,385               | 11,436,793               | 10,467,385     |  |
| 11 Outflows related to derivative exposures and other collateral |            |                          |                          |                |  |
| requirements   | 11,436,793 | 10,467,385               | 11,436,793               | 10,467,385     |  |
| 12 Outflows related to loss of funding on debt products          | -          | -                        | -                        | -              |  |
| 13 Credit and liquidity facilities                               | -          | -                        | -                        | -              |  |
| 14 Other contractual funding obligations                         | 16,068,573 | 15,621,541               | 803,429                  | 781,077        |  |
| 15 Other contingent funding obligations                          | 44,619,198 | 11,874,367               | 6,579,804                | 1,116,914      |  |
| 16 TOTAL CASH OUTFLOWS   |            |                          | 47,734,236               | 21,830,795     |  |
| CASH INFLOWS   |            |                          |                          |                |  |
| 17 Secured lending   | -          | -                        | -                        | -              |  |
| 18 Inflows from fully performing exposures                       | 11,938,083 | 5,431,272                | 8,394,971                | 4,704,964      |  |
| 19 Other cash inflows  | 9,183,453  | 4,946,269                | 9,183,453                | 4,946,269      |  |
| 20 TOTAL CASH INFLOWS  | 21,121,536 | 10,377,541               | 17,578,424               | 9,651,233      |  |
|  |            |                          | Upper Limit A            | Applied Values |  |
| 21 TOTAL HQLA  |            |                          | 30,911,865               | 17,187,025     |  |
| 22 TOTAL NET CASH OUTFLOWS                                       |            |                          | 30,155,812               | 12,179,562     |  |
| 23 LIQUIDITY COVERAGE RATIO (%)                                  |            |                          | 102.69                   | 143.21         |  |

O Simple arithmetic average, calculated for the last three months, of the values calculated by taking weekly simple arithmetic average.

With the "Liquidity Coverage Rate" which is prepared under the framework of "Regulations Regarding Banks' Calculations of Liquidity Coverage Rate" published by BRSA, the balance between banks' net cash outflows and high quality liquid asset stock.

Bank's high quality liquid asset stock consists of cash and debt instruments issued by CBRT and Republic of Turkey Undersecretariat of Treasury.

Whereas the Banks' important fund sources are deposits, funds obtained from other financial institutions, marketable securities issued and funds obtained from repo transactions.

Derivatives transactions with 30 or less days to maturity are included into liquidity coverage calculation with cash outflows created by the transactions as of the calculated liquidity coverage rate. In case of a liability resulting from derivatives transactions and security fulfillment liability resulting from other liabilities, actions are taken accordingly to the related regulation.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Maturity analysis of assets and liabilities according to remaining maturities

| Current Period                                       | Demand     | Up to<br>1 Month | 1-3<br>Months | 3-12<br>Months | 1-5<br>Years | 5 Years<br>and Over | Undistributed <sup>(*)</sup> | Total       |
|--|------------|------------------|---------------|----------------|--------------|---------------------|------------------------------|-------------|
| Assets:  |            |                  |               |                |              |                     |                              |             |
| Cash and balance with CBRT                           | 28,644,824 | -                | -             | -              | -            | -                   | -                            | 28,644,824  |
| Banks  | 1,131,958  | 10,408,639       | 339,044       | 8,187          | -            | -                   | -                            | 11,887,828  |
| Financial assets at fair value through profit/loss   | 263        | 107,401          | 22,184        | 119,512        | 1,531,330    | 156,098             | -                            | 1,936,788   |
| Interbank money market placements                    | -          | 1,652,102        | -             | -              | -            | -                   | -                            | 1,652,102   |
| Available-for-sale financial assets                  | -          | 367,288          | 222,590       | 1,478,073      | 6,697,310    | 4,741,083           | 43,370                       | 13,549,714  |
| Loans and receivables                                | -          | 15,014,654       | 5,187,532     | 32,686,698     | 84,252,856   | 45,790,488          | 1,039,387                    | 183,971,615 |
| Held-to-maturity investments                         | -          | 75,675           | 37,804        | 329,917        | 10,046,465   | 6,276,210           | -                            | 16,766,071  |
| Other assets   | 3,441      | 1,419,267        | 7             | 253            | 361          | -                   | 10,739,439                   | 12,162,768  |
| Total assets   | 29,780,486 | 29,045,026       | 5,809,161     | 34,622,640     | 102,528,322  | 56,963,879          | 11,822,196                   | 270,571,710 |
| Liabilities:   |            |                  |               |                |              |                     |                              |             |
| Bank deposits  | 489,785    | 8,268,276        | 842,741       | 177,301        | -            | -                   | -                            | 9,778,103   |
| Other deposits                                       | 29,627,486 | 82,004,246       | 23,910,761    | 9,926,461      | 30,065       | -                   | -                            | 145,499,019 |
| Funds borrowed                                       | -          | 280,597          | 1,685,371     | 12,187,874     | 7,895,028    | 6,258,751           | -                            | 28,307,621  |
| Interbank money market takings                       | -          | 21,616,184       | -             | -              | 449,402      | 205,251             | -                            | 22,270,837  |
| Securities issued                                    | -          | 1,089,758        | 1,958,558     | 5,331,516      | 9,731,997    | 1,373,269           | -                            | 19,485,098  |
| Miscellaneous payables                               | -          | 5,582,267        | 93,013        | -              | -            | -                   | 1,173,048                    | 6,848,328   |
| Other liabilities                                    | -          | 649,945          | 412,001       | 187,970        | 3,580,673    | 3,428,322           | 30,123,793                   | 38,382,704  |
| Total liabilities                                    | 30,117,271 | 119,491,273      | 28,902,445    | 27,811,122     | 21,687,165   | 11,265,593          | 31,296,841                   | 270,571,710 |
| Liquidity gap  | (336,785)  | (90,446,247)     | (23,093,284)  | 6,811,518      | 80,841,157   | 45,698,286          | (19,474,645)                 | -           |
| Net Off Balance Sheet Position                       | -          | 92,650           | 7,777         | 112,825        | 1,271,821    | 974,446             | -                            | 2,459,519   |
| Receivables from Derivative<br>Financial Instruments | -          | 4,136,503        | 3,080,526     | 2,801,093      | 13,990,524   | 7,587,873           | -                            | 31,596,519  |
| Payables from Derivative Financial Instruments       | -          | 4,043,853        | 3,072,749     | 2,688,268      | 12,718,703   | 6,613,427           | -                            | 29,137,000  |
| Non-cash Loans                                       | 5,213,196  | 1,431,728        | 29,600,053    | 7,371,102      | 5,895,657    | 1,255,848           | -                            | 50,767,584  |
| Prior Period   | Demand     | Up to<br>1 Month | 1-3<br>Months | 3-12<br>Months | 1-5<br>Years | 5 Years<br>and Over | Undistributed <sup>(*)</sup> | Total       |
| Total assets   | 27,856,378 | 15,182,265       | 5,857,983     | 32,892,726     | 76,454,225   | 45,459,944          | 8,836,384                    | 212,539,905 |
| Total liabilities                                    | 24,434,037 | 88,090,552       | 24,843,197    | 21,662,436     | 16,484,413   | 11,188,413          | 25,836,857                   | 212,539,905 |
| Liquidity gap  | 3,422,341  | (72,908,287)     | (18,985,214)  | 11,230,290     | 59,969,812   | 34,271,531          | (17,000,473)                 | _           |
| Net Off Balance Sheet Position                       | -          | (474,036)        | (2,839)       | 423,666        | 933,313      | 652,787             | -                            | 1,532,891   |
| Receivables from Derivative<br>Financial Instruments | -          | 8,574,724        | 4,360,190     | 2,799,556      | 12,736,387   | 5,799,680           | -                            | 34,270,537  |
| Payables from Derivative Financial Instruments       | -          | 9,048,760        | 4,363,029     | 2,375,890      | 11,803,074   | 5,146,893           | -                            | 32,737,646  |
| Non-cash Loans                                       | 3,594,694  | 1,317,799        | 23,409,999    | 6,456,303      | 4,800,854    | 868,775             | -                            | 40,448,424  |

<sup>(\*)</sup> Certain assets on the balance sheet that are necessary for the banking operations but not convertible into cash in short period such as tangible assets, intangible assets, associates, subsidiaries, miscellaneous receivables and shareholder's equity in the liabilities have been included in the "Undistributed" column.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Residual contractual maturities of the financial liabilities

| Current Period          | Carrying<br>amount | Gross<br>nominal<br>outflow | Demand     | Less than one month | 1-3<br>months | 3 months<br>to 1 year | 1-5 years  | More than<br>5 years |
|-------------------------|--------------------|-----------------------------|------------|---------------------|---------------|-----------------------|------------|----------------------|
| Bank deposits           | 9,778,103          | 9,796,769                   | 489,785    | 8,272,414           | 854,421       | 180,149               | -          | -                    |
| Other deposits          | 145,499,019        | 146,499,091                 | 29,627,486 | 82,282,714          | 24,253,612    | 10,303,755            | 31,524     | -                    |
| Funds borrowed          | 28,307,621         | 31,692,011                  | -          | 281,240             | 1,697,680     | 12,358,483            | 9,336,829  | 8,017,779            |
| Money market takings    | 22,270,837         | 22,383,452                  | -          | 21,624,960          | -             | -                     | 515,576    | 242,916              |
| Issued Securities (Net) | 19,485,098         | 21,040,600                  | -          | 1,094,586           | 2,003,909     | 5,474,410             | 10,951,274 | 1,516,421            |
| Miscellaneous payables  | 6,848,328          | 6,848,328                   | 1,173,048  | 5,582,267           | 93,013        | -                     | -          | -                    |
| Other liabilities       | 10,402,548         | 13,486,296                  | 2,894,770  | 325,720             | 98,828        | 187,970               | 4,134,611  | 5,844,397            |
| Total                   | 242,591,554        | 251,746,547                 | 34,185,089 | 119,463,901         | 29,001,463    | 28,504,767            | 24,969,814 | 15,621,513           |
| Non-Cash Loans          | 50,767,584         | 50,767,584                  | 5,213,196  | 1,431,728           | 29,600,053    | 7,371,102             | 5,895,657  | 1,255,848            |

| Prior Period            | Carrying<br>amount | Gross<br>nominal<br>outflow | Demand     | Less than one month | 1-3<br>months | 3 months<br>to 1 year | 1-5 years  | More than<br>5 years |
|-------------------------|--------------------|-----------------------------|------------|---------------------|---------------|-----------------------|------------|----------------------|
| Bank deposits           | 5,131,622          | 5,141,393                   | 236,382    | 4,350,077           | 459,456       | 95,478                | -          | -                    |
| Other deposits          | 118,706,755        | 119,246,907                 | 24,197,655 | 66,625,143          | 20,826,563    | 7,558,475             | 39,071     | _                    |
| Funds borrowed          | 24,193,770         | 26,893,798                  | -          | 230,644             | 891,367       | 11,094,371            | 7,131,178  | 7,546,238            |
| Money market takings    | 12,895,334         | 13,025,681                  | -          | 11,353,745          | 1,033,461     | -                     | 548,086    | 90,389               |
| Issued Securities (Net) | 14,707,745         | 15,921,674                  | -          | 540,447             | 1,550,520     | 3,309,738             | 10,520,969 | -                    |
| Miscellaneous payables  | 5,162,994          | 5,162,994                   | 1,073,406  | 4,010,273           | 79,315        | -                     | -          | -                    |
| Other liabilities       | 8,462,117          | 10,482,436                  | 1,908,339  | 878,821             | 87,442        | 27,241                | 466,873    | 7,113,720            |
| Total                   | 189,260,337        | 195,874,883                 | 27,415,782 | 87,989,150          | 24,928,124    | 22,085,303            | 18,706,177 | 14,750,347           |
| Non-Cash Loans          | 40,448,424         | 40,448,424                  | 3,594,694  | 1,317,799           | 23,409,999    | 6,456,303             | 4,800,854  | 868,775              |

This table shows the undiscounted cash flows on the Bank's financial liabilities on the basis of their earliest possible contractual maturity. Therefore, the gross nominal outflows in the table above vary from the carrying amounts of the relevant financial liabilities reflected in the financial statements.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### **VII. LEVERAGE RATIO**

### Information on Issues that Cause Differences between Current Period and Previous Period Leverage Ratios

The Bank's unconsolidated leverage rate which is calculated due to "Regulation on Banks' Measurement and Evaluation of Leverage Level" actualised as 6.80%. Increase in balance sheet assets and Tier I Capital transactions resulted in change in comparison with previous period (December 31, 2016: 7.13%) leverage rate. The Regulation adjudicated minimum leverage rate as 3%.

### Leverage ratio common disclosure template

|    | On-balance sheet exposures  | Current Period(*) | Prior Period <sup>(*)</sup> |
|----|---|-------------------|-----------------------------|
| 1  | On-balance sheet items (excluding derivatives and SFTs; including collateral) | 261,224,004       | 209,429,643                 |
| 2  | Assets deducted in determining Basel III Tier 1 capital                       | (386,413)         | (312,844)                   |
| 3  | Total on-balance sheet exposures (excluding derivatives and SFTs)             | 260,837,591       | 209,116,799                 |
|    | Derivative exposures  |                   |                             |
| 4  | Replacement cost  | 2,314,960         | 1,388,332                   |
| 5  | Add-on amount   | 620,408           | 647,688                     |
| 6  | Total derivative exposures  | 2,935,368         | 2,036,020                   |
|    | Securities financing transaction exposures                                    |                   |                             |
| 7  | Gross SFT assets (with no recognition of accounting netting)                  | 657,737           | 653,843                     |
| 8  | Agent transaction exposures   | -                 | _                           |
| 9  | Total securities financing transaction exposures                              | 657,737           | 653,843                     |
|    | Other off-balance sheet exposures   |                   |                             |
| 10 | Off-balance sheet exposures with gross nominal amount                         | 60,490,879        | 47,738,380                  |
| 11 | Adjustment amount off-balance sheet exposures with credit conversion factor   | 3,818,352         | 2,804,179                   |
| 12 | Total off-balance sheet exposures   | 64,309,231        | 50,542,559                  |
|    | Capital and total exposures   |                   |                             |
| 13 | Tier 1 capital  | 22,349,984        | 18,677,993                  |
| 14 | Total exposures   | 328,739,927       | 262,349,221                 |
| _  | Leverage ratio  |                   |                             |
| 15 | Leverage ratio  | 6.80              | 7.13                        |

<sup>(\*)</sup> Calculated by using three month average of balances in Leverage Rate Notification table.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### **VIII. FAIR VALUES OF FINANCIAL ASSETS AND LIABILITIES**

|  | Carrying       | y Value      | Fair V         | alue         |
|--|----------------|--------------|----------------|--------------|
|  | Current Period | Prior Period | Current Period | Prior Period |
| Financial Assets:                        |                |              |                |              |
| Receivables from Interbank Money Markets | 1,652,102      | -            | 1,652,102      | -            |
| Banks                                    | 11,887,828     | 3,890,322    | 11,887,828     | 3,890,322    |
| Available-for-Sale Financial Assets      | 13,549,714     | 17,819,057   | 13,549,714     | 17,819,057   |
| Held-to-Maturity Investments             | 16,766,071     | 8,180,535    | 16,466,094     | 7,992,774    |
| Loans                                    | 183,971,615    | 147,712,375  | 185,012,645    | 147,807,948  |
| Financial Liabilities:                   |                |              |                |              |
| Bank Deposits                            | 9,778,103      | 5,131,622    | 9,778,103      | 5,131,622    |
| Other Deposits                           | 145,499,019    | 118,706,755  | 145,316,551    | 118,363,783  |
| Funds Borrowed                           | 28,307,621     | 24,193,770   | 28,269,920     | 24,986,292   |
| Securities Issued                        | 19,485,098     | 14,707,745   | 19,286,884     | 14,572,326   |
| Subordinated Loans                       | 5,935,969      | 5,031,213    | 5,856,356      | 4,677,751    |
| Miscellaneous Payables                   | 6,848,328      | 5,162,994    | 6,848,328      | 5,162,994    |

Fair values of available-for-sale financial assets and held-to-maturity investments are derived from market prices or in case of absence of such prices they are derived from prices of other marketable securities, whose interest rate, maturity date and other conditions are similar to securities held.

Fair value of loans are calculated by discounting future cash flows with the use of current market interest rates.

Fair value of funds borrowed with fixed interest rate are calculated by discounting cash flows with current market interest rates. Fair value of funds borrowed with floating interest rate is calculated according to repricing period by discounting cash flows with current market rates.

Fair value of other assets and liabilities is calculated by adding accumulated acquisition costs and the sum of the interest accrual.

### Classification of Fair Value Measurement

TFRS 7 - Financial Instruments requires the classification of fair value measurements into a fair value hierarchy by reference to the observability and significance of the inputs used in measuring fair value of financial instruments measured at fair value to be disclosed. This classification basicly relies on whether the relevant inputs are observable or not. Observable inputs refer to the use of market data obtained from independent sources, whereas unobservable inputs refer to the use of predictions and assumptions about the market made by the Bank. This distinction brings about a fair value measurement classification generally as follows:

Level 1: Fair value measurements using quoted prices (unadjusted) in active markets for identical assets or liabilities;

Level 2: Fair value measurements using inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (as prices) or indirectly (derived from prices);

Level 3: Fair value measurements using inpus for the assets or liabilitity that are not based on observable market data (unobservable inputs).

Classification requires using observable market data if possible.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

The classification of fair value measurements of financial assets and liabilities measured at fair value is as follows:

| December 31, 2017   | Level 1    | Level 2     | Level 3                  | Total       |
|---|------------|-------------|--------------------------|-------------|
| Financial assets at fair value through profit/loss:       |            |             |                          |             |
| Financial assets held for trading purpose:                | 263        | 1,936,525   | -                        | 1,936,788   |
| Derivative financial assets held for trading purpose      | -          | 1,936,525   | -                        | 1,936,525   |
| Investment fund participation certificates                | 263        | -           | -                        | 263         |
| Available-for-sale financial assets                       | 10,534,324 | 3,015,375   | 15(**)                   | 13,549,714  |
| Debt securities   | 10,534,324 | 2,972,020   | -                        | 13,506,344  |
| Equity securities   | -          | 43,355      | 15                       | 43,370      |
| Investments in associates and subsidiaries                | 871,231    | -           | 1,634,967 <sup>(*)</sup> | 2,506,198   |
| Total Financial Assets                                    | 11,405,818 | 4,951,900   | 1,634,982                | 17,992,700  |
| Financial liabilities at fair value through profit/loss:  |            |             |                          |             |
| Derivative financial liabilities held for trading purpose | -          | (1,184,530) | -                        | (1,184,530) |
| Total Financial Liabilities                               | -          | (1,184,530) | -                        | (1,184,530) |

<sup>(\*)</sup> This amount consist of fair value of the affiliates and subsidiaries determined by independent valuation companies.

<sup>(\*\*)</sup> TL 15, which is classified under financial assets available-for-sale and which is in the third level is composed of securities issued share in capital.

| December 31, 2016   | Level 1    | Level 2     | Level 3      | Total       |
|---|------------|-------------|--------------|-------------|
| Financial assets at fair value through profit/loss:       |            |             |              |             |
| Financial assets held for trading purpose:                | 201        | 1,610,979   | -            | 1,611,180   |
| Derivative financial assets held for trading purpose      | -          | 1,610,979   | -            | 1,610,979   |
| Investment fund participation certificates                | 201        | -           | -            | 201         |
| Available-for-sale financial assets                       | 15,661,669 | 2,157,373   | 15(**)       | 17,819,057  |
| Debt securities   | 15,661,669 | 2,129,778   | -            | 17,791,447  |
| Equity securities   | -          | 27,595      | 15           | 27,610      |
| Investments in associates and subsidiaries                | 652,998    | -           | 1,386,964(*) | 2,039,962   |
| Total Financial Assets                                    | 16,314,868 | 3,768,352   | 1,386,979    | 21,470,199  |
| Financial liabilities at fair value through profit/loss:  |            |             |              |             |
| Derivative financial liabilities held for trading purpose | -          | (1,143,703) | -            | (1,143,703) |
| Total Financial Liabilities                               | -          | (1,143,703) | -            | (1,143,703) |

<sup>(\*)</sup> This amount consist of fair value of the affiliates and subsidiaries determined by independent valuation companies

The reconciliation from the beginning balances to the ending balances for fair value measurements in Level 3 of the fair value hierarchy as at and for the year ended December 31, 2017 is as follows:

|   | Level 3<br>Current Period | Level 3<br>Prior Period |
|---|---------------------------|-------------------------|
| Balance at the beginning of the year                            | 1,386,979                 | 1,352,854               |
| Total gains or losses for the year recognized in profit or loss | -                         | -                       |
| Total gains or losses for the year recognized under equity      | 248,003                   | 34,125                  |
| Balance at the end of the year                                  | 1,634,982                 | 1,386,979               |

<sup>(&</sup>quot;) TL 15, which is classified under financial assets available-for-sale and which is in the third level is composed of securities issued share in capital.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### IX. TRANSACTIONS CARRIED OUT ON BEHALF OF CUSTOMERS, ITEMS HELD IN TRUST

The Bank provides buying, selling and custody services and management and advisory services in financial matters for its customers. The Bank is not involved in trust activities.

### X. SEGMENT REPORTING

The Bank operates in corporate, commercial, small business, retail and investment banking. Accordingly, the banking products served to customers are; time and demand deposit, accumulating account, repos, debtors current loans, spot loans, foreign currency indexed loans, consumer loans, automobile and housing loans, working capital loans, discounted bills, overdraft facilities, gold loans, foreign currency loans, Eximbank loans, pre-export loans, ECA covered financing, letters of guarantee, letters of credit, export factoring, acceptance credits, draft facilities, forfaiting, leasing, insurance, forward, futures, salary payments, investment account, cheques, safety boxes, bill payments, tax collections, payment orders.

The Bank provides service packages to its corporate, commercial and retail customers including deposit, loans, foreign trade transactions, investment products, cash management, leasing, factoring, insurance, credit cards, and other banking products. A customer-oriented branch network was built in order to serve customers' needs effectively and efficiently.

Additionally, the Bank provides "small business" banking service to enterprises in retail and service sectors. Products include overdraft accounts, POS machines, credit cards, cheque books, TL and foreign currency deposits, investment accounts, internet banking and call-center, debit card, and bill payment.

Retail banking customers form a wide-spread and sustainable deposit base for the Bank. Individual customers' needs are met by diversified consumer banking products through branches and alternative delivery channels.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Major financial statement items according to business lines:

| Current Period                                       | Retail<br>Banking | Corporate<br>Banking | Investment<br>Banking | Other       | Total<br>Operations |
|--|-------------------|----------------------|-----------------------|-------------|---------------------|
| OPERATING INCOME/ EXPENSES                           |                   |                      |                       |             | -                   |
| Interest Income                                      | 5,627,056         | 10,965,512           | 4,848,526             | 3,000       | 21,444,094          |
| Interest income from loans                           | 5,627,056         | 10,965,512           | 1,670,270             | -           | 18,262,838          |
| Interest income from reserve deposits                | -                 | -                    | 221,541               | -           | 221,541             |
| Interest income from securities portfolio            | -                 | -                    | 2,868,891             | -           | 2,868,891           |
| Interest income from banks                           | -                 | -                    | 52,638                | -           | 52,638              |
| Interest income from money market transactions       | -                 | -                    | 35,186                | -           | 35,186              |
| Finance Lease Income                                 | -                 | -                    | -                     | -           | -                   |
| Other interest income                                | -                 | -                    | -                     | 3,000       | 3,000               |
| Interest Expense                                     | 4,337,115         | 4,634,234            | 3,787,824             | 63,495      | 12,822,668          |
| Interest expense on deposits                         | 4,337,115         | 4,619,108            | 248,858               | -           | 9,205,081           |
| Interest expense on funds borrowed                   | -                 | 15,126               | 656,766               | -           | 671,892             |
| Interest expense on money market transactions        | -                 | -                    | 1,523,311             | -           | 1,523,311           |
| Interest expense on securities issued                | -                 | -                    | 1,020,139             | -           | 1,020,139           |
| Other interest expenses                              | _                 | -                    | 338,750               | 63,495      | 402,245             |
| Net Interest Income                                  | 1,289,941         | 6,331,278            | 1,060,702             | (60,495)    | 8,621,426           |
| Net Fees and Commissions Income                      | 497,841           | 748,403              | 84,421                | -           | 1,330,665           |
| Trading Income / Losses (Net)                        | -                 |                      | 164,212               | -           | 164,212             |
| Dividend Income                                      |                   |                      | 93,561                |             | 93,561              |
| Other Income (*)                                     |                   |                      |                       | 1,673,529   | 1,673,529           |
| Provision For Losses on Loans and Other Receivables  | 483,166           | 1,773,358            | 30,802                | 500,207     | 2,787,533           |
| Other Expenses (**)                                  | 405,100           | 1,773,330            | 30,002                | 4,420,728   | 4,420,728           |
| Profit Before Taxes                                  | 1,304,616         | 5,306,323            | 1,372,094             | (3,307,901) | 4,675,132           |
| Provision for taxes                                  | 1,304,010         | 3,300,323            | 1,372,074             | (951,749)   | (951,749)           |
| Net Profit / Loss                                    | 1,304,616         | 5,306,323            | 1,372,094             | (4,259,650) | 3,723,383           |
| nect rolly 2000                                      | 1,304,010         | 3,300,323            | 1,372,074             | (4,237,030) | 3,723,303           |
| SEGMENT ASSETS                                       |                   |                      |                       |             |                     |
| Securities Portfolio                                 | -                 | -                    | 30,316,048            | -           | 30,316,048          |
| Derivative Financial Assets Held for Trading Purpose | -                 | -                    | 1,936,525             | -           | 1,936,525           |
| Banks and Receivables From Money Markets             | -                 | -                    | 13,539,930            | -           | 13,539,930          |
| Investments in Associates and Subsidiaries           | _                 | -                    | 2,563,016             | -           | 2,563,016           |
| Loans and Receivables                                | 48,222,428        | 106,467,197          | 29,281,990            | -           | 183,971,615         |
| Other Assets   | -                 | -                    | 29.037.351            | 9,207,225   | 38,244,576          |
| TOTAL ASSETS   | 48,222,428        | 106,467,197          | 106,674,860           | 9,207,225   | 270,571,710         |
|  |                   |                      |                       |             |                     |
| SEGMENT LIABILITIES                                  | 45.000.005        | 00.475.404           | 0.770.400             |             | 155 055 100         |
| Deposits   | 65,323,825        | 80,175,194           | 9,778,103             | -           | 155,277,122         |
| Derivative Financial Liabilities Held for Trading    |                   |                      |                       |             |                     |
| Purpose  | -                 |                      | 1,184,530             | -           | 1,184,530           |
| Interbank Money Market Takings                       | -                 | -                    | 22,270,837            | -           | 22,270,837          |
| Funds Borrowed                                       | -                 | 571,707              | 27,735,914            | -           | 28,307,621          |
| Securities Issued                                    | -                 | -                    | 19,485,098            | -           | 19,485,098          |
| Other Liabilities                                    | -                 | -                    | 6,701,893             | 9,923,176   | 16,625,069          |
| Provisions and Tax Liabilities                       | -                 | -                    | -                     | 4,163,615   | 4,163,615           |
| Equity   | -                 | -                    | -                     | 23,257,818  | 23,257,818          |
| TOTAL LIABILITIES AND EQUITY                         | 65,323,825        | 80,746,901           | 87,156,375            | 37,344,609  | 270,571,710         |
|  | , . =- , -=-      | , ,                  | . ,,                  | - ,,        | .,                  |

TL 936,786 amount of TL 1,673,529 shown in other income line consists of rejecting reserves from previous periods, TL 148,977 of income from sale of Bank's assets, TL 43,602 from communications income and remaining, TL 1,018 from leasing income, TL 543,146 of other income.

<sup>(\*\*)</sup> TL 1,768,758 amount of TL 4,420,728 shown in other expenses line consists of personnel expenses, TL 1,844,656 of other operating expenses, TL 161,271 of depreciation expenses, TL 168,500 of dividend reserves expenses to be given to personnel, TL 168,783 of Savings Deposit Insurance Fund (SDIF) expenses, TL 148,817 of taxes and funds expenses, and the remaining TL 159,943 of other expenses.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| Prior Period   | Retail<br>Banking | Corporate<br>Banking | Investment<br>Banking | Other       | Total<br>Operations |
|--|-------------------|----------------------|-----------------------|-------------|---------------------|
| OPERATING INCOME/ EXPENSES                           | Dunking           | Dunking              | Donking               | - Curci     | Operations          |
| Interest Income                                      | 4,959,598         | 8,079,808            | 3,513,759             | 4,461       | 16,557,626          |
| Interest income from loans                           | 4,959,598         | 8,079,808            | 1,172,511             | -           | 14,211,917          |
| Interest Income from reserve deposits                | -                 | -                    | 111,798               | -           | 111,798             |
| Interest income from securities portfolio            | -                 |                      | 2,204,418             | -           | 2,204,418           |
| Interest income from banks                           | -                 | -                    | 25,032                | -           | 25,032              |
| Interest income from money market transactions       | -                 | -                    | -                     | -           |                     |
| Finance Lease Income                                 | -                 | -                    | -                     | -           |                     |
| Other interest income                                | -                 | -                    | -                     | 4,461       | 4,461               |
| Interest Expense                                     | 3,387,868         | 3,618,235            | 2,541,301             | 43,581      | 9,590,985           |
| Interest expense on deposits                         | 3,387,868         | 3,605,822            | 220,219               | -           | 7,213,909           |
| Interest expense on funds borrowed                   | -                 | 12,413               | 373,337               | -           | 385,750             |
| Interest expense on money market transactions        | -                 | -                    | 992,840               | -           | 992,840             |
| Interest expense on securities issued                | =                 | -                    | 680,296               | -           | 680,296             |
| Other interest expenses                              | =                 | _                    | 274,609               | 43,581      | 318,190             |
| Net Interest Income                                  | 1,571,730         | 4,461,573            | 972,458               | (39,120)    | 6,966,641           |
| Net Fees and Commissions Income                      | 425,547           | 478,927              | 76,409                | -           | 980,883             |
| Trading Income/ Losses (Net)                         | -                 | -                    | 483,813               | -           | 483,813             |
| Dividend Income                                      | -                 | -                    | 91,753                | -           | 91,753              |
| Other Income (*)                                     | -                 | -                    | -                     | 954,031     | 954,031             |
| Provision For Losses on Loans and Other Receivables  | 431,235           | 1,570,736            | 30,688                | 213,855     | 2,246,514           |
| Other Expenses (**)                                  | -                 | -                    | -                     | 3,835,083   | 3,835,083           |
| Profit Before Taxes                                  | 1,566,042         | 3,369,764            | 1,593,745             | (3,134,027) | 3,395,524           |
| Provision for taxes                                  | -                 | -                    | -                     | (692,482)   | (692,482)           |
| Net Profit/ Loss                                     | 1,566,042         | 3,369,764            | 1,593,745             | (3,826,509) | 2,703,042           |
| SEGMENT ASSETS                                       |                   |                      |                       |             |                     |
| Securities Portfolio                                 | _                 | _                    | 25,999,793            | -           | 25,999,793          |
| Derivative Financial Assets Held for Trading Purpose | _                 | _                    | 1,610,979             | -           | 1,610,979           |
| Banks and Receivables From Money Markets             |                   |                      | 3,890,322             | -           | 3,890,322           |
| Investments in Associates and Subsidiaries           |                   | _                    | 2,096,602             | _           | 2,096,602           |
| Loans and Receivables                                | 41,424,553        | 82,471,067           | 23,816,755            | _           | 147,712,375         |
| Other Assets   | -                 | -                    | 24,223,603            | 7,006,231   | 31,229,834          |
| TOTAL ASSETS   | 41,424,553        | 82,471,067           | 81,638,054            | 7,006,231   | 212,539,905         |
| SEGMENT LIABILITIES                                  |                   |                      |                       |             |                     |
| Deposits   | 54,150,626        | 64,556,129           | 5,131,622             | -           | 123,838,377         |
| Derivative Financial Liabilities Held for Trading    | 31,130,020        | 01,330,127           | 3,131,022             |             | 123,030,311         |
| Purpose  | -                 | -                    | 1,143,703             | -           | 1,143,703           |
| Interbank Money Market Takings                       | _                 | -                    | 12,895,334            | -           | 12,895,334          |
| Funds Borrowed                                       | -                 | 662,429              | 23,531,341            | -           | 24,193,770          |
| Securities Issued                                    | -                 | =                    | 14,707,745            | -           | 14,707,745          |
| Other Liabilities                                    | -                 | -                    | 5,774,949             | 7,098,768   | 12,873,717          |
| Provisions and Tax Liabilities                       | -                 | -                    |                       | 3,648,548   | 3,648,548           |
| Equity   | -                 | -                    | -                     | 19,238,711  | 19,238,711          |
| TOTAL LIABILITIES AND EQUITY                         | 54,150,626        | 65,218,558           | 63,184,694            | 29,986,027  | 212,539,905         |
| · · · · · · · · · · · · · · · · · · ·                | ,,                | ,                    | ,,                    | ,,          | ,,                  |

<sup>(\*)</sup> TL 665,884 amount of TL 954,031 shown in other income line consists of rejecting reserves from previous periods, TL 164,709 of income from sale of Bank's assets, TL 40,316 from communications income, TL 923 from leasing income and remaining TL 82,199 of other income.

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<sup>(\*\*)</sup> TL 1,488,861 amount of TL 3,835,083 shown in other expenses line consists of personnel expenses, TL 1,560,004 of other operating expenses, TL 172,096 of depreciation expenses, TL 147,970 of dividend reserves expenses to be given to personnel, TL 138,469 of Savings Deposit Insurance Fund (SDIF) expenses, TL 130,750 of taxes and funds expenses, and the remaining TL 196,933 of other expenses.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### **XI. INFORMATION ON RISK MANAGEMENT**

The footnotes and related explanations published in the Official Gazette No. 29511 dated October 23, 2015 and prepared in accordance with the "Explanations Communique on Explanations to the Public Regarding Banks Risk Management" entered into force as of 31, 2016 are given in this section. Since the Bank uses a standardized approach to capital adequacy calculations, there is no disclosure within the scope of the internal rating-based approach.

### 1. Information on Risk Management and Overview of Risk Weighted Amounts

### a) Risk Management Strategy

The bank manages assets and values which are entrusted to it effectively and efficiently in order to increase the constant contribution to customers, shareholders and the society. The bank adopted the forward looking risk based approach in all activities undertaken by creating assets in a high quality and managing obligations well. Generating the systems and processes of risk management and observation of its effectiveness are structured in the responsibility of Board of Directors. Current risk profile of the bank defines the all the internal and external important risks arises from the operating environment, the regulatory or economic environment. These risks defined on the console and non-console level are managed with policies and implementation procedures approved by the Bank's Board of Directors. To achieve this, Risk Management Department working under the Audit Committee, Inspection Board Department and Internal Control Department are working in coordination with all the departments at the same time.

Risk management strategy of the bank is basically to avoid legal risks and risks which are unlikely to occur but have a huge impact, to take measures to minimize the risks (to reduce risks) that may arise due to the nature of banking activities, to purchase protection, insurance or techniques such as credit derivatives in order to transfer risks to the third parties (transfer of risk) and the acceptance of risks that are unlikely to occur and have small impact.

Within the scope of the general principles and principles observed by the Bank in the context of risk management, the internal capital adequacy assessment process (ISEDES) is established in parallel with the budgeting process to determine the internal capital targets consistent with the risk profile and the activity environment and the effects of scenario outcomes on Bank projections is evaluated.

As a part of risk appetite structure, risk limits are set and over-limit exemptions and early warning levels are observed/followed. The limits are reviewed regularly according to the developments in the market condition, Bank strategy and risk appetite and updated if necessary. Apart from the limits, early warning levels are determined. In case of approaching or exceeding the limits, the appropriate units are taking the related actions.

The risks may arise from the new products and services and effects of these risks are analyzed. For the quantification of quantifiable risks and the qualitative evaluation of non-quantifiable. Effective and applicable systems which are compatible with the Bank's product range and fields of activity are developed.

In response to the sudden and unexpected changes in the macroeconomic indicators and Bank's specific circumstances, the risks the can be exposed to such as income/expenditure effect, capital loss, economic value change, liquidity adequacy are presented by various reports and stress tests conducted daily, weekly, monthly and annually. These reports and stress tests play an active role in the process of making decisions in the context of risk based approach. Risks subject to stress tests contains all the risks related to bank's risk group (on the balance sheet – off the balance sheet). These risks are subject to stress test applications independently, and can be subject to stress test applications in an integrated way taking into account interactions between them.

Risks which are subject to stress test applications can be evaluated on portfolio and activities basis, consolidated and non – consolidated basis, at specific and general levels. Specific stress test applications are performed with sensitivity and scenario analysis specific to particular portfolio and activity. General stress test applications are established to ensure that bank's risks are seen in an integrated perspective. Relations between risks are taken into account by the correlation effect and relations between portfolios are considered with diversification effect. Furthermore in addition to stress tests, reverse stress tests that enable us to evaluate which risk factors and which risk concentrations causes significant loss indicators designed from the outset are conducted.

Evaluation and monitoring of the developments in the risks, in line with the national legislation and international practices, taking the neccesary precautions, identification of the risk limits, ensuring the risk requirement limits and the necessary analysis, measurements and reportings are made by the Risk Management Chairmanship.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

The improvement of risk culture in parallel with changes in economic conjectures and risk perception is considered as an important factor by the Bank and it aims to ensure the risk awareness and sensitivity in actions to be taken. The provided trainings in line with this direction, risk assessments and reportings, The risk reportings made with the Board of Directors, Top Management and the comitees, the risk apetitie framework and the internal capital adequacy evaluation process that the bank generated, contributes the dissemination of the risk culture.

### b) Risk Weighted Amounts

|    |   | Risk Weighted  | Amount       | Minimum Capital<br>Requirements |
|----|---|----------------|--------------|---------------------------------|
|    |   | Current Period | Prior Period | Current Period                  |
| 1  | Credit Risk (excluding counterparty credit risk) (*)        | 168,059,840    | 150,079,012  | 13,444,787                      |
| 2  | Standardised approach                                       | 168,059,840    | 150,079,012  | 13,444,787                      |
| 3  | internal rating based approach                              | -              | -            | -                               |
| 4  | Counterparty Credit Risk                                    | 2,832,891      | 2,123,897    | 226,631                         |
| 5  | Standardised approach for counterparty credit risk          | 2,832,891      | 2,123,897    | 226,631                         |
| 6  | Internal model method                                       | -              | -            | -                               |
| 7  | Equity position in banking book under basic risk weighting  |                |              |                                 |
|    | or internal rating based                                    | -              | -            | -                               |
| 8  | Equity investments in funds – look-through approach         | 263            | -            | 21                              |
| 9  | Equity investments in funds – mandate-based approach        | -              | -            | -                               |
| 10 | Equity investments in funds – 1250% weighted risk approach  | -              | -            | -                               |
| 11 | Settlement Risk   | -              | -            | -                               |
| 12 | Securitization positions in banking accounts                | -              | -            | -                               |
| 13 | IRB ratings-based approach                                  | -              | -            | -                               |
| 14 | IRB Supervisory formula approach                            | -              | -            | -                               |
| 15 | SA/simplified supervisory formula approach                  | -              | -            | -                               |
| 16 | Market risk   | 652,375        | 611,455      | 52,190                          |
| 17 | Standardised approach                                       | 652,375        | 611,455      | 52,190                          |
| 18 | Internal model approaches                                   | -              | -            | -                               |
| 19 | Operational Risk  | 14,255,142     | 12,290,249   | 1,140,412                       |
| 20 | Basic Indicator Approach                                    | 14,255,142     | 12,290,249   | 1,140,412                       |
| 21 | Standardised approach                                       | -              | -            | -                               |
| 22 | Advanced measurement approach                               | -              | -            | -                               |
| 23 | The amounts below the thresholds for deduction from capital |                |              |                                 |
|    | (subject to a 250% risk weight)                             | -              | 207,773      | -                               |
| 24 | Floor adjustment  | -              | -            | -                               |
| 25 | Total (1+4+7+8+9+10+11+12+16+19+23+24)                      | 185,800,511    | 165,312,386  | 14,864,041                      |

<sup>(\*)</sup> Except for the amount of the discount threshold under the equit

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### 2. Linkages between Financial Statements and Regulatory Exposures

a) Differences between accounting and regulatory scopes of consolidation and mapping of financial statement categories with regulatory risk categories

|  | Carrying values                  |              | , ,          | ·              |             | Not subject             |
|--|----------------------------------|--------------|--------------|----------------|-------------|-------------------------|
|  | Carrying values<br>as reported   |              |              |                |             | to capital requirements |
|  | in published                     |              | Subject to   |                |             | or subject to           |
|  | financial                        | Subject to   | counterparty | Subject to the | Subject to  | deduction               |
|  | statements                       | credit risk  | credit risk  | securitization | market risk | from capital            |
| Assets   | 21010                            |              |              |                |             |                         |
| Cash and balances at central bank                    | 28,644,824                       | 28,644,824   | _            | -              | _           |                         |
| Financial assets held for trading                    | 1,936,788                        | -            | 1,936,788    | -              | 49,126      |                         |
| Financial assets designated at fair                  |                                  |              | , , ,        |                | ,           |                         |
| value through  |                                  |              |              |                |             |                         |
| profit or loss                                       | -                                | -            | -            | -              | -           |                         |
| Banks  | 11,887,828                       | 11,887,828   | -            | -              | -           |                         |
| Receivables from money markets                       | 1,652,102                        | 1,652,102    | -            | -              | -           |                         |
| Available for sale financial assets                  |                                  |              |              |                |             |                         |
| (net)  | 13,549,714                       | 13,245,166   | 1,839,025    | -              | 304,548     |                         |
| Loans and receivables                                | 183,971,615                      | 183,970,260  | -            | -              |             | 1,355                   |
| Factoring receivables                                | -                                | -            | -            | -              | -           |                         |
| Held to maturity investments (net)                   | 16,766,071                       | 16,766,071   | 7,767,018    | -              | -           |                         |
| Investments in associates (net)                      | 349,158                          | 349,158      | -            | -              | -           |                         |
| Investments in subsidiaries (net)                    | 2,213,858                        | 2,213,858    | -            | -              | -           |                         |
| Investments in joint ventures (net)                  | -                                | -            | -            | -              | -           |                         |
| Leasing receivables                                  | -                                | -            | -            | -              | -           |                         |
| Derivative financial assets held for                 |                                  |              |              |                |             |                         |
| hedges   | -                                | -            | -            | -              | -           |                         |
| Tangible assets (net)                                | 1,417,263                        | 1,234,286    | -            | =              | -           | 182,977                 |
| Intangible assets (net)                              | 210,970                          | =            | =            | -              | -           | 210,970                 |
| Investment properties (net)                          | -                                | -            | =            | -              | -           |                         |
| Tax assets   | -                                | -            | -            | -              | -           |                         |
| Non-current assets and disposal                      |                                  |              |              |                |             |                         |
| groups classified                                    |                                  |              |              |                |             |                         |
| as held for sale (net)                               | 1,312,493                        | 1,312,493    | -            | -              | -           |                         |
| Other assets   | 6,659,026                        | 6,659,026    | -            | -              | -           | -                       |
| Total assets   | 270,571,710                      | 267,935,072  | 11,542,831   | -              | 353,674     | 395,302                 |
| Liabilities  |                                  |              |              |                |             |                         |
| Deposits   | 155,277,122                      | -            | -            | -              |             | 155,277,122             |
| Derivative financial liabilities held for            |                                  |              |              |                |             |                         |
| trading  | 1,184,530                        | -            | 1,184,530    | -              | 49,131      | 1,184,530               |
| Loans  | 28,307,621                       | -            | -            | -              | -           | 28,307,621              |
| Debt to money markets                                | 22,270,837                       | -            | 8,976,768    | -              | -           | 13,294,069              |
| Debt securities in issue                             | 19,485,098                       | -            | -            | -              | -           |                         |
| Funds  | 3,206                            | -            | -            | -              | -           | 3,206                   |
| Various debts  | 6,848,328                        | -            | -            | -              |             | 6,848,328               |
| Other liabilities                                    | 3,837,566                        | -            | -            | -              | -           | 3,837,566               |
| Factoring debts                                      | -                                | <del>-</del> |              | -              | -           |                         |
| Debts from leasing transactions                      | -                                | -            |              | -              | -           |                         |
| Derivative financial liabilities held for            |                                  |              |              |                |             |                         |
| hedges   | 2 442 402                        |              |              | <del>-</del>   | -           | 2 442 402               |
| Provisions Tay liability                             | 3,412,482                        | -            | -            | -              | -           | 3,412,482               |
| Tax liability  | 751,133                          | -            | -            | -              | -           | 751,133                 |
| Liabilities included in disposal groups              |                                  |              |              |                |             |                         |
| classified as held for sale (net) Subordinated debts | -<br>E 02E 070                   | -            | -            | -              | -           | E 03 E 04 0             |
|  | 5,935,969                        | -            | -            |                | -           | 5,935,969               |
| Equity Total liabilities                             | 23,257,818<br><b>270,571,710</b> | -            | 10 1/1 300   | <u> </u>       | 40 124      | 23,257,818              |
| iviai iidviiilies                                    | 4/0,5/1,/10                      | -            | 10,161,298   | -              | 49,131      | 242,109,844             |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| Prior Period                              | Carrying values<br>as reported in<br>published<br>financial<br>statements | Subject to<br>credit risk | Subject to<br>counterparty<br>credit risk | s of items (according subject to the securitization | Subject to<br>market risk | Not subject<br>to capital<br>requirements or<br>subject to<br>deduction<br>from capital |
|---|---|---------------------------|---|---|---------------------------|---|
| Assets                                    |   |                           |   |   |                           |   |
| Cash and balances at central bank         | 24,365,297  | 24,365,297                | -   | -   | -                         | -   |
| Financial assets held for trading         | 1,611,180   | -                         | 1,611,180                                 | -   | 45,496                    | -   |
| Financial assets designated at fair value |   |                           |   |   |                           |   |
| through profit or loss                    | -   | -                         | -   | -   | -                         | -   |
| Banks                                     | 3,890,322   | 3,890,322                 | -   | -   | -                         | -   |
| Receivables from money markets            | -   | -                         | _   | -   | -                         | -   |
| Available for sale financial assets       |   |                           |   |   |                           |   |
| (net)                                     | 17,819,057  | 17,455,016                | 5,888,625                                 | -   | 364,041                   | -   |
| Loans and receivables                     | 147,712,375   | 147,711,209               | -   | -   |                           | 1,166   |
| Factoring receivables                     |   |                           | -   | -   |                           |   |
| Held to maturity investments (net)        | 8,180,535   | 8,180,535                 | 5,323,555                                 | -   | -                         | -   |
| Investments in associates (net)           | 299,478   | 299,478                   | -   | -   | -                         | -   |
| Investments in subsidiaries (net)         | 1,797,124   | 1,797,124                 |   | -   | -                         | -   |
| Investments in joint ventures (net)       |   |                           |   | -   |                           |   |
| Leasing receivables                       |   | _                         | _   | _   |                           |   |
| Derivative financial assets held for      |   |                           |   |   |                           |   |
| hedges                                    |   |                           | _   | _   | _                         | _   |
| Tangible assets (net)                     | 1,409,875   | 1,251,583                 |   | -   |                           | 158,292   |
| Intangible assets (net)                   | 193,866   | 1,231,363                 |   |   |                           | 193,866   |
| Investment properties (net)               | 173,000   |                           |   |   |                           | 173,000   |
|   | 02.100  | 02.100                    |   | <u>-</u>  |                           |   |
| Tax assets                                | 83,109  | 83,109                    |   |   |                           |   |
| Non-current assets and disposal           |   |                           |   |   |                           |   |
| groups                                    | 1 227 077   | 1 115 705                 |   |   |                           | 442 442   |
| classified as held for sale (net)         | 1,227,867   | 1,115,725                 | -   | -   | -                         | 112,142   |
| Other assets                              | 3,949,820   | 3,949,820                 | -   | -   | -                         |   |
| Total assets                              | 212,539,905   | 210,099,218               | 12,823,360                                | -   | 409,537                   | 465,466   |
| Liabilities                               |   |                           |   |   |                           |   |
| Deposits                                  | 123,838,377   | -                         | -   | -   | -                         | 123,838,377   |
| Derivative financial liabilities held for |   |                           |   |   |                           |   |
| trading                                   | 1,143,703   | -                         | 1,143,703                                 | -   | 45,295                    | 1,143,703   |
| Loans                                     | 24,193,770  | -                         | -   | -   | -                         | 24,193,770  |
| Debt to money markets                     | 12,895,334  | -                         | 12,895,334                                | -   | -                         | 12,895,334  |
| Debt securities in issue                  | 14,707,745  | -                         | =   | -   | =                         | -   |
| Funds                                     | 3,319   | -                         | -   | -   | -                         | 3,319   |
| Various debts                             | 5,162,994   | -                         | -   | -   | -                         | 5,162,994   |
| Other liabilities                         | 2,676,191   | -                         | -   | -   | -                         | 2,676,191   |
| Factoring debts                           | -   | -                         | -   | -   | -                         | -   |
| Debts from leasing transactions           | -   | -                         | -   | -   | -                         | -   |
| Derivative financial liabilities held for |   |                           |   |   |                           |   |
| hedges                                    | -   | -                         | -   | -   | -                         | -   |
| Provisions                                | 3,224,092   | -                         | -   | -   | -                         | 3,224,092   |
| Tax liability                             | 424,456   | -                         |   | -   | -                         | 424,456   |
| Liabilities included in disposal groups   | .2 ., 130   |                           |   |   |                           | .2 1, 130   |
| classified as held for sale (net)         | _   | _                         | _   | -   | -                         | -   |
| Subordinated debts                        | 5,031,213   |                           |   | _   |                           | 5,031,213   |
| Equity                                    | 19,238,711  | _                         |   | _   |                           | 19,238,711  |
| Total liabilities                         | 212,539,905   | _                         | 14,039,037                                | -   | 45,295                    | 197,832,160   |
| וטנטו ווטטווונוכא                         | 414,337,703   | <u>-</u>                  | 14,037,037                                | <u>-</u>  | 43,473                    | 171,032,100   |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

b) Main sources of differences between regulatory exposure amounts and carrying values in financial statements

|    | Current Period  | Total       | Items subject<br>to credit risk | Items subject<br>to securitization | Items subject to<br>counterparty<br>credit risk | Items subject to<br>market risk |
|----|---|-------------|---------------------------------|------------------------------------|---|---------------------------------|
| 1  | Asset carrying value amount under scope of regulatory consolidation   | 270,176,408 | 267,935,072                     | -                                  | 11,542,831                                      | 353,674                         |
| 2  | Liabilities carrying value amount under regulatory scope of consolidation   | 28,461,866  | -                               | -                                  | 10,161,298                                      | (49,131)                        |
| 3  | Total net amount under regulatory scope of consolidation  | 241,714,542 | 267,935,072                     | -                                  | 1,381,533                                       | 304,543                         |
| 4  | Off-balance sheet amounts   | -           | -                               | -                                  | 2,744,685                                       | -                               |
| 5  | Differences in valuations   | -           | -                               | -                                  | -   | _                               |
| 6  | Differences due to different netting rules, other than those already included in row 2  | -           | -                               | -                                  | -   | -                               |
| 7  | Differences due to consideration of provisions  | -           | -                               | -                                  | -   | -                               |
| 8  | Differences due to prudential filters   | -           | -                               | -                                  | -   | -                               |
| 9  | Differences due to risk reduction   | -           | -                               | -                                  | 568,751   | -                               |
| 10 | Exposure amounts considered for regulatory  | -           | 267,935,072                     | -                                  | 3,313,436                                       | 304,543                         |
|    | Prior Period  | Total       | Items subject<br>to credit risk | Items subject to securitization    | Items subject to<br>counterparty<br>credit risk | Items subject to<br>market risk |
| 1  | Asset carrying value amount under scope of regulatory consolidation   | 212,074,439 | 210,099,218                     | -                                  | 12,823,360                                      | 409,537                         |
| 2  | Liabilities carrying value amount under regulatory scope of consolidation   | 14,707,745  | -                               | -                                  | 14,039,037                                      | (45,295)                        |
| 3  | Total net amount under regulatory scope of consolidation  | 197,366,694 | 210,099,218                     | -                                  | (1,215,677)                                     | 364,242                         |
| 4  | Off-balance sheet amounts   | 114,291,533 | 22,195,365                      | -                                  | 2,222,070                                       | -                               |
| 5  | D:#   |             |                                 |                                    |   |                                 |
| )  | Differences in valuations   | -           | -                               | -                                  | -   | -                               |
| 6  | Differences in valuations  Differences due to different netting rules, other than those already included in row 2                     | -           | -                               | -                                  | -   | -                               |
| _  | Differences due to different netting rules, other   | -<br>-      | -<br>-                          | -                                  | -   | -<br>-                          |
| 6  | Differences due to different netting rules, other than those already included in row 2  |             | (3,898,133)                     |                                    | -   | -<br>-<br>-                     |
| 7  | Differences due to different netting rules, other than those already included in row 2 Differences due to consideration of provisions |             | (3,898,133)                     |                                    | -<br>-<br>-<br>769,248                          | -<br>-<br>-<br>-<br>-           |

c) Explanations of differences bet ween accounting and regulatory exposure amounts

There is no significant difference between the amounts assessed pursuant to TAS and the risk amounts used within the scope of capital adequacy reported on the financial statements.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### 3. Credit Risk Explanations

### a) General Information on Credit Risk

If the counterparty does not partially or completely fulfil its obligations in accordance with contract, the credit risk is exposed. Bank's definition of credit risk contains the credit risk in all products and activities based on the credit definition of law of banking.

In accordance with the articles 51 and 54 of banking law and in compliance with legal legislation in order to restrict the credit risk in the crediting operations; branches, regional directorates, general directorate crediting units, deputy general manager responsible for credits, general manager, credit committee and board of directors determine the credit limits for counterparties within the framework of lending authority limits and provide credits within these limits.

Crediting activities are one of the basic and extensive fields of activities. The bank can provide all kind of crediting activities with its experience, competitiveness, variety of product and services. Parallel to this, it has a wide range of organization, regulation (legislation/documentation) and system infrastructure for the marketing, allocation and monitoring process of credit.

While establishing infrastructure, it is also supervised that all activities can be performed on a risk basis, in addition to providing the highest level of efficiency in the processes of the credits.

Credit management is not the single function within the bank and it is not restricted to the only one unit and responsibility area. Credit management is a process carried out together with different units and employees with different roles, authorities and responsibilities.

Credit facility functions are mainly carried out by the consecration units and in addition to the transactions done by the business units announced by the head of the Credit Management Department, relevant policy, strategy and framework documents are constituted by taking account of the international implementations and national legistation in order to ensure the effective and healthy management of the credit risk. The basic principles and principles of the policy, strategy and framework documents and the identification, measurement, monitoring and reporting of risk within the scope of risk management are determined. In the management of the credit risk, it is essential to consider all risk categories that may lead to capital requirements. In this subjected process, allocation units, evaluation and rating units, and risk management units are playing an active role.

The Risk Management Department continues its activities to assess, analyze and report on the credit risk in line with the policy document and measurement results and to determine the effect of the Bank on the capital requirement.

Within the results of the studies made in this context, it is possible to establish better portfolios with lower potential asset classes (credit types and/or counterparties) by sharing them with the bank's top management and the units managing the loan portfolios, trying to be a quide in these matters.

Sectoral, geographical and individual concentration limits and country risk limits have been determined in order to identify the risks to be created by credit concentration and to establish a balanced credit portfolio, these limits are regularly reviewed and updated considering the Bank's credit policy, risk apetite and economic changes.

The eventual aim of the Bank is using credit risk inherent management methods in accordance with Basel III and best international implementations. In this context, studies of IRB (Internal Ratings Based Approach) are carried out. Within the scope of IRB studies, politics and procedures are updated as risk-focused. In addition, the work involves the correctness, precision and consistency of the models, which are used by the Bank, and the ratios of them in determining these criteria, measuring the general coherence of the other parts of the models, and basically, the work is continued in terms of qualitative and quantitative validation (verification) of the Bank's inner credit rating systems.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Credit quality of assets

**Current Period** 

### Gross carrying values of (according to TAS)

|   |                             | Defaulted exposures | Non-defaulted<br>exposures | Allowances/<br>impairments | Net values  |
|---|-----------------------------|---------------------|----------------------------|----------------------------|-------------|
| 1 | Loans                       | 7,638,206           | 182,942,481                | 6,609,072                  | 183,971,615 |
| 2 | Debt Securities             | -                   | 30,127,332                 | 123,452                    | 30,003,880  |
| 3 | Off-balance sheet exposures | 169,355             | 79,708,432                 | 75,942                     | 79,801,845  |
| 4 | Total                       | 7,807,561           | 292,778,245                | 6,808,466                  | 293,777,340 |

|   | Gross carrying values of Prior Period (according to TAS) |                     |                            |                            |             |  |
|---|--|---------------------|----------------------------|----------------------------|-------------|--|
|   |  | Defaulted exposures | Non-defaulted<br>exposures | Allowances/<br>impairments | Net values  |  |
| 1 | Loans  | 6,413,503           | 146,619,289                | 5,320,417                  | 147,712,375 |  |
| 2 | Debt Securities  | -                   | 26,219,504                 | 247,522                    | 25,971,982  |  |
| 3 | Off-balance sheet exposures                              | 165,159             | 65,401,526                 | 59,816                     | 65,506,869  |  |
| 4 | Total  | 6,578,662           | 238,240,319                | 5,627,755                  | 239,191,226 |  |

### Changes in stock of defaulted loans and debt securities (\*)

|   |   | <b>Current Period</b> | <b>Prior Period</b> |
|---|---|-----------------------|---------------------|
| 1 | Defaulted loans and debt securities at end of the previous reporting period   | 6,413,503             | 4,850,213           |
| 2 | Loans and debt securities that have defaulted since the last reporting period | 3,189,506             | 2,919,386           |
| 3 | Returned to non-defaulted status  | 106,595               | 31,895              |
| 4 | Amounts written off   | -                     | -                   |
| 5 | Other changes   | (1,858,208)           | (1,324,201)         |
| 6 |   | 7 (20 20)             | 4 442 502           |
|   | Definitions   | 7,638,206             | 6,413,503           |

<sup>(\*)</sup> Provisions for non-cash loans that are not indemnified and not converted into cash are not included.

### Additional disclosure related to the credit quality of assets

The Bank classifies loans and other receivables in accordance with the "Regulation on Identification of and Provision against Non-Performing Loans and Other Receivables" and other regulations. When loans that are followed under the groups except Group I mentioned in this regulation are classified as past due items, general provision is calculated for Group II, and special provision is calculated for loans followed under Group III, IV and Group V.

According to the above mentioned "Regulation on Identification of and Provision against Non-Performing Loans and Other Receivables" Minimum provision rates to Loans classified is 20% to loans on Group III, 50% to loans on Group IV and 100% to loans on Group V.

Restructuring that can be applied for performing or non-performing receivables is done by changing the terms of the loan contract or by partially or completely refinancing the loan due to the financial difficulties that the borrower is facing or is likely to encounter in the payments.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Breakdown of receivables in terms of geographic regions, sectors and remaining maturities

Breakdown of receivables in terms of geographic regions

|                           | Current Period                | Prior Period                 |  |
|---------------------------|-------------------------------|------------------------------|--|
| Geographical area         | Credit receivables/<br>risks) | Credit receivables/<br>risks |  |
| Domestic                  | 173,143,176                   | 139,359,552                  |  |
| European Union Countries  | -                             | -                            |  |
| OECD Countries (*)        | -                             | -                            |  |
| Off-Shore Banking Regions | -                             | -                            |  |
| USA, Canada               | 1,801,673                     | 1,756,636                    |  |
| Other                     | 7,987,379                     | 5,502,804                    |  |
| Total                     | 182,932,228                   | 146,618,992                  |  |

<sup>(°)</sup> OECD Countries other than EU countries, USA and Canada.

Breakdown of loan receivables by sector

| Current Period                       | Cash Loans  | Impaired Loans | Provisions |
|--------------------------------------|-------------|----------------|------------|
| Agricultural                         | 1,008,685   | 49,564         | 40,488     |
| Farming and raising livestock        | 977,078     | 45,271         | 36,982     |
| Forestry                             | 14,342      | 2,207          | 2,042      |
| Fishing                              | 17,265      | 2,086          | 1,464      |
| Manufacturing                        | 37,893,692  | 1,418,585      | 1,152,837  |
| Mining and Quarrying                 | 3,036,391   | 113,934        | 110,219    |
| Production                           | 26,282,464  | 1,298,469      | 1,036,732  |
| Electricity, Gas, Water              | 8,574,837   | 6,182          | 5,886      |
| Construction                         | 23,424,262  | 791,869        | 702,786    |
| Services                             | 65,008,629  | 2,913,617      | 2,525,464  |
| Wholesale and Retail Trade           | 28,096,489  | 2,049,107      | 1,804,680  |
| Accommodation and Dining             | 5,786,152   | 103,954        | 90,251     |
| Transportation and Telecommunication | 13,816,900  | 391,091        | 332,833    |
| Financial Institutions               | 3,750,023   | 15,550         | 14,680     |
| Real Estate and Rental Services      | 9,329,897   | 61,752         | 53,351     |
| Professional Services                | 2,746,513   | 183,449        | 150,312    |
| Educational Services                 | 856,735     | 18,070         | 17,454     |
| Health and Social Services           | 625,920     | 90,644         | 61,903     |
| Other                                | 55,596,960  | 2,464,571      | 2,177,244  |
| Total                                | 182,932,228 | 7,638,206      | 6,598,819  |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| Prior Period                         | Cash Loans  | Impaired Loans | Provisions |
|--------------------------------------|-------------|----------------|------------|
| Agricultural                         | 1,878,400   | 116,924        | 99,522     |
| Farming and raising livestock        | 1,509,662   | 106,265        | 90,495     |
| Forestry                             | 286,476     | 7,848          | 6,997      |
| Fishing                              | 82,262      | 2,811          | 2,030      |
| Manufacturing                        | 26,254,073  | 1,112,305      | 983,726    |
| Mining and Quarrying                 | 1,004,707   | 41,038         | 36,879     |
| Production                           | 19,649,526  | 1,060,170      | 937,638    |
| Electricity, Gas, Water              | 5,599,840   | 11,097         | 9,209      |
| Construction                         | 16,846,159  | 599,481        | 526,093    |
| Services                             | 44,711,065  | 1,739,620      | 1,452,901  |
| Wholesale and Retail Trade           | 18,617,008  | 1,229,957      | 1,014,712  |
| Accommodation and Dining             | 5,361,779   | 81,173         | 62,466     |
| Transportation and Telecommunication | 10,268,765  | 229,301        | 195,486    |
| Financial Institutions               | 2,959,544   | 5,635          | 4,791      |
| Real Estate and Rental Services      | 2,558,545   | 9,400          | 7,794      |
| Professional Services                | 3,403,072   | 112,056        | 103,965    |
| Educational Services                 | 691,346     | 16,788         | 13,270     |
| Health and Social Services           | 851,006     | 55,310         | 50,417     |
| Other                                | 56,929,295  | 2,845,173      | 2,257,878  |
| Total                                | 146,618,992 | 6,413,503      | 5,320,120  |

Breakdown of loan receivables by outstanding maturity

| <b>Current Period</b> | Up to 1 Month | 1 – 3 Months | 3 - 12 Months | 1 - 5 Years 5 '       | Years and Over | Total       |
|-----------------------|---------------|--------------|---------------|-----------------------|----------------|-------------|
| Loans                 | 15,014,654    | 5,187,532    | 32,686,698    | 84,252,856 45,790,488 |                | 182,932,228 |
| Prior Period          | Up to 1 Month | 1 – 3 Months | 3 – 12 Months | 1 – 5 Years 5 '       | Years and Over | Total       |
| Loans                 | 12,575,901    | 5,268,530    | 30,613,044    | 62,734,890            | 35,426,627     | 146,618,992 |

Amounts of provision allocated receivables (According to the definition used by the Bank in accounting) based on geographical area and sector and amounts deducted from the assets with the related provisions

Breakdown by of provision allocated receivables by geographical area

### **Current Period**

|                           | Loan Receivables |           |
|---------------------------|------------------|-----------|
| Geographical area         | (Risks)          | Provision |
| Domestic                  | 7,605,376        | 6,591,479 |
| European Union Countries  | -                | -         |
| OECD Countries (*)        | -                | -         |
| Off-Shore Banking Regions | -                | -         |
| USA, Canada               | 32,130           | 6,643     |
| Other                     | 700              | 697       |
| Total                     | 7,638,206        | 6,598,819 |

<sup>(\*)</sup> OECD Countries other than EU countries, USA and Canada.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### **Prior Period**

| Geographical area         | Loan Receivables<br>(Risks) | Provision |
|---------------------------|-----------------------------|-----------|
| Domestic                  | 6,412,988                   | 5,319,644 |
| European Union Countries  | -                           | -         |
| OECD Countries (*)        | -                           | -         |
| Off-Shore Banking Regions | -                           | -         |
| USA, Canada               | 65                          | 50        |
| Other                     | 450                         | 426       |
| Total                     | 6,413,503                   | 5,320,120 |

<sup>(\*)</sup> OECD Countries other than EU countries, USA and Canada.

### Aging analysis for overdue receivables

|                    | Current Period | Prior Period |
|--------------------|----------------|--------------|
| 31-60 days overdue | 1,409,349      | 1,171,545    |
| 61-90 days overdue | 813,948        | 889,662      |

<sup>(\*)</sup> Loan receivables with overdue loans are taken into consideration.

### Breakdown of restructured receivables based on whether or not provisions are allocated

| Changes Made to Extend Payment Plan                                 | Current Period | <b>Prior Period</b> |
|---|----------------|---------------------|
| Loans restructured from Standard Loans and Other Receivables        | 2,664,938      | 1,473,046           |
| Loans restructured from Loans under Follow-up and Other Receivables | 1,558,186      | 1,511,482           |
| Loans restructured from Non-Performing Loans                        | 335,136        | 392,162             |

### b) Credit Risk Mitigation

### Qualitative disclosure on credit risk mitigation techniques

Credit risk mitigation techniques in the Bank are evaluated within the scope of the "Policy Document on Credit Risk Management". Within the scope of "Communiqué on Credit Risk Mitigation", published in the Official Gazette dated 06.09.2014, numbered 291111 simple financial guarantee method is used for financial guarantees. Cash and cash equivalents, Treasury Support Cointaining Credit Guarantee Fund Securities and quarantees are used to mitigate credit risk.

Policies regarding the valuation of financial collateral and the appraisal of the valuations and policies and procedures for the valuation of real estate established for the collateral of mortgage-backed loans, which are an asset class, have been established. These policies and procedures have been prepared in accordance with the "Communiqué on Credit Risk Mitigation" and cover the minimum requirements for collateral valuation and management.

The Bank receives collaterals such as mortgages, sureties/quarantees and financial collaterals for the loans given.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Credit risk mitigation techniques

|   | Current Period     | Exposures<br>unsecured of<br>(according to<br>TAS) | Exposures<br>secured by<br>collateral | Exposures<br>secured by<br>collateral, of<br>which secured<br>amount | Exposures<br>secured by<br>financial<br>guarantees | Financial<br>guarantees, of<br>which secured<br>amount | Exposures<br>secured<br>by credit<br>derivatives | Exposures<br>secured<br>by credit<br>derivatives,<br>of which<br>secured amount |
|---|--------------------|--|---------------------------------------|--|--|--|--|---|
| 1 | Loans              | 105,589,475  | 78,382,140                            | 66,629,280   | 3,652,598  | 3,128,437  | -  | -   |
| 2 | Debt Securities    | 30,003,880   | -                                     | -  | -  | -  | -  | -   |
| 3 | Total              | 135,593,355  | 78,382,140                            | 66,629,280   | 3,652,598  | 3,128,437  | -  |   |
| 4 | Of which defaulted | 7,638,206  | -                                     | -  | -  | -  | -  | _   |

|   | Prior Period       | Exposures<br>unsecured of<br>(according to<br>TAS) | Exposures<br>secured by<br>collateral | Exposures<br>secured by<br>collateral, of<br>which secured<br>amount | Exposures<br>secured by<br>financial<br>guarantees | Financial<br>guarantees, of<br>which secured<br>amount | Exposures secured Exposures by credit secured derivatives, by credit of which derivatives secured amount |
|---|--------------------|--|---------------------------------------|--|--|--|--|
| 1 | Loans              | 92,786,791   | 54,925,584                            | 46,872,614   | 3,076,521  | 2,649,313  |  |
| 2 | Debt Securities    | 25,971,982   | -                                     | -  | -  | -  |  |
| 3 | Total              | 118,758,773  | 54,925,584                            | 46,872,614   | 3,076,521  | 2,649,313  |  |
| 4 | Of which defaulted | 6,413,503  | -                                     | -  | -  | -  |  |

c) Credit risk under standardized approach

### Qualitative disclosures on banks' use of external credit ratings under the standardized approach for credit risk

The external rating grades of the counterparties of Fitch Ratings international rating agencies and Islamic International Rating Agency are used in determining the risk weights for the risk classes specified in Article 6 of the Regulation on Measurement and Evaluation of Banks' Capital Adequacy.

When an international rating is taken into account for the entire risk category of central government or central banks, the centralized and central banks that are not rated by the Islamic International Rating Agency are based on the country risk classification issued by the Organization for Economic Co-operation and Development (OECD).

The following table shows that the rating scale of the credit rating agency corresponds to the credit quality levels reported in the annex of the Regulation on the Measurement and Evaluation of Banks' Capital Adequacy.

| Ratings Matched            | Credit Quality Rank  | Fitch                 |
|----------------------------|--|-----------------------|
|                            | 1  | Between AAA and AA-   |
|                            | 2  | Between A+ and A-     |
| Long Term Credit Ratings   | Credit Quality Rank  1 2 3 4 5 6 1 2 3 4 5 6 6 1 2 3 4 5 6 | Between BBB+ and BBB- |
| tong ferm credit katings   | 4  | Between BB+ and BB-   |
|                            | 5  | Between B+ and B-     |
|                            | 6  | CCC+ and below        |
|                            | 1  | Between F1+ and F1    |
|                            | 2  | F2                    |
| Short Term Credit Ratings  | 3  | F3                    |
| Short ferni credit katings | 4  | F3 and below          |
|                            | 5  | -                     |
|                            | 6  | -                     |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI

# FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017 **EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED**

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

# Credit risk exposure and credit risk mitigation effects

| Current Period  | Exposures before credit conversion factor and CRM | credit<br>ind CRM           | Exposures post-credit conversion factor and CRM | or and CRM                  | RWA and RWA density | /A density  |
|---|---|-----------------------------|---|-----------------------------|---------------------|-------------|
| Risk classes  | On-balance<br>sheet amount sh                     | Off-balance<br>sheet amount | On-balance                                      | Off-balance                 | RWA                 | RWA density |
| 1 Exposures to central governments or central banks                               |   | 1,395,677                   | 85,877,681                                      | 802,646                     | 5,046,770           | 5.82%       |
| 2 Exposures to regional governments or local authorities                          | 6,667,600   | 518,181                     | 6,667,600                                       | 241,940                     | 3,416,740           | 49.45%      |
| 3 Exposures to public sector entities   | 301,190   | 311,734                     | 301,190   | 137,108                     | 424,900             | 96.94%      |
| 4 Exposures to multilateral development banks                                     |   | 1,583                       |   | 1,583                       |                     | 0.00%       |
| 5 Exposures to international organizations  |   |                             |   |                             |                     | 0.00%       |
| 6 Exposures to institutions and banks   | 6,234,863   | 2,067,023                   | 6,234,862                                       | 1,302,306                   | 3,338,108           | 44.29%      |
| 7 Exposures to corporates   | 66,095,260  | 65,127,912                  | 63,125,018                                      | 23,100,224                  | 84,870,828          | 98.43%      |
| 8 Retail exposures  | 46,810,704  | 24,689,970                  | 46,810,704                                      | 3,212,915                   | 37,286,782          | 74.54%      |
| 9 Exposures secured by residential property                                       | 22,850,866  | 931,214                     | 22,850,866                                      | 420,940                     | 8,145,132           | 35.00%      |
| 10 Exposures secured by commercial real estate                                    | 23,816,613  | 2,279,165                   | 23,816,613                                      | 1,301,591                   | 15,449,818          | 61.51%      |
| 11 Past-due loans   | 1,039,387   |                             | 1,039,387                                       |                             | 1,039,387           | 100.00%     |
| 12 Higher-risk categories by the Agency Board                                     | 212,032   | 15,305                      | 212,032   | 8,635                       | 331,000             | 150.00%     |
| 13 Exposures in the form of covered bonds   |   |                             |   |                             |                     | 0.00%       |
| 14 Exposures to institutions and corporates with a short-term credit assessment   |   |                             |   |                             |                     | 0.00%       |
| 15 Exposures in the form of units or shares in collective investment undertakings | 263   |                             | 263   |                             | 263                 | 100.00%     |
| 16 Other receivables  | 8,395,667   |                             | 8,395,667                                       |                             | 6,103,990           | 72.70%      |
| 17 Investments in equities  | 2,606,386   |                             | 2,606,386                                       |                             | 2,606,385           | 100.00%     |
| 18 Total  | 267,938,269                                       | 97,337,764                  | 267,938,269                                     | 30,529,888                  | 168,060,103         | 56.31%      |
| Prior Period  | Exposures before credit conversion factor and CRM | credit<br>nd CRM            | Exposures post-credit conversion factor and CRM | st-credit<br>or and CRM     | RWA and RWA density | A density   |
| Risk classes  | On-balance<br>sheet amount sh                     | Off-balance<br>sheet amount | On-balance<br>sheet amount                      | Off-balance<br>sheet amount | RWA                 | RWA density |
| 1 Exposures to central governments or central banks                               |   | 492,584                     | 53,157,599                                      | 241,211                     | 13,513,323          | 25.31%      |
| 2 Exposures to regional governments or local authorities                          | 4,596,673   | 344,708                     | 4,596,673                                       | 156,470                     | 2,345,713           | 49.35%      |
| 3 Exposures to public sector entities   | 625,954   | 1,373,402                   | 625,954   | 667,205                     | 1,288,571           | 99.65%      |
| 4 Exposures to multilateral development banks                                     | N   |                             | 2   |                             |                     | 1           |
| 5 Exposures to international organizations  |   |                             | ,   |                             |                     | 1           |
| 6 Exposures to institutions and banks   | 3,333,183   | 1,748,404                   | 3,333,184                                       | 989,208                     | 1,814,921           | 41.99%      |
| 7 Exposures to corporates   | 55,502,287  | 49,396,629                  | 53,081,444                                      | 16,492,054                  | 999'858'29          | 97.54%      |
| 8 Retail exposures  | 42,983,144  | 20,892,607                  | 42,983,144                                      | 2,703,720                   | 34,063,507          | 74.56%      |
| 9 Exposures secured by residential property                                       | 20,926,182  | 703,497                     | 20,926,182                                      | 288,457                     | 7,425,124           | 35.00%      |
| 10 Exposures secured by commercial real estate                                    | 22,075,082  | 1,401,642                   | 22,075,082                                      | 657,040                     | 14,085,290          | 61.96%      |
| 11 Past-due loans   | 1,093,383   |                             | 1,093,383                                       |                             | 1,093,383           | 100.00%     |
| 12 Higher-risk categories by the Agency Board                                     | 288,697   |                             | 288,697   |                             | 516,154             | 178.79%     |
| 13 Exposures in the form of covered bonds   | 1   |                             |   |                             |                     | 1           |
| 14 Exposures to institutions and corporates with a short-term credit assessment   |   |                             |   |                             |                     | 1           |
| 15 Exposures in the form of units or shares in collective investment undertakings | 1   |                             |   |                             |                     | 1           |
| 16 Other receivables  | 6,149,265   |                             | 6,149,265                                       |                             | 4,157,923           | 67.62%      |
|   | 2,124,212   |                             | 2,124,212                                       |                             | 2,124,210           | 100.00%     |
| 18 Total  | 210,434,822                                       | 76,353,473                  | 210,434,824                                     | 22,195,365                  | 150,286,785         | 64.60%      |

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>> CONVENIENCE TRANSLATION OF PUBLICLY ANNOUNCED UNCONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUEDIN TURKISH, SEE NOTE I. OF SECTION THREE

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017 **EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED**

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Exposures by asset classes and risk weights

| Curernt<br>Period | Curernt<br>Period Asset classes/ Risk weight                                   | % <b>0</b>  | 10% | :<br>20% b | 35% Secured<br>20% by real estate | 20%        | 75%         | 100%        | 150%    | 200% | 250%   | Other risk<br>weights | Total risk<br>Amount (After<br>CCF and CRM) |
|-------------------|--|-------------|-----|------------|-----------------------------------|------------|-------------|-------------|---------|------|--------|-----------------------|---|
| _                 | Exposures to central governments or central banks                              | 76,586,734  |     | 06         |                                   | 10,093,503 |             |             |         |      |        |                       | 86,680,327                                  |
| 2                 | Exposures to regional governments or local authorities                         | 9,934       |     | 110,209    |                                   | 6,789,397  |             |             |         |      |        |                       | 6,909,540                                   |
| $\sim$            | Exposures to public sector entities  | 3,704       |     | 12,118     |                                   |            |             | 422,476     |         |      |        |                       | 438,298                                     |
| 4                 | Exposures to multilateral development banks                                    | 1,583       |     |            |                                   |            |             |             |         |      |        | 1                     | 1,583                                       |
| 2                 | Exposures to international organizations                                       |             |     |            |                                   |            |             |             |         |      |        |                       |   |
| 9                 | Exposures to institutions  | 738         |     | 1,901,162  |                                   | 5,354,785  |             | 280,483     | 1       |      |        | 1                     | 7,537,168                                   |
| _                 | Exposures to corporates  | 368,031     | ı   | 225,296    |                                   | 1,612,292  |             | 84,019,623  |         | ı    | ı      | 1                     | 86,225,242                                  |
| 00                | Retail exposures   | 238,496     |     | 94,654     | ٠                                 |            | 49,690,469  |             |         |      |        |                       | 50,023,619                                  |
| 6                 | Exposures secured by residential property                                      |             |     | 1          | 23,271,806                        |            |             |             | 1       |      |        | 1                     | 23,271,806                                  |
| 10                | Exposures secured by commercial real estate                                    |             |     |            |                                   | 19,336,772 |             | 5,781,432   |         |      |        |                       | 25,118,204                                  |
|                   | Past-due loans   |             |     | 1          |                                   |            |             | 1,039,387   | 1       |      |        | 1                     | 1,039,387                                   |
| 12                | Higher-risk categories by the Agency Board                                     |             |     |            |                                   |            |             |             | 220,667 |      |        | ı                     | 220,667                                     |
| 13                | Exposures in the form of covered bonds   |             |     |            |                                   |            |             |             |         |      |        | 1                     |   |
| 14                | Exposures to institutions and corporates with a short-term credit              |             |     |            |                                   |            |             |             |         |      |        |                       |   |
|                   | assessment   |             |     | -          |                                   |            |             |             | -       |      | -      | -                     |   |
| 15                | Exposures in the form of units or shares in collective investment              | 1           |     |            | 1                                 |            |             | 263         | 1       | 1    |        | 1                     | 263   |
| 1                 | brushmosts is smitting   |             |     |            |                                   |            |             | 202         |         |      |        |                       | 702 707 C                                   |
| 2 2               | IIIVestinents in equities  | 1 000       |     |            |                                   |            |             | 2,606,386   |         |      |        |                       | 2,606,386                                   |
| 17                | Other assets   | 1,987,490   |     | 380,234    |                                   |            |             | 6,027,943   |         |      |        |                       | 8,395,667                                   |
| <u>8</u>          | Total  | 79,196,710  |     | 2,723,763  | 23,271,806                        | 43,186,749 | 49,690,469  | 100,177,993 | 220,667 |      |        | •                     | 298,468,157                                 |
| Prior<br>Perio    | Prior<br>Period Asset classes/ Risk weight                                     | <b>%0</b>   | 10% |            | 35% Secured<br>20% by real estate | 20%        | 75%         | 100%        | 150%    | 200% | 250%   | Other risk<br>weights | Total risk<br>Amount (After<br>CCF and CRM) |
|                   | Exposures to central governments or central banks                              | 26,372,164  |     |            |                                   | 27,026,646 |             |             |         |      |        |                       | 53,398,810                                  |
| 7                 | Exposures to regional governments or local authorities                         | 10,108      |     | 86,015     | ٠                                 | 4,657,020  |             |             |         |      |        | 1                     | 4,753,143                                   |
| $\sim$            | Exposures to public sector entities  | 4,060       | 1   | 099        |                                   |            | 1           | 1,288,439   |         |      | 1      | 1                     | 1,293,159                                   |
| 4                 | Exposures to multilateral development banks                                    | 2           |     |            |                                   |            | 1           |             |         |      |        |                       | 2   |
| 2                 | Exposures to international organizations                                       |             |     |            |                                   |            |             |             |         |      |        | 1                     |   |
| 9                 | Exposures to institutions  | 1,793       |     | 1,195,014  |                                   | 3,099,334  |             | 26,251      |         |      |        | 1                     | 4,322,392                                   |
| _                 | Exposures to corporates  | 399,141     |     | 394,561    |                                   | 2,000,084  |             | 66,779,712  |         |      |        |                       | 69,573,498                                  |
| ∞                 | Retail exposures   |             |     |            |                                   |            | 45,686,864  |             |         |      |        |                       | 45,686,864                                  |
| 6                 | Exposures secured by residential property                                      |             | 1   |            | 21,214,639                        |            | 1           |             |         |      |        | 1                     | 21,214,639                                  |
| 10                | Exposures secured by commercial real estate                                    |             |     |            |                                   | 17,293,665 |             | 5,438,457   |         |      |        |                       | 22,732,122                                  |
| <u></u>           | Past-due loans   |             |     |            |                                   |            |             | 1,093,383   |         |      |        |                       | 1,093,383                                   |
| 12                | Higher-risk categories by the Agency Board                                     |             |     |            |                                   |            |             |             | 205,588 |      | 83,109 | ,                     | 288,697                                     |
| 13                | Exposures in the form of covered bonds   |             |     |            | ٠                                 |            |             |             |         |      |        | 1                     |   |
| 14                | Exposures to institutions and corporates with a short-term credit assessment   | ı           |     |            |                                   |            |             |             |         |      |        |                       |   |
| 15                | Exposures in the form of units or shares in collective investment undertakings | 1           |     |            |                                   |            |             |             |         |      |        |                       |   |
| 16                | Investments in equities  |             |     |            |                                   |            |             | 2,124,212   |         |      | 1      | 1                     | 2,124,212                                   |
| 17                | Other assets   | 1 797 559   |     | 242 229    |                                   |            |             | 4 109 477   |         |      |        |                       | 6 149 265                                   |
| 2                 | Total  | 28 584 830  |     | 1 918 479  | 21 214 639                        | 54 076 749 | 45 686 864  | 80 859 931  | 205 588 |      | 83 109 |                       | 237 630 189                                 |
| ,                 |  | 2221. 22124 |     | / / .      | 122/1/1.                          |            | · andanader |             | 22222   |      | 33.133 |                       |   |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### 4. Counterparty Credit Risk Explanations

Qualitative disclosure on counterparty credit risk

The counterparty credit risk that may be incurred by the counterparty that is a party to a transaction that is liable to both parties due to default before the final payment in the cash flow is managed within the Bank's "Counterparty Credit Risk Management Policy Document". The counterparty credit risk amounts calculated using the "Fair Value Valuation Method" within the scope of the "Communiqué on Credit Risk Mitigation" are calculated on the basis of the portfolios in the trading accounts and banking accounts, and these amounts are used within the scope of capital adequacy calculations. Various scenarios and stress tests are applied to the counterparty credit risk.

Processes related to counterparty credit risk management activities have been written down. In the direction of the policy document and measurement results, activities of evaluating, analyzing and reporting the counterparty credit risk and determining the effect of the capital requirement of the bank are being continued.

In addition to the measurement activities, sensitivity and scenario analysis are used to evaluate the resistance of the Bank to the changes that may be experienced in risk factors against economic developments. Monthly stress test reports include analyzes of counterparty credit risk. The distributions of positions subject to counterparty credit risk calculation, the ratings of these counterparties from independent rating agencies and transaction concentration are regularly monitored by the Risk Management Department. The Bank monitors the level of concentration in terms of the counterparty of derivative transactions. The collateral process of derivative transactions, repo, marketable securities transactions etc. with foreign banks is covered with ISDA (International Swap and Derivatives Association) and ISMA (International Securities Market Association) contracts and the collateral agreements regarding the mutual rights and obligations for the transactions between the two parties.

Treasury transactions are valued on a daily basis over the market prices taking into account these contracts and rules from the beginning to the closing of the transaction and the difference between the favorable and unfavorable values of the transactions against the market prices cause the settlement call movements by agreeing with the related banks. In compliance with the limitations of the bank which exposed to counterparty risk, the Bank follows the limit follow up system. Limits, which are defined as loan limits and compromise limits in the system, are monitored instantaneously.

The Bank has fulfilled its statutory obligations under EMIR (European Markets Infrastructure Regulation). The clearing member of the bank has been transmitted to the "counterparty" via a bank and transactions that provide conditions within the existing transactions in the portfolio have started to be cleared under the conditions of EMIR.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Counterparty credit risk (CCR) approach analysis

4 Total subject to the CVA capital obligation

|    | Current Period   |               | future exposure              | EEPE<br>(Effective<br>Expected<br>Positive<br>Exposure) | Alpha used<br>for Computing<br>regulatory<br>exposure at Exposure at<br>default default post CRM | RWA       |
|----|--|---------------|------------------------------|---|--|-----------|
| 1  | Standardized Approach - CCR (for derivatives)  | 2,150,962     | 593,723                      |   | 1.4 2,744,685  | 1,535,780 |
| 2  | Internal Model Method (for repo transactions, securities or commodity lending or borrowing transactions, long settlement transactions and securities financing transactions)   | -             | -                            |   | -  | -         |
| 3  | Simple Approach for credit risk mitigation (for repo<br>transactions, securities or commodity lending or borrowing<br>transactions, long settlement transactions and securities<br>financing transactions)   |               |                              | -   | - 568,751  | 141,930   |
| 4  | Comprehensive Approach for credit risk mitigation (for repo transactions, securities or commodity lending or borrowing transactions, long settlement transactions and securities financing transactions)   |               |                              |   |  | -         |
| 5  | Value-at-Risk (VaR) for repo transactions, securities or commodity lending or borrowing transactions, long settlement transactions and securities financing transactions   |               |                              |   | -  | _         |
| 6  | Total  |               |                              |   | -  | -         |
| 7  | Standardized Approach - CCR (for derivatives)  |               |                              |   |  | 1,677,710 |
|    | Prior Period   | Replacement   | Potential<br>future exposure | EEPE<br>(Effective<br>Expected<br>Positive<br>Exposure) | Alpha used<br>for Computing<br>regulatory<br>exposure at Exposure at<br>default default post CRM | RWA       |
| 1  | Standardized Approach - CCR (for derivatives)  | 1,598,350     | 623,720                      | Exposure)   | 1.4 2,222,070  | 1,094,707 |
| 3  | Internal Model Method (for repo transactions, securities or commodity lending or borrowing transactions, long ettlement transactions and securities financing transactions)  Simple Approach for credit risk mitigation (for repo transactions, securities or commodity lending or borrowing transactions, long settlement transactions and securities |               |                              | -   |  | <u>-</u>  |
| 4  | financing transactions)  Comprehensive Approach for credit risk mitigation (for repo transactions, securities or commodity lending or borrowing  |               |                              | -   |  | <u>-</u>  |
|    | transactions, long settlement transactions and securities  |               |                              |   | 7/0 7/0  | 402.220   |
| 5  | financing transactions)  Value-at-Risk (VaR) for repo transactions, securities or commodity lending or borrowing transactions, long settlement transactions and securities financing transactions  |               |                              |   | 769,248  | 183,239   |
| 7  | <b>Total</b> Standardized Approach - CCR (for derivatives)   |               |                              |   | <u> </u>   | 1,277,946 |
| Ca | pital requirement for credit valuation adjustment  | (CVA)         |                              |   |  |           |
|    | Current Period   |               |                              |   | EAD post CRM   | RWA       |
|    | Total portfolios subject to the Advanced CVA capita  | l obligation  |                              |   | -  | -         |
| 1  | (i) VaR component (including the 3x multiplier)  |               |                              |   |  | -         |
| 2  | (ii) Stressed VaR component (including the 3x mult   |               |                              |   |  | -         |
| 3  | All portfolios subject to the Standardized CVA capit   | al obligation |                              |   | 2,744,685  | 1,154,771 |
| 4  | Total subject to the CVA capital obligation  | •             |                              |   | 2,744,685  | 1,154,771 |
|    | Prior Period   |               |                              |   | EAD post CRM   | RWA       |
|    | Total portfolios subject to the Advanced CVA capita  | l obligation  |                              |   | -  |           |
| 1  | (i) VaR component (including the 3x multiplier)  |               |                              |   |  | -         |
| 2  | (ii) Stressed VaR component (including the 3x mult   |               |                              |   |  |           |
| 3  | All portfolios subject to the Standardized CVA capit   | al obligation |                              |   | 2,222,070  | 845,628   |
| 4  | Total cubiost to the CVA capital obligation  |               |                              |   | 2 222 070  | 0/E /30   |

2,222,070

845,628

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI **EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED**

# FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Standardized approach CCR exposures by risk class and risk weights

**Current Period** 

| Risk Classes / Risk Weights                                   | <b>%0</b> | 10% | 35% Secured<br>20% by real estate | 35% Secured<br>by real estate | 20%       | 75%   | 100%    | 150% | Others | Total credit<br>exposure (*) |
|---|-----------|-----|-----------------------------------|-------------------------------|-----------|-------|---------|------|--------|------------------------------|
| Claims from central governments and central banks             | 6,594,545 |     | 1                                 | 1                             | 1         | 1     | 1       | 1    | 1      |                              |
| Claims from regional and local governments                    | 1,514     | 1   | 36                                | 1                             | 1         | 1     | 1       | ı    | 1      | 7                            |
| Claims from administration and non-commercial entity          | 473       | 1   | 1                                 | 1                             | 1         | 1     |         | ı    | 1      |                              |
| Claims from multilateral development banks                    | 1         |     |                                   |                               | 1         |       | 1       | 1    |        |                              |
| Claims from international organizations                       | 1         |     |                                   |                               | 1         |       | 1       | 1    |        |                              |
| Claims from institutions                                      | 2,438,621 |     | 1,404,273                         |                               | 3,662,933 |       | 469,757 | 1    |        | 2,582,079                    |
| Corporates  | 1,173     |     |                                   |                               |           |       | 248,647 | 1    |        | 248,647                      |
| Retail portfolios   | 996       |     | 1                                 |                               | 1         | 2,862 | 1       | 1    |        | 2,147                        |
| Claims on landed real estate                                  | 1         |     | 1                                 |                               | 1         | 1     | 1       | 1    | 1      |                              |
| Past-due loans  | 1         |     | 1                                 | 1                             | 1         | 1     | 1       | 1    | 1      |                              |
| Claims which are determined as high risk by the board of BRSA |           |     |                                   |                               | 1         | ı     | 1       | 1    |        | 1                            |
| Mortgage securities   | 1         |     | 1                                 |                               | 1         |       | 1       |      |        | 1                            |
| Securitization positions                                      |           |     | 1                                 |                               | 1         |       | 1       | 1    |        |                              |
| Claims from corporates, banks and financial                   |           |     |                                   |                               |           |       |         |      |        |                              |
| intermediaries which have short term credit rating            | 1         |     | 1                                 | 1                             | 1         | 1     | 1       | 1    | 1      |                              |
| Investments which are qualified as collective investment      |           |     |                                   |                               |           |       |         |      |        |                              |
| institutions  | ,         |     |                                   | 1                             | 1         | 1     | 1       | 1    | 1      | 1                            |
| Stock investment  | 1         | ,   | 1                                 |                               | ı         | 1     | 1       | 1    | ,      |                              |
| Other claims  | 1         |     |                                   | ,                             | 1         |       | 1       | 1    |        |                              |
| Other assets (**)   | 1         | 1   | 1                                 | ,                             | 1         | 1     | 1       | 1    |        |                              |
| Total   | 9,037,292 |     | 1,404,309                         |                               | 3,662,933 | 2,862 | 718,415 |      |        | 2,832,891                    |

<sup>©</sup> Total credit risk: The amount related to capital adequacy calculation after counterparty credit risk measurement techniques are applied. © Other assets: The counterparty reported in the counter counterparty risks includes amounts not included in the credit risk.

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>> CONVENIENCE TRANSLATION OF PUBLICLY ANNOUNCED UNCONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUEDIN TURKISH, SEE NOTE I. OF SECTION THREE

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017 **EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED**

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

# Standardized approach CCR exposures by risk class and risk weights

**Prior Period** 

| Risk Classes / Risk Weights                              | <b>%0</b>  | 10% | 35% Secured<br>20% by real estate | 35% Secured<br>by real estate | 20%       | 75%    | 100%    | 150% | Others | Total credit<br>exposure (*) |
|--|------------|-----|-----------------------------------|-------------------------------|-----------|--------|---------|------|--------|------------------------------|
| Claims from central governments and central banks        | 3,885,875  | 1   | 1                                 | 1                             | 1         |        | 1       |      | 1      |                              |
| Claims from regional and local governments               | 1,216      |     | 38                                |                               | 1         |        | ı       | ı    |        | 0                            |
| Claims from administration and non-commercial entity     | 16,486     |     | ı                                 |                               | 1         |        | 1,339   | ı    |        | 1,339                        |
| Claims from multilateral development banks               | 1          |     | 1                                 | 1                             | 1         |        | ı       | 1    |        | 1                            |
| Claims from international organizations                  |            |     | 1                                 |                               | 1         |        | ı       | 1    |        | 1                            |
| Claims from institutions                                 | 6,537,261  | 1   | 1,635,775                         |                               | 3,110,686 |        | ı       |      |        | 1,882,498                    |
| Corporates   | 1,689      | 1   | t                                 | 1                             | 1         |        | 211,962 |      | 1      | 211,962                      |
| Retail portfolios  | 406        | 1   | 1                                 | 1                             | 1         | 37,453 | ı       | 1    | 1      | 28,089                       |
| Claims on landed real estate                             | 1          |     | ı                                 |                               | 1         |        | ı       | ı    |        | 1                            |
| Past-due loans   |            |     |                                   |                               | 1         |        | 1       |      |        | 1                            |
| Claims which are determined as high risk by the board of |            |     |                                   |                               |           |        |         |      |        |                              |
| BRSA   |            | 1   | ,                                 | 1                             | 1         | 1      | •       | 1    | 1      | •                            |
| Mortgage securities                                      | 1          |     |                                   | 1                             | 1         |        | 1       | ı    | 1      | 1                            |
| Securitization positions                                 | 1          | 1   | 1                                 | ı                             | 1         |        | ı       | 1    | 1      | İ                            |
| Claims from corporates, banks and financial              |            |     |                                   |                               |           |        |         |      |        | Ī                            |
| intermediaries which have short term credit rating       |            | 1   |                                   | 1                             | 1         |        | 1       | 1    |        |                              |
| Investments which are qualified as collective investment |            |     |                                   |                               |           |        |         |      |        |                              |
| institutions   | 1          | ı   | ı                                 | 1                             | ı         | ı      | 1       | ı    | i      | 1                            |
| Stock investment   | 1          |     | 1                                 | ı                             | 1         |        | 1       | ı    | 1      | 1                            |
| Other claims   | 1          | 1   | 1                                 | ı                             | 1         | ,      | ı       | ı    | 1      | 1                            |
| Other assets (**)  |            | 1   |                                   |                               | ı         | ı      | 1       | ı    | 1      | 1                            |
| Total  | 10.442.933 |     | 1,635,813                         |                               | 3.110.686 | 37.453 | 213.301 |      |        | 2.123.896                    |

<sup>©</sup> Total credit risk: The amount related to capital adequacy calculation after counterparty credit risk measurement techniques are applied.
© Other assets: The counterparty reported in the counter counterparty risks includes amounts not included in the credit risk.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI **EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED** FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## Collaterals for counterparty credit risk

|  | Collateral for deriva             | ative transactions                |        | Collateral for oth                      | ner transactions                     |
|--|-----------------------------------|-----------------------------------|--------|---|--------------------------------------|
|  | Fair value of collateral received | Fair value of<br>collateral given |        |   |                                      |
| Current Period   | Segregated Unsegregated           | Segregated Unsegr                 | eaated | Fair value<br>of collateral<br>received | Fair value<br>of collateral<br>given |
| Cash-domestic currency   |                                   | -                                 | -      | 7,193,065                               | <b></b>                              |
| Cash-foreign currency  |                                   | -                                 | -      | 2,412,978                               | -                                    |
| Domestic sovereign debts                                       |                                   | -                                 | _      | -                                       | -                                    |
| Other sovereign debts  |                                   | -                                 | -      | -                                       | -                                    |
| Government agency debts  |                                   | -                                 | -      | _                                       | -                                    |
| Corporate debts  |                                   |                                   | _      | _                                       | -                                    |
| Equity securities  |                                   | _                                 | _      | _                                       | _                                    |
| Other collateral   |                                   | _                                 | _      | _                                       | -                                    |
| Total  |                                   | -                                 | -      | 9,606,043                               | -                                    |
|  | Collateral for deriva             | ative transactions                |        | Collateral for oth                      | ner transactions                     |
|  | Fair value of                     | Fair value of                     |        |   |                                      |
|  | collateral received               | collateral given                  |        |   |                                      |
|  |                                   |                                   |        | Fair value<br>of collateral             | Fair value of                        |
| Prior Period   | Segregated Unsegregated           | Segregated Unsegr                 | egated |   | collateral given                     |
| Cash-domestic currency   |                                   | -                                 | -      | -                                       | -                                    |
| Cash-foreign currency  |                                   | -                                 | -      | 5,462,076                               | -                                    |
| Domestic sovereign debts                                       |                                   | -                                 | -      | -                                       | -                                    |
| Other sovereign debts  |                                   | -                                 | -      | -                                       | -                                    |
| Government agency debts  |                                   | -                                 | -      | -                                       | -                                    |
| Corporate debts  |                                   | -                                 | -      | -                                       | -                                    |
| Equity securities  |                                   | -                                 | -      | -                                       | -                                    |
| Other collateral   |                                   | -                                 | -      | -                                       | -                                    |
| Total  |                                   | -                                 | -      | 5,462,076                               | -                                    |
| Loan Derivatives   |                                   |                                   |        |   |                                      |
| Current Period   |                                   |                                   | Prote  | ction bought                            | Protection sold                      |
| Nominals   |                                   |                                   |        |   |                                      |
| Single-name credit default swaps                               |                                   |                                   |        | 72,125                                  | 140,118                              |
| Index credit default swaps                                     |                                   |                                   |        | -                                       | -                                    |
| Total return swaps   |                                   |                                   |        | -                                       | -                                    |
| Credit options   |                                   |                                   |        | -                                       | -                                    |
| Other credit derivatives                                       |                                   |                                   |        | -                                       | - 40 440                             |
| Total Nominals<br>Fair Values                                  |                                   |                                   |        | 72,125                                  | 140,118                              |
|  |                                   |                                   |        | 7,631                                   | 24,444                               |
| Positive fair values (asset)  Negative fair values (liability) |                                   |                                   |        | 7,631                                   | 7////                                |
| negative raii vaides (liability)                               |                                   |                                   |        | -                                       | 24,444                               |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| Prior Period                     | Protection bought | Protection sold |
|----------------------------------|-------------------|-----------------|
| Nominals                         | -                 |                 |
| Single-name credit default swaps | 165,000           | 246,050         |
| Index credit default swaps       | -                 | -               |
| Total return swaps               | -                 | -               |
| Credit options                   | -                 | -               |
| Other credit derivatives         | -                 | -               |
| Total Nominals                   | 165,000           | 246,050         |
| Fair Values                      | 11,131            | 24,801          |
| Positive fair values (asset)     | 11,131            | -               |
| Negative fair values (liability) | -                 | 24,801          |

## Central counterparty risks

|    |   | Current Perio                        | d   | Prior Period                         |     |
|----|---|--------------------------------------|-----|--------------------------------------|-----|
|    |   | Exposure at<br>default<br>(post-CRM) | RWA | Exposure at<br>default<br>(post-CRM) | RWA |
| 1  | Exposure to Qualified Central Counterparties (QCCPs) (total)  |                                      | 410 |                                      | 323 |
| 2  | Exposures for trades at QCCPs (excluding initial margin and default fund contributions); of which       | 20,494                               | 410 | 16,124                               | 323 |
| 3  | (i) OTC Derivatives   | 20,494                               | 410 | 16,124                               | 323 |
| 4  | (ii) Exchange-traded Derivatives  | -                                    | -   | -                                    | -   |
| 5  | (iii) Securities financing transactions   | -                                    | -   | -                                    | -   |
| 6  | (iv) Netting sets where cross-product netting has been approved   | -                                    | -   | -                                    | _   |
| 7  | Segregated initial margin   | -                                    |     | -                                    |     |
| 8  | Non-segregated initial margin   | -                                    | -   | -                                    | -   |
| 9  | Pre-funded default fund contributions   | -                                    | -   | -                                    | -   |
| 10 | Unfunded default fund contributions   | -                                    | -   | -                                    | -   |
| 11 | Exposures to non-QCCPs (total)  |                                      | -   |                                      | -   |
| 12 | Exposures for trades at non-QCCPs (excluding initial margin and default fund contributions); of which ) | -                                    | -   | -                                    | -   |
| 13 | (i) OTC Derivatives   | -                                    | -   | -                                    | -   |
| 14 | (ii) Exchange-traded Derivatives  | -                                    | -   | -                                    | -   |
| 15 | (iii) Securities financing transactions   | -                                    | -   | -                                    | -   |
| 16 | (iv) Netting sets where cross-product netting has been approved   | -                                    | -   | -                                    | -   |
| 17 | Segregated initial margin   | -                                    |     | -                                    |     |
| 18 | Non-segregated initial margin   | -                                    | -   | -                                    | -   |
| 19 | Pre-funded default fund contributions   | -                                    | -   | -                                    | -   |
| 20 | Unfunded default fund contributions   | -                                    | -   | -                                    | -   |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## 5. Explanations on Market Risk

None.

## 6. Explanations on Market Risk

## Qualitative disclosure requirements related to market risk

As a result of fluctuations in the financial market, the Bank is exposed to market risk, depending on the exchange rates, interest rates and changes in the market prices of the shares.

In order to evaluate the market risk, liquidity risk, interest risk or condensation risk that Bank is facing or could face, with the policies and limitations that are lineup for to control the risks there is "Market Risk Management Directorate" and it carries out the market risk management. In this extent, this Directorate design the risk measurement models, measurement results and getting regular reports from the other analyzes and give notices from the report of the analyzes to the necessary departments.

Market risks get measured and monitored with the national legislation that are parallel to international applications. This market risk management process continues by including buying and selling balance sheet both internally and externally, meeting the legal necessities, being able to analyze the all risks that can be caused from buying-selling activities and by identifying the market risk that can be caused by all portfolios.

Risk management of the Bank is important in order to be understood by the all management stages and be able to get an opportunity to manage risk. In addition to that, it is similarly important to handle the loss that might cause when a risk occurs. Therefore measurements must cover the evaluations for the fund needs near the size of the risk and evaluations of the conditions that caused it. By using the methods of scenario and stress test, it is possible to see risk levels and needs of funds that can be generated from different circumstances and risky conditions.

In addition to the results of market risk measurements using standard method, which calculated in monthly periods, other daily risk dependencies can be also calculated by using internal model. Only by using the 99% of trust range, other measurements that are subject to risk can be daily calculated by using the historical stimulation and Monte Carlo stimulation. There are daily back testings occurred in order to examine the trustworthiness and performance of the model results. Besides, there are also scenario analyzes and stress tests are happening in order to backing up the standard method and internal models. In addition to this, in order to limit the market risks, daily limit implementation and limit implementation in accordance with the early warning system can be monitored on daily basis.

## Market Risk- Standardized approach

|   | RWA                                       | Current Period | Prior Period |
|---|---|----------------|--------------|
|   | Outright products                         |                |              |
| 1 | Interest rate risk (general and specific) | 233,425        | 261,767      |
| 2 | Stock risk (general and specific)         | -              | 400          |
| 3 | Foreign exchange risk                     | 385,122        | 348,988      |
| 4 | Commodity risk                            | -              | -            |
|   | Options                                   |                |              |
| 5 | Simplified approach                       | -              | -            |
| 6 | Delta-plus method                         | 33,828         | 300          |
| 7 | Scenario approach                         | -              | -            |
| 8 | Securitization                            | -              | -            |
| 9 | Total                                     | 652,375        | 611,455      |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## 7. Explanations on Operational Risk

The "Basic Indicator Method" that is mentioned in "Regulation on Measurement and Assessment of Capital Adequacy of Banks" Communiqué published in the Official Gazette no. 29511 on 23 October 2015 is used in the operational risk calculation of the Bank. Under the scope of the calculation, the value found by multiplying the average of the fifteen percent of the year-end gross income amounts realized by the Bank over the last three years by twelve and half is considered as the operational risk.

Annual gross revenue is calculated by deducting profit/loss derived from the sale of available-for-sale assets and held-to-maturity securities, extraordinary income and indemnity insurance gains from the total of net interest income and non-interest income.

The whole bank personnel is responsible from the deduction and control of the operational risks in the context of their mission and work processes. All of the units of the bank are obligated to take precautions about the risk deduction aspect related with their on operations via insurance and other risk transfer mechanisms.

|   |           |           | 1              | Total/Positive GI |           |            |
|---|-----------|-----------|----------------|-------------------|-----------|------------|
| Current Period                                      | 2PP       | 1PP       | Current Period | year number       | Ratio (%) | Total      |
| Gross income  | 6,260,273 | 7,331,177 | 9,216,778      | 7,602,743         | 15        | 1,140,411  |
| Amount subject to Operational<br>Risk (Amount*12,5) | -         | -         | -              | -                 | -         | 14,255,142 |

|                               |           |           | 1                     | Total/Positive GI |           |            |
|-------------------------------|-----------|-----------|-----------------------|-------------------|-----------|------------|
| Prior Period                  | 2PP       | 1PP       | <b>Current Period</b> | year number       | Ratio (%) | Total      |
| Gross income                  | 6,159,500 | 6,232,883 | 7,272,016             | 6,554,800         | 15        | 983,220    |
| Amount subject to Operational |           |           |                       |                   |           |            |
| Risk (Amount*12.5)            |           |           |                       |                   |           | 12,290,249 |

## 8. Interest Rate Risk Related to Banking Book

Bank has evaluated to Interest rate risk arising from on-balance sheet and off-balance sheet positions in banking accounts in accordance with "Regulation on Measurement and Evaluation of Interest Rate Risk in Banking Accounts with Standard Shock Method" performs and reports on these measurement based results and analyzes on weekly and monthly periods. In addition, in the Asset-Liability Management Committee meetings, the sensitivity of the active, passive and off-balance sheet items to the interest rate is evaluated taking into consideration the market developments.

In line with the management of interest rate risk arising from banking accounts; Scenario analysis, gap analysis to date of re-pricing, behavioral analysis, core demand deposit level, duration and maturity mismatch metrics, option risk, base risk and yield curve risk components are followed together.

| Current Period | Currency                    | Applied Shock<br>(+/- x basis points) | Gains/Losses            | Equity Losses/<br>Shareholders' Equity |
|----------------|-----------------------------|---------------------------------------|-------------------------|--|
| 1              | TRY                         | 500/(400) (                           | (2,370,615) / 2,318,845 | (%8.22) / %8.04                        |
| 2              | EURO                        | 200/(200)                             | (537,399) / 364,920     | (%1.86) / %1.27                        |
| 3              | USD                         | 200/(200)                             | 513,644 / (536,219)     | %1.78 / (%1.86)                        |
|                | Total (for negative shocks) | -                                     | 2,147,546               | %7.45                                  |
|                | Total (for positive shocks) | -                                     | (2,394,370)             | (%8.30)                                |

Gains / Shareholders

| Prior Period | Currency                    | Applied Shock<br>(+/- x basis points) |                       | Gains / Shareholders'<br>Equity Losses/<br>Shareholders' Equity |
|--------------|-----------------------------|---------------------------------------|-----------------------|---|
| 1            | TRY                         | 500/(400)                             | (2,210,943)/2,186,994 | (%9.45)/%9.34   |
| 2            | EURO                        | 200/(200)                             | 388,955/1,240         | %1.66/%0.01   |
| 3            | USD                         | 200/(200)                             | 603,486/(601,248)     | %2.58/(%2.57)   |
|              | Total (for negative shocks) | -                                     | 1,586,986             | %6.78   |
|              | Total (for positive shocks) | -                                     | (1,218,502)           | (%5.21)   |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## SECTION FIVE DISCLOSURE AND FOOTNOTES ON UNCONSOLIDATED FINANCIAL STATEMENTS

## I. INFORMATION AND DISCLOSURES RELATED TO ASSETS

## 1. Cash and balances with Central Bank

|  | Curr      | ent Period | Pric      | or Period  |
|--|-----------|------------|-----------|------------|
|  | TL        | FC         | TL        | FC         |
| Cash                                       | 1,395,342 | 584,189    | 1,281,047 | 504,949    |
| Central Bank of the Republic of Turkey (*) | 2,275,103 | 24,001,997 | 2,892,154 | 19,433,355 |
| Other                                      | 350,876   | 37,317     | 235,929   | 17,863     |
| Total                                      | 4,021,321 | 24,623,503 | 4,409,130 | 19,956,167 |

TL 20,815,769 (December 31, 2016: TL 14,977,543) of the foreign currency deposit at Central Bank of the Republic of Turkey consists of foreign currency reserve deposits.

In accordance with "Announcement on Reserve Deposits" of CBRT numbered 2013/15, all banks operating in Turkey shall provide a reserve rate ranging from 4% to 10.5% (December 31, 2016: ranging from 4% to 10.5%). For foreign currency liabilities, all banks shall provide a reserve rate ranging from 4% to 24% in US Dollar or Euro (December 31, 2016: ranging from 4.5% to 24.5%).

According to 2014-72 numbered and October 21, 2014 dated announcement of Central Bank of the Republic of Turkey, interest has been started to be paid for Turkish Lira reserve deposit beginning from November 2014.

According to 2015-35 numbered and May 2, 2015 dated announcement of Central Bank of Republic of Turkey, interest has started to be paid for US Dollar denominated reserve deposits beginning from May 2015.

## Balances with the Central Bank of Republic of Turkey

|                              | Curr      | ent Period | Pric      | or Period  |
|------------------------------|-----------|------------|-----------|------------|
|                              | TL        | FC         | TL        | FC         |
| Unrestricted Demand Deposits | 2,209,475 | 3,186,228  | 2,861,879 | 2,647,870  |
| Unrestricted Time Deposits   | -         | -          | -         | -          |
| Restricted Time Deposits     | -         | -          | -         | 1,807,942  |
| Reserve Deposits             | 65,628    | 20,815,769 | 30,275    | 14,977,543 |
| Total                        | 2,275,103 | 24,001,997 | 2,892,154 | 19,433,355 |

## 2. Further information on financial assets at fair value through profit/loss

Financial assets at fair value through profit/loss given as collateral or blocked

None.

Trading securities subject to repurchase agreements

None.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## Positive differences on derivative financial assets held for trading purpose

|                      | Current Period |         | Prior Period |         |
|----------------------|----------------|---------|--------------|---------|
|                      | TL             | FC      | TL           | FC      |
| Forward Transactions | 20,577         | 5,359   | 18,625       | 4,254   |
| Swap Transactions    | 1,780,915      | 128,744 | 1,459,135    | 128,530 |
| Futures              | -              | -       | -            | -       |
| Options              | 433            | 497     | 107          | 328     |
| Other                | -              | -       | -            | -       |
| Total                | 1,801,925      | 134,600 | 1,477,867    | 133,112 |

## 3. Information on banks

|                                   | Current Period |            | Prior Period |           |
|-----------------------------------|----------------|------------|--------------|-----------|
|                                   | TL             | FC         | TL           | FC        |
| Banks                             |                |            |              |           |
| Domestic                          | 308,552        | 1,750,257  | 22,355       | 155,746   |
| Foreign                           | -              | 9,829,019  | 15,215       | 3,697,006 |
| Foreign Head Offices and Branches | -              | -          | -            | -         |
| Total                             | 308,552        | 11,579,276 | 37,570       | 3,852,752 |

## Due from foreign banks

|                           | Unrestricted Balance |              | Restricted Balances(** |              |
|---------------------------|----------------------|--------------|------------------------|--------------|
|                           | Current Period       | Prior Period | Current Period         | Prior Period |
| EU Countries              | 557,780              | 343,932      | -                      | -            |
| USA, Canada               | 8,561,544            | 2,746,877    | 339,989                | 308,742      |
| OECD Countries (*)        | 91,584               | 89,546       | -                      | -            |
| Off-shore Banking Regions | 145                  | 90           | -                      | -            |
| Others                    | 277,977              | 223,034      | -                      | -            |
| Total                     | 9,489,030            | 3,403,479    | 339,989                | 308,742      |

<sup>(\*)</sup> OECD countries except from EU countries, USA, Canada.

## 4. Information on available-for-sale financial assets

## Available-for-sale financial assets given as collateral or blocked

|  | Current Period |         | Prior Period |           |
|--|----------------|---------|--------------|-----------|
|  | TL             | FC      | TL           | FC        |
| Share Certificates                           | -              | -       | -            | -         |
| Bonds, Treasury Bills and Similar Marketable |                |         |              |           |
| Securities                                   | 8,553,659      | 344,646 | 1,882,699    | 2,051,546 |
| Other  | -              | -       | -            | -         |
| Total  | 8,553,659      | 344,646 | 1,882,699    | 2,051,546 |

<sup>(\*\*)</sup> Restricted balances that occur from securization loans and other common banking activities

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI **EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED** FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## Available-for-sale financial assets subject to repurchase agreements

|                                     | Current Period |         | Prior Period |           |
|-------------------------------------|----------------|---------|--------------|-----------|
|                                     | TL             | FC      | TL           | FC        |
| Government Bonds                    | 1,682,275      | -       | 3,775,304    | _         |
| Treasury Bills                      | -              | -       | -            | -         |
| Other Debt Securities               | -              | 156,751 | -            | 2,113,320 |
| Bonds Issued or Guaranteed by Banks | -              | -       | -            | _         |
| Asset Backed Securities             | -              | -       | -            | _         |
| Total                               | 1,682,275      | 156,751 | 3,775,304    | 2,113,320 |

## Information on available-for-sale financial assets

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Debt securities   | 13,626,089     | 18,032,192   |
| Quoted on a Stock Exchange  | 13,626,089     | 18,032,192   |
| Unquoted  | -              | -            |
| Equity securities   | 43,370         | 27,610       |
| Quoted on a Stock Exchange  | -              | -            |
| Unquoted  | 43,370         | 27,610       |
| Provision for impairment on available-for-sale financial assets (-) | 119,745        | 240,745      |
| Total   | 13,549,714     | 17,819,057   |

## 5. Information on loans

Information on all types of loans and advances given to shareholders and employees of the Bank

| Current Period |              | Prior Period  |  |
|----------------|--------------|---|--|
| Cash           | Non-Cash     | Cash  | Non-Cash   |
| -              | 38,243       | -   | 31,720   |
| -              | 38,243       | -   | 31,720   |
| -              | -            | -   | -  |
| -              | -            | -   | -  |
| 140,344        | -            | 117,056   | -  |
| 140,344        | 38,243       | 117,056   | 31,720   |
|                | Cash 140,344 | Cash         Non-Cash           -         38,243           -         38,243           -         -           -         -           140,344         - | Cash         Non-Cash         Cash           -         38,243         -           -         38,243         -           -         -         -           -         -         -           140,344         -         117,056 |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Information about loans classified in the first and second group and other receivables and loans that have been restructured or rescheduled

| Cash Loan                       | Standard loans and other receivables |                               |       | Loans and other receivables<br>under close monitoring |                               |          |
|---------------------------------|--------------------------------------|-------------------------------|-------|---|-------------------------------|----------|
|                                 | Loans and other<br>receivables       | Agreement conditions modified |       | Loans and other receivables                           | Agreement conditions modified | <u> </u> |
|                                 |                                      | Payment plan<br>extensions    | 0ther |   | Payment plan<br>extensions    | Other    |
| Non-specialized loans           | 173,317,808                          | 2,664,938                     | -     | 5,391,296   | 1,558,186                     | -        |
| Loans given to enterprises      | 60,356,661                           | 1,837,235                     | -     | 2,406,619   | 1,228,858                     | -        |
| Export loans                    | 7,126,444                            | 10,902                        | -     | 190,861   | -                             | -        |
| Import loans                    | -                                    | -                             | -     | -   | -                             | -        |
| Loans given to financial sector | 1,200,646                            | -                             | -     | 4,480   | -                             | -        |
| Consumer loans                  | 40,447,739                           | 365,935                       | -     | 1,505,359   | 274,680                       | -        |
| Credit cards                    | 6,788,760                            | 46,501                        | -     | 260,850   | 26,744                        | -        |
| Other                           | 57,397,558                           | 404,365                       | -     | 1,023,127   | 27,904                        | -        |
| Specialized lending             | -                                    | -                             | -     | -   | -                             |          |
| Other receivables               | -                                    | -                             | -     | -   | -                             |          |
| Total                           | 173,317,808                          | 2,664,938                     | -     | 5,391,296   | 1,558,186                     | -        |

Information related to the changes in the payment plans of loans and other receivables:

| Number of modifications to extend payment plans | and Other<br>Receivables <sup>(*)</sup> | receivables under close monitoring (°) |
|---|---|--|
| Extended for 1 or 2 times                       | 2,664,938                               | 1,278,943                              |
| Extended for 3,4 or 5 times                     | -                                       | -                                      |
| Extended for more than 5 times                  | -                                       | -                                      |

| Extended period of time | Standard Loans<br>and Other<br>Receivables <sup>(*)</sup> | Loans and other receivables under close monitoring (°) |
|-------------------------|---|--|
| 0-6 Months              | 11,488  | 1,035  |
| 6 - 12 Months           | 113,343   | 8,606  |
| 1-2 Years               | 58,323  | 23,959   |
| 2-5 Years               | 1,163,249   | 977,007  |
| 5 Years and Over        | 1,318,535   | 268,336  |

<sup>(\*)</sup> The a and b paragraph of the 4th article of the 5th paragraph is the loan balances within the scope of the "Regulation on Accounting Applications for Banks and Safeguarding of Documents" published in the Official Gazette no.27947 dated May 28, 2011.

## Maturity analysis of cash loans

| Cash loans                                    | Performing<br>Other Rec        |  | Loans under Follow-Up<br>and Other Receivables |  |  |
|---|--------------------------------|--|--|--|--|
|   | Loans and Other<br>Receivables | Restructured<br>or Rescheduled<br>Loans and Other<br>Receivables | Loans and Other<br>Receivables                 | Restructured<br>or Rescheduled<br>Loans and Other<br>Receivables |  |
| Short-term Loans and Other Receivables        | 39,955,844                     | 30,278   | 2,035,874                                      | 62,739   |  |
| Loans   | 39,955,844                     | 30,278   | 2,035,874                                      | 62,739   |  |
| Specialization loans                          | -                              | -  | -  | -  |  |
| Other Receivables                             | -                              | -  | -  | -  |  |
| Medium, Long-term Loans and Other Receivables | 133,361,964                    | 2,634,660  | 3,355,422                                      | 1,495,447  |  |
| Loans   | 133,361,964                    | 2,634,660  | 3,355,422                                      | 1,495,447  |  |
| Specialization loans                          | -                              | -  | -  | -  |  |
| Other Receivables                             | -                              | -  | -  | -  |  |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Consumer loans, retail credit cards, personnel loans and personnel credit cards

|   | Short-Term   | Medium and              | Total      |
|---|--------------|-------------------------|------------|
| Consumer Loans – TL                             | 573,114      | Long-Term<br>39,344,936 | 39,918,050 |
| Housing Loans                                   | 16,254       | 18,950,268              | 18,966,522 |
| Automobile Loans                                | 6,463        | 423,169                 | 429,632    |
| General Purpose Loans                           | 550,397      | 19,971,499              | 20,521,896 |
| Other   | -            | -                       | -          |
| Consumer Loans – FC indexed                     |              | -                       | -          |
| Housing Loans                                   | -            | -                       | -          |
| Automobile Loans                                | -            | -                       | -          |
| General Purpose Loans                           | -            | -                       | -          |
| Other   | -            | -                       | -          |
| Consumer Loans – FC                             | -            | -                       | -          |
| Housing Loans                                   | -            | -                       | -          |
| Automobile Loans                                | -            | -                       | -          |
| General Purpose Loans                           | -            | -                       | -          |
| Other   | -            | -                       | -          |
| Retail Credit Cards – TL                        | 5,174,880    | 93,414                  | 5,268,294  |
| With Installment                                | 2,271,719    | 82,305                  | 2,354,024  |
| Without Installment                             | 2,903,161    | 11,109                  | 2,914,270  |
| Retail Credit Cards – FC                        | 12,071       | -                       | 12,071     |
| With Installment                                | -            | -                       | -          |
| Without Installment                             | 12,071       | -                       | 12,071     |
| Personnel Loans – TL                            | 4,477        | 57,389                  | 61,866     |
| Housing Loan                                    | -            | -                       | -          |
| Automobile Loans                                | -            | -                       | -          |
| General Purpose Loans                           | 4,477        | 57,389                  | 61,866     |
| Other   | -            | -                       | -          |
| Personnel Loans – FC indexed                    | -            | -                       | -          |
| Housing Loans                                   | -            | -                       | -          |
| Automobile Loans                                | -            | -                       | -          |
| General Purpose Loans                           | <del>-</del> | -                       |            |
| Other   | <u>-</u>     | -                       |            |
| Personnel Loans – FC                            | <u>-</u>     | <u>-</u>                | -          |
| Housing Loans                                   | <u>-</u>     | -                       | -          |
| Automobile Loans                                | <del>-</del> | -                       | -          |
| General Purpose Loans                           | -            | -                       | -          |
| Other   | <del>-</del> | -                       | -          |
| Personnel Credit Cards – TL                     | 77,776       | 454                     | 78,230     |
| With Installment                                | 30,276       | 411                     | 30,687     |
| Without Installment                             | 47,500       | 43                      | 47,543     |
| Personnel Credit Cards – FC                     | 248          | -                       | 248        |
| With Installment                                | -            | -                       | -          |
| Without Installment                             | 248          | -                       | 248        |
| Overdraft Checking Accounts – TL (Real persons) | 2,613,639    | -                       | 2,613,639  |
| Overdraft Checking Accounts – FC (Real persons) | 158          | -                       | 158        |
| Total   | 8,456,363    | 39,496,193              | 47,952,556 |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Installment based commercial loans and corporate credit cards

|   | _          | Medium and     |              |
|---|------------|----------------|--------------|
|   | Short-Term | Long-Term      | Total        |
| Installment-based Commercial Loans-TL         | 1,169,354  | 43,812,223     | 44,981,577   |
| Real Estate Loans                             | 1,154      | 1,049,786      | 1,050,940    |
| Automobile Loans                              | 88,063     | 1,940,882      | 2,028,945    |
| General Purpose Loans                         | 1,080,137  | 40,821,555     | 41,901,692   |
| Other   | -          | -              | -            |
| Installment-based Commercial Loans-FC indexed | 3,987      | 1,633,951      | 1,637,938    |
| Real Estate Loans                             | -          | -              | -            |
| Automobile Loans                              | -          | 177,864        | 177,864      |
| General Purpose Loans                         | 3,987      | 1,456,087      | 1,460,074    |
| Other   | -          | -              | -            |
| Installment-based Commercial Loans-FC         | 297        | 8,696,118      | 8,696,415    |
| Real Estate Loans                             | -          | -              | -            |
| Automobile Loans                              | -          | -              | -            |
| General Purpose Loans                         | 297        | 8,696,118      | 8,696,415    |
| Other   | -          | -              | -            |
| Corporate Credit Cards-TL                     | 1,761,150  | 1,708          | 1,762,858    |
| With Installment                              | 451,980    | 1,708          | 453,688      |
| Without Installment                           | 1,309,170  | -              | 1,309,170    |
| Corporate Credit Cards-FC                     | 1,154      | -              | 1,154        |
| With Installment                              | -          | -              | -            |
| Without Installment                           | 1,154      | -              | 1,154        |
| Overdraft Checking Accounts-TL (Corporate)    | 1,844,329  | -              | 1,844,329    |
| Overdraft Checking Accounts-FC (Corporate)    | -          | -              | -            |
| Total   | 4,780,271  | 54,144,000     | 58,924,271   |
| Allocation of loan customers                  |            |                |              |
|   |            | Current Period | Prior Period |
| Public Sector                                 |            | 3,032,772      | 2,526,793    |
| Private Sector                                |            | 179,899,456    | 144,092,199  |
| Total   |            | 182,932,228    | 146,618,992  |
| Allocation of domestic and overseas loans     |            |                |              |
|   |            | Current Period | Prior Period |
| Domestic Loans                                |            | 182,540,709    | 146,192,697  |
| Foreign Loans                                 |            | 391,519        | 426,295      |
| Total   |            | 182,932,228    | 146,618,992  |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## Loans to associates and subsidiaries

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Direct Loans Provided to the Subsidiaries and Associates   | 144,551        | 294,757      |
| Indirect Loans Provided to the Subsidiaries and Associates | -              | _            |
| Total  | 144,551        | 294,757      |

## Specific provisions for loans

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Loans and Receivables with Limited Collectability  | 150,730        | 384,497      |
| Loans and Receivables with Doubtful Collectability | 419,518        | 551,246      |
| Uncollectible Loans and Receivables                | 6,028,571      | 4,384,377    |
| Total  | 6,598,819      | 5,320,120    |

## Information on non-performing loans (Net)

Information on non-performing loans and other receivables restructured or rescheduled

| Group III  | Group IV  | Group V   |
|--|---|---|
| Loans and<br>receivables with<br>limited collectability do | Loans and receivables with oubtful collectability           | Uncollectible loans<br>and receivables  |
| 80,662   | 118,684   | 135,790   |
|  |   |   |
| -  | -   | -   |
| 80,662   | 118,684   | 135,790   |
| 137,005  | 176,551   | 78,606  |
| -  | -   | -   |
| -  | -   | -   |
| 137,005  | 176,551   | 78,606  |
|  | Loans and receivables with limited collectability do 80,662 | Loans and receivables with receivables with limited collectability doubtful collectability 80,662 118,684 |

## Movements in non-performing loan groups

|  | Group III                                   | Group IV       | Group V             |  |  |
|--|---|----------------|---------------------|--|--|
|  | Loans and receivables Loans and receivables |                |                     |  |  |
|  | with limited                                | with doubtful  | Uncollectible loans |  |  |
|  | collectability                              | collectability | and receivables     |  |  |
| Balance at the beginning of the period                         | 927,110                                     | 1,102,016      | 4,384,377           |  |  |
| Additions (+)  | 2,836,423                                   | 137,362        | 215,721             |  |  |
| Transfers from other categories of loans under follow-up (+)   | -   | 2,510,046      | 2,225,124           |  |  |
| Transfers to other categories of loans under follow-up (-) (*) | 2,674,478                                   | 2,552,971      | 119,519             |  |  |
| Collections (-)  | 335,405                                     | 340,468        | 677,132             |  |  |
| Write-offs (-)   | -   | =              | -                   |  |  |
| Corporate and commercial loans                                 | -   | -              | -                   |  |  |
| Retail loans   | -   | -              | -                   |  |  |
| Credit cards   | -   | -              | -                   |  |  |
| Other  | -   | -              | -                   |  |  |
| Balance at the end of the period                               | 753,650                                     | 855,985        | 6,028,571           |  |  |
| Specific provision (-) <sup>(**)</sup>                         | 150,730                                     | 419,518        | 6,028,571           |  |  |
| Net balance  | 602,920                                     | 436,467        | -                   |  |  |

<sup>(\*)</sup> Loans that are transferred from restructured loans to non-performing loans and from non-performing loans to restructured loans are presented in the Transfers from and to other categories of loans under follow-up lines.

Uncollectible loans and receivables are collected by liquidation of collaterals and legal follow-up.

<sup>(\*\*)</sup> After taking the colleterals of the loans amounting TL 32,026, that are classified in group IV, as from December 31, 2017 into account, the bank had recorded provision over the remaining amount.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Information on non-performing loans and other receivables in foreign currencies

|                                  | Group III   | Group IV  | Group V       |
|----------------------------------|---|---|---------------|
|                                  | Loans and<br>receivables with<br>limited collectability d | Loans and receivables with oubtful collectability | Uncollectible |
| Current Period                   |   |   |               |
| Balance at the end of the period | 42,517  | 6,850   | 366,534       |
| Specific provision (-)           | 8,503   | 3,425   | 366,534       |
| Net balance on balance sheet     | 34,014  | 3,425   | -             |
| Prior Period                     |   |   |               |
| Balance at the end of the period | 57,993  | 12,646  | 223,454       |
| Specific provision (-)           | 50,675  | 6,323   | 223,454       |
| Net balance on balance sheet     | 7,318   | 6,323   | -             |

Non-performing foreign currency denominated loans are followed in TL accounts.

Loan customer concentration of gross and net amounts of non-performing loans

|                                       | Group III              | Group IV                | Group V               |
|---------------------------------------|------------------------|-------------------------|-----------------------|
|                                       | Loans and              | Loans and               | <del></del>           |
|                                       | receivables with       |                         |                       |
|                                       | limited collectability | doubtful collectability | loans and receivables |
| Current Period (Net)                  | 602,920                | 436,467                 | -                     |
| Consumer and Commercial Loans (Gross) | 753,526                | 854,437                 | 5,930,619             |
| Specific Provision (-)                | 150,705                | 418,744                 | 5,930,619             |
| Consumer and Commercial Loans (Net)   | 602,821                | 435,693                 |                       |
| Banks (Gross)                         | -                      | -                       | 1,551                 |
| Specific Provision (-)                | -                      | -                       | 1,551                 |
| Banks (Net)                           | -                      | -                       | -                     |
| Other Loans and Receivables (Gross)   | 124                    | 1,548                   | 96,401                |
| Specific Provision (-)                | 25                     | 774                     | 96,401                |
| Other Loans and Receivables (Net)     | 99                     | 774                     | -                     |
| Prior Period (Net)                    | 542,613                | 550,770                 |                       |
| Consumer and Commercial Loans (Gross) | 926,977                | 1,092,516               | 4,292,536             |
| Specific Provision (-)                | 384,470                | 546,496                 | 4,292,536             |
| Consumer and Commercial Loans (Net)   | 542,507                | 546,020                 | -                     |
| Banks (Gross)                         | -                      | -                       | 1,551                 |
| Specific Provision (-)                | -                      | -                       | 1,551                 |
| Banks (Net)                           | -                      | -                       | -                     |
| Other Loans and Receivables (Gross)   | 133                    | 9,500                   | 90,290                |
| Specific Provision (-)                | 27                     | 4,750                   | 90,290                |
| Other Loans and Receivables (Net)     | 106                    | 4,750                   | _                     |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## 6. Information on held-to-maturity investments

## Held-to-maturity debt securities issued by the governments

|  | Current Period |           | Prior Period |    |
|--|----------------|-----------|--------------|----|
|  | TL             | FC        | TL           | FC |
| Government Bonds                           | 12,235,406     | 2,022,702 | 8,039,914    | -  |
| Treasury Bills                             | -              | -         | -            | -  |
| Other Securities Issued by the Governments | -              | 2,263,925 | -            | -  |
| Total                                      | 12,235,406     | 4,286,627 | 8,039,914    | -  |

## Information on held-to-maturity investment securities

|                             | Current Period | Prior Period |  |
|-----------------------------|----------------|--------------|--|
| Debt Securities             | 16,766,071     | 8,187,293    |  |
| Quoted at Stock Exchanges   | 16,652,591     | 8,046,672    |  |
| Unquoted at Stock Exchanges | 113,480        | 140,621      |  |
| Impairment Losses (-)       | -              | 6,758        |  |
| Total                       | 16,766,071     | 8,180,535    |  |

## The movement table of the held-to-maturity investments

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Balances at the beginning of the period         | 8,180,535      | 7,677,729    |
| Foreign currency differences on monetary assets | 116,077        | 7,371        |
| Purchases during the period                     | 2,423,358      | 1,873,688    |
| Transfers to available for sale portfolio(**)   | 7,501,432      | -            |
| Disposals through sales/redemptions             | (2,186,864)    | (1,673,758)  |
| Change in Impairment losses                     | 6,758          | (537)        |
| Change in amortized costs of the securities (*) | 724,775        | 296,042      |
| Balances at the end of the period               | 16,766,071     | 8,180,535    |

<sup>(\*)</sup> Changes in amortized costs of the marketable securities also include rediscount differences in marketable securities.

## Information on held-to-maturity investments

| Current Period                               |            | Cost      | Саггу      | ing Value |
|--|------------|-----------|------------|-----------|
|  | TL         | FC        | TL         | FC        |
| Collateralized/blocked investment securities | 5,856,554  | 1,879,125 | 6,591,740  | 1,886,904 |
| Investments subject to repurchase agreements | 4,581,632  | 2,242,632 | 5,510,791  | 2,256,226 |
| Held for structural position                 | -          | -         | -          | -         |
| Receivable from security borrowing markets   | -          | -         | -          | -         |
| Collateral for security borrowing markets    | -          | -         | -          | -         |
| Other (*)                                    | 107,882    | 384,828   | 132,875    | 387,535   |
| Total  | 10,546,068 | 4,506,585 | 12,235,406 | 4,530,665 |

<sup>(1)</sup> The securities held as free that are not subject to collateral/blockage or other transactions are presented in the "Other" line.

<sup>(&</sup>quot;) The bank had classified TL 7,166,704 nominal value of marketable securities, which was followed under available for sale securities portfolio, to held to maturity portfolio on different dates in 2017. These marketable securities are included in the held to maturity portfolio with TL 7,501,432 book value, representing the fair value of the securities as from the dates when the classification occurred. The revaluation differences amounting to TL 63,966 as from the dates when the classification occurred are now being followed under equity, and the composed revaluation differences will be transferred to terminal accounts until the end of the maturity of the securities.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| Prior Period TL                              | ost       | Carryii | ng Value  |         |
|--|-----------|---------|-----------|---------|
|  | TL        | FC      | TL        | FC      |
| Collateralized/blocked investment securities | 556,248   | 140,600 | 576,573   | 140,621 |
| Investments subject to repurchase agreements | 4,680,338 | -       | 5,323,556 | -       |
| Held for structural position                 | -         | -       | -         | -       |
| Receivable from security borrowing markets   | -         | -       | -         | -       |
| Collateral for security borrowing markets    | -         | -       | -         | -       |
| Other (*)                                    | 1,821,464 | -       | 2,139,785 | -       |
| Total  | 7,058,050 | 140,600 | 8,039,914 | 140,621 |

<sup>(\*)</sup> The securities held as free that are not subject to collateral/blockage or other transactions are presented in the "Other" line.

## 7. Information on investments in associates

## Information on investments in associates

|    | Associate   | Address<br>(City/ Country) | Bank's Share –<br>If Different,<br>Voting Rights (%) | Bank's Risk<br>Group Share (%) |
|----|---|----------------------------|--|--------------------------------|
| 1  | Kıbrıs Vakıflar Bankası Ltd. (*)                    | Lefkoşa/TRNC               | 15.00  | 15.00                          |
| 2  | Türkiye Sınai Kalkınma Bankası AŞ                   | İstanbul/ Turkey           | 8.38   | 8.38                           |
| 3  | Roketsan Roket Sanayi ve Ticaret AŞ <sup>(*)</sup>  | İstanbul/ Turkey           | 9.93   | 9.93                           |
| 4  | Bankalararası Kart Merkezi AŞ <sup>(*)</sup>        | İstanbul/ Turkey           | 9.70   | 9.70                           |
| 5  | KKB Kredi Kayıt Bürosu AŞ <sup>(*)</sup>            | İstanbul/ Turkey           | 9.09   | 9.09                           |
| 6  | Güçbirliği Holding AŞ <sup>(*)</sup>                | İzmir/Turkey               | 0.07   | 0.07                           |
| 7  | İzmir Enternasyonel Otelcilik AŞ                    | İstanbul/ Turkey           | 5.00   | 5.00                           |
| 8  | İstanbul Takas ve Saklama Bankası AŞ <sup>(*)</sup> | İstanbul/ Turkey           | 4.37   | 4.37                           |
| 9  | Kredi Garanti Fonu AŞ <sup>(*)</sup>                | Ankara/Turkey              | 1.54   | 1.54                           |
| 10 | Tasfiye Halinde World Vakıf UBB Ltd.                | Lefkoşa/TRNC               | 82.00  | 85.32                          |

|    | Total Assets | EquityTan | gible Assets | Interest<br>Income | Income on<br>Securities<br>Portfolio | Current Period<br>Profit/Loss | Prior Period<br>Profit/Loss | Company's<br>Fair Value |
|----|--------------|-----------|--------------|--------------------|--------------------------------------|-------------------------------|-----------------------------|-------------------------|
| 1  | 1,047,132    | 88,271    | 7,571        | 59,475             | 3,603                                | 5,231                         | 3,640                       | -                       |
| 2  | 29,917,636   | 3,711,341 | 871,378      | 1,440,834          | 438,839                              | 611,177                       | 443,431                     | 3,488,552               |
| 3  | 4,185,749    | 1,062,721 | 716,013      | 13,978             | -                                    | 173,897                       | 128,591                     | -                       |
| 4  | 80,677       | 46,880    | 47,322       | 1,043              | -                                    | 6,983                         | 14,517                      | -                       |
| 5  | 259,153      | 175,797   | 172,992      | 4,049              | -                                    | 36,919                        | 16,458                      | -                       |
| 6  | 142,810      | (42,509)  | 88,001       | 360                | -                                    | (6,986)                       | (4,997)                     | -                       |
| 7  | 120,766      | (27,699)  | 83,574       | 4                  | -                                    | (6,271)                       | (21,798)                    | -                       |
| 8  | 9,913,087    | 1,170,007 | 97,419       | 281,518            | 7,404                                | 201,251                       | 162,178                     | -                       |
| 9  | 486,557      | 462,323   | 10,969       | 21,449             | -                                    | 127,873                       | 17,738                      | -                       |
| 10 | 1,104        | (125,554) | -            | 66                 | -                                    | (12,193)                      | (8,988)                     | -                       |

<sup>(\*)</sup> The financial statement information provided for these associates is taken from the financial statements dated September 30, 2017.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## Movement table of investments in associates

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Balance at the beginning of the period               | 299,478        | 270,290      |
| Movements during the period                          | 49,680         | 29,188       |
| Transfers  | -              | -            |
| Acquisitions and capital increases                   | -              | -            |
| Bonus shares received                                | 29,498         | 29,632       |
| Income/loss from investments under equity accounting | -              | -            |
| Sales and liquidations                               | -              | -            |
| Fair value changes                                   | 20,182         | (444)        |
| Impairment losses                                    | -              | -            |
| Balance at the end of the period                     | 349,158        | 299,478      |
| Capital commitments                                  | -              | -            |
| Share percentage at the end of the period (%)        | -              | -            |

In the current period, subsequent to the approval of the decision to increase the paid-in capital of Kredi Garanti Fonu AŞ from TL 278,439 to TL 318,282. The share of the Bank amounting to TL 177 is presented in the movement table of investments in associates as bonus shares received. During the capital increase, the share of the Bank decreased from 1.69% to 1.54% due to the participation of new banks in the association.

In the current period, subsequent to the approval of the decision to increase the paid-in capital of Türkiye Sınai Kalkınma Bankası AŞ from TL 2,050,000 to TL 2,400,000 in the Ordinary General Meeting of the Company dated March 23, 2017. The share of the Bank amounting to TL 29,321 is presented in the movement table of investments in associates as bonus shares received.

In the prior period, subsequent to the approval of the decision to increase the paid-in capital of Kıbrıs Vakıflar Bankası LTD. from TL 40,000 to TL 70,000 in the Extraordinary General Meeting of the Company dated May 12, 2016. The share of the Bank amounting to TL 4,500 is presented in the movement table of investments in associates as bonus shares received.

In the prior period, subsequent to the approval of the decision to increase the paid-in capital of Türkiye Sınai Kalkınma Bankası AŞ from TL 1,750,000 to TL 2,050,000 in the Ordinary Meeting of General Assembly of the Company dated March 24, 2016, the share of the Bank amounting to TL 25,132 is presented in the movement table of investments in associates as bonus shares received.

The title of World Vakıf Off Shore Banking Ltd, a subsidiary of the Bank, was changed as World Vakıf UBB. Ltd. on February 4, 2009. Pursuant to the March 4, 2010 dated and 764 numbered decision of Board of Directors of Central Bank of Turkish Republic of Northern Cyprus, the official authorisation of World Vakıf UBB Ltd., operating in NCTR, is abrogated due to incompliance with the 7th and 9th articles of 41/2008 numbered Law of International Banking Units. According to May 24, 2010 dated decision of the Nicosia Local Court, World Vakıf UBB Ltd. will be liquidated and NCTR Company Registrar is appointed to carry out liquidation process. In year 2010, due to loss of control over Company, World Vakıf UBB Ltd. has been reclassified as "Investments in associates". The liquidation process of World Vakıf UBB Ltd, an associate of the Bank, has been carried out by NCTR Collecting and Liquidation Office. The application of the company for cancellation of the liquidation has been rejected and the decision of liquidation has been agreed on August 27, 2013. Thus, the company's title has been changed as "World Vakıf UBB Ltd in Liquidation".

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Sectoral distribution of investments in financial associates

|                     | Current Period | <b>Prior Period</b> |
|---------------------|----------------|---------------------|
| Banks               | 332,861        | 283,359             |
| Insurance companies | -              | -                   |
| Factoring companies | -              | -                   |
| Leasing companies   | -              | -                   |
| Finance companies   | -              | -                   |
| Other associates    | 4,897          | 4,719               |
| Total               | 337,758        | 288,078             |

## Quoted associates

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Quoted at domestic stock exchanges      | 292,340        | 242,838      |
| Quoted at international stock exchanges | -              | -            |
| Total                                   | 292,340        | 242,838      |

## Investments in associates disposed during the period

There is not any associate disposed in the current period.

## Investments in associates acquired during the period

There is not any associate acquired in the current period.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI **EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED**

FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

# 8. Investments in subsidiaries

Information on financial subsidiaries

|  | Vakıfbank        | Vakıfbank Vakıf Finansal | Vakıf Yatırım<br>Menkul | Vakıf        | Güneş      | Vakıf        | Vakıf Portföy | Vakıf<br>Gayrimenkul | Vakıf Menkul<br>Kıymet |
|--|------------------|--------------------------|-------------------------|--------------|------------|--------------|---------------|----------------------|------------------------|
|  | International AG | Kiralama Aş              | Değerler Aş             | Faktoring Aş | Sigorta Aş | Emeklilik Aş | Yönetimi Aş   | Yat. Ort. Aş         | Yat. Ort. Aş           |
| Paid in Capital                          | 114,483          | 109,000                  | 35,000                  | 70,000       | 270,000    | 26,500       | 12,000        | 217,500              | 20,000                 |
| Share Premium                            |                  |                          | 1                       |              | 655        | 1            |               | 246,731              |                        |
| Other Capital Reserves                   |                  | 248                      | (271)                   | 51           | (2,046)    | 6,297        | 57            | 21,674               | 62                     |
| Securities Value Increase Fund           | 41,310           | 3,470                    | 64,446                  | 347          | 287,304    | 964          | 1             | 1                    |                        |
| Tangible Assets' Value Increase From     |                  |                          |                         |              |            |              |               |                      |                        |
| Revaluation                              |                  | 17,517                   | 1                       | 1            | 205,045    | 200'05       | •             | 547                  | ı                      |
| Associates And Subsidiaries Bonus Shares | 1                | 1,094                    | 1                       | 1            | 4,010      | 191          | 1             | 1                    | 1                      |
| Legal Reserves                           | 10,614           | 6,286                    | 6,128                   | 5,824        | 17,179     | 18,385       | 1,347         | 7,543                | 395                    |
| Extraordinary Reserves                   |                  | 33,523                   | 7,368                   | 45,624       | 19,247     | 104,880      | 7,050         | 108,125              |                        |
| Other Profit Reserves                    | 309,490          |                          | 2,308                   |              |            |              |               |                      |                        |
| Profit/Loss                              | 146,910          | 23,115                   | 15,473                  | 18,022       | (336,529)  | 138,418      | 5,856         | 6,350                | (3,179)                |
| Prior Period's Profit/Loss               | 129,784          | (18)                     | 1,123                   | 1            | (437,001)  | 73,395       | 1             | 1                    | (3,008)                |
| Current Period's' Profit/Loss            | 17,126           | 23,133                   | 14,350                  | 18,022       | 100,472    | 65,023       | 95829         | 6,350                | (171)                  |
| Minority Rights                          | 1                | 84                       | 1                       | 1            | 1          | 1            | 1             | ı                    | 1                      |
| Total Core Capital                       | 622,807          | 194,337                  | 130,452                 | 139,868      | 464,865    | 345,640      | 26,310        | 608,470              | 17,278                 |
| SUPPLEMENTARY CAPITAL                    | •                |                          |                         |              |            |              | •             | •                    | •                      |
| CAPITAL                                  | 622,807          | 194,337                  | 130,452                 | 139,868      | 464,865    | 345,640      | 26,310        | 608,470              | 17,278                 |
| NET AVAILABLE EQUITY                     | 622,807          | 194,337                  | 130,452                 | 139,868      | 464,865    | 345,640      | 26,310        | 608,470              | 17,278                 |
|  |                  |                          |                         |              |            |              |               |                      |                        |

Reviewed BRSA financial statements as of September 30, 2017 are considered.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Vakıf Yatırım Menkul Değerler AŞ, a subsidiary of the Bank, calculates capital adequacy in accordance with Serial:V, No: 34 numbered "Communiqué on Capital and Capital Adequacy of Intermediary Firms" of CMB every six month. Güneş Sigorta AŞ and Vakıf Emeklilik ve Hayat AŞ that operate in insurance business calculate capital adequacy in accordance with "Communiqué on Capital Adequacy Measurement and Assessment for Insurance, Reinsurance and Pension Firms" published by Republic of Turkey Undersecretariat of Treasury every six month. According to the calculations at December 31, 2017, there is no capital requirement for the subsidiaries mentioned.

## Information on investments in subsidiaries

|    | Subsidiary  | Address<br>(City / Country) | Bank's Share -<br>If Different,<br>Voting Rights (%) | Bank's Risk<br>Group Share (%) |
|----|---|-----------------------------|--|--------------------------------|
| 1  | Güneş Sigorta AŞ <sup>(*)</sup>                       | İstanbul/Turkey             | 48.02  | 48.02                          |
| 2  | Vakıf Emeklilik ve Hayat AŞ <sup>(*)</sup>            | İstanbul/ Turkey            | 53.90  | 79.67                          |
| 3  | Vakıf Faktoring AŞ <sup>(*)</sup>                     | İstanbul/ Turkey            | 78.39  | 88.68                          |
| 4  | Vakıf Finansal Kiralama AŞ <sup>(*)</sup>             | İstanbul/ Turkey            | 58.71  | 66.23                          |
| 5  | Vakıf Yatırım Menkul Değerler AŞ <sup>(*)</sup>       | İstanbul/ Turkey            | 99.00  | 99.48                          |
| 6  | Vakıfbank International AG <sup>(*)</sup>             | Vienna/Austria              | 90.00  | 90.00                          |
| 7  | Vakıf Portföy Yönetimi AŞ <sup>(*)</sup>              | İstanbul/ Turkey            | 100.00   | 100.00                         |
| 8  | Vakıf Menkul Kıymet Yatırım Ortaklığı AŞ (*)          | İstanbul/ Turkey            | 22.89  | 34.55                          |
| 9  | Vakıf Gayrimenkul Yatırım Ortaklığı AŞ <sup>(*)</sup> | İstanbul/ Turkey            | 38.70  | 40.86                          |
| 10 | Vakıf Enerji ve Madencilik AŞ (**)                    | Ankara/ Turkey              | 65.50  | 85.52                          |
| 11 | Taksim Otelcilik AŞ <sup>(*)</sup>                    | İstanbul/ Turkey            | 51.00  | 51.69                          |
| 12 | Vakıf Pazarlama Sanayi ve Ticaret AŞ (***)            | İstanbul/ Turkey            | 69.33  | 76.18                          |
| 13 | Vakıf Gayrimenkul Değerleme AŞ <sup>(*)</sup>         | Ankara/ Turkey              | 54.29  | 58.73                          |

|    | Total Assets | EquityTan | gible Assets | Interest<br>Income | Income on<br>Securities<br>Portfolio | Current Period<br>Profit/(Loss) | Prior Period<br>Profit/(Loss) | Company's<br>Fair Value |
|----|--------------|-----------|--------------|--------------------|--------------------------------------|---------------------------------|-------------------------------|-------------------------|
| 1  | 1,857,209    | 536,171   | 582,483      | 59,978             | 669                                  | 15,030                          | (71,174)                      | 449,781                 |
| 2  | 6,618,429    | 308,951   | 127,457      | 36,713             | 196                                  | 73,260                          | 38,512                        | 1,149,195               |
| 3  | 1,528,034    | 139,869   | 328          | 128,206            | -                                    | 18,023                          | 12,943                        | 157,611                 |
| 4  | 1,868,750    | 192,531   | 21,786       | 100,798            | -                                    | 22,421                          | 15,894                        | 232,724                 |
| 5  | 422,141      | 130,451   | 2,029        | 26,480             | 18                                   | 14,350                          | 5,752                         | 186,870                 |
| 6  | 4,005,275    | 579,208   | 1,988        | 61,159             | 23,491                               | 16,637                          | 17,711                        | 402,497                 |
| 7  | 27,486       | 26,310    | 444          | 2,328              | 32                                   | 5,856                           | 4,937                         | 81,031                  |
| 8  | 18,747       | 17,277    | 28           | 264                | 1,485                                | (171)                           | (196)                         | 27,963                  |
| 9  | 1,067,326    | 873,533   | 638,872      | 10,869             | -                                    | 8,495                           | 10,768                        | 568,147                 |
| 10 | 25,851       | 12,062    | 1,043        | 530                | -                                    | 404                             | 280                           | 14,494                  |
| 11 | 371,463      | 356,839   | 221,749      | 8,132              | -                                    | 5,653                           | 504                           | 403,062                 |
| 12 | 59,791       | 49,796    | 1,710        | 3,948              | -                                    | 6,422                           | 3,587                         | 49,458                  |
| 13 | 31,550       | 25,967    | 280          | 2,811              | -                                    | (178)                           | 1,269                         | 26,479                  |

The financial statement information provided for these subsidiaries is from the financial statements dated September 30, 2017.

<sup>(&</sup>quot;) The financial statement information provided for these subsidiaries is from the financial statements dated June 30, 2017.

<sup>(&</sup>quot;") The financial statement information provided for these subsidiaries is taken from the financial statements as of December 31, 2016.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Movement table of investments in subsidiaries

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Balance at the beginning of the period        | 1,797,124      | 1,604,319    |
| Movements during the period                   | 416,734        | 192,805      |
| Transfers                                     | -              | -            |
| Acquisitions and capital increases            | -              | 76,155       |
| Bonus shares received                         | 51,974         | 24,858       |
| Dividends from current year profit            | (17,527)       | (1,694)      |
| Sales and liquidations                        | (232)          | -            |
| Fair value changes                            | 371,260        | 87,159       |
| Impairment losses                             | 11,259         | 6,327        |
| Balance at the end of the period              | 2,213,858      | 1,797,124    |
| Capital commitments                           | -              | -            |
| Share percentage at the end of the period (%) | -              | -            |

## Methods to measure investments in subsidiaries

|                             | Current Period | Prior Period |
|-----------------------------|----------------|--------------|
| Measured at cost            | -              | _            |
| Measured at fair value      | 2,213,858      | 1,797,124    |
| Equity method of accounting | -              | -            |
| Total                       | 2,213,858      | 1,797,124    |

## Sectoral distribution of investments in financial subsidiaries

|                              | Current Period | Prior Period |
|------------------------------|----------------|--------------|
| Insurance companies          | 362,247        | 434,112      |
| Banks                        | 835,401        | 568,089      |
| Factoring companies          | 123,551        | 74,498       |
| Leasing companies            | 136,632        | 79,019       |
| Finance companies            | -              | -            |
| Other financial subsidiaries | 492,307        | 372,510      |
| Total                        | 1,950,138      | 1,528,228    |

## **Ouoted subsidiaries**

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Quoted at domestic stock exchanges      | 578,891        | 410,160      |
| Quoted at international stock exchanges | -              | -            |
| Total                                   | 578,891        | 410,160      |

## Investments in subsidiaries disposed during the period

There is no disposal in subsidiaries in the current period.

## Investments in subsidiaries acquired during the period

In the current period, denomination of Vakıf Emeklilik AŞ has changed to "Vakıf Emeklilik ve Hayat AŞ" on July, 26 2017, respective alteration is registered officially in trade registry.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

In the current period, at the Ordinary General Assembly Meeting held on July 13, 2017, Vakıf Faktoring AŞ, an affiliate of our Bank, has resolved to increase its capital through bonus issues from TL 22,400 to TL 70,000. TL 37,315, corresponding to our Bank's shareholding are presented in the Bonus Shares in the movement table for the affiliates.

In the current period, it is decided to sell Güneş Sigorta AŞ's 500,000 shares, that are traded in the stock market. After the selling, the bank's share had decreased to TL 129,643 from 130,143 TL. The sold shares, amounting TL 232, are presented in the Sales, in the movement table for the affiliates. After the selling, the bank's share in Güneş Sigorta AŞ. had decreased to %48.02 from %48.20.

In the current period, subsequent to the approval of the decision to increase the paid-in capital of Vakif Gayimenkul Yatırım Ortaklığı AŞ from TL 213,000 to TL 217,500 by a bonus increase of TL 4,500 in the Ordinary General Meeting of the Company dated June 16, 2017. The share of the Bank amounting to TL 1,742 is presented in the movement table of investments in associates as bonus shares received.

In the current period, subsequent to the approval of the decision to increase the paid-in capital of Vakif Finansal Kiralama AŞ from TL 87,000 to TL 109,000 by a bonus increase of TL 22,000 in the Ordinary General Meeting of the Company dated June 14, 2017. The share of the Bank amounting to TL 12,917 is presented in the movement table of investments in associates as bonus shares received.

In the prior period, within the registered capital ceiling of TL 300,000 of Güneş Sigorta A.Ş., the paid-in capital increased from TL 150,000 to TL 270,000 by increasing TL 120,000. In this context, our fair value was fully used in the capital increase of the Company and our Bank's current nominal share was TL 43,619. In addition, TL 32,536 has been paid for the premiums not used by other shareholders (from the shares offered to the public on the BİAŞ share market) for the nominal 32.000.000 shares purchased from the prices formed in the BİAŞ Primary Market. Total share capital of the Bank amounting to TL 76,155 is included in Purchases in the movement table of subsidiaries. After the capital increase, our nominal share of TL 54,524 in the capital of Güneş Sigorta A.Ş. has increased to TL 130,143 and our share of 36.35% has increased to 48.20%.

In the prior period, subsequent to the approval of the decision to increase the paid-in capital of Vakif Portföy Yönetimi A.Ş. from TL 3,000 to TL 12,000 by a bonus increase of TL 9,000. After the capital increase, Bank's current nominal share has been increased from TL 3,000 to TL 12,000 by bonus increase of 9,000 and Bank's share percentage has been remained the same 100.00%. The share of the Bank amounting to TL 9,000 is presented as bonus shares received in the movement table of investments in subsidiaries.

In the prior period, subsequent to approval of the decision to increase the paid-in capital of Vakıf Gayrimenkul Yatırım Ortaklığı A.Ş. from TL 205,400 to TL 213,000 by a bonus increase of TL 7,600 in the Ordinary Meeting of General Assembly of the Company dated April 15, 2016. After the capital increase, Bank's current nominal share has been increased from TL 79,495 to TL 82,436 by bonus increase of 2,941 and Bank's share percentage has been remained the same 38.70%. The share of the Bank amounting to TL 2,941 is presented as bonus shares received in the movement table of investments in subsidiaries.

In the prior period, subsequent to approval of the decision to increase the paid-in capital of Vakıf Finansal Kiralama A.Ş. from TL 65,000 to TL 87,000 by a bonus increase of TL 22,000 in the Ordinary Meeting of General Assembly of the Company dated April 12, 2016. After the capital increase, Bank's current nominal share has been increased from TL 38,163 to TL 51,080 by bonus increase of 12,917 and Bank's share percentage has been remained the same 58.71%. The share of the Bank amounting to TL 12,917 is presented as bonus shares received in the movement table of investments in subsidiaries.

## 9. Investments in joint-ventures

None.

10. Information on finance lease receivables (net)

None.

## 11. Information on hedging purpose derivatives

Positive differences on derivative financial instruments held for risk management purposes

None.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## 12. Information on tangible assets

|  | Real Estates | Leased<br>Tangible Assets | Vehicles | Other<br>Tangible Assets | Total     |
|--|--------------|---------------------------|----------|--------------------------|-----------|
| Balance at the end of the prior year:                              |              |                           |          |                          |           |
| Cost   | 921,897      | 111,890                   | 27,927   | 1,261,847                | 2,323,561 |
| Accumulated depreciation(-)  | 6,543        | 109,022                   | 23,118   | 768,772                  | 907,455   |
| Impairment (-)   | 6,231        | -                         | -        | -                        | 6,231     |
| Net book value   | 909,123      | 2,868                     | 4,809    | 493,075                  | 1,409,875 |
| Balance at the end of the current year:                            |              |                           |          |                          |           |
| Net book value at the beginning of the                             |              |                           |          |                          |           |
| current year   | 909,123      | 2,868                     | 4,809    | 493,075                  | 1,409,875 |
| Additions  | 9,007        | -                         | 3,282    | 141,130                  | 153,419   |
| Cost of the disposals  | 11,008       | -                         | 8,164    | 8,376                    | 27,548    |
| Classification Among the Tangible Fixed                            |              |                           |          |                          |           |
| Assets   | -            | (111,890)                 | -        | 111,890                  | -         |
| Depreciation of the disposals                                      | 107          | -                         | 7,982    | 6,794                    | 14,883    |
| Depreciation of the current year (-)                               | 5,558        | -                         | 1,598    | 127,335                  | 134,491   |
| Classification Among the Depreciation of the Tangible Fixed Assets | -            | (109,022)                 | -        | 109,022                  | -         |
| Impairment (-)   | -            | -                         | -        | -                        | _         |
| Net exchange differences from Foreign<br>Branches                  | -            | -                         | 26       | 1,099                    | 1,125     |
| Cost at the end of the current year                                | 919,896      | -                         | 23,071   | 1,507,590                | 2,450,557 |
| Accumulated depreciation at the end of the                         |              |                           |          |                          |           |
| year (-)   | 11,994       | -                         | 16,734   | 998,335                  | 1,027,063 |
| Impairment (-) <sup>(*)</sup>                                      | 6,231        | -                         | -        | -                        | 6,231     |
| Net book value at the end of the current year                      | 901,671      | -                         | 6,337    | 509,255                  | 1,417,263 |

## 13. Information on intangible assets

Bank's intangible assets consist of computer softwares and licences. The estimated useful life of intangible assets is five years. Intangible assets are amortized on a straight-line basis over the estimated useful lifes. The Bank divides the extinction share of intangible assets according to inflation adjusted values.

There is not any intangible asset that is important for fullest extend of financial statements.

Bank does not have any intangible asset that is collateral or acquired by government promotion and has a limitation on usage.

The Bank did not declared a commitment to purchase intangible assets.

## 14. Information on investment properties

None.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## 15. Information on deferred tax assets

As at December 31, 2017 and December 31, 2016, items generating deferred tax assets or liabilities are listed below:

|  | Current period | Prior Period |
|--|----------------|--------------|
| Deferred tax assets:   | 218,616        | 256,814      |
| Provision for employee termination benefits and unused vacations | 98,052         | 93,202       |
| Other provisions   | 14,994         | 50,864       |
| Valuation differences of associates and subsidiaries             | 23,456         | 23,456       |
| Valuation differences of financial assets and liabilities        | 80,160         | 81,386       |
| BRSA - Tax Code depreciation differences                         | -              | 5,986        |
| Other  | 1,954          | 1,920        |
| Deferred tax liabilities:  | (332,351)      | (173,705)    |
| Valuation differences of financial assets and liabilities        | (240,275)      | (96,100)     |
| Valuation differences of associates and subsidiaries             | (56,408)       | (48,843)     |
| V. L. e. 1977 ( )  | (20.422)       | (20 7 (2)    |

Valuation differences of properties (28,433) (28,762)

BRSA - Tax Code depreciation differences (7,235)

Deferred tax assets ((liabilities) net (113,735) 83,109

Deferred tax assets/(liabilities), net (113,735) 83,109

The deferred tax asset / liability schedule as of December 31, 2017 and December 31, 2016 is as follows:

|   | Current Period | Prior Period |  |
|---|----------------|--------------|--|
| As of 1 January                             | 83,109         | 15,421       |  |
| Deferred tax income/loss                    | (159,072)      | 19,942       |  |
| Deferred tax that is accounted under Equity | (36,316)       | 48,737       |  |
| Exchange differences                        | (1,456)        | (991)        |  |
| Deferred tax asset/(Liability)              | (113,735)      | 83,109       |  |

The reconciliation of the deferred tax on the assets directly related to the equity as of December 31, 2017 and December 31, 2016 is as follows:

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Receivables from credit card payments                 | (14,566)       | 47,738       |
| Guarantees given for derivative financial instruments | (15,934)       | 1,500        |
| Prepaid expenses                                      | 328            | 104          |
| Receivables from term sale of assets                  | (6,144)        | (605)        |
| Guarantees given for repurchase agreements            | (36,316)       | 48,737       |

## 16. Information on assets held for sale and assets related to the discontinued operations

As at December 31, 2017 assets held for sale and assets related to the discontinued operations amount to TL 1,312,493 (December 31, 2016: TL 1,227,867).

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## 17. Information on other assets

As at December 31, 2017 and December 31, 2016 other assets are as follows:

|   | Current period | Prior Period |
|---|----------------|--------------|
| Receivables from credit card payments                 | 1,173,158      | 988,257      |
| Guarantees given for derivative financial instruments | 2,749,121      | 1,876,321    |
| Prepaid expenses                                      | 934,474        | 507,866      |
| Receivables from term sale of assets                  | 11,116         | 21,746       |
| Guarantees given for repurchase agreements            | 151            | -            |
| Other   | 1,791,006      | 555,630      |
| Total   | 6,659,026      | 3,949,820    |

## II. INFORMATION AND DISCLOSURES RELATED TO LIABILITIES

## 1. Information on maturity profile of deposits

|                         |            |               |               |            |            |             | 1 Year and | Accumulating<br>Deposit |             |
|-------------------------|------------|---------------|---------------|------------|------------|-------------|------------|-------------------------|-------------|
| Current Period          | Demand     | 7 Days Notice | Up to 1 Month | 1-3 Months | 3-6 Months | 6-12 Months | 0ver       | Accounts                | Total       |
| Saving Deposits         | 6,056,971  | -             | 3,050,910     | 31,050,795 | 2,289,658  | 270,480     | 177,229    | 2,178                   | 42,898,221  |
| Foreign Currency        |            |               |               |            |            |             |            |                         |             |
| Deposits                | 7,173,350  | -             | 2,608,077     | 24,483,346 | 1,775,564  | 1,135,081   | 4,702,551  | -                       | 41,877,969  |
| Residents in Turkey     | 6,810,525  | -             | 2,606,029     | 24,058,549 | 1,430,203  | 720,911     | 998,723    | -                       | 36,624,940  |
| Residents Abroad        | 362,825    | -             | 2,048         | 424,797    | 345,361    | 414,170     | 3,703,828  | -                       | 5,253,029   |
| Public Sector Deposits  | 7,188,859  | -             | 6,443,410     | 7,672,161  | 1,141,489  | 4,439,864   | 176,770    | -                       | 27,062,553  |
| Commercial Deposits     | 3,773,023  | -             | 5,746,560     | 10,678,076 | 2,281,607  | 190,433     | 8,957      | -                       | 22,678,656  |
| Other                   | 3,834,320  | -             | 982,513       | 3,345,561  | 1,163,948  | 21,913      | 32,402     | -                       | 9,380,657   |
| Precious Metal Deposits | 1,600,963  | -             | -             | -          | -          | -           | -          | -                       | 1,600,963   |
| Bank Deposits           | 489,785    | -             | 7,033,739     | 2,058,712  | 18,565     | 59,147      | 118,155    | -                       | 9,778,103   |
| Central Bank            | 1,349      | -             | -             | -          | -          | -           | -          | -                       | 1,349       |
| Domestic Banks          | 140,446    | -             | 6,644,460     | 947,960    | 18,565     | -           | -          | -                       | 7,751,431   |
| Foreign Banks           | 255,751    | -             | 200,144       | 768,660    | -          | 59,147      | 41,441     | -                       | 1,325,143   |
| Participation Banks     | 92,239     | -             | 189,135       | 342,092    | -          | =           | 76,714     | -                       | 700,180     |
| Other                   | -          | -             | -             | -          | -          | -           | -          | -                       | -           |
| Total                   | 30,117,271 | -             | 25,865,209    | 79,288,651 | 8,670,831  | 6,116,918   | 5,216,064  | 2,178                   | 155,277,122 |

|                              |            |               |               |            |            |               |              | Accumulating<br>Deposit |             |
|------------------------------|------------|---------------|---------------|------------|------------|---------------|--------------|-------------------------|-------------|
| Prior Period                 | Demand     | 7 Days Notice | Up to 1 Month | 1-3 Months | 3-6 Months | 6-12 Months 1 | Yearand Over | Accounts                | Total       |
| Saving Deposits              | 5,705,688  | -             | 1,680,889     | 25,414,440 | 1,642,146  | 289,813       | 164,353      | 268                     | 34,897,597  |
| Foreign Currency<br>Deposits | 5,046,499  | -             | 2,673,873     | 18,808,024 | 1,720,217  | 844,659       | 3,991,576    | -                       | 33,084,848  |
| Residents in Turkey          | 4,817,098  | -             | 2,667,484     | 18,521,686 | 1,479,501  | 544,129       | 943,203      | -                       | 28,973,101  |
| Residents Abroad             | 229,401    | -             | 6,389         | 286,338    | 240,716    | 300,530       | 3,048,373    | -                       | 4,111,747   |
| Public Sector Deposits       | 5,358,931  | -             | 5,219,406     | 6,965,059  | 768,349    | 2,589,066     | 115,942      | -                       | 21,016,753  |
| Commercial Deposits          | 2,906,967  | -             | 6,121,194     | 7,400,536  | 1,488,185  | 312,555       | 9,300        | -                       | 18,238,737  |
| Other                        | 4,168,961  | -             | 1,901,192     | 3,401,011  | 881,451    | 85,146        | 20,450       | -                       | 10,458,211  |
| Precious Metal Deposits      | 1,010,609  | -             | -             | -          | -          | -             | -            | -                       | 1,010,609   |
| Bank Deposits                | 236,382    | -             | 3,302,157     | 1,395,631  | 98,703     | 23,363        | 75,386       | -                       | 5,131,622   |
| Central Bank                 | 1,117      | -             | -             | -          | -          | -             | -            | -                       | 1,117       |
| Domestic Banks               | 10,240     | -             | 2,934,648     | 913,292    | 98,703     | 2,144         | 4,323        | -                       | 3,963,350   |
| Foreign Banks                | 162,049    | -             | 156,451       | 288,852    | -          | 21,219        | 71,063       | -                       | 699,634     |
| Participation Banks          | 62,976     | -             | 211,058       | 193,487    | -          | -             | -            | -                       | 467,521     |
| Other                        | -          | -             | -             | -          | -          | -             | -            | -                       | -           |
| Total                        | 24,434,037 | -             | 20,898,711    | 63,384,701 | 6,599,051  | 4,144,602     | 4,377,007    | 268                     | 123,838,377 |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Information on saving deposits insured by Saving Deposit Insurance Fund and the total amounts of the deposits exceeding the insurance coverage limit

|  | Covered b<br>Insuranc |              | Exceeding the Deposit Insurance Limit |              |
|--|-----------------------|--------------|---------------------------------------|--------------|
|  | Current Period        | Prior Period | Current Period                        | Prior Period |
| Saving Deposits                          | 21,807,725            | 19,306,192   | 21,090,496                            | 15,591,405   |
| Foreign Currency Saving Deposits         | 6,571,401             | 5,092,943    | 15,854,203                            | 14,160,086   |
| Other Saving Deposits                    | -                     | -            | -                                     | -            |
| Foreign Branches' Deposits Under Foreign |                       |              |                                       |              |
| Insurance Coverage                       | -                     | -            | -                                     | -            |
| Off-Shore Deposits Under Foreign         |                       |              |                                       |              |
| Insurance Coverage                       | -                     | -            | -                                     | -            |
| Total                                    | 28,379,126            | 24,399,135   | 36,944,699                            | 29,751,491   |

Saving deposits out of insurance coverage limits

|  | <b>Current Period</b> | <b>Prior Period</b> |
|--|-----------------------|---------------------|
| Deposits and other accounts at foreign branches  | 22,958                | 37,431              |
| Deposits and other accounts, which belong to controlling shareholders, their parents, wives/husbands, and children   | -                     | -                   |
| Deposits and other accounts, which belong to Board of Director members, chairman, general manager, his/her assistants, their parents, wives/husbands, and children | 2,399                 | 4,957               |
| Deposits and other accounts under scope of TCC law 5237 article no 282, dated 26/9/2004  | -                     | -                   |
| Deposits in Deposit Banks of Turkey, which are solely established for off-shore banking  | -                     | -                   |

## 2. Information on derivative financial liabilities held for trading purpose

Negative differences related to the derivative financial liabilities held for trading purpose

|                      | Current Period |         | Prior Period |         |
|----------------------|----------------|---------|--------------|---------|
|                      | TL             | FC      | TL           | FC      |
| Forward Transactions | 19,903         | 5,240   | 18,011       | 4,202   |
| Swap Transactions    | 965,364        | 162,772 | 898,463      | 184,541 |
| Futures              | -              | -       | -            | _       |
| Options              | 30,336         | 915     | 38,159       | 327     |
| Other                | -              | -       | -            | _       |
| Total                | 1,015,603      | 168,927 | 954,633      | 189,070 |

## 3. Information on banks and other financial institutions

|                                       | Curr    | ent Period | Prior Period |            |  |
|---------------------------------------|---------|------------|--------------|------------|--|
|                                       | TL      | FC         | TL           | FC         |  |
| Central Bank of Republic of Turkey    | -       | 235,102    | -            | -          |  |
| Domestic Bank and Institutions        | 96,890  | 600,641    | 100,256      | 557,124    |  |
| Foreign Banks, Institutions and Funds | 571,642 | 26,803,346 | 571,642      | 22,964,748 |  |
| Total                                 | 668,532 | 27,639,089 | 671,898      | 23,521,872 |  |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## Maturity information of funds borrowed

|                                     | Curre   | Current period |         | Prior period |  |
|-------------------------------------|---------|----------------|---------|--------------|--|
|                                     | TL      | FC             | TL      | FC           |  |
| Short-term (*)                      | 98,337  | 2,927,224      | 97,160  | 2,275,319    |  |
| Medium and Long term <sup>(*)</sup> | 570,195 | 24,711,865     | 574,738 | 21,246,553   |  |
| Total                               | 668,532 | 27,639,089     | 671,898 | 23,521,872   |  |

<sup>(\*)</sup> Maturity profile of funds borrowed is prepared in accordance to their original maturities.

Funds borrowed comprise syndication and securitization loans bearing various interest rates and maturities and account for %11.45 ((December 31, 2016: %12.52) of the Bank's liabilities. There is no risk concentration on funding sources of the Bank.

On April 20, 2016, the loan has been renewed with a new syndicated loan amounting to US Dollar 207 million and Euro 631.5 million with the interest rate of US Libor + 0.85% and Euribor + 0.75% at a maturity of 367 days with participation of 30 banks, Wells Fargo Bank, London Branch and National Bank of Abu Dhabi PJSC acting as coordinator and agent bank. On April 24, 2017, the loan has been renewed with a new syndicated loan amounting to US Dollar 188.5 million and Euro 716.5 million with the interest rate of US Libor + 1.15% and Euribor + 1.05% at a maturity of 367 days with participation of 37 banks, Bank of America Merrill Lynch International Limited and Emirates NBD Bank PJSC and National Bank of Abu Dhabi PJSC acting as coordinator and agent bank.

On September 26, 2016, the loan has been renewed with a new syndicated loan amounting to 224.5 million US Dollar and 544 million Euros with the interest rate of US Libor + 1.10% and Euribor + 1.00% at a maturity of 367 days with participation of 22 banks, ING Bank, London Branch and National Bank of Abu Dhabi PJSC acting as coordinator and ING Bank, London Branch acting as agent bank. On September 25, 2017, the mentioned loan has been renewed with a new syndicated loan amounting to 131 Million US Dollars and 634 Million Euros with the interest rate of US Libor + 1.35% and Euribor + 1.25% with a maturity of 367 days and with participation of 22 banks from 12 countries, where the ING Bank and Emirates NBD acted as common coordinator banks and ING Bank London Branch acted as the agent bank.

On December 19, 2014, the Bank has obtained securitization loan at the amount of US Dollar 928.6 million related to foreign transfers and treasury transactions in Euro and US Dollar. Loan amounting to US Dollar 500 million has been obtained related to foreign transfers at a maturity of five years and loan at the amount of US Dollar 428.6 million has been obtained related to treasury transactions at a maturity of seven years in seven different segments in total.

The loan obtained from European Bank for Reconstruction and Development (EBRD) amounting to US Dollar 125 million in 2014-A segment in order to finance medium term loans including to meet the needs of agricultural enterprises and support woman entrepreneurs.2014-B segment of the loan has been obtained from Wells Fargo Bank, N.A., 2014-C segment of the loan has been obtained from Raiffeisen Bank International AG, 2014-D segment of the loan has been obtained from Standard Chartered Bank, 2014-E segment of the loan has been obtained from Societe Generale, 2014-G segment of the loan has been obtained from Bank of America, N.A. and 2014-F segment of the loan related to treasury transactions has been obtained from JP Morgan Securities plc. in the scope of programme.

On 4 October 2016, the Bank carried out a securitization transaction in the amount of USD 890 million equivalent in Euros and US Dollars based on foreign money transfers and treasury transactions as part of the securitization program. A total of USD 310 million was provided for 5 years and USD 535 million based on treasury financing transactions was provided with 7 years maturity, based on foreign delegations of the loan provided in seven separate segments. Within the program, 2016-A segment was collected from SMBC, 2016-B segment from Wells Fargo Bank, 2016-C segment from Credit Suisse, 2016-D segment from Standard Chartered Bank, 2016-E segment from EBRD, 2016-F segment from JP Morgan and 2016-G segment from ING Bank. EBRD participated in the securitization loan with the TurSEFF III projects. As of December 31, 2017, the sum of the securitization loans amounted to USD 1.347 million and EUR 258 million.

On March 3rd, 2017, under the coordination of ICBC Turkey AŞ, the Bank signed a bilateral loan agreement with ICBC Dubai amounting USD 250 million with 3 years maturity which will be used for trade finance purposes together with general purpose financial needs.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## Information on securities issued

Within the context of Global Medium Term Notes (GMTN), the Bank has issued Turkey's first Eurobond apart from Republic of Turkey Undersecretariat of Treasury. The bond has been issued in GMTN programme on June 17, 2014 has a nominal value of 500 million Euros, maturity date on June 17, 2019 with fixed rate, 5 years maturity and annually coupon paid with 3.65% return and coupon rate 3.50%.

Within the context of Global Medium Term Notes (GMTN), the Bank has issued Eurobond. The bond has been issued in GMTN programme on October 27, 2016 has a nominal value of US Dollar 500 million, maturity date on October 27, 2021 with fixed rate, 5 years maturity and semi-annually coupon paid and coupon rate 5.50%.

Within the context of Global Medium Term Notes (GMTN), the Bank has issued Eurobond. The bond has been issued in GMTN programme on May 30, 2017 has a nominal value of US Dollar 500 million, maturity date on May 30, 2022 with fixed rate, 5 years maturity and semi-annually coupon paid and coupon rate 5.625%.

The context of Global Medium Term Notes (GMTN), the Bank has issued 230 private placements with 19 different banks from 2013 June on .This private placements have issued several currencies as of (US Dollar, Euro, Swiss Frank and Japanese Yen) and the maturities are 3 months, 6 months, 1 year and 2 years. Bank has issued 4.860 million US Dollar private placements as of the date of December 31, 2017. The total private placements are 123.7 million US Dollar as of the same date on.

The bank has issued Turkey's first Euro covered bond on May 4, 2016. The bond has been issued on May 4, 2016 has nominal value of 500 million Euros, maturity date on May 4, 2021 with fixed rate, 5 years maturity and annually interest paid with coupon rate 2.375% and 2.578% return.

On October 9, 2017, the bank had issued a private placement for the qualified foreign institutional investor within the context of Global Medium Term Notes (GMTN), with 5.5 years of maturity, and a nominal value of 1.333 million Turkish Liras.

The bank had realized the second Global Medium Term Notes (GMTN) on December 14, 2017 with HSBC Bank Plc with with 5 years of maturity, and a nominal value of 1.333 million Turkish Liras.

| Current Period | TL             |                | FC             |                |
|----------------|----------------|----------------|----------------|----------------|
|                | Short Term Med | lium-Long Term | Short Term Med | dium-Long Term |
| Nominal        | 3,647,403      | 2,816,000      | 98,149         | 12,831,440     |
| Cost           | 3,492,003      | 2,816,000      | 98,149         | 12,758,003     |
| Net Book Value | 3,566,573      | 2,876,546      | 98,742         | 12,943,237     |

| Prior Period   | TL                |           | FC            |                |
|----------------|-------------------|-----------|---------------|----------------|
|                | Short Term Medium | Long Term | Short Term Me | dium-Long Term |
| Nominal        | 3,333,301         | -         | 152,903       | 11,188,895     |
| Cost           | 3,214,945         | -         | 152,903       | 11,107,606     |
| Net Book Value | 3,268,595         | -         | 154,695       | 11,284,455     |

4. Components of "other external resources payable" in the financials that comprise at least 20% of the account, if the account exceeds 10% of total liabilities and equity excluding off-balance sheet commitments

Other external resources payable in the financials do not exceed 10% of total liabilities and equity.

## 5. Information on lease payables (net)

## Obligations under financial leasing

None.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## 6. Information on derivative financial liabilities held for risk management purpose

Negative fair values of hedging purpose derivatives

None.

## 7. Information on provisions

## Information on general provisions

|   | Current Period | Prior period |
|---|----------------|--------------|
| Provisions for loans and receivables in Group I             | 1,527,551      | 1,796,316    |
| -Additional provision for loans with extended payment plans | 67,249         | 50,986       |
| Provisions for loans and receivables in Group II            | 181,119        | 222,879      |
| -Additional provision for loans with extended payment plans | 32,611         | 33,725       |
| Provisions for non-cash loans                               | 137,421        | 124,718      |
| Other   | 39,402         | 23,530       |
| Total   | 1,885,493      | 2,167,443    |

## Information on employee rights

According to the TAS-19- Judgments of benefits that are provided to employees, bank accounts and calculate provision to obligations of severance pay and allowance rights.

As of December 31, 2017, TL 388,002 (December 31, 2016: TL 374,691) provision for severance pay and TL 102,256 (December 31, 2016 TL 91,322) provision for unused vacation are stated in financial statements under employee rights provision.

## Movement of severance pay provision in the period:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Opening balance  | 374,691        | 350,227      |
| Current service cost   | 36,861         | 40,672       |
| Previous service cost  | 8,866          | -            |
| Interest cost  | 38,395         | 33,177       |
| Paid compensation  | (39,522)       | (48,357)     |
| Payment/Reduction of benefits/Layoff accordingly composed loss//(gain) | (569)          | 1,996        |
| Actuary loss/(gain)  | (30,720)       | (3,024)      |
| Closing balance  | 388,002        | 374,691      |

## Information on pension rights

The Fund's technical financial statements are inspected by an actuary who is registered to the actuaries registry, in accordance with the Insurance Law no. 5684, article 21, and the "Actuaries Regulations" published referring to the mentioned article. According to the actuary report dated January 2018, there are no technical or actual deficits that requires making any provision.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## Transferable retirement and health liabilities

|   | 31 December 2017 | 31 December 2016 |
|---|------------------|------------------|
| Net Present Value of Transferable Retirement Liabilities              | (5,495,589)      | (4,843,316)      |
| Net Present Value of Transferable Retirement and Health Contributions | 4,317,510        | 3,352,762        |
| General Administration Expenses                                       | (99,503)         | (86,552)         |
| Present Value of Pension and Medical Benefits Transferable to SSF (1) | (1,277,583)      | (1,577,107)      |
| Fair Value of Plan Assets (2)   | 5,360,551        | 4,299,662        |
| Asset Surplus over Transferable Benefits ((2)-(1)=(3))                | 4,082,968        | 2,722,555        |

Actuarial assumptions used in valuation of Non Transferable Benefits based on IAS 19 are as follows:

| Discount Rates               | 31 December 2017 | 31 December 2016 |
|------------------------------|------------------|------------------|
| Benefits Transferable to SSI | %9,80            | %9,80            |
| Non Transferable Benefits    | %2,50            | %2,50            |

## Distribution of total assets of the Retirement Fund as of December 31, 2017 and December 31, 2016 is presented below:

|  | 31 December 2017 | <b>31 December 2016</b> |
|--|------------------|-------------------------|
| Bank placements  | 2,290,956        | 2,210,265               |
| Government Bonds and Treasury Bill, Fund and Accrual Interest Income | 362,512          | 110,880                 |
| Tangible assets*   | 2,517,925        | 1,750,695               |
| Other  | 189,158          | 227,822                 |
| Total  | 5,360,551        | 4,299,662               |

<sup>(\*)</sup> The Tangible assets value indicates all the stocks' and real estate properties' market values, as of December, 31, 2017.

## Provision for currency exchange loss on foreign currency indexed loans

|   | Current Period | <b>Prior Period</b> |
|---|----------------|---------------------|
| Provision for currency exchange gain/loss on foreign currency indexed loans | 10,253         | 297                 |

The Bank has recorded provision amounting to TL 10,253 (December 31, 2016: TL 297) for foreign exchange losses on principal amounts of foreign currency indexed loans and reflected the related foreign exchange loss amount in the financial statements by offsetting from related loans.

## Provisions for non-cash loans that are not indemnified and not converted into cash

As of December 31, 2017, Bank has recorded TL 75,942 (December 31, 2016: TL 59,816) as provisions for non-cash loans that are not indemnified or converted into cash.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## Information on other provisions

## Information on other provisions exceeding 10% of total provisions

|  | Current Period | Prior period |
|--|----------------|--------------|
| Provisions for credits                   | 3,207          | 184,880      |
| Specific provisions for non-cash loans   | 75,942         | 59,816       |
| Provision for cheques                    | 79,112         | 66,959       |
| Provisions for lawsuits against the Bank | 2,760          | 4,755        |
| Provisions for credit card promotions    | 9,768          | 9,595        |
| Other provisions                         | 534,381        | 20,473       |
| Total                                    | 705,170        | 346,478      |

## Information on provision for possible risks

The Bank recognized free provision in the current year amounting to TL 500.000 in line with the conservatism principle considering the circumstances that may arise from possible changes in the economy and financial markets.

## 8. Taxation

## Current taxes

## Tax provision

As at and for the year ended December 31, 2017, the corporate taxes payable was amounted to TL 764,909 (December 31, 2016: TL 724,953). As at December 31, 2017, corporate tax liabilities of the Bank was amounted to TL 451,736 (December 31, 2016: TL 576,578), after deducting prepaid taxes paid during temporary tax periods amounted to TL 313,173 (December 31, 2016: TL 148,375).

## Information on taxes payable

|  | Current Year | Prior Year |
|--|--------------|------------|
| Corporate taxes payable                      | 313,173      | 148,375    |
| Taxation on securities                       | 160,257      | 151,546    |
| Capital gains tax on property                | 3,045        | 2,655      |
| Taxes on foreign exchange transactions       | -            | -          |
| Banking and Insurance Transaction Tax (BITT) | 121,325      | 91,205     |
| Value added tax payable                      | 4,234        | 3,616      |
| Other  | 32,683       | 24,814     |
| Total  | 634,717      | 422,211    |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## Information on premiums payable

|   | Current Year | Prior Year |
|---|--------------|------------|
| Social security premiums- employee share                    | -            | -          |
| Social security premiums- employer share                    | -            | -          |
| Bank pension fund premium- employee share                   | -            | -          |
| Bank pension fund premium- employer share                   | -            | -          |
| Pension fund membership fees and provisions- employee share | -            | -          |
| Pension fund membership fees and provisions- employer share | 7            | -          |
| Unemployment insurance- employee share                      | 887          | 748        |
| Unemployment insurance- employer share                      | 1,773        | 1,497      |
| Other   | 14           | -          |
| Total   | 2,681        | 2,245      |

## Information on deferred tax liabilities

Information on deferred tax liabilities is presented in disclosure 15 of information and disclosures related to assets.

## 9. Information on payables for assets held for resale and tangible assets related to discounted activities

None.

## 10. Information on subordinated loans

The Bank has issued bond having the secondary subordinated loan quality to be sold to non-resident natural and legal persons. The bond has been issued at the nominal value of US Dollar 500 million with the maturity of 10 years and 6.0% coupon rate. In addition to the bond issued on November 1, 2012, on December 3, 2012 the Bank has realized second trance at nominal value of US Dollar 400 million, has the same due date and maturity of 10 years and 5.5% coupon rate.

The Bank has issued secondary subordinated loan (Tier II bond) as at January 2015 which contains Basel-III criteria. In this context, the bond has been issued at the nominal value of US Dollar 500 million with the maturity date of February 3, 2025 and early call option date of February 3, 2020. The bond has fixed interest, 10 years and one day maturity, two times interest payment in a year with coupon rate of 6.875% and issue yield of 6.95%.

In 2012, the Bank carried out the sale of bond issued abroad with a maturity of 2022 maturities of USD 900 million. Regulations and amendments made within the scope of BRSA's Regulation on Equities of Banks have made it possible to comply with Basel III regulations in the capital adequacy calculations of banks as contributions capital. In this context, the effect on the capital of the Bank which has issued Basel II compliant subordinated loan provisions issued in 2012 has decreased. In this context, the operational process of the swap transaction of bonds with a total nominal value of USD 228 million which issued abroad, with the new Basel III compliant conditions, was completed on 13 February 2017 and the redemption date of the bonds to be exchanged was determined as November 1, 2027, with a maturity of 10 years (recall option in 2022) and coupon rate as 8.00%.

On September 2017, the bank had issued a floating rated subordinated bond (secondary capital) for the qualified domestic institutional investor with nominal value of 525 million Turkish Liras, that has the maturity of 10 years, that is recallable in 5 years, and has quarterly coupon payments.

Stated bonds' total balance sheet value is TL 5,935,969 as of December 31, 2017 (December 31, 2016: TL 5,031,213).

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## 11. Information on equity

Paid-in capital

|                 | Current Period | Prior Period |
|-----------------|----------------|--------------|
| Common Stock    | 2,500,000      | 2,500,000    |
| Preferred Stock | -              | -            |

Paid-in capital of the Bank amounted to TL 2,500,000 is divided into groups comprised of 43.0% Group (A), 15.6% Group (B), 16.2% Group (C) and 25.2% Group (D).

Board of Directors' members; one member appointed by the Prime Minister representing The General Directorate of the Foundations (Group A), three members representing Group (A), one member representing Group (B), and two members representing Group (C); among the nominees shown by the majority of each group, and one member among the nominees offered by the shareholders at the General Assembly are selected. Preference of Group (D) is primarily taken into account in the selection of the last mentioned member.

Paid-in capital amount, explanation as to whether the registered share capital system is applicable at bank; if so the amount of registered share capital

|                           |                 | Registered Share |
|---------------------------|-----------------|------------------|
| Capital System            | Paid-in Capital | Capital          |
| Registered capital system | 2,500,000       | 10,000,000       |

At the resolutions of Board of Directors dated January 2, 2015 and 61st Ordinary Meeting of the General Assembly dated March 30, 2015, Bank's ceiling per registered share capital has been increased from TL 5,000,000 to TL 10,000,000.

Information on share capital increases and their sources; other information on any increase in capital shares during the current period

There is no share capital increase in the current and prior period.

Information on share capital increases from revaluation funds

None.

Capital commitments for current financial year and following period

None.

Prior period indicators of the Bank's income, profitability and liquidity; and possible effects of the predictions on equity, considering the ambiguity of the indicators

None.

Information on the privileges given to stocks representing the capital

None.

Valuation differences of the marketable securities

|   | Current Period |         | Prior Period |         |
|---|----------------|---------|--------------|---------|
|   | TL             | FC      | TL           | FC      |
| Associates, subsidiaries and joint ventures             | 1,095,532      | 54,148  | 658,258      | 174,877 |
| Fair value differences of available-for-sale securities | (299,308)      | 141,735 | (243,814)    | 27,980  |
| Foreign exchange differences                            | 80,727         | -       | 80,727       | -       |
| Total   | 876,951        | 195,883 | 495,171      | 202,857 |

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# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## III. INFORMATION AND DISCLOSURES RELATED TO OFF-BALANCE SHEET ITEMS

## 1. Disclosures related to other contingent liabilities

Type and amount of irrevocable commitments

|                                    | Current Period | Prior period |
|------------------------------------|----------------|--------------|
| Commitments for credit card limits | 10,534,862     | 8,682,835    |
| Loan granting commitments          | 11,843,577     | 9,817,555    |
| Commitments for cheque payments    | 2,542,741      | 2,154,102    |
| Asset purchase sale commitments    | 1,755,169      | 2,864,752    |
| Other                              | 2,264,499      | 1,433,858    |
| Total                              | 28,940,848     | 24,953,102   |

## Type and amount of possible losses from off-balance sheet items including those referred to below

Guarantees, bills of exchange and acceptances and other letters of credit which can be counted as financial collateral

The Bank provided specific provision amounting to TL 169,355 (December 31, 2016: TL 165,159) for unliquidated non-cash loans recorded under off-balance sheet items, amounting to TL 75,942 (December 31, 2016: TL 59,816).

Final guarantees, provisional guarantees, sureties and similar transactions

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Final letters of guarantee                   | 14,073,061     | 11,547,141   |
| Letters of guarantee for advances            | 6,684,317      | 4,843,148    |
| Letters of guarantee given to custom offices | 1,053,872      | 1,059,516    |
| Provisional letters of guarantee             | 1,180,248      | 994,372      |
| Other letters of guarantee                   | 17,177,322     | 13,870,573   |
| Total  | 40,168,820     | 32,314,750   |

## 2. Non-cash loans

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Non-cash loans given for cash loan risks   | 3,771,138      | 2,788,811    |
| With original maturity of 1 year or less   | 1,216,243      | 1,126,734    |
| With original maturity of more than 1 year | 2,554,895      | 1,662,077    |
| Other non-cash loans                       | 46,996,446     | 37,659,613   |
| Total                                      | 50,767,584     | 40,448,424   |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## 3. Sectoral risk concentrations of non-cash loans

|                                      | Current Period |        |            |        | Prior Period |        |            |        |
|--------------------------------------|----------------|--------|------------|--------|--------------|--------|------------|--------|
|                                      | TL             | 0/0    | FC         | %      | TL           | %      | FC         | %      |
| Agricultural                         | 40,142         | 0.13   | 20,449     | 0.11   | 81,809       | 0.30   | 382,403    | 2.79   |
| Farming and Cattle                   | 35,606         | 0.11   | 20,449     | 0.11   | 69,203       | 0.26   | 378,930    | 2.76   |
| Forestry                             | 3,213          | 0.01   | -          | 0.00   | 11,601       | 0.04   | 3,473      | 0.03   |
| Fishing                              | 1,323          | 0.01   | -          | 0.00   | 1,005        | 0.00   | -          | 0.00   |
| Manufacturing                        | 12,256,698     | 38.17  | 7,292,016  | 39.09  | 10,907,710   | 40.79  | 7,157,290  | 52.22  |
| Mining                               | 281,602        | 0.87   | 175,494    | 0.94   | 1,157,275    | 4.33   | 144,199    | 1.05   |
| Production                           | 7,930,683      | 24.70  | 6,505,402  | 34.87  | 6,697,549    | 25.04  | 6,606,838  | 48.21  |
| Electric, gas and water              | 4,044,413      | 12.60  | 611,120    | 3.28   | 3,052,886    | 11.42  | 406,253    | 2.96   |
| Construction                         | 4,855,489      | 15.12  | 1,577,187  | 8.45   | 4,216,428    | 15.77  | 2,323,864  | 16.96  |
| Services                             | 13,929,661     | 43.38  | 5,397,807  | 28.93  | 9,412,571    | 35.20  | 2,601,267  | 18.98  |
| Wholesale and retail trade           | 5,412,904      | 16.86  | 3,084,564  | 16.54  | 4,056,016    | 15.17  | 1,556,748  | 11.36  |
| Hotel, food and beverage Services    | 269,673        | 0.84   | 18,654     | 0.10   | 112,775      | 0.42   | 378        | 0.00   |
| Transportation and telecommunication | 1,530,254      | 4.77   | 754,438    | 4.04   | 1,330,694    | 4.98   | 876,095    | 6.39   |
| Financial institutions               | 3,537,700      | 11.02  | 437,212    | 2.34   | 2,492,659    | 9.32   | 66,272     | 0.48   |
| Real estate and renting Services     | 1,558,909      | 4.85   | 408,524    | 2.19   | 358,074      | 1.34   | 28,456     | 0.21   |
| Self-employment services             | 1,439,047      | 4.48   | 682,640    | 3.66   | 700,053      | 2.62   | 66,033     | 0.48   |
| Education services                   | 37,182         | 0.12   | 8,202      | 0.04   | 18,627       | 0.07   | 1,588      | 0.01   |
| Health and social services           | 143,992        | 0.44   | 3,573      | 0.02   | 343,673      | 1.28   | 5,697      | 0.05   |
| Other                                | 1,027,932      | 3.20   | 4,370,203  | 23.42  | 2,124,938    | 7.94   | 1,240,144  | 9.05   |
| Total                                | 32,109,922     | 100.00 | 18,657,662 | 100.00 | 26,743,456   | 100.00 | 13,704,968 | 100.00 |

## 4. Information on the first and second group of non-cash loans

|   |            | Group I    | Group II |         |  |
|---|------------|------------|----------|---------|--|
| Current Period                              | TL         | FC         | TL       | FC      |  |
| Letters of Guarantee                        | 31,630,753 | 8,020,115  | 240,831  | 110,773 |  |
| Confirmed Bills of Exchange and Acceptances | 44,700     | 1,510,854  | -        | -       |  |
| Letters of Credit                           | 30,161     | 8,959,467  | -        | 4,523   |  |
| Endorsements                                | -          | -          | -        | -       |  |
| Purchase Guarantees for Securities Issued   | -          | -          | -        | -       |  |
| Factoring Guarantees                        | -          | -          | -        | -       |  |
| Other Guarantees and Sureties               | -          | 46,052     | -        | -       |  |
| Non-Cash Loans                              | 31,705,614 | 18,536,488 | 240,831  | 115,296 |  |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|   | (          | iroup I    | Group II |        |
|---|------------|------------|----------|--------|
| Prior Period                                | TL         | FC         | TL       | FC     |
| Letters of Guarantee                        | 26,226,670 | 5,579,150  | 308,947  | 45,257 |
| Confirmed Bills of Exchange and Acceptances | 53,702     | 1,142,668  | -        | 272    |
| Letters of Credit                           | 1,762      | 6,887,315  | -        | 16,960 |
| Endorsements                                | -          | -          | -        | -      |
| Purchase Guarantees for Securities Issued   | -          | -          | -        | -      |
| Factoring Guarantees                        | -          | -          | -        | -      |
| Other Guarantees and Sureties               | -          | 20,562     | -        | -      |
| Non-Cash Loans                              | 26,282,134 | 13,629,695 | 308,947  | 62,489 |

## 5. Information on derivative transactions

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Trading Derivatives                                  |                |              |
| Foreign Currency Related Derivative Transactions (I) | 27,431,476     | 38,903,748   |
| Currency Forwards                                    | 2,770,498      | 1,609,994    |
| Currency Swaps                                       | 23,803,342     | 36,420,446   |
| Currency Futures                                     | -              | -            |
| Currency Options                                     | 857,636        | 873,308      |
| Interest Rate Derivative Transactions (II)           | 16,961,096     | 17,066,824   |
| Interest Rate Forwards                               | -              | -            |
| Interest Rate Swaps                                  | 16,961,096     | 17,066,824   |
| Interest Rate Futures                                | -              | -            |
| Interest Rate Options                                | -              | -            |
| Other Trading Derivatives (III)                      | 16,340,947     | 11,037,611   |
| A. Total Trading Derivatives (I+II+III)              | 60,733,519     | 67,008,183   |
| Hedging Derivatives                                  | -              | -            |
| Fair Value Hedges air Value Hedges                   | -              | -            |
| Cash Flow Hedges                                     | -              | -            |
| Hedges for Foreign Currency Investments              | -              | -            |
| B. Total Hedging Derivatives                         | -              | -            |
| Derivative Transactions (A+B)                        | 60,733,519     | 67,008,183   |

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| December | 31, | 2017 |
|----------|-----|------|
|----------|-----|------|

|                                     |               |            |             |            | 5 Years    |            |
|-------------------------------------|---------------|------------|-------------|------------|------------|------------|
|                                     | Up to 1 Month | 1-3 Months | 3-12 Months | 1-5 Years  | and Over   | Total      |
| Currency swaps:                     |               |            |             |            |            | _          |
| Purchase                            | 3,208,743     | 2,610,791  | 1,146,654   | 271,380    | -          | 7,237,568  |
| Sale                                | 608,287       | 374,412    | 1,121,536   | 287,826    | -          | 2,392,061  |
| Currency forwards:                  |               |            |             |            |            |            |
| Purchase                            | 191,078       | 237,194    | 861,239     | 96,150     | -          | 1,385,661  |
| Sale                                | 190,999       | 237,075    | 860,677     | 96,086     | -          | 1,384,837  |
| Cross currency interest rate swaps: |               |            |             |            |            |            |
| Purchase                            | 264,597       | 37,800     | 303,700     | 6,677,071  | 140,118    | 7,423,286  |
| Sale                                | 161,595       | 25,580     | 303,700     | 6,126,870  | 132,682    | 6,750,427  |
| Interest rate swaps:                |               |            |             |            |            |            |
| Purchase                            | 100,000       | 100,000    | -           | 4,262,921  | 4,017,627  | 8,480,548  |
| Sale                                | 100,000       | 100,000    | -           | 4,262,921  | 4,017,627  | 8,480,548  |
| Options:                            |               |            |             |            |            |            |
| Purchase                            | 333,265       | 19,141     | 73,700      | -          | -          | 426,106    |
| Sale                                | 336,538       | 19,392     | 75,600      | -          | -          | 431,530    |
| Other trading derivatives:          |               |            |             |            |            |            |
| Purchase                            | 38,820        | 75,600     | 415,800     | 2,683,002  | 3,430,128  | 6,643,350  |
| Sale                                | 2,646,434     | 2,316,290  | 326,755     | 1,945,000  | 2,463,118  | 9,697,597  |
| Total purchases                     | 4,136,503     | 3,080,526  | 2,801,093   | 13,990,524 | 7,587,873  | 31,596,519 |
| Total sales                         | 4,043,853     | 3,072,749  | 2,688,268   | 12,718,703 | 6,613,427  | 29,137,000 |
| Total                               | 8,180,356     | 6,153,275  | 5,489,361   | 26,709,227 | 14,201,300 | 60,733,519 |
|                                     |               |            |             |            |            |            |

### December 31, 2016

|                                     |               |            | Determber . | ,,, 2010   |                     |            |
|-------------------------------------|---------------|------------|-------------|------------|---------------------|------------|
|                                     | Up to 1 Month | 1-3 Months | 3-12 Months | 1-5 Years  | 5 Years<br>and Over | Total      |
| Currency swaps:                     |               |            |             |            |                     |            |
| Purchase                            | 8,008,041     | 3,889,096  | 58,635      | 333,432    | -                   | 12,289,204 |
| Sale                                | 5,835,336     | 3,065,253  | 57,519      | 406,566    | -                   | 9,364,674  |
| Currency forwards:                  |               |            |             |            |                     |            |
| Purchase                            | 88,457        | 240,192    | 436,920     | 39,781     | -                   | 805,350    |
| Sale                                | 88,411        | 240,137    | 436,440     | 39,656     | -                   | 804,644    |
| Cross currency interest rate swaps: |               |            |             |            |                     |            |
| Purchase                            | -             | -          | 826,025     | 7,055,829  | -                   | 7,881,854  |
| Sale                                | -             | -          | 434,479     | 6,450,235  | -                   | 6,884,714  |
| Interest rate swaps:                |               |            |             |            |                     |            |
| Purchase                            | -             | -          | 1,231,927   | 3,384,843  | 3,916,642           | 8,533,412  |
| Sale                                | -             | -          | 1,231,927   | 3,384,842  | 3,916,643           | 8,533,412  |
| Options:                            |               |            |             |            |                     |            |
| Purchase                            | 407,926       | 20,002     | -           | -          | -                   | 427,928    |
| Sale                                | 424,764       | 20,616     | -           | -          | -                   | 445,380    |
| Other trading derivatives:          |               |            |             |            |                     |            |
| Purchase                            | 70,300        | 210,900    | 246,049     | 1,922,502  | 1,883,038           | 4,332,789  |
| Sale                                | 2,700,249     | 1,037,023  | 215,525     | 1,521,775  | 1,230,250           | 6,704,822  |
| Total purchases                     | 8,574,724     | 4,360,190  | 2,799,556   | 12,736,387 | 5,799,680           | 34,270,537 |
| Total sales                         | 9,048,760     | 4,363,029  | 2,375,890   | 11,803,074 | 5,146,893           | 32,737,646 |
| Total                               | 17,623,484    | 8,723,219  | 5,175,446   | 24,539,461 | 10,946,573          | 67,008,183 |

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## 6. Information on contingent assets and liabilities

Bank allocates TL 2,760 as provision for lawsuits against the Bank (December 31, 2016: TL 4,755).

## 7. Services rendered on behalf of third parties

The Bank acts as an investment agent for banking transactions on behalf of its customers and provides custody services. Such transactions are followed under off-balance sheet accounts. The Bank's custody services and banking transactions on behalf of individuals and corporate customers does not present a material portion.

### IV. INFORMATION ON DISCLOSURES RELATED TO THE STATEMENT OF INCOME

### 1. Interest income

## Information on interest income received from loans

|   | Current Period |           | Prio       | r Period  |
|---|----------------|-----------|------------|-----------|
|   | TL             | FC        | TL         | FC        |
| Short-term Loans  | 4,816,136      | 180,467   | 4,374,026  | 179,314   |
| Medium and Long-Term Loans                                  | 10,645,543     | 2,483,640 | 7,546,973  | 1,842,032 |
| Non-performing Loans  | 137,052        | -         | 269,572    | -         |
| Premiums Received from Resource Utilization<br>Support Fund | -              | -         | -          | -         |
| Total   | 15,598,731     | 2,664,107 | 12,190,571 | 2,021,346 |

## Information on interest income received from banks

|                                    | Current Period |        | Prior Period |        |
|------------------------------------|----------------|--------|--------------|--------|
|                                    | TL             | FC     | TL           | FC     |
| Central Bank of Republic of Turkey | -              | 6      | -            | 198    |
| Domestic Banks                     | 8,690          | 5,368  | 867          | 1,368  |
| Foreign Banks                      | 57             | 38,517 | 15           | 22,584 |
| Foreign Head Office and Branches   | -              | -      | -            | -      |
| Total                              | 8,747          | 43,891 | 882          | 24,150 |

## Information on interest income received from marketable securities portfolio

|   | Current Period |         | Prior     | Period  |
|---|----------------|---------|-----------|---------|
|   | TL             | FC      | TL        | FC      |
| Financial assets held for trading                     | -              | -       | -         | -       |
| Financial assets where fair value change is reflected |                |         |           |         |
| to income statement                                   | -              | -       | -         | -       |
| Financial assets available for sale                   | 1,481,282      | 227,335 | 1,225,597 | 271,077 |
| Investments held to maturity                          | 1,111,569      | 48,705  | 706,281   | 1,463   |
| Total   | 2,592,851      | 276,040 | 1,931,878 | 272,540 |

## Information on interest income received from associates and subsidiaries

|  | <b>Current Period</b> | Prior Period |
|--|-----------------------|--------------|
| Interest Received from Associates and Subsidiaries | 17,079                | 11,011       |

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI **EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED** FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## 2. Interest expense

## Interest expense on funds borrowed

|                                    | Current Period |         | Prior  | Period  |  |
|------------------------------------|----------------|---------|--------|---------|--|
|                                    | TL             | FC      | TL     | FC      |  |
| Banks                              | 66,817         | 551,122 | 55,610 | 285,523 |  |
| Central Bank of Republic of Turkey | -              | 99      | -      | -       |  |
| Domestic Banks                     | 5,571          | 9,456   | 6,481  | 5,931   |  |
| Foreign Banks                      | 61,246         | 541,567 | 49,129 | 279,592 |  |
| Foreign Head Offices and Branches  | -              | -       | -      | -       |  |
| Other Institutions                 | -              | 53,953  | -      | 44,617  |  |
| Total                              | 66,817         | 605,075 | 55,610 | 330,140 |  |

## Interest expense paid to associates and subsidiaries

|  | Current Period | <b>Prior Period</b> |
|--|----------------|---------------------|
| Interest Paid to Associates and Subsidiaries | 153,477        | 78,418              |

## Interest expense on securities issued

Interest paid to securities issued is TL 1,020,139 for the year ended December 31, 2017 (December 31, 2016: TL 680,296).

## Maturity structure of the interest expense on deposits

| Current Period                    |                    |                  |                   | Time Depo         | sits            |                     |                       |           |
|-----------------------------------|--------------------|------------------|-------------------|-------------------|-----------------|---------------------|-----------------------|-----------|
|                                   | Demand<br>Deposits | Up to<br>1 Month | Up to<br>3 Months | Up to<br>6 Months | Up to<br>1 Year | More than<br>1 Year | Cumulative<br>deposit | Total     |
| TL                                | <u> </u>           |                  |                   |                   |                 |                     | <del></del>           |           |
| Interbank deposits                | -                  | 4,583            | 181,129           | 3,707             | -               | -                   | -                     | 189,419   |
| Saving deposits                   | -                  | 278,663          | 3,336,384         | 226,701           | 32,556          | 16,695              | 119                   | 3,891,118 |
| Public sector deposits            | 9,611              | 362,078          | 699,671           | 111,071           | 375,522         | 20,612              | -                     | 1,578,565 |
| Commercial deposits               | 87                 | 512,659          | 1,249,420         | 247,147           | 22,461          | 793                 | -                     | 2,032,567 |
| Other deposits                    | -                  | 84,740           | 374,560           | 154,694           | 7,720           | 1,302               | -                     | 623,016   |
| Deposits with 7 days notification | -                  | -                | -                 | -                 | -               | -                   | -                     | -         |
| Total                             | 9,698              | 1,242,723        | 5,841,164         | 743,320           | 438,259         | 39,402              | 119                   | 8,314,685 |
| FC                                |                    |                  |                   |                   |                 |                     |                       |           |
| Foreign currency deposits         | 21,775             | 24,101           | 641,578           | 47,234            | 22,725          | 84,958              | -                     | 842,371   |
| Interbank deposits                | 2,812              | 6,046            | 19,432            | 464               | 5,313           | 13,958              | -                     | 48,025    |
| Deposits with 7 days notification | -                  | -                | -                 | -                 | -               | -                   | -                     | -         |
| Precious metal deposits           | -                  | -                | -                 | -                 | -               | -                   | -                     | -         |
| Total                             | 24,587             | 30,147           | 661,010           | 47,698            | 28,038          | 98,916              | -                     | 890,396   |
| Grand Total                       | 34,285             | 1,272,870        | 6,502,174         | 791,018           | 466,297         | 138,318             | 119                   | 9,205,081 |

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## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| Prior Period                      |                    |                  |                   | Time Depo         | sits            |                     |                       |           |
|-----------------------------------|--------------------|------------------|-------------------|-------------------|-----------------|---------------------|-----------------------|-----------|
|                                   | Demand<br>Deposits | Up to<br>1 Month | Up to<br>3 Months | Up to<br>6 Months | Up to<br>1 Year | More than<br>1 Year | Cumulative<br>deposit | Total     |
| TL                                |                    |                  |                   |                   |                 |                     |                       |           |
| Interbank deposits                | -                  | 50,936           | 124,957           | -                 | 5,449           | 12,337              | -                     | 193,679   |
| Saving deposits                   | -                  | 60,356           | 2,763,745         | 172,556           | 29,617          | 12,540              | -                     | 3,038,814 |
| Public sector deposits            | 22,342             | 356,076          | 662,052           | 62,623            | 179,128         | 21,863              | -                     | 1,304,084 |
| Commercial deposits               | 89                 | 416,043          | 988,249           | 140,868           | 15,856          | 450                 | -                     | 1,561,555 |
| Other deposits                    | 4                  | 89,305           | 324,753           | 91,558            | 7,164           | 1,849               | -                     | 514,633   |
| Deposits with 7 days notification | -                  | -                | -                 | -                 | -               | -                   | -                     | -         |
| Total                             | 22,435             | 972,716          | 4,863,756         | 467,605           | 237,214         | 49,039              | -                     | 6,612,765 |
| FC                                |                    |                  |                   |                   |                 |                     |                       |           |
| Foreign currency deposits         | 19,011             | 25,772           | 410,652           | 31,102            | 16,223          | 73,236              | -                     | 575,996   |
| Interbank deposits                | 663                | 1,730            | 12,364            | 2,147             | 1,184           | 7,060               | -                     | 25,148    |
| Deposits with 7 days notification | -                  | -                | -                 | -                 | -               | -                   | -                     | -         |
| Precious metal deposits           | -                  | -                | -                 | -                 | -               | -                   | -                     | -         |
| Total                             | 19,674             | 27,502           | 423,016           | 33,249            | 17,407          | 80,296              | -                     | 601,144   |
| Grand Total                       | 42,109             | 1,000,218        | 5,286,772         | 500,854           | 254,621         | 129,335             | -                     | 7,213,909 |

## 3. Dividend Income

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Trading Purpose Financial Assets                      | -              | -            |
| Financial Assets at Fair Value through Profit or Loss | -              | -            |
| Available-for-Sale Financial Assets                   | 234            | 22,443       |
| Others  | 93,327         | 69,310       |
| Total   | 93,561         | 91,753       |

## 4. Information on trading income/losses

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Income                                       | 8,981,578      | 5,974,847    |
| Income from capital market operations        | 93,037         | 85,057       |
| Income from derivative financial instruments | 3,752,925      | 3,363,168    |
| Foreign exchange gains                       | 5,135,616      | 2,526,622    |
| Loss   | (8,817,366)    | (5,491,034)  |
| Loss from capital market operations          | (47,888)       | (63,221)     |
| Loss from derivative financial instruments   | (3,778,946)    | (3,005,327)  |
| Foreign exchange loss                        | (4,990,532)    | (2,422,486)  |
| Net trading profit/loss                      | 164,212        | 483,813      |

Net loss arising from changes in foreign exchange rates that relate to the Bank's foreign exchange rate based derivative financial instruments is amounting to TL 120,839 as at and for the year ended December 31, 2017 (December 31, 2016: TL 349,745 income).

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## 5. Information on other operating income

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Income from reversal of specific provisions for loans | 936,786        | 665,884      |
| Communication income                                  | 43,602         | 40,316       |
| Gain on sale of assets                                | 148,977        | 164,709      |
| Rent income   | 1,018          | 923          |
| Other income  | 543,146        | 82,199       |
| Total   | 1,673,529      | 954,031      |

## 6. Provision expenses for losses on loans and other receivables

|   | <b>Current Period</b> | <b>Prior Period</b> |
|---|-----------------------|---------------------|
| Specific provisions on loans and other receivables  | 2,194,095             | 1,935,699           |
| Loans and receivables in Group III  | 485,250               | 717,481             |
| Loans and receivables in Group IV   | 593,276               | 526,966             |
| Loans and receivables in Group V  | 1,115,569             | 691,252             |
| Non-performing commissions and other receivables  | -                     | -                   |
| General provision expenses  | 208                   | 213,855             |
| Provision for possible losses   | 500,000               | -                   |
| Impairment losses on securities:  | 424                   | 4,682               |
| Trading securities  | -                     | -                   |
| Investment securities available-for-sale  | 424                   | 4,682               |
| Impairment losses from associates, subsidiaries, joint ventures, and marketable securities held to maturity : | 29,147                | 25,297              |
| Associates  | -                     | -                   |
| Subsidiaries  | 2,525                 | -                   |
| Joint ventures  | -                     | -                   |
| Investment securities held-to-maturity  | 26,622                | 25,297              |
| Other <sup>(*)</sup>  | 63,659                | 66,981              |
| Total   | 2,787,533             | 2,246,514           |

<sup>(°)</sup> Other provision expenses amounting to TL 63,659 (December 31, 2016: TL 66,981) is comprised of provision for non-cash loans that are not indemnified or converted into cash and provision for cheques amounting to TL 48,866 (December 31, 2016: TL 44,085) and provision expenses related to retail loans amounting to TL 14,793 (December 31, 2016: TL 22,896)

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## 7. Information on other operating expenses

|  | Current Period | <b>Prior Period</b> |
|--|----------------|---------------------|
| Personnel Costs                                | 1,768,758      | 1,488,861           |
| Reserve for Employee Termination Benefits      | 44,031         | 27,488              |
| Deficit Provision for Pension Funds            | -              | -                   |
| Impairment Losses on Tangible Assets           | -              | -                   |
| Amortization Expenses on Tangible Assets       | 134,491        | 130,200             |
| Impairment Losses on Intangible Assets         | -              | -                   |
| Amortization Expenses on Intangible Assets     | 26,780         | 22,173              |
| Impairment Losses on Assets to be Disposed     | -              | 5,278               |
| Depreciation Expenses on Assets to be Disposed | -              | 19,723              |
| Impairment Losses on Assets Held for Sale      | -              | -                   |
| Other Operating Expenses                       | 1,844,656      | 1,560,004           |
| Operational lease expenses                     | 247,667        | 224,714             |
| Repair and maintenance expenses                | 62,247         | 47,576              |
| Advertisement expenses                         | 108,801        | 78,123              |
| Other expenses                                 | 1,425,941      | 1,209,591           |
| Loss on sale of assets                         | 1,834          | 3,351               |
| Other (*)                                      | 600,178        | 578,005             |
| Total  | 4,420,728      | 3,835,083           |

Other operating expenses amounting to TL 600,178 (December 31, 2016: TL 578,005) is comprised of provision expenses for dividends to the personnel amounting to TL 168,500 (December 31, 2016: TL 147,970), tax, fees and funds expenses amounting to TL 148,817 (December 31, 2016: TL 130,750), "Saving Deposits Insurance Fund" expenses amounting to TL 168,783 (December 31, 2016: TL 138,469) and other expenses amounting to TL 114,078 (December 31, 2016: TL 160,816).

### 8. Information on income/loss from discontinued and continuing operations

The Bank has no discontinued operations. Information and detailed tables on profit before tax from continuing operations are presented in disclosures 1-7 in this section.

## 9. Information on tax provision from discontinued and continuing operations

The Bank has no discontinued operations. Information on provision for taxes on income from continuing operations is presented in disclosure 11 in this section.

## 10. Information on net profit/loss from discontinued and continuing operations

The Bank has no discontinued operations. Information on net profit/loss from continuing operations is presented in disclosures 1-13 in this section.

## 11. Provision for taxes

## Current period taxation benefit or charge and deferred tax benefit or charge

In the current period, the Bank has recorded a tax charge of TL 792,677 (December 31, 2016: TL 712,424) from the net taxable profit calculated in accordance the laws and regulations in effect.

Deferred tax benefit of the Bank is detailed in the table below.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Deferred tax charge arising from temporary differences, tax losses and unused tax credits

| Sources of deferred tax benefit/charge                                    | Current Period | Prior Period |  |
|---|----------------|--------------|--|
| Arising from Origination / (Reversal) of Deductible Temporary Differences | (47,016)       | 28,861       |  |
| Arising from (Origination)/ Reversal of Taxable Temporary Differences     | (112,056)      | (8,919)      |  |
| Arising from Origination / (Reversal) of Tax Losses                       | -              | _            |  |
| Arising from Tax Rate Change  | -              | -            |  |
| Total   | (159,072)      | 19,942       |  |

The table of the tax provision reconciliation for the years December 31, 2017 and December 31, 2016 is as below.

|                    | Current Period | Prior Period |
|--------------------|----------------|--------------|
| Profit before tax  | 4,675,132      | 3,395,524    |
| Additions          | 1,578,221      | 1,090,863    |
| Reductions         | (1,479,835)    | (172,535)    |
| Other              | (951,750)      | (694,457)    |
| Basis              | 3,821,768      | 3,619,395    |
| Corporate tax rate | 20%            | 20%          |
| Tax calculated     | 764,354        | 723,879      |
| Other corrections  | 187,395        | (31,397)     |
| Tax expense        | 951,749        | 692,482      |

## 12. Information on net profit and loss

The nature and amount of certain income and expense items from ordinary operations is disclosed if the disclosure for nature, amount and repetition rate of such items is required for the complete understanding of the Bank's performance for the period

The Bank has earned TL 21,444,094 interest income, TL 1,330,665 net fees and commissions income and incurred TL 12,822,668 interest expenses, from ordinary banking transactions (December 31, 2016: TL 16,557,626 interest income, TL 9,590,985 interest expenses, TL 980,883 net fees and commissions income).

Any changes in estimations that might have a material effect on current and subsequent period results

None.

## 13. Information related to the 20% of the sub-accounts belonging to components of other items in the statement of income exceeding 10% of the group total

Banks' other commissions income mainly consists of credit card fee and commissions, insurance commissions and transfer commissions.

Banks' other commissions expense mainly consists of credit card fee and commissions and commissions given for foreign banks credits.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## V. INFORMATION AND DISCLOSURES RELATED TO STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

### 1. Information on increases of revaluation of available-for-sale investments

Movement tables related to revaluation differences of available-for-sale investments where valuation differences arising from the fair value measurement of available-for-sale assets, subsidiaries and affiliates are recorded are as follows:

| Valuation Difference of the Subsidiaries and Affiliates      | Current Period | Prior Period |
|--|----------------|--------------|
| Valuation differences at the end of the year                 | (157,573)      | (215,834)    |
| Effect of deferred and corporate taxes                       | (14,565)       | 47,738       |
| Valuation differences transferred to the statement of income | (42,590)       | (7,326)      |
| Fair value changes in the current year                       | 115,416        | (231,362)    |
| Valuation differences at the beginning of the year           | (215,834)      | (24,884)     |
| Valuation Differences of Marketable Securities               | Current Period | Prior Period |
|  |                |              |

| Valuation Difference of the Subsidiaries and Affiliates      | Current Period | Prior Period |
|--|----------------|--------------|
| Valuation differences at the beginning of the year           | 913,862        | 855,297      |
| Fair value changes in the current year                       | 332,479        | 57,065       |
| Valuation differences transferred to the statement of income | -              | _            |
| Effect of deferred and corporate taxes                       | (15,934)       | 1,500        |
| Valuation differences at the end of the year                 | 1,230,407      | 913,862      |

## 2. Information on increases in cash flow hedges

None.

## 3. Reconciliation of the beginning and end of the year balances of foreign exchange differences

None.

## 4. Information on differences in shareholders' equity accounts due to inflation accounting

In compliance with BRSA's Circular on April 28, 2005 on ceasing the inflation accounting application, the balances resulted from the inflation accounting application as at December 31, 2004 and booked according to the Uniform Chart of Accounts and the related Articles, are transferred to the main accounts that were subject to the inflation accounting adjustments except for "capital reserves from inflation adjustments". The balance of "capital reserves from inflation adjustments" account is transferred to "other capital reserves" account. In 2006, the Bank has increased its paid in capital through "other capital reserves" by TL 605,763.

## 5. Information on profit distribution

As per the resolution of 63rd Annual General Assembly held on June 9, 2017, the net profit of the year 2016 which amounts to TL 2,683,101 after deferred tax income deducted is decided to be distributed as legal reserves amounting to TL 268,310, extraordinary reserves amounting to TL 2,245,347, special funds amounting to TL 49,444 and dividends to equity holders of the Bank amounting to TL 120,000.

## 6. Information on decreases of revaluation of available-for-sale investments

Revaluation differences of available-for-sale investments has resulted with decrease in the current year. Detailed information about the decreases is explained above in Note 1.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## VI. INFORMATION AND DISCLOSURES ON STATEMENT OF CASH FLOWS

## 1. Disclosures for "other" items in statement of cash flows and effect of change in foreign currency rates cash and cash equivalents

"Other" item under the "operating profit before changes in operating assets and liabilities" amounting to TL (2,056,237) (December 31, 2016: TL (2,267,986)) is comprised cash amount of other operating expenses, fee and commissions paid and trading income/losses.

"Net increase/decrease in other liabilities" amounting to TL 10,851,526 (December 31, 2016: TL 355,962) under "Net increase (decrease) in other liabilities" is mainly comprised of cash inflows from funds provided by interbank Money markets.

"Other" item under "net cash flow from investing activities" amounting to TL (43,729) (December 31, 2016: TL (44,762) ) is comprised of purchases of intangible assets.

When calculating exchange rate effect on cash and cash equivalents, related assests' high turnover rate are taken into consideration. Each exchange rate's arithmetic average of the last five days before the report date and provision of average TL that is calculated from the difference from current period's exchange rate are reflected as an effect of exchange rate change on the cash flow statement. Except for the above-mentioned, banks that have less than three months to maturity are accepted as cash equivalents and average TL provision is calculated by difference between related operation's per term exchange rate and current period's exchange rate. As of December 31, 2017 impact of the exchange rate change on cash and cash equivalents is TL (91,144) (December 31, 2016: TL 94,345).

## 2. Cash outflows from acquisition of associates, subsidiaries and joint-ventures

There is not any cash flow that is related with Bank's subsidiaries in the current and previous periods.

## 3. Cash flows from the disposal of associates, subsidiaries and joint-ventures

The bank had realised the sale of its shares in Güneş Sigorta A.Ş, which amounts to TL 232, corresponding to its 500,000 number of shares in the current period.

## 4. Information on cash and cash equivalents

Information on cash and cash equivalents at the beginning of the year

|   | Prior Period          | Prior Period    |
|---|-----------------------|-----------------|
|   | December 31, 2016 Dec | cember 31, 2015 |
| Cash on hand  | 1,785,996             | 1,434,849       |
| Cash in TL  | 1,281,047             | 1,157,743       |
| Cash in foreign currency  | 504,949               | 277,106         |
| Cash equivalents  | 9,322,773             | 6,765,575       |
| CBRT  | 22,325,509            | 19,834,346      |
| Banks   | 3,890,322             | 5,234,266       |
| Receivables from money markets                                    | -                     | -               |
| Other   | 253,792               | 215,594         |
| Loans and advances to banks having maturity of more than 3 months | (22,000)              | -               |
| Restricted cash and cash equivalents                              | (17,124,471)          | (18,518,412)    |
| Unrealized foreign exchange rate differences on cash equivalents  | (379)                 | (219)           |
| Total   | 11,108,769            | 8,200,424       |

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Information on cash and cash equivalents at the end of the year

|   | Current Period<br>December 31, 2017 Dec | Current Period Prior Period<br>December 31, 2017 December 31, 2010 |  |  |
|---|---|--|--|--|
| Cash on hand  | 1,979,531                               | 1,785,996  |  |  |
| Cash in TL  | 1,395,342                               | 1,281,047  |  |  |
| Cash in foreign currency  | 584,189                                 | 504,949  |  |  |
| Cash equivalents  | 18,967,532                              | 9,322,773  |  |  |
| CBT - Unrestricted demand deposit                                 | 26,277,100                              | 22,325,509   |  |  |
| Banks   | 11,887,828                              | 3,890,322  |  |  |
| Receivables from money markets                                    | 1,652,102                               | -  |  |  |
| Other   | 388,193                                 | 253,792  |  |  |
| Loans and advances to banks having maturity of more than 3 months | (8,000)                                 | (22,000)   |  |  |
| Restricted cash and cash equivalents                              | (21,221,265)                            | (17,124,471)   |  |  |
| Unrealized foreign exchange rate differences on cash equivalents  | (8,426)                                 | (379)  |  |  |
| Total   | 20,947,063                              | 11,108,769   |  |  |

## 5. Management comment on restricted cash and cash equivalents due to legal requirements or other reasons taking materiality principle into account

Reserve requirements at CBRT amounting to TL 20,881,397 as at December 31, 2017 (December 31, 2016: TL 16,815,760) has not been included in cash and cash equivalents.

Foreign currency bank deposits amounting to TL 339,868 (December 31, 2016: TL 308,711) is blocked and has not been included in cash and cash equivalents due to securitization loans and other ordinary banking operations of the Bank.

## VII. INFORMATION AND DISCLOSURES RELATED TO THE BANK'S RISK GROUP

## 1. Information on the volume of transactions with the Bank's risk group, lending and deposits outstanding at period end and income and expenses in the current period

| Current Period                         | Associates, 9<br>and Joint- |           | Bank's<br>and Indirect ! |          | Other Cor<br>in Risk | nponents<br>Group |
|--|-----------------------------|-----------|--------------------------|----------|----------------------|-------------------|
|  | Cash                        | Non-Cash  | Cash                     | Non-Cash | Cash                 | Non-Cash          |
| Loans and other receivables            |                             |           |                          |          |                      |                   |
| Balance at the beginning of the period | 294,757                     | 1,205,242 | -                        | 31,720   | 37,507               | 22,446            |
| Balance at the end of the period       | 144,551                     | 1,441,249 | -                        | 38,243   | 18,110               | 34,799            |
| Interest and commission income         | 17,079                      | 2,059     | -                        | 38       | 964                  | 78                |

| Prior Period                           | Associates, 9<br>and Joint- |           | Bank's Direct<br>and Indirect Shareholders |          | Other Components<br>in Risk Group |          |
|--|-----------------------------|-----------|--|----------|-----------------------------------|----------|
|  | Cash                        | Non-Cash  | Cash                                       | Non-Cash | Cash                              | Non-Cash |
| Loans and other receivables            |                             |           |  |          |                                   |          |
| Balance at the beginning of the period | 145,876                     | 955,222   | -  | 28,550   | 822                               | 15,858   |
| Balance at the end of the period       | 294,757                     | 1,205,242 | -  | 31,720   | 37,507                            | 22,446   |
| Interest and commission income         | 11,011                      | 1,575     | -  | 32       | 424                               | 105      |

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Information on deposits held by the Bank's risk group

| Bank's Risk Group                      | Associates, S<br>and Joint-\ |                | Bank's Dir<br>Indirect Sha |                 | Other Components<br>in Risk Group |              |
|--|------------------------------|----------------|----------------------------|-----------------|-----------------------------------|--------------|
|  | Current Period               | Prior Period ( | Current Period             | Prior Period Cu | rrent Period                      | Prior Period |
| Deposits                               |                              |                |                            |                 |                                   |              |
| Balance at the beginning of the period | 1,055,694                    | 965,832        | 977,319                    | 740,156         | 164,132                           | 104,508      |
| Balance at the end of the period       | 1,692,043                    | 1,055,694      | 1,100,243                  | 977,319         | 241,645                           | 164,132      |
| Interest on deposits                   | 153,477                      | 78,418         | 108,847                    | 62,682          | 19,892                            | 288          |

Information on forwards and option agreements and other similar agreements made with the Bank's risk group

| Bank's Risk Group                         | Associates, S<br>and Joint-\ |              | Bank's Dir<br>Indirect Sha |              | Other Com<br>in Risk ( |              |
|---|------------------------------|--------------|----------------------------|--------------|------------------------|--------------|
|   | <b>Current Period</b>        | Prior Period | <b>Current Period</b>      | Prior Period | Current Period         | Prior Period |
| Held for Trading Transactions             |                              |              |                            |              |                        |              |
| Purchase balance at the beginning of the  |                              |              |                            |              |                        |              |
| period                                    | -                            | -            | -                          | -            | -                      | -            |
| Sale balance at the beginning of the      |                              |              |                            |              |                        |              |
| period                                    | -                            | -            | -                          | -            | -                      | -            |
| Purchase balance at the end of the period | 217,476                      | -            | -                          | -            | -                      | -            |
| Sale balance at the end of the period     | 223,669                      | -            | -                          | -            | -                      | -            |
| Total profit/(loss)                       | (1,355)                      | 49           | -                          | -            | -                      | -            |

## 2. Disclosures of transactions with the Bank's risk group

Relations with entities in the risk group of/ or controlled by the Bank regardless of the nature of relationship among the parties

Transactions with the risk group are made on an arms-length basis; terms are set according to the market conditions and in compliance with the Banking Law.

In addition to the structure of the relationship, type of transaction, amount, and share in total transaction volume, amount of significant items, and share in all items, pricing policy and other

Pricing policy and other conditions of transactions with the risk group of the Bank are determined and applied on arm's length basis. The ratio of cash and non-cash loans given to the Bank's risk group to total cash and non-cash loans are %0.09 (December 31, 2016: %0.23) and %2.98(December 31, 2016: %3.11), respectively.

|                               | fir       | Compared to<br>nancial statement |
|-------------------------------|-----------|----------------------------------|
| Current Period                | Amount    | amount (%)                       |
| Cash loans                    | 162,661   | 0.09%                            |
| Non-cash loans                | 1,514,291 | 2.98%                            |
| Deposits                      | 3,033,931 | 1.95%                            |
| Forward and option agreements | 441,145   | 0.73%                            |

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|                               | fir       | Compared to<br>financial statemen |  |  |  |
|-------------------------------|-----------|-----------------------------------|--|--|--|
| Prior Period                  | Amount    | amount (%)                        |  |  |  |
| Cash loans                    | 332,264   | 0.23%                             |  |  |  |
| Non-cash loans                | 1,259,408 | 3.11%                             |  |  |  |
| Deposits                      | 2,197,145 | 1.77%                             |  |  |  |
| Forward and option agreements | -         | -                                 |  |  |  |

## VIII. INFORMATION ON DOMESTIC, FOREIGN AND OFF-SHORE BRANCHES OR INVESTMENTS AND FOREIGN REPRESENTATIVE OFFICES

Domestic and foreign branches and representative offices

|                                  | Number of<br>Branches | Number of<br>Employees |         |              |         |
|----------------------------------|-----------------------|------------------------|---------|--------------|---------|
| Domestic Branches <sup>(*)</sup> | 924                   | 16,050                 |         |              |         |
|                                  |                       |                        | Country |              |         |
| Foreign Representative Offices   |                       |                        |         |              |         |
|                                  |                       |                        |         | Total Assets | Capital |
| Foreign Branches                 | 1                     | 26                     | USA     | 10,881,965   | 62,370  |
|                                  | 1                     | 16                     | Iraq    | 329,145      | 189,000 |
| Off-shore Branches               | 1                     | 5                      | Bahrain | 13,839,751   | -       |

<sup>(\*)</sup> Free zone branches in Turkey is included to domestic branches.

Opening or closing of domestic and foreign branches and representative offices and significant changes in organizational structure

During 2017, 7 new domestic branches (2016: 8 domestic) have been opened and 4 braches have been closed (2016: 4).

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## SECTION SIX OTHER DISCLOSURES

## I. OTHER DISCLOSURES ON THE BANK'S ACTIVITY

As per the resolution of 63rd Annual General Assembly held on June 9, 2017, the net profit of year 2016 has been decided to be distributed as follows:

|  | Iddic of Ical 2010         |
|--|----------------------------|
| Bank's unconsolidated profit in its statutory financial statements             | 2,703,042                  |
| Deferred tax credits   | (19,941)                   |
| Net profit of the year subject to distribution                                 | 2,683,101                  |
| Legal reserves   | 268,310                    |
| First Legal Reserves   | 134,155                    |
| Reserves allocated according to banking law and articles of association.       | 134,155                    |
| Net profit of the year subject to distribution                                 | 2,414,791                  |
| Gain on sale of immovable and shares of associates and subsidiaries            | 49,444                     |
| Extraordinary reserves   | 2,245,347                  |
| Dividends to shareholders  | 120,000                    |
| II. INFORMATION ON THE BANK'S RATING GIVEN BY INTERNATIONAL CREDIT RATING INST | ITUTIONS                   |
| 1 February 2018  | Fitch Ratings              |
| Long Term Foreign Currency   | BB+                        |
| Short Term Foreign Currency  | В                          |
| Foreign Currency Outlook   | Stable                     |
| Long Term Local Currency   | BBB-                       |
| Short Term Local Currency  | F3                         |
| Local Currency Outlook   | Stable                     |
| National Long Term   | AAA (tur)                  |
| National Outlook   | Stable                     |
| Support  | 3                          |
| Support Rating Floor   | BB+                        |
| Viability Note   | bb+                        |
| 2 February 2018  | Moody's Investors' Service |
| Baseline Credit Assessment   | ba2                        |
| Local Currency Deposit Rating  | Ba1/NP                     |
| Local Currency Outlook   | Negative                   |
| Foreign Currency Deposit Rating  | Ba2/NP                     |
| Foreign Currency Outlook   | Negative                   |
| 12 December 2017   | Standard&Poors             |
| Foreign Currency Counterparty Credit Rating                                    | BB/B                       |
| Foreign Currency Outlook   | Negative                   |
| Local Currency Counterparty Credit Rating                                      | BB/B                       |
| Local Currency Outlook   | Negative                   |
| Turkey National Scale  | trAA-/trA-1                |
| © Dates represent last report dates.   |                            |

<sup>(\*)</sup> Dates represent last report dates.

Profit Distribution Table of Year 2016

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## III. SIGNIFICANT EVENTS AND MATTERS SUBSEQUENT TO BALANCE SHEET DATE THAT ARE NOT RESULTED

The bank has issued and offered to public a Vakifbank bond, which has a value date of January 26, 2018, with nominal value of 400 million (Full TL), with 154 days maturity, and maturity date of June 29, 2018, on January 22-23-24, 2018, and as a result of the realized issue, The Vakifbank bond with the ISIN Code TRFVKFB61828, is determined with 201,773,448 (Full TL) nominal value, with 154 days maturity and maturity date of June 29, 2018, 13.8236% annual compound interest, 13.3082% simple interest and TL 94,684 issue price.

Book-building process in relation to issuance of the Eurobond has been completed by Vakifbank. Coupon rate has been set at 5,75% with a yield of 5,85% in respect of USD 650 million fixed rate notes with semi-annual interest payment, having a maturity on January 30th, 2023 with a term of 5 years.

## SECTION SEVEN INDEPENDENT AUDITORS' AUDIT REPORT

### I. INFORMATION ON INDEPENDENT AUDITOR'S REPORT

The Bank's unconsolidated financial statements and footnotes as at and for year ended December 31, 2017 have been audited by PwC Bağımsız Denetim ve Serbest Muhasebeci Mali Müşavirlik A.Ş. It was noted in their audited report dated February 13, 2018 that nothing material has come to their attention that caused them to believe that the accompanying unconsolidated financial statements do not give a true and fair view of the Bank's financial position and results of its operations.

## II. EXPLANATIONS AND FOOTNOTES PREPARED BY INDEPENDENT AUDITOR

None.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI

## CONSOLIDATED FINANCIAL STATEMENTS AND RELATED DISCLOSURES AT DECEMBER 31, 2017 TOGETHER WITH INDEPENDENT AUDITOR'S REPORT

(Convenience Translation of Publicly Announced Consolidated Financial Statements and Independent Auditor's Report Originally Issued in Turkish, See in Note I. of Section Three)



## **BAĞIMSIZ DENETÇİ RAPORU**

Türkiye Vakıflar Bankası Türk Anonim Ortaklığı Genel Kurulu'na

## A. Konsolide Finansal Tabloların Bağımsız Denetimi

### 1. Sınırlı Olumlu Görüs

Türkiye Vakıflar Bankası T.A.O.'nun ("Banka") ve bağlı ortaklıklarının (hep birlikte "Grup" olarak anılacaktır) 31 Aralık 2017 tarihli konsolide bilançosu ile aynı tarihte sona eren hesap dönemine ait; konsolide gelir tablosu, konsolide özkaynaklarda muhasebeleştirilen gelir gider kalemlerine ilişkin tablo, konsolide özkaynak değişim tablosu ve konsolide nakit akış tablosu ile önemli muhasebe politikalarının özeti de dâhil olmak üzere konsolide finansal tablo dipnotlarından oluşan konsolide finansal tablolarını denetlemiş bulunuyoruz.

Görüşümüze göre, aşağıdaki Sınırlı Olumlu Görüşün Dayanağı bölümünde açıklanan hususun konsolide finansal tablolar üzerindeki etkisi hariç olmak üzere, ilişikteki konsolide finansal tablolar Grup'un 31 Aralık 2017 tarihi itibarıyla konsolide finansal durumunu ve aynı tarihte sona eren hesap dönemine ait konsolide finansal performansını ve konsolide nakit akışlarını 1 Kasım 2006 tarihli ve 26333 sayılı Resmi Gazete'de yayımlanan "Bankaların Muhasebe Uygulamalarına ve Belgelerin Saklanmasına İlişkin Usul ve Esaslar Hakkında Yönetmelik" ve Bankacılık Düzenleme ve Denetleme Kurulu tarafından bankaların hesap ve kayıt düzenine ilişkin yayımlanan diğer düzenlemeler ile Bankacılık Düzenleme ve Denetleme Kurumu ("BDDK") genelge ve açıklamaları ve bunlar ile düzenlenmeyen konularda Türkiye Muhasebe Standartları ("TMS") hükümlerini içeren; "BDDK Muhasebe ve Finansal Raporlama Mevzuatı"na uygun olarak tüm önemli yönleriyle gerçeğe uygun bir biçimde sunmaktadır.

## 2. Sınırlı Olumlu Görüşün Dayanağı

Konsolide Finansal Tablolara İlişkin Açıklama ve Dipnotlar Beşinci Bölüm II. Kısım 7. maddede belirtildiği üzere 31 Aralık 2017 tarihi itibarıyla hazırlanan ilişikteki konsolide finansal tablolar, Banka yönetimi tarafından gelecek dönemlerde ekonomide ve piyasalarda meydana gelebilecek olumsuz gelişmelerin olası etkileri dikkate alınarak tamamı cari dönemde ayrılmış olan toplam 500,000 Bin TL tutarında serbest karşılığı içermektedir.

Yaptığımız bağımsız denetim, BDDK tarafından 2 Nisan 2015 tarihli 29314 sayılı Resmi Gazete'de yayımlanan "Bankaların Bağımsız Denetimi Hakkında Yönetmelik" ve Kamu Gözetimi, Muhasebe ve Denetim Standartları Kurumu ("KGK") tarafından yayımlanan Türkiye Denetim Standartları'nın bir parçası olan Bağımsız Denetim Standartları'na ("BDS") uygun olarak yürütülmüştür. Bu standartlar kapsamındaki sorumluluklarımız, raporumuzun "Bağımsız Denetçinin Konsolide Finansal Tabloların Bağımsız Denetimine İlişkin Sorumlulukları" bölümünde ayrıntılı bir şekilde açıklanmıştır. KGK tarafından yayımlanan Bağımsız Denetçiler için Etik Kurallar ("Etik Kurallar") ile konsolide finansal tabloların bağımsız denetimiyle ilgili mevzuatta yer alan etik hükümlere uygun olarak Grup'tan bağımsız olduğumuzu beyan ederiz. Etik Kurallar ve mevzuat kapsamındaki etiğe ilişkin diğer sorumluluklar da tarafımızca yerine getirilmiştir. Bağımsız denetim sırasında elde ettiğimiz bağımsız denetim kanıtlarının, sınırlı olumlu görüşümüzün oluşturulması için yeterli ve uygun bir dayanak oluşturduğuna inanıyoruz



### 3. Kilit Denetim Konuları

Kilit denetim konuları, mesleki muhakememize göre cari döneme ait konsolide finansal tabloların bağımsız denetiminde en çok önem arz eden konulardır. Kilit denetim konuları, bir bütün olarak konsolide finansal tabloların bağımsız denetimi çerçevesinde ve konsolide finansal tablolara ilişkin görüşümüzün oluşturulmasında ele alınmış olup, bu konular hakkında ayrı bir görüş bildirmiyoruz. Tarafımızca; Sınırl Olumlu Görüşün Dayanağı bölümünde açıklanan konuya ilave olarak aşağıda açıklanan konular kilit denetim konuları olarak belirlenmiş ve raporumuzda bildirilmiştir.

### Kilit Denetim Konuları

### Krediler ve alacaklar değer düşüklüğü

Grup'un 31 Aralık 2017 tarihli konsolide finansal tablolarında aktifinde önemli bir paya sahip olan toplam 186,548,784 bin TL kredi ve alacaklar ve bunlara ilişkin ayrılmış olan toplam 8,722,425 bin TL değer düşüş karşılığı bulunmaktadır. Krediler ve alacaklar ile ilgili tesis edilen değer düşüklüğü karşılığına ilişkin açıklama ve dipnotlar 31 Aralık 2017 tarihi itibariyle düzenlenmiş olan ilişikteki konsolide finansal tabloların Üçüncü Bölüm VII, Beşinci Bölüm II-7 numaralı dipnotlarında yer almaktadır.

Denetimimiz esnasında bu alana odaklanmamızın nedeni; mevcut olan kredi ve alacakların büyüklüğü, söz konusu kredi ve alacakların mevzuata uygun olarak niteliklerine göre sınıflandırılması ve bunlara ilişkin değer düşüş karşılıklarının belirlenmesinin önemidir. Kredilerin temerrüt halinin doğru ve zamanında belirlenmesi ve ilgili mevzuat gereğince belirlenen nesnel yargıların yanında yönetim tarafından yapılan diğer öznel yargı ve tahminler bilançoda taşınan değer düşüş karşılık tutarını önemli derecede etkileyeceğinden, söz konusu alan tarafımızca kilit denetim konusu olaral ele alınmıştır.

## Emekli Sandığı Yükümlülüklerinin Değerlemesi

Emekli Sandığı Yükümlülüklerine ilişkin açıklamalar 31 Aralık 2017 tarihi itibariyle düzenlenmiş olan ilişikteki konsolide finansal tabloların Üçüncü Bölüm XVII numaralı dipnotunda ver almaktadır.

Türkiye Vakıflar Bankası T.A.O. Memur ve Hizmetlileri Emekli ve Sağlık Yardım Sandığı ("Sandık") 506 Sayılı Kanunun Geçici 20. maddesi çerçevesinde kurulmuş bir sandık olup SGK'ya devredilecek sandıklar kapsamına girmektedir. Devir tarihini belirlemede Bakanlar Kurulu yetkili kılınmıştır. Sandığın toplam yükümlülükleri, devredilecek faydalar ve Sandığın sorumluluğunda kalacak ilave faydalar için ayrı ayrı yöntem ve varsayımlar kullanılarak hesaplanmaktadır. Emekli Sandığı yükümlülüklerinin değerlemeleri ve uygun varsayımların seçiminde, önemli yargı ve teknik uzmanlık gerektirir. Sandık yükümlülüklerinin değerlemesi, emekli sandığı yükümlülük hesaplamalarında kullanılan devir edilebilir sosyal faydalar, iskonto oranları, maaş artışları, ekonomik ve demografik beklentiler gibi varsayım ve tahminlerdeki belirsizlikleri içermektedir. Banka yönetimi söz konusu değerlemelerin yapılması amacıyla harici bir aktüerya firmasının hizmetlerinden faydalanmaktadır.

Denetimimiz esnasında; Emekli Sandığı yükümlülük hesaplamalarında kullanılan yukarıda da bahsedilen temel varsayım ve tahminler, devir tarihindeki belirsizlik ve teknik faiz oranın kanun ile belirlenmiş olması ile bu varsayımlardaki olası farklılaşmaların emekli sandığı yükümlülüği üzerinde önemli etkileri dikkate alınarak bu alan kilit denetim konusu olarak belirlenmiştir.

## Konunun Denetimde Nasıl Ele Alındığı

Bu çerçevede gerçekleştirdiğimiz denetim çalışmaları dahilinde krediler ve alacakların niteliklerine göre sınıflandırılmasına ve tahsis, kullandırım, teminatlandırma, takip politikası ve değer düşüklüğü hesaplamalarının, ilgili mevzuat çerçevesinde doğru olarak yapılmasına ilişkin önemli gördüğümüz Grup'un uygulamakta olduğu kontrollerin tasarım ve faaliyet etkinliklerini değerlendirdik ve test ettik. Gerçekleştirmiş olduğumuz denetim dahilinde kredi ve alacaklardan seçtiğimiz bir örneklem kümesini test ederek; kredilerin değer düşüklüğüne uğrayıp uğramadığının tespiti ve alacağın değer düşüklüğü karşılığının zamanında ve mevzuat hükümlerine uygun olarak tesis edilip edilmediğini saptamak amacıyla kredi inceleme süreci gerçekleştirdik. Ayrıca değer düşüklüğüne uğramış kredi ve alacaklar olarak sınıflandırılan varlıklara ilişkin tesis edilen özel karşılıkların ilgili mevzuata istinaden doğru olarak hesaplandığını test ettik. Mevzuatla belirlenen kriterler çerçevesinde genel karşılık hesaplamasına tabi portföy için tesis edilen karşılıkların ilgili hükümlere ve BDDK tarafından yapılan diğer bildirimlere uygunluğunu kontrol ettik. Banka yönetimi ile yapılan görüşmeler çerçevesinde değer düşüklüğü hesaplamalarına baz teşkil eden temel varsayım ve diğer yargıların makul olup olmadığını değerlendirdik.

Gerçekleştirdiğimiz denetim çalışmaları dahilinde, Emekli Sandığı yükümlülüklerinin hesaplamalarında kullanılan ve Banka yönetimi tarafından harici aktüerya firmasına sağlanan, çalışan verilerinin doğruluğunu bir örneklem kümesi seçerek test ettik. Ayrıca Emekli Sandığı bilançosunda yer alan varlıkların fiili mevcudiyeti ve değerlerini doğruladık.

Hesaplamada kullanılan aktüeryal varsayımlarda, dönem içerisinde çalışanlara sağlanan faydalarda, plan varlıkları ve yükümlülüklerinde ve değerlemeler ile ilgili düzenlemelerde önemli değişiklik olup olmadığı değerlendirilerek önemli değişimleri test ettik.

Harici aktüerler tarafından yükümlülüğün hesaplanmasında kullanılan varsayım ve değerlemelerin makul olup olmadığın aktüer uzmanlarımız vasıtasıyla değerlendirdik.



## 4. Yönetimin ve Üst Yönetimden Sorumlu Olanların Konsolide Finansal Tablolara İliskin Sorumlulukları

Grup yönetimi; konsolide finansal tabloların BDDK Muhasebe ve Finansal Raporlama Mevzuatı'na uygun olarak hazırlanmasından, gerçeğe uygun bir biçimde sunumundan ve hata veya hile kaynaklı önemli yanlışlık içermeyecek şekilde hazırlanması için gerekli gördüğü iç kontrolden sorumludur.

Konsolide finansal tabloları hazırlarken yönetim; Grup'un sürekliliğini devam ettirme kabiliyetinin değerlendirilmesinden, gerektiğinde süreklilikle ilgili hususları açıklamaktan ve Grup'u tasfiye etme ya da ticari faaliyeti sona erdirme niyeti ya da mecburiyeti bulunmadığı sürece isletmenin sürekliliği esasını kullanmaktan sorumludur.

Üst vönetimden sorumlu olanlar. Grup'un finansal raporlama sürecinin gözetiminden sorumludur.

## 5. Bağımsız Denetcinin Konsolide Finansal Tabloların Bağımsız Denetimine İliskin Sorumlulukları

Bir bağımsız denetimde, biz bağımsız denetçilerin sorumlulukları şunlardır:

Amacımız, bir bütün olarak finansal tabloların hata veya hile kaynaklı önemli yanlışlık içerip içermediğine ilişkin makul güvence elde etmek ve görüşümüzü içeren bir bağımsız denetçi raporu düzenlemektir. BDDK tarafından 2 Nisan 2015 tarihli 29314 sayılı Resmi Gazete' de yayımlanan "Bankaların Bağımsız Denetimi Hakkında Yönetmelik" ve BDS'lere uygun olarak yürütülen bir bağımsız denetim sonucunda verilen makul güvence; yüksek bir güvence seviyesidir ancak, var olan önemli bir yanlışlığın her zaman tespit edileceğini garanti etmez. Yanlışlıklar hata veya hile kaynaklı olabilir. Yanlışlıkların, tek başına veya toplu olarak, finansal tablo kullanıcılarının bu konsolide tablolara istinaden alacakları ekonomik kararları etkilemesi makul ölçüde bekleniyorsa bu yanlışlıklar önemli olarak kabul edilir.

BDDK tarafından 2 Nisan 2015 tarihli 29314 sayılı Resmi Gazete' de yayımlanan "Bankaların Bağımsız Denetimi Hakkında Yönetmelik" ve BDS'lere uygun olarak yürütülen bağımsız denetimin gereği olarak, bağımsız denetim boyunca mesleki muhakememizi kullanmakta ve meslekî şüpheciliğimizi sürdürmekteyiz. Tarafımızca ayrıca:

- Konsolide finansal tablolardaki hata veya hile kaynaklı "önemli yanlışlık" riskleri belirlenmekte ve değerlendirilmekte; bu risklere karşılık veren denetim prosedürleri tasarlanmakta ve uygulanmakta ve görüşümüze dayanak teşkil edecek yeterli ve uygun denetim kanıtı elde edilmektedir. Hile; muvazaa, sahtekârlık, kasıtlı ihmal, gerçeğe aykırı beyan veya iç kontrol ihlali fiillerini içerebildiğinden, hile kaynaklı önemli bir yanlışlığı teşpit edememe riski hata kaynaklı önemli bir yanlışlığı teşpit edememe riskinden yüksektir.
- Grup'un iç kontrolünün etkinliğine ilişkin bir görüş bildirmek amacıyla değil ama duruma uygun denetim prosedürlerini tasarlamak amacıyla denetimle ilgili ic kontrol değerlendirilmektedir.
- Yönetim tarafından kullanılan muhasebe politikalarının uygunluğu ile yapılan muhasebe tahminleri ile ilgili açıklamaların makul olup olmadığı değerlendirilmektedir.
- Elde edilen denetim kanıtlarına dayanarak Grup'un sürekliliğini devam ettirme kabiliyetine ilişkin ciddi şüphe oluşturabilecek olay veya şartlarla ilgili önemli bir belirsizliğin mevcut olup olmadığı hakkında ve yönetimin işletmenin sürekliliği esasının kullanılmasının uygunluğu hakkında sonuca varılmaktadır. Önemli bir belirsizliğin mevcut olduğu sonucuna varmamız hâlinde, raporumuzda, finansal tablolardaki ilgil açıklamalara dikkat çekmemiz ya da bu açıklamaların yetersiz olması durumunda olumlu görüş dışında bir görüş vermemiz gerekmektedir. Vardığımız sonuçlar, bağımsız denetçi raporu tarihine kadar elde edilen denetim kanıtlarına dayanmaktadır. Bununla birlikte, gelecekteki olay veya şartlar Grup'un sürekliliğini sona erdirebilir.
- Konsolide finansal tabloların açıklamaları dâhil olmak üzere, genel sunumu, yapısı ve içeriği ile bu tabloların, temelini oluşturan işlem ve olayları gerçeğe uygun sunumu sağlayacak şekilde yansıtıp yansıtmadığı değerlendirilmektedir.
- Konsolide finansal tablolar hakkında görüş vermek amacıyla, Grup içerisindeki işletmelere veya faaliyet bölümlerine ilişkin finansal bilgiler hakkında yeterli ve uygun denetim kanıtı elde edilmektedir. Grup denetiminin yönlendirilmesinden, gözetiminden ve yürütülmesinden sorumluyuz. Verdiğimiz denetim görüşünden de tek başımıza sorumluyuz.

Diğer hususların yanı sıra, denetim sırasında tespit ettiğimiz önemli iç kontrol eksiklikleri dâhil olmak üzere, bağımsız denetimin planlanar kapsamı ve zamanlaması ile önemli denetim bulgularını üst yönetimden sorumlu olanlara bildirmekteyiz.

Bağımsızlığa ilişkin etik hükümlere uygunluk sağladığımızı üst yönetimden sorumlu olanlara bildirmiş bulunmaktayız. Ayrıca bağımsızlık üzerinde etkisi olduğu düşünülebilecek tüm ilişkiler ve diğer hususlar ile varsa, ilgili önlemleri üst yönetimden sorumlu olanlara iletmiş bulunmaktayız.



Üst yönetimden sorumlu olanlara bildirilen konular arasından, cari döneme ait konsolide finansal tabloların bağımsız denetiminde en çok önem arz eden konuları yani kilit denetim konularını belirlemekteyiz. Mevzuatın konunun kamuya açıklanmasına izin vermediği durumlarda veya konuyu kamuya açıklamanın doğuracağı olumsuz sonuçların, kamuya açıklamanın doğuracağı kamu yararını aşacağının makul şekilde beklendiği oldukça istisnai durumlarda, ilgili hususun bağımsız denetçi raporumuzda bildirilmemesine karar verebiliriz.

## B. Mevzuattan Kaynaklanan Diğer Yükümlülükler

- 1.6102 sayılı Türk Ticaret Kanunu'nun ("TTK") 402. Maddesi'nin dördüncü fıkrası uyarınca, Banka'nın 1 Ocak 31 Aralık 2017 hesap döneminde defter tutma düzeninin, kanun ile Banka esas sözleşmesinin finansal raporlamaya ilişkin hükümlerine uygun olmadığına dair önemli bir hususa rastlanmamıştır.
- 2. TTK'nın 402. Maddesi'nin dördüncü fıkrası uyarınca, Yönetim Kurulu tarafımıza denetim kapsamında istenen açıklamaları yapmış ve istenen belgeleri vermistir.

PwC Bağımsız Denetim ve Serbest Muhasebeci Mali Müşavirlik A.Ş.



Zeynep Uras, SMMM Partner

Istanbul, 2 March 2018

## CONVENIENCE TRANSLATION OF PUBLICLY ANNOUNCED CONSOLIDATED FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REPORT ORIGINALLY ISSUED IN TURKISH, SEE IN NOTE I. OF SECTION THREE

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONİM ORTAKLIĞI CONSOLIDATED INTERIM FINANCIAL REPORT AS AT AND FOR THE YEAR ENDED DECEMBER 31, 2017

Address : Saray Mahallesi Dr. Adnan Büyükdeniz Caddesi

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The consolidated financial report as at and for the year ended December 31, 2017 prepared in accordance with the communiqué of Financial Statements and Related Disclosures and Footnotes to be Announced to Public by Banks as regulated by Banking Regulation and Supervision Agency, is comprised of the following sections:

- · GENERAL INFORMATION ABOUT THE PARENT BANK
- · CONSOLIDATED FINANCIAL STATEMENTS OF THE PARENT BANK
- · DISCLOSURES ON ACCOUNTING POLICIES APPLIED IN THE PERIOD
- INFORMATION RELATED TO FINANCIAL POSITION AND RISK MANAGEMENT OF THE GROUP
- DISCLOSURES AND FOOTNOTES ON CONSOLIDATED FINANCIAL STATEMENTS
- OTHER DISCLOSURES
- INDEPENDENT AUDITOR'S REPORT

The subsidiaries and associates included in the consolidated financial report are as follows:

| SUBSIDIARIES                             | ASSOCIATES                        | JOINT-VENTURES |  |
|--|-----------------------------------|----------------|--|
| Güneş Siqorta AŞ                         | Kıbrıs Vakıflar Bankası Ltd.      | -              |  |
| Vakıf Emeklilik ve Hayat AŞ              | Türkiye Sınai Kalkınma Bankası AŞ | -              |  |
| Vakıf Faktoring AŞ                       | -                                 | -              |  |
| Vakıf Finansal Kiralama AŞ               | -                                 | -              |  |
| Vakıf Portföy Yönetimi AŞ                | -                                 | -              |  |
| Vakıf Yatırım Menkul Değerler AŞ         | -                                 | -              |  |
| Vakıfbank International AG               | -                                 | -              |  |
| Vakıf Gayrimenkul Yatırım Ortaklığı AŞ   | -                                 | -              |  |
| Vakıf Menkul Kıvmet Yatırım Ortaklığı AS | -                                 | -              |  |

The consolidated financial statements for the year and related disclosures and footnotes that were subject to limited review, are prepared in accordance with the Regulation on Accounting Applications for Banks and Safeguarding of Documents, Turkish Accounting Standards, Turkish Financial Reporting Standards and the related statements and guidance and in compliance with the financial records of our Bank. Unless otherwise stated, the accompanying consolidated financial report is presented in thousands of Turkish Lira (TL), and has been subjected to limited review.

March 2, 2018

İsmail ALPTEKİN

Chairman of the Board of Directors

Mehmet Emin ÖZÇAN General Manager and Board Member

Serdar TUNCBİLEK Board Member and Audit Committee Member

Şuayyip İLBİLGİ Assistant General Manager

Sabahattin BİRDAL Board member and Audit Committee Member

Ferkan MERDAN Director of Accounting and Financial Affairs

The authorized contact person for questions on this financial report:

Name-Surname/Title : S. Buğra SÜRÜEL / Manager Name-Surname/Title: Burcu Sütcü AKDAĞ / Asst. Manager

: 0 312 591 11 48 : 0 312 591 11 93 Phone no Phone no Fax no : 0 312 591 20 01 Fax no : 0 312 591 20 01

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## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### **SECTION ONE**

## **GENERAL INFORMATION**

## I. HISTORY OF THE PARENT BANK INCLUDING ITS INCORPORATION DATE, INITIAL LEGAL STATUS, AMENDMENTS TO LEGAL STATUS

Türkiye Vakıflar Bankası Türk Anonim Ortaklığı ("The Bank" or "The Parent Bank") was established to operate as stated in the disclosure V of this section, under the authorization of a special law numbered 6219, called "the Law of Türkiye Vakıflar Bankası Türk Anonim Ortaklığı", on January 11, 1954 within the framework of the authority granted to The General Directorate of the Foundations of Turkish Republic Prime Ministry ("The General Directorate of the Foundations"). The Bank's statute has not been changed since its establishment.

## II. THE PARENT BANK'S SHAREHOLDERS STRUCTURE, MANAGEMENT AND INTERNAL AUDIT, DIRECT AND INDIRECT SHAREHOLDERS, CHANGE IN SHAREHOLDER STRUCTURE DURING THE PERIOD AND INFORMATION ON BANK'S RISK GROUP

The shareholder having control over the shares of The Parent Bank is the General Directorate of the Foundations. As at December 31, 2017 and December 31, 2016, The Bank's paid-in capital is TL 2,500,000 divided into 250,000,000,000 shares with each has a nominal value of Kr 1.

The Parent Bank's shareholders structure as at December 31, 2017 is stated below:

| Shareholders   | Number of<br>Shares (100 unit) | Nominal Value of<br>the Shares –<br>Thousands of TL | Share<br>Percentage (%) |
|--|--------------------------------|---|-------------------------|
| Registered foundations represented by the General Directorate of the Foundations (Group A) | 1,075,058,640                  | 1,075,058   | 43.00                   |
| Vakıfbank Memur ve Hizmetlileri Emekli ve Sağlık Yardım Sandığı Vakfı<br>(Group C)         | 402,552,666                    | 402,553   | 16.10                   |
| Registered foundations represented by the General Directorate of the Foundations (Group B) | 386,224,785                    | 386,225   | 15.45                   |
| Other appendant foundations (Group B)  | 2,673,619                      | 2,674   | 0.11                    |
| Other registered foundations (Group B)   | 1,448,543                      | 1,448   | 0.06                    |
| Other real persons and legal entities (Group C)  | 1,527,393                      | 1,528   | 0.06                    |
| Publicly traded (Group D)  | 630,514,354                    | 630,514   | 25.22                   |
| Total  | 2,500,000,000                  | 2,500,000   | 100.00                  |

The changes in the ownership structure of the bank are arranged by the provisional article of Law No.696, paragraph 6, published in the Official Gazette dated December 24, 2017 numbered 6219, while the other provisions of the Law no 6219 are arranged by the 7th and 12th paragraphs of the mentioned provisional article of Law.

It is stated in the 6th paragraph of the 2nd sub-article of the related article that "In the act of the application to the Bank within the seven days after the effective date of the cabinet decree, by the shareholders of the stocks that are managed and represented by the General Directorate of Foundations, with the exception of that are owned by the appendant foundations among the Group A and Group B stocks of the Bank, the stocks are transferred to the treasury, by taking their per share value into consideration, over the calculated average value of the values that are mentioned in the conclusion sections of the valuation projects that are prepared by three different firms. The absolute amount of the stocks are recorded in the share ledger on behalf of the Undersecretariat of Treasury within the seven days after the effective date of the cabinet decree.

It is stated in the 6th paragraph of the 3rd sub-article of the related article that "In the act of the application to the Bank within the hundred and twenty days after the effective date of the cabinet decree, by the shareholders of the stocks that are owned by the Vakifbank Officer and Retainers Retirement and Health Care Foundation (Fund), among the Group C stocks of the Bank, the dependent minister of the Undersecretariat of Treasury has the authority to transfer the stocks over their per share value, that is stated the for the fund, by the Council of Ministers to the Undersecretariat of Treasury.

It is stated in the 6th paragraph of the 4th sub-article of the related article that "In the act of the application to the Bank within the hundred and twenty days after the effective date of the cabinet decree, by the shareholders of the stocks that are owned by the appendant foundations among the Group B stocks of the Bank, and the stocks that are owned by the other natural and legal persons among the Group C stocks of the Bank, the dependent minister of the Undersecretariat of Treasury has the authority to transfer the stocks over their per share value, that is stated the for the fund, by the Council of Ministers.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

It is stated in the 6th paragraph of the 5th sub-article of the related article that "The stocks that are transferred to the Treasury, are represented and managed by the dependent Minister of the Undersecretariat of Treasury".

With the mentioned provisional article, the ownership of the stocks which are represented and managed by the T.C General Directorate for Foundations will be transferred to the Prime Ministry Undersecretariat of Treasury.

## III. INFORMATION ON THE PARENT BANK'S CHAIRMAN AND MEMBERS OF THE BOARD OF DIRECTORS, AUDIT COMMITTEE MEMBERS, GENERAL MANAGER, ASSISTANT GENERAL MANAGERS AND THEIR SHARES IN THE BANK

| Name and Surname         | Responsibility  | Date of<br>Appointment | Education  | Experience in<br>Banking and<br>Management |
|--------------------------|---|------------------------|------------|--|
| Board of Directors       |   | л.ррешшеш              |            |  |
| İsmail ALPTEKİN          | Chairman  | June 9, 2017           | University | 19 years                                   |
| Serdar TUNÇBİLEK         | Deputy Chairman   | June 9, 2017           | University | 31 years                                   |
| Mehmet Emin ÖZCAN        | Member –General Manager   | June 9, 2017           | University | 34 years                                   |
| Dr.Adnan ERTEM           | Member  | October 28, 2010       | PHD        | 29 years                                   |
| Sabahattin BİRDAL        | Member  | March 31, 2014         | University | 40 years                                   |
| Dilek YÜKSEL             | Member  | March 29, 2016         | University | 5 years                                    |
| Şahin UĞUR               | Member  | June 9, 2017           | University | 31 years                                   |
| Ömer ARISOY              | Member  | June 9, 2017           | University | 17 years                                   |
| Audit Committee          |   |                        |            |  |
| Serdar TUNÇBİLEK         | Member  | June 15, 2017          | University | 31 years                                   |
| Sabahattin BİRDAL        | Member  | April 4, 2014          | University | 40 years                                   |
| Auditor                  |   |                        |            |  |
| Yunus ARINCI             | Auditor   | March 19, 2010         | Master     | 20 years                                   |
| Hasan TÜRE               | Auditor   | June 9, 2017           | University | 33 years                                   |
| Assistant General Manage | ers   |                        |            | · · · · · · · · · · · · · · · · · · ·      |
| Metin Recep ZAFER        | Banking Operations, Credit, Customer and Account Operations,<br>Treasury Operations, Foreign Operations, Payment System<br>Operations, Application Development Departments, System<br>Management, IT Operations and Support, IT Planning and<br>Coordination. | June 13, 2006          | PHD        | 22 years                                   |
| Hasan ECESOY             | Treasury Management, International Banking and Investor<br>Relations, Treasury Management Middle Office   | June 18, 2010          | PHD        | 24 years                                   |
| Osman DEMREN             | Commercial Loans, Corporate Loans, Consumer Loans, SME and Local Government Loan Allocation Management  | April 6, 2011          | Master     | 27 years                                   |
| Muhammet Lütfü ÇELEBİ    | Retail Banking Marketing, Retail Banking Marketing Services   | October 23, 2013       | University | 22 years                                   |
| Mustafa SAYDAM           | Administrative Affairs, Construction, Real Estate and Purchasing  | October 28, 2013       | University | 24 years                                   |
| Mehmet Emin KARAAĞAÇ     | Chief Legal Counsellor, Legal Affairs, Credit Risk Liquidation  | November 8, 2013       | University | 28 years                                   |
| Yakup ŞİMŞEK             | Corporate and Investment Banking Marketing, Commercial<br>Banking Marketing, Cash Management Affairs, Corporate Branches  | September 7, 2016      | University | 21 years                                   |
| Hüseyin Uğur BİLGİN      | Human Resources, Corporate Development and Academy  | August 1, 2017         | University | 31 years                                   |
| Şeyh Mehmet BOZ          | Application of Credit Policies and Processes, Loans Planning and Follow-up, Evaluation and Rating   | August 1, 2017         | Master     | 23 years                                   |
| İlker YEŞİL              | Payment Systems, Digital Banking and Distribution Channels  | August 1, 2017         | University | 23 years                                   |
| Şuayyip İLBILGI          | Accounting and Financial Affairs, Strategy and Planning,<br>Subsidiaries and Affiliates   | August 1, 2017         | University | 22 years                                   |
| Ersin ÖZOĞUZ             | SME Banking, Marketing, Local Government Banking Marketing  | August 1, 2017         | University | 22 years                                   |

Mr. Mehmet Emin Özcan, our Bank's Deputy Chairman, resigned from his current post as of May 2, 2017.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

In accordance with Article 73 of the Articles of Association of the Bank at the Board of Directors meeting held on May 4, 2017, as a result of the selection of members of the Audit Committee, It has been unanimously decided that İsmail ALPTEKİN to serve the vacated Audit Committee membership instead of Mehmet Emin ÖZCAN.

Following the departure of Mr. Halil Aydoğan who served as the CEO since March 29, 2013, Mr. Mehmet Emin Özcan was appointed as the new CEO of Vakıfbank as of June 09, 2017.

The Bank's Board of Directors took the following decisions unanimously on June 9, 2017 regarding the distribution of duties among Board as per Article 52 of the Articles of Incorporation, Mr. İsmail Alptekin has been elected as the Chairman of the Board of Directors, and Mr. Serdar Tunçbilek has been elected as Vice Chairman.

The Bank's Board of Directors took the following decisions unanimously on June 15, 2017 regarding the distribution of duties among Board and Committee members as per Article 73 of the Articles of Incorporation, Mr. Serdar TUNÇBİLEK ve Mr. Sabahattin BİRDAL have been selected as members of Audit Committee.

The Bank's Board of Directors took the following decision dated on July 20, 2017,Mr. H. Uğur BİLGİN, Head of Human Resources, Mr. Şuayyip İLBİLGİ, Head of Treasury, Mr. Ersin ÖZOĞUZ, Head of Internal Audit Board, Mr. İlker YEŞİL, Çukurova Regional Director and Mr. Şeyh Mehmet BOZ Istanbul 1st Regional Director have been appointed as Executive Vice President. Appointed Executive Vice Presidents will commence on their duty following BRSA approval and Mr. Serdar SATOĞLU, Executive Vice President, has been appointed in Vakıf Emeklilik AŞ, life insurance subsidiary of Vakıfbank.

Corporate Communication Chairmanship and Board of Directors Operations Chairmanship Departments of the Parent Bank are working dependent to the General Manager.

Board of Directors membership election of the Parent Bank is renewed every year in the General Meeting.

ismail ALPTEKIN, chairman of the Board of Directors, holds 59 unquoted shares of Group C of the Bank. The remaining members of the top management listed above do not hold any unquoted shares of the Bank.

## IV. INFORMATION ON THE PARENT BANK'S QUALIFIED SHAREHOLDERS

| Shareholders   | Nominal Value<br>of Shares | Share<br>Percentage | Paid Shares<br>(Nominal) | Unpaid Shares |
|--|----------------------------|---------------------|--------------------------|---------------|
| Registered foundations represented by the General Directorate of the Foundations (Group A) | 1,075,058                  | 43.00               | 1,075,058                | -             |
| Vakıfbank Memur ve Hizmetlileri Emekli ve Sağlık Yardım Sandığı<br>Vakfı (Group C)         | 402,553                    | 16.10               | 402,553                  | -             |
| Registered foundations represented by the General Directorate of the Foundations (Group B) | 386,225                    | 15.45               | 386,225                  |               |

The shareholder holding control over the Parent Bank is the General Directorate of the Foundations and Appendant foundations represented by the General Directorate of the Foundations having 58.45% of the Bank's outstanding shares. Another organization holding qualified share in the Parent Bank is Vakifbank Memur ve Hizmetlileri Emekli ve Sağlık Yardım Sandığı Vakfı, having 16.10% of outstanding shares of the Bank

In the section I of the report, under the heading II, the changes in the ownership structure of the Parent Bank is stated with the provisional article of Law No.696, published in the Official Gazette dated December 24, 2017.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## V. INFORMATION ABOUT THE SERVICES AND NATURE OF ACTIVITIES OF THE PARENT BANK

The Parent Bank was established under the authorization of special law numbered 6219, called "The Law of Türkiye Vakıflar Bankası Türk Anonim Ortaklığı", on January 11, 1954 within the framework of the authority granted to The General Directorate of the Foundations. Operational activities of the Bank as stated at its Articles of Association are as follows:

- · Lending loans by granting securities and real estates as collateral,
- · Establishing or participating in all kinds of insurance corporations already established,
- · Trading real estates,
- · Servicing all banking operations and services,
- Operating real estates and participating in industrial sectors for corporations handed over by foundations and General Directorate of the Foundations in line with conditions stipulated by agreements if signed.
- The Bank is established to render banking services to the foundations and carry out cashier transactions of the General Directorate of Foundations in compliance with the agreements signed by General Directorate of the Foundations.

The Parent Bank and its consolidated subsidiaries are called as "The Group" in the report.

As at December 31, 2017, The Parent Bank has 924 domestic, 3 foreign, in total 927 branches (December 31, 2016: 921 domestic, 3 foreign, in total 924 branches). As at December 31, 2017, The Parent Bank has 16,097 employees (December 31, 2016: 15,615 employees).

## VI. DIFFERENCES BETWEEN THE COMMUNIQUE ON PREPARATION OF CONSOLIDATED FINANCIAL STATEMENTS OF BANKS AND TURKISH ACCOUNTING STANDARDS AND SHORT EXPLANATION ABOUT THE INSTITUTIONS SUBJECT TO LINE-BY-LINE METHOD OR PROPORTIONAL CONSOLIDATION AND INSTITUTIONS WHICH ARE DEDUCTED FROM EQUITY OR NOT INCLUDED IN THESE THREE METHODS

As at and for the year ended December 31, 2017, the financial statements of T. Vakıflar Bankası T.A.O., Vakıfbank International AG, Vakıf Finansal Kiralama AŞ, Güneş Sigorta AŞ, Vakıf Emeklilik ve Hayat AŞ, Vakıf Faktoring AŞ, Vakıf Yatırım Menkul Değerler AŞ, Vakıf Portföy Yönetimi AŞ, Vakıf Gayrimenkul Yatırım Ortaklığı AŞ and Vakıf Menkul Kıymet Yatırım Ortaklığı AŞ have been included in the consolidated financial statements of the Group.

As at and for the year ended December 31, 2017, the financial statements of Kıbrıs Vakıflar Bankası Ltd. and Türkiye Sınai Kalkınma Bankası AS have been consolidated per equity method in the consolidated financial statements of the Group.

Istanbul Takas ve Saklama Bankası AŞ and Kredi Garanti Fonu AŞ are excluded from the scope of consolidation according to the Communiqué on Preparation of Consolidated Financial Statements. Since Bankalararası Kart Merkezi AŞ, Kredi Kayıt Bürosu AŞ, Roketsan Roket Sanayi ve Ticaret AŞ, Güçbirliği Holding AŞ and İzmir Enternasyonel AŞ are not financial associates; these associates have not been consolidated. These associates have been accounted for as per TAS-39 in the consolidated financial statements.

Vakıf Enerji ve Madencilik AŞ, Taksim Otelcilik AŞ, Vakıf Pazarlama Sanayi ve Ticaret AŞ and Vakıf Gayrimenkul Değerleme AŞ have not been consolidated since they are not among the financial subsidiaries of the Bank. Therefore, the subsidiaries whose fair value can be reliably measured are reflected in the consolidated financial statements at their fair values.

VII. CURRENT OR LIKELY ACTUAL OR LEGAL BARRIERS TO IMMEDIATE TRANSFER OF EQUITY OR REPAYMENT OF DEBTS BETWEEN THE PARENT BANK AND ITS SUBSIDIARIES

None.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES CONSOLIDATED BALANCE SHEET (STATEMENT OF FINANCIAL POSITION) AS AT DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## **SECTION TWO**

## **CONSOLIDATED FINANCIAL STATEMENTS**

| Monte   Mont |       |  |         |             | Audited Curren<br>December 31 |             |             | Audited Prior<br>December 31 |                                |
|--|-------|--|---------|-------------|-------------------------------|-------------|-------------|------------------------------|--------------------------------|
| MANGALL ASSTS AT LEW AUGUS INCOMENDS (1907)   1902, 1903, 1902, 1903, 1902, 1903, 1902, 1903,  |       | ASSETS   | Notes   | TL          | FC                            | Total       | TL          | FC                           | Tota                           |
| 1  | I.    | CASH AND BALANCES WITH THE CENTRAL BANK                                      | V-I-1   | 4,021,442   | 24,634,804                    | 28,656,246  | 4,409,164   | 19,960,151                   | 24,369,315                     |
| 2.12   Control control for governments   2.33   5.636   2.00   2.000 |       | FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS (Net)                  | V-I-2   | 1,926,000   | 150,223                       | 2,076,223   | 1,644,899   | 144,334                      | 1,789,233                      |
| 1.00    | 2.1   | Financial assets held for trading purpose                                    |         | 1,926,000   | 150,223                       | 2,076,223   | 1,644,899   | 144,334                      | 1,789,233                      |
| 13.1   Penerster Enercial sector Hoof for Indirecy appears   1.12.7.5.5.5.   1.12.7.5.5.5.5.5.5.5.5.5.5.5.5.5.5.5.5.5.5.   |       | ·  |         |             | 5,855                         |             |             | 10,647                       | 10,853                         |
| 12.00   10.0 |       |  |         |             |                               |             |             | -                            | 2,095                          |
| Peach   Peac |       | 31.1   | V-I-2   |             | 144,368                       |             |             | 133,687                      | 1,607,552                      |
| 222   20   |       |  |         | 122,975     |                               | 122,975     | 168,/33     | -                            | 168,733                        |
| 22.22   Supers scenarios   |       |  |         |             |                               |             |             |                              |                                |
| Description   Process    |       |  |         |             |                               |             |             |                              |                                |
|  |       |  |         |             |                               |             | 2           |                              |                                |
| Mars   |       |  |         |             | -                             |             |             |                              |                                |
|  |       |  | V-I-3   | 1,176,896   | 12.146.903                    | 13.323.799  | 1,195,786   | 4,079,703                    | 5,275,489                      |
| 1  | -     |  |         |             |                               |             |             | -                            | 5,232                          |
| 1, 160   1 |       | Interbank money market placements  |         |             | -                             |             | -           | -                            |                                |
| X. AMAIRBEF-OR-SAET FRANCIAL ASSIST (Net)         V-1         12,410,201         2,153,388         14,270,304         12,588,202           5.1         Forgits yeardines issued by the governments         1,124,201         1,709,676         14,121,697         12,588,71           5.2         Debt securities (suced by the governments)         1,124,201         1,000,60,010         11,212,002         11,212,002         11,212,007         12,588,71         18,588,788         10,106,100           1.1         LOMS AND RECEIVABLES         4,131,100,100         1,101,107,71         3,507,70         186,588,788         100,106,100           1.1         LOMS SCHULLER (STANDARD AND AND AND AND AND AND AND AND AND AN   | 4.2   | Istanbul Stock Exchange money market placements                              |         | 3,474       | -                             | 3,474       | 3,428       | -                            | 3,428                          |
| Sally sequellies   1,14,12,021   1,10,06,16   1,11,11,17   1,13,18,18   1,13,18   1  | 4.3   | Receivables from reverse repurchase agreements                               |         | 3,486       | =                             | 3,486       | 1,804       | =                            | 1,804                          |
| 2.   | ٧.    | AVAILABLE-FOR-SALE FINANCIAL ASSETS (Net)                                    | V-I-4   | 12,412,036  | 2,158,348                     | 14,570,384  | 12,588,929  | 6,030,151                    | 18,619,080                     |
| 1  |       | Equity securities  |         |             | 43,355                        | 43,370      | 15          | 27,595                       | 27,610                         |
| Monte   Mont | 5.2   | Debt securities issued by the governments                                    |         | 12,412,021  | 1,709,676                     | 14,121,697  | 12,588,914  | 5,719,498                    | 18,308,412                     |
| 13   1777   15   15   18   18   18   18   18   18  |       |  |         | -           |                               |             | -           | 283,058                      | 283,058                        |
|  |       |  | V-I-5   |             |                               |             |             | 49,408,659                   | 149,575,269                    |
| Bebt securities issued by the governments  |       |  |         |             |                               |             |             | 49,402,693                   | 148,404,494                    |
| 1  |       |  | V-VII-1 | 17,077      |                               | 18,128      | 581         | 36,936                       | 37,517                         |
| 6.2 Sepectif provisions (·)         6.72.17.12         49.86         6.85.07.2         5.61.07.2         5.85.00         6.82.60.73         5.61.07.2         5.95.00         6.82.60.73         5.61.07.2         5.95.00         6.82.60.73         5.61.07.2         5.95.00         6.82.60.73         5.00.07.2         5.61.07.2         5.95.00         1.71.659         7.81.00         1.92.25.40         2.59.25.40         2.79.25.02         1.717.659         9.97.1         1.82.25.40         4.58.06.27         1.62.20.33         8.039.914         3.20.00         6.00.00         1.62.20.33         8.039.914         3.20.00         6.00.00         7.80.99.914         3.20.00         6.00.00         7.80.99.914         3.20.00         6.00.00         7.80.99.914         3.20.00         6.00.00         7.80.99.914         3.20.00         6.00.00         7.80.99.914         3.20.00         6.00.00         7.80.00         6.00.00         7.80.00         6.00.00         7.80.00         6.00.00         7.80.00         6.00.00         7.80.00         6.00.00         7.80.00         6.00.00         7.80.00         6.00.00         7.80.00         7.80.00         7.80.00         7.80.00         7.80.00         7.80.00         7.80.00         7.80.00         7.80.00         7.80.00         7.80.00         7.80.00         7.   |       | , , ,  |         |             |                               |             |             | -                            | -                              |
| Security processions   1,922,948   269,754   2,192,032   1,171,659   1,171,6 |       |  |         |             |                               |             |             | 49,365,757                   | 148,366,977                    |
| VII.         FACTORING RECEIVABLES         1,922,548         2,927,602         1,717,659           VIII.         RELPO-BARKINITY INVESTIMENT SECURITIES (Net)         4,76         12,250,60         4,586,627         1,522,033         8,035,714           8.1         Obed Securities issued by the governments         1,225,606         4,286,627         1,522,033         8,035,714           8.2         Other securities         4,77         384,411         3         344,544         336,279           9.1         Associates, consolidated per equity method         3,23,554         3,23,554         2,23,566         2,20,666           9.2.1         Financial associates         6,077         3         6,080         6,045           9.2.1         Financial associates         48,444         4,844         48,111           9.2.1         Novisional associates         7+8         279,647         2         20,068           10         Unconsolidated formacial subsidiaries         9-18         279,647         2         2,076,67           10         Unconsolidated formacial subsidiaries         9-19         1,05,781         1,06,765         2,06,68           11         Joint ventrues, consolidated per equity method         1         2,79,647         2,80,688 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>77,310</td><td>6,703,383</td></t<>  |       |  |         |             |                               |             |             | 77,310                       | 6,703,383                      |
|  |       |  |         |             |                               |             |             | 71,344<br><b>219,055</b>     | 5,532,608<br><b>1,390,71</b> 4 |
| Debt securities issued by the governments   12,235,406   |       |  | V-I-6   |             |                               |             |             | 140,621                      | 8,180,535                      |
| 244,038   244,038   244,038   245, |       | · ·  | V-1-0   |             |                               |             |             | 140,621                      | 8,039,914                      |
| MYSTIMIN'S IM ASSOCIATES (Net)   |       | ·  |         | 12,233,400  |                               |             | 0,037,714   | 140,621                      | 140,621                        |
| Associates, consolidated per equity method   323,654   |       |  | V-I-7   | 384.451     |                               |             | 336.229     | 3                            | 336,232                        |
| DESCRIPTION   Control    |       | 3 7  |         |             |                               |             |             |                              | 275,765                        |
| 12,253   12,356   12,353   12,356   12,355   1 | 9.2   | Unconsolidated associates  |         | 60,797      | 3                             | 60,800      |             | 3                            | 60,467                         |
| INVESTMENTS IN SUBSIDIARIES (Net)  |       |  |         |             |                               |             |             | -                            | 48,111                         |
| 10.1   Unconsolidated financial subsidiaries   279,647   279,647   286,698   279,647   279,647   286,698   279,647   279,647   279,647   286,698   279,647   279,647   286,698   279,647   286,698   279,647   286,698   279,647   286,698   279,647   286,698   279,647   286,698   279,647   286,698   279,647   286,698   279,647   286,698   279,647   286,698   279,647   286,698   279,647   286,698   279,647   286,698   279,647   286,698   279,648   279,647   286,698   279,647   286,698 | 9.2.2 | Non-Financial associates   |         | 12,353      | 3                             | 12,356      | 12,353      | 3                            | 12,356                         |
| 10.2   Unconsolidated non-financial subsidiaries   279,647   | X.    | INVESTMENTS IN SUBSIDIARIES (Net)  | V-I-8   | 279,647     | -                             | 279,647     | 286,698     | -                            | 286,698                        |
| INVESTMENTS IN JOINT-VENTURES (Net)   V-I-9   -  | 10.1  | Unconsolidated financial subsidiaries  |         | -           | -                             | -           | -           | =                            |                                |
| 11.1   | 10.2  | Unconsolidated non-financial subsidiaries                                    |         | 279,647     | -                             | 279,647     | 286,698     | -                            | 286,698                        |
| 11.2   Unconsolidated joint-ventures   | XI.   | INVESTMENTS IN JOINT-VENTURES (Net)  | V-I-9   | -           | -                             | -           | -           | -                            |                                |
| 11.2.1   Financial joint-ventures  | 11.1  | Joint-ventures, consolidated per equity method                               |         | -           | -                             | -           | -           | -                            |                                |
| 11.2.2   Non-financial joint-ventures  |       |  |         | -           | -                             | -           | -           | -                            |                                |
| XII.         LEASE RECEIVABLES         VI-10         474,045         1,406,155         1,880,200         364,209           12.1         finance lease receivables         611,982         1,565,781         2,177,763         465,056           12.2         Operational lease receivables         -         -         -         -         -           12.3         Other         -         -         -         -         -         -           12.4         Unearned income (-)         137,937         159,626         297,563         100,847           XIII.         DERIVATIVE FINANCIAL ASSETS HELD FOR RISK MANAGEMENT PURPOSE         VI-11         -  |       | · · · · · · · · · · · · · · · · · · ·  |         | -           |                               | -           | -           | -                            |                                |
| 12.1   Finance lease receivables   611,982   1,565,781   2,177,763   465,056     12.2   Operational lease receivables   -   -   -   -   -     12.3   Other   -   -   -   -     12.4   Unearned income (·)   137,937   159,626   297,563   100,847     XIII.   DERIVATIVE FINANCIAL ASSETS HELD FOR RISK MANAGEMENT PURPOSE   V-I-11   -   -   -     13.1   Fair value hedges   -   -   -   -     13.2   Cash flow hedges   -   -   -     13.3   Hedges of net investment in foreign operations   -   -     XIV.   TANGIBLE ASSETS (Net)   V-I-12   1,722,037   9,372   1,731,409   1,693,745     XV.   INTANGIBLE ASSETS (Net)   V-I-13   255,160   302   255,462   230,242     15.1   Goodwill   -     -     -     15.2   Other intangibles   255,160   302   255,462   230,242     XVI.   INVESTMENT PROPERTIES (Net)   V-I-14   423,498   -   423,498   354,385     XVII.   INVESTMENT PROPERTIES (Net)   V-I-14   423,498   -   423,498   354,385     XVII.   TAX ASSETS   1,016   -   1,016   835     XVII.   TAX ASSETS   I 1,016   -   1,016   835     XVII.   ASSETS HELD FOR SALE AND ASSETS RELATED TO THE DISCONTINUED OPERATIONS (Net)   V-I-16   1,312,728   -   1,312,728   1,228,102     18.1   ASSETS HELD FOR SALE AND ASSETS RELATED TO THE DISCONTINUED OPERATIONS (Net)   V-I-16   1,312,728   -   1,312,728   1,228,102     18.2   ASSETS HELD FOR SALE AND ASSETS RELATED TO THE DISCONTINUED OPERATIONS (Net)   V-I-16   1,312,728   -   1,312,728   1,228,102     18.2   ASSETS HELD FOR SALE AND ASSETS RELATED TO THE DISCONTINUED OPERATIONS (Net)   V-I-16   1,312,728   -   1,312,728   1,228,102     18.2   ASSETS HELD FOR SALE AND ASSETS RELATED TO THE DISCONTINUED OPERATIONS (Net)   V-I-17   4,891,487   3,843,638   8,735,125   3,110,515     XIX.   OTHER ASSETS   V-I-17   4,891,487   3,843,638   8,735,125   3,110,515     XIX.   OTHER ASSETS   V-I-17   4,891,487   3,843,638   8,735,125   3,110,515     XIX.   OTHER ASSETS   V-I-17   4,891,487   3,843,638   8,735,125   3,110,515     XIX.   OTHER ASSETS   V-I-17   4,891,487   3,843,638   8,735,125   3,110,515     XIX. |       |  |         | -           | -                             | -           | -           | -                            | -                              |
| 12.2   Operational lease receivables   |       |  | V-I-10  |             |                               |             |             | 1,182,200                    | 1,546,409                      |
| 12.3   Other   |       |  |         | 611,982     | 1,565,781                     | 2,177,763   | 465,056     | 1,323,625                    | 1,788,681                      |
| 12.4   Unearned income (-)   137,937   159,626   297,563   100,847   |       |  |         | -           |                               |             | -           | -                            |                                |
| Note   Company |       |  |         | 127.027     |                               | 207.542     | 100.947     | 141,425                      | 242,272                        |
| 13.1   Fair value hedges   | -     |  | V-I-11  |             |                               |             |             | 141,423                      | 242,212                        |
| 13.2   Cash flow hedges  |       |  | ¥-1-11  |             |                               |             |             |                              |                                |
| 13.3   Hedges of net investment in foreign operations   V-I-12   1,722,037   9,372   1,731,409   1,693,745     XIV.   TANGIBIE ASSETS (Net)   V-I-13   255,160   302   255,462   230,242     XV.   INTANGIBLE ASSETS (Net)   V-I-13   255,160   302   255,462   230,242     15.1   Goodwill  |       |  |         |             |                               |             |             |                              |                                |
| XIV.         TANGIBLE ASSETS (Net)         V-I-12         1,722,037         9,372         1,731,409         1,693,745           XV.         INTANGIBLE ASSETS (Net)         V-I-13         255,160         302         255,462         230,242           15.1         Goodwill         -   |       |  |         |             |                               |             |             |                              |                                |
| XV.         INTANGIBLE ASSETS (Net)         V-I-13         255,160         302         255,462         230,242           15.1         Goodwill         -   |       |  | V-I-12  | 1.722.037   | 9.372                         | 1.731.409   | 1.693.745   | 9,358                        | 1,703,103                      |
| 15.1         Goodwill         - <th< td=""><td></td><td>` '</td><td></td><td></td><td></td><td></td><td></td><td>23</td><td>230,265</td></th<>   |       | ` '  |         |             |                               |             |             | 23                           | 230,265                        |
| 15.2         Other intangibles         255,160         302         255,462         230,242           XVI.         INVESTMENT PROPERTIES (Net)         V-I-14         423,498         -         423,498         354,385           XVII.         TAX ASSETS         63,612         -         63,612         19.00         -         63,612         19.00         -         63,612         19.00         -         62,596         -         62,596         -         62,596         197,087           XVIII.         ASSETS HELD FOR SALE AND ASSETS RELATED TO THE DISCONTINUED OPERATIONS (Net)         V-I-16         1,312,728         -         1,312,728         1,228,102           18.1         Assets held for sale         1,312,728         -         1,312,728         1,228,102           18.2         Assets related to the discontinued operations         V-I-17         4,891,487         3,843,638         8,735,125         3,110,515  |       |  |         | ,           |                               | ,           | ,           | -                            |                                |
| XVI.         INVESTMENT PROPERTIES (Net)         V-I-14         423,498         -         423,498         354,385           XVII.         TAX ASSETS         63,612         -         63,612         197,922           17.1         Current tax assets         1,016         -         1,016         835           17.2         Deferred tax assets         Y-I-15         62,596         -         66,2596         197,087           XVIII.         ASSETS HELD FOR SALE AND ASSETS RELATED TO THE DISCONTINUED OPERATIONS (Net)         V-I-16         1,312,728         -         1,312,728         1,228,102           18.1         Assets related to the discontinued operations         - </td <td></td> <td></td> <td></td> <td>255,160</td> <td>302</td> <td>255,462</td> <td>230,242</td> <td>23</td> <td>230,265</td>  |       |  |         | 255,160     | 302                           | 255,462     | 230,242     | 23                           | 230,265                        |
| XVII.         TAX ASSETS         63,612         -         63,612         197,922           17.1         Current tax assets         1,016         -         1,016         835           17.2         Deferred tax assets         V-I-15         62,596         -         62,596         197,082           XVIII.         ASSETS HELD FOR SALE AND ASSETS RELATED TO THE DISCONTINUED OPERATIONS (Net)         V-I-16         1,312,728         -         1,312,728         1,228,102           18.1         Assets held for sale         1,312,728         -         1,312,728         1,228,102           18.2         Assets related to the discontinued operations         -         -         -         -         -           XIX.         OTHER ASSETS         V-I-17         4,891,487         3,843,638         8,735,125         3,110,515  |       | -  | V-I-14  |             |                               |             |             | -                            | 354,385                        |
| 17.1         Current tax assets         1,016         -         1,016         835           17.2         Deferred tax assets         V-I-15         62,596         -         62,596         197,087           XVIII.         ASSETS HELD FOR SALE AND ASSETS RELATED TO THE DISCONTINUED OPERATIONS (Net)         V-I-16         1,312,728         -         1,312,728         1,228,102           18.1         Assets held for sale         1,312,728         -         1,312,728         1,228,102           18.2         Assets related to the discontinued operations         V-I-17         4,891,487         3,843,638         8,735,125         3,110,515   |       |  |         |             | -                             |             |             | -                            | 197,922                        |
| 17.2         Deferred tax assets         V-I-15         62,596         -         62,596         197,087           XVIII.         ASSETS HELD FOR SALE AND ASSETS RELATED TO THE DISCONTINUED OPERATIONS (Net)         V-I-16         1,312,728         -         1,312,728         1,228,102           18.1         Assets held for sale         1,312,728         -         1,312,728         1,228,102           18.2         Assets related to the discontinued operations         V-I-17         4,891,487         3,843,638         8,735,125         3,110,515   |       |  |         |             | -                             |             |             | -                            | 835                            |
| XVIII.         ASSETS HELD FOR SALE AND ASSETS RELATED TO THE DISCONTINUED OPERATIONS (Net)         V-I-16         1,312,728         -         1,312,728         1,312,728         1,312,728         1,312,728         1,228,102           18.2         Assets related to the discontinued operations         -  |       |  | V-I-15  |             | -                             |             |             | -                            | 197,087                        |
| 18.2       Assets related to the discontinued operations         XIX.       OTHER ASSETS       V-I-17       4,891,487       3,843,638       8,735,125       3,110,515  |       | ASSETS HELD FOR SALE AND ASSETS RELATED TO THE DISCONTINUED OPERATIONS (Net) | V-I-16  |             |                               |             | 1,228,102   | -                            | 1,228,102                      |
| XIX. OTHER ASSETS V-I-17 4,891,487 3,843,638 8,735,125 3,110,515   | 18.1  | Assets held for sale   |         | 1,312,728   | -                             | 1,312,728   | 1,228,102   | =                            | 1,228,102                      |
|  | 18.2  | Assets related to the discontinued operations                                |         |             |                               |             |             |                              |                                |
| TOTAL ASSETS 176,415,113 104,443.893 280.859.006 137.024.240   | XIX.  | OTHER ASSETS   | V-I-17  | 4,891,487   | 3,843,638                     | 8,735,125   | 3,110,515   | 2,472,502                    | 5,583,017                      |
| TOTAL ASSETS 176,415,113 104,443.893 280.859.006 137.024.240   |       |  |         |             |                               |             |             |                              |                                |
| , , , , , , , , , , , , , , , , , , ,  |       | TOTAL ASSETS   |         | 176,415,113 | 104,443,893                   | 280,859,006 | 137,024,240 | 83,646,760                   | 220,671,000                    |

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES CONSOLIDATED BALANCE SHEET (STATEMENT OF FINANCIAL POSITION) AS AT DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|             |   |                  |                         | Audited Current<br>December 31, 1 | 2017                            |                      | Audited Prior P<br>December 31, | 2016                    |
|-------------|---|------------------|-------------------------|-----------------------------------|---------------------------------|----------------------|---------------------------------|-------------------------|
|             | LIABILITIES AND EQUITY  | Notes            | TL                      | FC                                | Total                           | TL                   | FC                              | Total                   |
| <u>l.</u>   | DEPOSITS  | V-II-1           | 102,796,242             | 55,191,624                        | 157,987,866                     | 85,815,420           | 40,443,889                      | 126,259,309             |
| 1.1         | Deposits of risk group  | V-VII-1          | 2,079,489               | 146,601                           | 2,226,090                       | 1,686,765            | 116,088                         | 1,802,853               |
| 1.2         | Other deposits  |                  | 100,716,753             | 55,045,023                        | 155,761,776                     | 84,128,655           | 40,327,801                      | 124,456,456             |
| <u>II.</u>  | DERIVATIVE FINANCIAL LIABILITIES HELD FOR TRADING PURPOSE FUNDS BORROWED                          | V-II-2<br>V-II-3 | 1,011,508               | 169,034<br>29,130,247             | 1,180,542<br>31,387,788         | 955,019<br>1,720,814 | 199,405                         | 1,154,424<br>26,299,430 |
| III.<br>IV. | INTERBANK MONEY MARKET  | V-11-3           | 2,257,541<br>18,936,344 | 3,752,731                         | <u> </u>                        | 11,450,137           | 24,578,616<br>1,794,134         | 13,244,271              |
| 4.1         | Interbank money market takings  |                  | 11,662,376              | 1,631,693                         | <b>22,689,075</b><br>13,294,069 | 2,501,180            | 1,/74,134                       | 2,501,180               |
| 4.1         | Istanbul Stock Exchange money market takings  |                  | 237,318                 | 1,031,073                         | 237,318                         | 277,667              |                                 | 277,667                 |
| 4.3         | Obligations under repurchase agreements   |                  | 7,036,650               | 2,121,038                         | 9,157,688                       | 8,671,290            | 1,794,134                       | 10,465,424              |
| ٧.          | SECURITIES ISSUED (Net)   | V-II-3           | 6,967,544               | 12,903,215                        | 19,870,759                      | 3,373,519            | 11,309,305                      | 14,682,824              |
| 5.1         | Bills   |                  | 3,996,077               |                                   | 3,996,077                       | 3,373,519            | - 1.,507,505                    | 3,373,519               |
| 5.2         | Asset backed securities   |                  |                         | -                                 |                                 |                      | -                               | - 3,3,3,3,5             |
| 5.3         | Bonds   |                  | 2,971,467               | 12,903,215                        | 15,874,682                      | =                    | 11,309,305                      | 11,309,305              |
| VI.         | FUNDS   |                  | 3,206                   | -                                 | 3,206                           | 3,319                | -                               | 3,319                   |
| 6.1         | Funds against borrower's note   |                  | -                       | -                                 |                                 |                      | -                               |                         |
| 6.2         | Other   |                  | 3,206                   | -                                 | 3,206                           | 3,319                | -                               | 3,319                   |
| VII.        | MISCELLANEOUS PAYABLES  |                  | 6,343,340               | 989,690                           | 7,333,030                       | 4,622,676            | 920,879                         | 5,543,555               |
| VIII.       | OTHER EXTERNAL RESOURCES PAYABLE  | V-II-4           | 947,498                 | 3,029,795                         | 3,977,293                       | 747,599              | 2,018,132                       | 2,765,731               |
| IX.         | FACTORING PAYABLES  |                  | 221                     | 216                               | 437                             | 77                   | 4                               | 81                      |
| X.          | LEASE PAYABLES (Net)  | V-II-5           | -                       | -                                 | -                               | -                    | -                               | -                       |
| 10.1        | Finance lease payables  |                  | -                       | -                                 | -                               | -                    | -                               | -                       |
| 10.2        | Operational lease payables  |                  | =                       | -                                 | -                               | =                    | =                               | -                       |
| 10.3        | Other   |                  | ÷                       | =                                 | =                               | =                    | ÷                               | <u> </u>                |
| 10.4        | Deferred finance leasing expenses ( - )   |                  | -                       | -                                 | -                               | -                    | -                               |                         |
| XI.         | DERIVATIVE FINANCIAL LIABILITIES HELD FOR RISK MANAGEMENT PURPOSE                                 | V-II-6           | -                       | •                                 | •                               | -                    | -                               |                         |
| 11.1        | Fair value hedges   |                  | -                       | -                                 | -                               | -                    | -                               | -                       |
| 11.2        | Cash flow hedges  |                  | -                       | -                                 | -                               | -                    | -                               |                         |
| 11.3        | Hedges of net investment in foreign operations  |                  |                         |                                   |                                 |                      |                                 | <del></del>             |
| XII.        | PROVISIONS  | V-II-7           | 6,084,250               | 42,791                            | 6,127,041                       | 5,562,513            | 43,584                          | 5,606,097               |
| 12.1        | General provisions  | V-II-7           | 1,872,826               | 12,667                            | 1,885,493                       | 2,153,773            | 13,670                          | 2,167,443               |
| 12.2        | Restructuring reserves Reserve for employee benefits  |                  | 852,775                 | 2,763                             | 855,538                         | 736,608              | 1,791                           | 738,399                 |
| 12.3        | Insurance technical provisions (Net)  |                  | 2,631,507               | 14,011                            | 2,645,518                       | 2,304,345            | 14,000                          | 2,318,345               |
| 12.4        | Other provisions  | V-II-7           | 727,142                 | 13,350                            | 740,492                         | 367,787              | 14,000                          | 381,910                 |
| XIII.       | TAX LIABILITIES   | V-II-8           | 703,795                 | 58,072                            | 761,867                         | 477,830              | 11,957                          | 489,787                 |
| 13.1        | Current tax liabilities   |                  | 686,133                 | 670                               | 686,803                         | 463,916              | 2,847                           | 466,763                 |
| 13.2        | Deferred tax liabilities  | V-I-15           | 17,662                  | 57,402                            | 75,064                          | 13,914               | 9,110                           | 23,024                  |
| XIV.        | PAYABLES FOR ASSETS HELD FOR SALE AND ASSETS RELATED TO   |                  | ,,,,,,                  |                                   |                                 | - 7                  |                                 |                         |
|             | DISCONTINUED OPERATIONS (Net)   | V-II-9           | -                       | -                                 | -                               | -                    | -                               |                         |
| 14.1        | Payables related to the assets held for sale  |                  | -                       | -                                 | -                               | -                    | -                               | -                       |
| 14.2        | Payables related to the discontinued operations   |                  | -                       | -                                 | -                               | =                    | =                               | -                       |
| XV.         | SUBORDINATED LOANS  | V-II-10          | 528,188                 | 5,388,949                         | 5,917,137                       |                      | 5,014,700                       | 5,014,700               |
| XVI.        | EQUITY  |                  | 22,991,149              | 631,816                           | 23,622,965                      | 19,154,003           | 453,469                         | 19,607,472              |
| 16.1        | Paid-in capital   | V-II-11          | 2,500,000               | -                                 | 2,500,000                       | 2,500,000            |                                 | 2,500,000               |
| 16.2        | Capital reserves  |                  | 1,582,247               | 177,252                           | 1,759,499                       | 1,494,226            | 50,440                          | 1,544,666               |
|             | 1 Share premium   |                  | 724,269                 | -                                 | 724,269                         | 727,780              | -                               | 727,780                 |
|             | 2 Share cancellation profits  | V II 44          | (240.270)               |                                   | - ((2,12()                      | (101 (00)            |                                 | (121.140)               |
|             | 3 Valuation differences of the marketable securities 4 Revaluation surplus on tangible assets     | V-II-11          | (240,378)               | 177,252                           | (63,126)                        | (181,609)            | 50,440                          | (131,169)<br>997.197    |
| _           | 5 Revaluation surplus on idangible assets   |                  | 1,046,956               | -                                 | 1,046,956                       | 997,197              |                                 | 997,197                 |
|             | 5 Revaluation surplus on investment properties  |                  |                         |                                   |                                 |                      |                                 |                         |
|             | 7 Bonus shares of associates, subsidiaries and joint-ventures                                     |                  | 3,913                   | _                                 | 3,913                           | 3,683                |                                 | 3,683                   |
|             | B Hedging reserves (effective portion)  |                  | 3,713                   |                                   | 3,713                           |                      | -                               | 3,003                   |
|             | Revaluation surplus on assets held for sale and assets related to the     discontinued operations |                  | _                       | _                                 | _                               |                      | -                               |                         |
| 16.2.1      | 0 Other capital reserves  |                  |                         |                                   |                                 | ,                    |                                 |                         |
|             | . (0  |                  | 47,487                  | -                                 | 47,487                          | (52,825)             |                                 | (52,825)                |
| 16.3        | Profit reserves   |                  | 14,550,334              | 254,763                           | 14,805,097                      | 12,025,037           | 234,296                         | 12,259,333              |
|             | 1 Legal reserves  |                  | 1,700,302               | 9,553                             | 1,709,855                       | 1,428,436            | 8,351                           | 1,436,787               |
|             | 2 Status reserves<br>3. Extraordinary reserves  |                  | 6,337<br>12,432,750     | 5,389                             | 6,337<br>12,438,139             | 6,337<br>10,151,977  | 4,598                           | 6,337<br>10,156,575     |
|             | 4. Other profit reserves  |                  | 410,945                 | 239,821                           | 650,766                         | 438,287              | 221,347                         | 659,634                 |
| _           | Profit or loss  |                  | 3,753,445               | 127,821                           | 3,881,266                       | 2,660,885            | 115,059                         | 2,775,944               |
|             | 1 Prior years' profit/loss  |                  | (154,298)               | 103,132                           | (51,166)                        | (107,147)            | 93,173                          | (13,974)                |
|             | 2 Current period's profit/loss  |                  | 3,907,743               | 24,689                            | 3,932,432                       | 2,768,032            | 21,886                          | 2,789,918               |
| 16.5        | Non-controlling interest  |                  | 605,123                 | 71,980                            | 677,103                         | 473,855              | 53,674                          | 527,529                 |
|             | y ···   |                  | ,                       | ,                                 | ,                               | ,                    | /                               | ,                       |
|             | TOTAL LIABILITIES AND EQUITY  |                  | 169,570,826             | 111,288,180                       | 280,859,006                     | 133,882,926          | 86,788,074                      | 220,671,000             |

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES CONSOLIDATED OFF-BALANCE SHEET AS AT DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|             |   |             |                        | Audited Current<br>December 31, | 2017                     |                         | Audited Prior P          | 2016                     |
|-------------|---|-------------|------------------------|---------------------------------|--------------------------|-------------------------|--------------------------|--------------------------|
| Α.          | OFF-BALANCE SHEET COMMITMENTS AND CONTINGENCIES (I+II+III)  | Notes       | 80,999,013             | 81,421,461                      | TOTAL<br>162,420,474     | 71,979,483              | 76,304,502               | TOTAL<br>148,283,985     |
| I.          | GUARANTEES AND SURETIES   | V-III-2-4   | 32,656,344             | 18,667,358                      | 51,323,702               | 26,946,124              | 13,714,227               | 40,660,351               |
| 1.1         | Letters of guarantee  |             | 32,035,061             | 8,135,927                       | 40,170,988               | 26,687,992              | 5,628,335                | 32,316,327               |
| 1.1.1       | Guarantees subject to State Tender Law Guarantees given for foreign trade operations              |             | 3,163,898<br>1,053,872 | 4,099,756                       | 7,263,654                | 3,203,501               | 2,571,209                | 5,774,710<br>1,059,516   |
| 1.1.3       | Other letters of guarantee  |             | 27,817,291             | 4,036,171                       | 1,053,872<br>31,853,462  | 1,059,516<br>22,424,975 | 3,057,126                | 25,482,101               |
| 1.2         | Bank acceptances  |             | 44,700                 | 1,510,854                       | 1,555,554                | 53,702                  | 1,143,484                | 1,197,186                |
| 1.2.1       | Import letter of acceptance   |             | 671                    | 519,399                         | 520,070                  |                         | 395,874                  | 395,874                  |
| 1.2.2       | Other bank acceptances Letters of credit  |             | 44,029<br>30,161       | 991,455<br>8,963,991            | 1,035,484<br>8,994,152   | 53,702<br>1,762         | 747,610<br>6,911,368     | 801,312<br>6,913,130     |
| 1.3.1       | Documentary letters of credit   |             | 30,161                 | 8,963,991                       | 8,994,152                | 1,762                   | 6,911,368                | 6,913,130                |
| 1.3.2       | Other letters of credit   |             | -                      |                                 |                          | -                       | -                        |                          |
| 1.4         | Guaranteed pre-financings Endorsements  |             | =                      | 3,006                           | 3,006                    | = = =                   | 2,796                    | 2,796                    |
| 1.5.1       | Endorsements to the Central Bank of the Republic of Turkey  |             | -                      | -                               | -                        | -                       | -                        |                          |
| 1.5.2       | Other endorsements  |             | -                      | -                               | -                        | -                       | -                        | -                        |
| 1.6         | Marketable securities underwriting commitments Factoring related quarantees                       |             | 225.380                | 7.528                           | 232.908                  | 202.669                 | 7.682                    | 210,350                  |
| 1.8         | Other quarantees  |             | 81,074                 | 43,996                          | 125,070                  | 202,668                 | 16,890                   | 16,890                   |
| 1.9         | Other sureties  |             | 239,968                | 2,056                           | 242,024                  | =                       | 3,672                    | 3,672                    |
| II.         | COMMITMENTS   |             | 31,872,658             | 17,873,251                      | 49,745,909               | 27,151,229              | 12,692,995               | 39,844,224               |
| 2.1.1       | Irrevocable commitments Asset purchase commitments  | V-III-1     | 28,813,083<br>793,979  | 1,547,642<br>961,190            | 30,360,725<br>1,755,169  | 24,078,084<br>1,362,697 | 1,659,432<br>1,502,055   | 25,737,516<br>2,864,752  |
| 2.1.2       | Deposit purchase and sales commitments  | · · · · · · | -                      | -                               | -                        | -                       | -                        | -                        |
| 2.1.3       | Share capital commitments to associates and subsidiaries  | V-III-1     | -                      | -                               | -                        | -                       | -                        | -                        |
| 2.1.4       | Loan granting commitments Securities issuance brokerage commitments                               | V-III-1     | 11,843,577             | 74,556                          | 11,918,133               | 9,817,555               | 34,042                   | 9,851,597                |
| 2.1.6       | Commitments for reserve deposit requirements  |             |                        |                                 |                          |                         |                          |                          |
| 2.1.7       | Commitments for cheque payments   | V-III-1     | 2,542,741              | -                               | 2,542,741                | 2,154,102               | -                        | 2,154,102                |
| 2.1.8       | Tax and fund obligations on export commitments  | V III 4     | 10.534.063             |                                 | 10.534.862               | 0.403.035               | =                        | 0.402.025                |
| 2.1.9       | Commitments for credit card limits  Commitments for credit card and banking operations promotions | V-III-1     | 10,534,862<br>761,674  | -                               | 761,674                  | 8,682,835<br>300,108    |                          | 8,682,835<br>300,108     |
| 2.1.11      | Receivables from "short" sale commitments on securities   |             | -                      | =                               | -                        | -                       | =                        | -                        |
| 2.1.12      | Payables from "short" sale commitments on securities  |             | -                      |                                 |                          |                         | -                        | -                        |
| 2.1.13      | Other irrevocable commitments  Revocable commitments  |             | 2,336,250<br>3,059,575 | 511,896<br>16,325,609           | 2,848,146<br>19,385,184  | 1,760,787<br>3,073,145  | 123,335<br>11,033,563    | 1,884,122<br>14,106,708  |
| 2.2.1       | Revocable loan granting commitments   |             | 3,059,575              | 16,325,609                      | 19,385,184               | 3,024,169               | 11,033,563               | 14,057,732               |
| 2.2.2       | Other revocable commitments   |             | -                      | -                               | -                        | 48,976                  | -                        | 48,976                   |
| III.<br>3.1 | DERIVATIVE FINANCIAL INSTRUMENTS  Derivative financial instruments held for risk management       | V-III-5     | 16,470,011             | 44,880,852                      | 61,350,863               | 17,882,130              | 49,897,280               | 67,779,410               |
| 3.1.1       | Fair value hedges   |             | -                      | -                               | -                        | -                       | -                        |                          |
| 3.1.2       | Cash flow hedges  |             | -                      | -                               | -                        | -                       | -                        | -                        |
| 3.1.3       | Net foreign investment hedges Trading derivatives   |             | 16,470,011             | 44,880,852                      | 61,350,863               | 17,882,130              | 49,897,280               | 67,779,410               |
| 3.2.1       | Forward foreign currency purchases/sales  |             | 1,152,837              | 1,617,661                       | 2,770,498                | 492,117                 | 1,123,868                | 1,615,985                |
| 3.2.1.1     | Forward foreign currency purchases  |             | 576,772                | 808,889                         | 1,385,661                | 247,789                 | 560,368                  | 808,157                  |
| 3.2.2.2     | Forward foreign currency sales  |             | 576,065                | 808,772                         | 1,384,837                | 244,328                 | 563,500                  | 807,828                  |
| 3.2.2.1     | Currency and interest rate swaps Currency swaps-purchases   |             | 9,715,102<br>3,085,946 | 31,666,680<br>11,883,240        | 41,381,782<br>14,969,186 | 16,341,272<br>8,566,437 | 37,911,234<br>11,982,601 | 54,252,506<br>20,549,038 |
| 3.2.2.2     | Currency swaps-sales  |             | 4,289,156              | 5,162,344                       | 9,451,500                | 6,324,835               | 10,311,809               | 16,636,644               |
| 3.2.2.3     | Interest rate swaps-purchases   |             | 1,170,000              | 7,310,548                       | 8,480,548                | 725,000                 | 7,808,412                | 8,533,412                |
| 3.2.2.4     | Interest rate swaps-sales Currency, interest rate and security options                            |             | 1,170,000<br>426,094   | 7,310,548<br>431,542            | 8,480,548<br>857,636     | 725,000<br>142,676      | 7,808,412<br>730,632     | 8,533,412<br>873,308     |
| 3.2.3.1     | Currency call options   |             | 412,706                | 13,400                          | 426,106                  | 121,124                 | 306,804                  | 427,928                  |
| 3.2.3.2     | Currency put options  |             | 13,388                 | 418,142                         | 431,530                  | 21,552                  | 423,828                  | 445,380                  |
| 3.2.3.3     | Interest rate call options Interest rate put options  |             | -                      | -                               | -                        | -                       | -                        |                          |
| 3.2.3.4     | Security call options   |             | -                      | -                               | -                        |                         | -                        |                          |
| 3.2.3.6     | Security put options  |             | =                      | =                               | =                        | =                       | =                        | -                        |
| 3.2.4       | Currency futures  |             | -                      | -                               | -                        | -                       | -                        | -                        |
| 3.2.4.1     | Currency futures-purchases Currency futures-sales   |             |                        | -                               | -                        |                         | -                        |                          |
| 3.2.5       | Interest rate futures   |             | -                      | -                               | -                        | -                       | -                        | -                        |
| 3.2.5.1     | Interest rate futures-purchases   |             | -                      | -                               | -                        | -                       | =                        | -                        |
| 3.2.5.2     | Interest rate futures-sales   |             | 5 175 070              | 11 164 969                      | 16 340 947               | 906.065                 | 10 131 546               | 11 037 611               |
| B.          | CUSTODY AND PLEDGED ITEMS (IV+V+VI)   |             | 1,287,928,890          | 807,052,180                     | 2,094,981,070            | 1,045,090,768           | 580,650,674              | 1,625,741,442            |
| IV.         | ITEMS HELD IN CUSTODY   |             | 59,316,964             | 5,617,699                       | 64,934,663               | 56,357,991              | 4,476,062                | 60,834,053               |
| 4.1         | Customers' securities held  |             | 923,511<br>43.471.833  | 125.000                         | 923,511<br>43.607.713    | 796,204<br>43.543.703   | 147.004                  | 796,204                  |
| 4.2         | Investment securities held in custody Checks received for collection                              |             | 10,617,821             | 135,880<br>2,607,299            | 13,225,120               | 9,441,126               | 147,806<br>2,589,510     | 43,691,509<br>12,030,636 |
| 4.4         | Commercial notes received for collection  |             | 2,959,313              | 993,297                         | 3,952,610                | 1,535,349               | 751,302                  | 2,286,651                |
| 4.5         | Other assets received for collection  |             | 2,152                  | 151                             | 2,303                    | 2,152                   | 141                      | 2,293                    |
| 4.6         | Assets received through public offering Other items under custody                                 |             | 140,536                | 743,875                         | 884,411                  | 49,414                  | 87,056                   | 136,470                  |
| 4.7         | Custodians  |             | 1,201,798              | 1,137,197                       | 2,338,995n               | 990,043                 | 900,247                  | 1,890,290                |
| ٧.          | PLEDGED ITEMS   |             | 315,488,892            | 132,707,352                     | 448,196,244              | 280,719,507             | 104,200,492              | 384,919,999              |
| 5.1<br>5.2  | Securities Guarantee notes  |             | 740,033<br>708,473     | 5,090<br>524,748                | 745,123<br>1,233,221     | 495,623<br>767,642      | 16,366<br>544,996        | 511,989<br>1,312,638     |
| 5.3         | Commodities   |             | 33,014,517             | 759,683                         | 33,774,200               | 31,750,967              | 775,907                  | 32,526,874               |
| 5.4         | Warranties  |             | -                      | -                               | -                        | -                       | -                        |                          |
| 5.5         | Real estates  |             | 240,571,560            | 108,037,406                     | 348,608,966              | 230,190,866             | 86,340,346               | 316,531,212              |
| 5.6<br>5.7  | Other pledged items Pledged items-depository  |             | 39,693,039<br>761,270  | 23,254,495                      | 62,947,534<br>887,200    | 16,964,074<br>550,335   | 16,365,309<br>157,568    | 33,329,383<br>707,903    |
| VI.         | CONFIRMED BILLS OF EXCHANGE AND SURETIES  |             | 913,123,034            | 668,727,129                     | 1,581,850,163            | 708,013,270             | 471,974,120              | 1,179,987,390            |
|             | TOTAL OFF DALLAGE CHEFT ITTUS (A. D)  |             | 4 240 000 000          | 000 (== :::                     |                          | 4 44 7 0                |                          |                          |
|             | TOTAL OFF-BALANCE SHEET ITEMS (A+B)   |             | 1,368,927,903          | 888,473,641                     | 2,257,401,544            | 1,117,070,251           | 656,955,176              | 1,774,025,427            |

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES CONSOLIDATED STATEMENT OF INCOME FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|        |  | Notes    | Independent<br>Auditor's<br>Current Period<br>January 1, 2017-<br>December 31, 2017 | Independent<br>Auditor's<br>Prior Period<br>January 1, 2016-<br>December 31, 2016 |
|--------|--|----------|---|---|
| Ī.     | INTEREST INCOME  | Hotes    | 22,045,179  | 16,964,189  |
| 1.1    | Interest income from loans   | V-IV-1   | 18,315,576  | 14,268,928  |
| 1.2    | Interest income from reserve deposits  |          | 221,541   | 111,798   |
| 1.3    | Interest income from banks   | V-IV-1   | 210,696   | 121,181   |
| 1.4    | Interest income from money market transactions   |          | 35,753  | 600   |
| 1.5    | Interest income from securities portfolio  | V-IV-1   | 2,914,538   | 2,230,139   |
| 1.5.1  | Trading financial assets   |          | 19,051  | 8,946   |
| 1.5.2  | Financial assets designated at fair value through profit or loss                             |          | -   | -   |
| 1.5.3  | Available-for-sale financial assets  |          | 1,735,213   | 1,513,449   |
| 1.5.4  | Held-to-maturity investments   |          | 1,160,274   | 707,744   |
| 1.6    | Finance lease income   |          | 138,960   | 110,201   |
| 1.7    | Other interest income  |          | 208,115   | 121,342   |
| II.    | INTEREST EXPENSE   |          | 13,073,305  | 9,727,956   |
| 2.1    | Interest expense on deposits   | V-IV-2   | 9,200,620   | 7,194,767   |
| 2.2    | Interest expense on funds borrowed   | V-IV-2   | 841,072   | 508,116   |
| 2.3    | Interest expense on money market transactions  |          | 1,553,389   | 1,007,022   |
| 2.4    | Interest expense on securities issued  | V-IV-2   | 1,059,739   | 691,897   |
| 2.5    | Other interest expenses  |          | 418,485   | 326,154   |
| III.   | NET INTEREST INCOME (I - II)   |          | 8,971,874   | 7,236,233   |
| IV.    | NET FEES AND COMMISSIONS INCOME  |          | 1,235,550   | 912,483   |
| 4.1    | Fees and commissions received  |          | 1,896,758   | 1,458,702   |
| 4.1.1  | Non-cash loans   |          | 300,942   | 229,775   |
| 4.1.2  | Others   |          | 1,595,816   | 1,228,927   |
| 4.2    | Fees and commissions paid  |          | 661,208   | 546,219   |
| 4.2.1  | Non-cash loans   |          | 4,190   | 1,916   |
| 4.2.2  | Others   |          | 657,018   | 544,303   |
| V.     | DIVIDEND INCOME  | V-IV-3   | 47,481  | 61,736  |
| VI.    | TRADING INCOME/LOSSES (Net)  | V-IV-4   | 194,447   | 505,038   |
| 6.1    | Trading account income/losses  | V-IV-4   | 48,446  | 24,051  |
| 6.2    | Income/losses from derivative financial instruments  | V-IV-4   | (15,681)  | 354,798   |
| 6.3    | Foreign exchange gains/losses  | V-IV-4   | 161,682   | 126,189   |
| VII.   | OTHER OPERATING INCOME   | V-IV-5   | 3,085,245   | 2,004,336   |
| VIII.  | TOTAL OPERATING PROFIT (III+IV+V+VI+VII)   |          | 13,534,597  | 10,719,826  |
| IX.    | PROVISION FOR LOSSES ON LOANS AND OTHER RECEIVABLES (-)                                      | V-IV-6   | 2,842,558   | 2,333,609   |
| Х.     | OTHER OPERATING EXPENSES (-)   | V-IV-7   | 5,734,147   | 4,906,704   |
| XI.    | NET OPERATING PROFIT/LOSS (VIII-IX-X)  |          | 4,957,892   | 3,479,513   |
| XII.   | INCOME RESULTED FROM MERGERS   |          |   | <u> </u>  |
| XIII.  | INCOME/LOSS FROM INVESTMENTS UNDER EQUITY ACCOUNTING   |          | 51,481  | 37,267  |
| XIV.   | GAIN/LOSS ON NET MONETARY POSITION   |          | <u>-</u>  |   |
| XV.    | INCOME/LOSS FROM CONTINUING OPERATIONS BEFORE TAXES (XI++XIV)                                |          | 5,009,373   | 3,516,780   |
| XVI.   | CONTINUING OPERATIONS PROVISION FOR TAXES  | V-IV-11  | (992,027)   | (724,334)   |
| 16.1   | Current tax charges  |          | (831,655)   | (741,888)   |
| 16.2   | Deferred tax credits   |          | (160,372)   | 17,554  |
| XVII.  | NET INCOME/LOSS AFTER TAXES FROM CONTINUING OPERATIONS (XV±XVI)                              | V-IV-12  | 4,017,346   | 2,792,446   |
| XVIII. | INCOME FROM DISCONTINUED OPERATIONS  |          | <del>-</del>  | <u>-</u>  |
| 18.1   | Income from investment properties  |          | -   |   |
| 18.2   | Income from sales of subsidiaries, affiliates and joint-ventures                             |          |   |   |
| 18.3   | Other income from discontinued activities  |          | <del>-</del>  |   |
| XIX.   | EXPENSES FROM DISCONTINUED OPERATIONS(-)   |          | -   |   |
| 19.1   | Investment property expenses   |          | =   |   |
| 19.2   | Losses from sales of subsidiaries, affiliates and joint ventures                             |          | =   |   |
| 19.3   | Other expenses from discontinued activities  |          | -   |   |
| XX.    | INCOME/LOSS FROM DISCONTINUED OPERATIONS BEFORE TAXES(XVIII-XIX)                             |          | -   |   |
| XXI.   | DISCONTINUED OPERATIONS PROVISION FOR TAXES(±)   |          | -   | <u> </u>  |
| 21.1   | Current tax charge   |          | -   |   |
| 21.2   | Deferred tax charge  |          | -   |   |
| XXII.  | NET INCOME/LOSS AFTER TAXES FROM DISCONTINUED OPERATIONS(XX±XXI)  NET PROFIT/LOSS (XVI+XXII) | V IV 43  |   | 2,792,446   |
| 23.1.  | Equity holders of the Bank   | V-IV-12  | <b>4,017,346</b><br>3,932,432   |   |
| 23.1.  | Non-controlling interest(-)  |          | 3,932,432   | 2,789,918   |
| ۷.۷.   | Earnings per 100 Share (full TL)   | III-XXIV | 1.5730  | 1.1160  |
|        | carrings per 100 strate (tall fr)  | III-VVIA | 1.3730  | 1.1160  |

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES CONSOLIDATED STATEMENT OF PROFIT AND LOSS ITEMS ACCOUNTED UNDER SHAREHOLDERS' EQUITY FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|       |   | Independent       |                   |
|-------|---|-------------------|-------------------|
|       |   | Auditor's         |                   |
|       |   | Current Period    |                   |
|       |   | January 1, 2017-  |                   |
|       | GAINS AND LOSSES RECOGNIZED IN EQUITY   | December 31, 2017 | December 31, 2016 |
| I.    | VALUATION DIFFERENCES OF AVAILABLE FOR SALE FINANCIAL ASSETS RECOGNIZED                                     |                   |                   |
|       | IN VALUATION DIFFERENCES OF MARKETABLE SECURITIES   | 86,257            | (234,289)         |
| II.   | REVALUATION SURPLUS ON TANGIBLE ASSETS  | 333               | 16,708            |
| III.  | REVALUATION SURPLUS ON INTANGIBLE ASSETS  | -                 | -                 |
| IV.   | CURRENCY TRANSLATION DIFFERENCES  | (27,252)          | 59,217            |
| ٧.    | GAINS/(LOSSES) FROM CASH FLOW HEDGES (Effective Portion of Fair Value                                       |                   |                   |
|       | Changes)  | -                 |                   |
| VI.   | GAINS/(LOSSES) FROM NET FOREIGN INVESTMENT HEDGES (Effective portion)                                       | -                 | -                 |
| VII.  | EFFECTS OF CHANGES IN ACCOUNTING POLICIES AND ERRORS  | -                 | -                 |
| VIII. | OTHER GAINS AND LOSSES RECOGNIZED IN EQUITY IN ACCORDANCE WITH TAS  | 88,820            | 31,515            |
| IX.   | DEFERRED TAXES DUE TO VALUATION DIFFERENCES   | (21,448)          | 44,360            |
| X.    | NET GAINS/LOSSES RECOGNIZED DIRECTLY IN EQUITY (I+II++IX)   | 126,710           | (82,489)          |
| XI.   | CURRENT PERIOD'S PROFIT/(LOSS)  | 4,017,346         | 2,792,446         |
| 11.1  | Change in fair value of securities (transfers to the statement of income)                                   | (34,098)          | (5,576)           |
| 11.2  | Gains/Losses recognized in the statement of income due to reclassification of cash flow hedges              | -                 | -                 |
| 11.3  | Gains/Losses recognized in the statement of income due to reclassification of net foreign investment hedges | -                 | -                 |
| 11.4  | Others  | 4,051,444         | 2,798,022         |
| XII.  | TOTAL GAINS AND LOSSES RECOGNIZED DURING THE PERIOD (X+XI)  | 4,144,056         | 2,709,957         |

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|  |              | Capital<br>Reserves |                    |      |              |            |                              |             |   | R         | Revaluation<br>Surplus on<br>Tangible | Bonus<br>Shares of                       | Re Re          | Revaluation<br>Surp. On<br>Assets Held                                |                                    |                                 |                    |
|--|--------------|---------------------|--------------------|------|--------------|------------|------------------------------|-------------|---|-----------|---------------------------------------|--|----------------|---|------------------------------------|---------------------------------|--------------------|
| Andisod  | A<br>Paid-in |                     | Share Cancellation |      | Legal Status | Extra      | aordinary Other              |             | Current Period Net Prior Period Profit/ Net Profit/ | _         |                                       | Associates,<br>Subsidiaries<br>and Joint | for<br>Hedging | for Sale and Shareholders' Assets of Equity before Discount. Minority | eholders'<br>ty before<br>Minority | Total<br>Minority Shareholders' | Total<br>eholders' |
| PRIOR PERIOD - December 31, 2016                                     |              |                     |                    | ,    | COCIACO NG   |            | Selves heselv                |             | (1033)  | Secondes  | riopeity                              | Aciliano                                 | VESCI VES      | chis  | THE COLUMN                         | ווונכובאו                       | rdouch             |
| I. Balances at the beginning of the period                           | 2,500,000    |                     | 727,780            | . 1, | 1,236,166    | 6,337 8,4  | 8,480,048 556,741            |             | 2,015,941   | 30,011    | 940,657                               | 3,683                                    |                | - 16  | 16,497,364                         | 505,391                         | 17,002,755         |
| II. Corrections made according to TAS 8                              |              |                     |                    |      |              |            | 1                            |             |   |           |                                       |  |                |   |                                    |                                 |                    |
| 2.1. The effect of corrections of error                              |              |                     |                    |      |              |            | ,                            |             |   |           |                                       |  |                | ,   |                                    |                                 | '                  |
| 2.2. The effect of changes in accounting policies                    |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 |                    |
| III. Adjusted beginning balance (I+II)                               | 2,500,000    |                     | 727,780            | . 1, | 1,236,166    | 6,337 8,4  | 8,480,048 556,741            |             | 2,015,941   | 30,011    | 940,657                               | 3,683                                    |                | - 16  | 16,497,364                         | 1 162'305                       | 17,002,755         |
| Changes during the period  |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 |                    |
| IV. Mergers  |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 | •                  |
| V. Associates, Subsidiaries and "Available-for-sale" securities      |              |                     |                    |      |              |            |                              |             |   | (157,650) |                                       |  |                |   | (157,650)                          | 933                             | (156.717)          |
| VI. Hedges for risk management                                       |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 | '                  |
| 6.1 Net cash flow hedges   |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 |                    |
| 6.2 Net foreign investment hedges                                    |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 |                    |
| VII. Revaluation surplus on tangible assets                          |              |                     |                    |      |              |            |                              |             |   |           | 7,643                                 |  |                |   | 7,643                              | 7,154                           | 14,797             |
| VIII. Revaluation surplus on intangible assets                       |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 |                    |
|  |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 |                    |
| joint-ventures   | **           | •                   |                    |      |              |            |                              |             |   |           |                                       | •  |                |   | i                                  |                                 | •                  |
| X. Translation differences   |              |                     |                    |      |              |            | - 52,130                     | - 0         |   |           |                                       |  |                |   | 52,130                             | 7,087                           | 59,217             |
| <ol><li>Changes resulted from disposal of assets</li></ol>           |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 | •                  |
| XII. Changes resulted from reclassifications of the assets           | •            |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 |                    |
| XIII Effect of change in equities of associates on the               |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 |                    |
|  |              |                     |                    | ٠    |              |            |                              |             | (25,031)  | (3,530)   |                                       |  | ٠              |   | (28,561)                           |                                 | (28,561)           |
| XIV. Capital increase  |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 |                    |
| 14.1 Cash  |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 |                    |
| 14.2 Internal sources  |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 |                    |
| XV. Share issuance   |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 | ļ ·                |
| XVI. Share cancellation profits                                      |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 |                    |
| XVII. Capital reserves from inflation adjustments to paid-in capital |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 |                    |
| XVIII. Other   |              |                     |                    |      | 3,070        |            | 1,606 2,177                  |             | (8,295)   |           | 25,454                                |  |                |   | 24,012                             | 4,763                           | 28,775             |
| XIX. Current period's net profit/loss                                |              |                     |                    |      |              |            |                              | - 2,789,918 |   |           |                                       |  |                |   | 2,789,918                          | 2,528                           | 2,792,446          |
| XX. Profit distribution  |              |                     |                    |      | 197,551      | - 1,6      | 1,674,921 (4,239)            |             | (1,996,589)   |           | 23,443                                |  |                |   | (104,913)                          | (327)                           | (105,240)          |
| 20.1 Dividends   | V-V-5        |                     |                    |      |              |            |                              |             | (104,913)   |           |                                       |  |                |   | (104,913)                          | (327)                           | (105,240)          |
| 20.2 Transferred to reserves   | V-V-5        |                     |                    |      | 197,551      | - 1)       | 1,674,921 (4,239)            | - (0        | (1,891,676)   |           | 23,443                                |  |                |   |                                    |                                 |                    |
| 20.3 Other   |              |                     |                    |      |              |            |                              |             |   |           |                                       |  |                |   |                                    |                                 |                    |
| Balances at the end of the period                                    | 2,500,000    |                     | 727,780            | . 1, | - 1,436,787  | 6,337 10,1 | 10,156,575 606,809 2,789,918 | 9 2,789,918 | (13,974)  | (131,169) | 997,197                               | 3,683                                    |                | - 19  | 19,079,943                         | 527,529                         | 19,607,472         |

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>> CONVENIENCE TRANSLATION OF PUBLICLY ANNOUNCED CONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH, SEE IN NOTE I. OF SECTION THREE

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| Notes<br>V-V-1<br>V-V-2<br>V-V-3   | In<br>Adjus<br>Paid in to | from<br>Inflation<br>Adjustments<br>to Paid in | Share<br>Share Cancellation | 9           | Status Extraordinary |               | Other Yea   | Prior<br>Current Period's<br>Year's Net Net<br>Profit/ Profit/ | Prior Valuation<br>Period's Differences<br>Net of the<br>Profit/ Marketable | Surplus on<br>Tangible,<br>Intangible<br>Assets and | Bonus<br>Shares of<br>Associates,<br>Subsidiaries<br>and loint | A<br>fo<br>Hedaina | Surp. On Assets Held Shareholders' for Sale and Equity Assets of before Discount. Minority | reholders'<br>Equity<br>before<br>Minority | Non-<br>Controlling Shareholders' | Total<br>Jareholders |
|--|---------------------------|--|-----------------------------|-------------|----------------------|---------------|-------------|--|---|---|--|--------------------|--|--|-----------------------------------|----------------------|
| at the beginning of the period luring the period differences of the marketable eserves ment hedges no surplus on tangible assets on surplus on intangible assets rues are of associates, subsidiaries and units no differences   |                           | Pre  | nium Profits                | Res         | Reserves             | Re            |             |  |   |   | Ventures   | Reserves           | 0p.s.  | Shares                                     | Interest                          | Equity               |
| uring the period  differences of the marketable  v-v-1  eserves  v-v-2  ment hedges  on surplus on tangible assets  res of associates, subsidiaries and ures  n differences  v-v-2  v-v- |                           |  |                             |             |                      |               |             |  |   |   |  |                    |  |  |                                   |                      |
| luring the period differences of the marketable eserves redges nent hedges on surplus on tangible assets on surplus on intangible assets res of associates, subsidiaries and ures n differences  | 2,500,000                 | - 727  | 727,780                     | - 1,436,787 | 6,337 10,            | 10,156,575 60 | 608,809     | - 2,775,944  | 944 (131,169)   | 997,197   | 3,683  |                    | . 1  | 19,079,943                                 | 527,529                           | 19,607,472           |
| differences of the marketable eserves redges nent hedges on surplus on tangible assets on surplus on intangible assets res of associates, subsidiaries and ures n differences  |                           |  |                             |             |                      |               |             |  |   |   |  |                    |  |  |                                   |                      |
| differences of the marketable eserves redges ment hedges on surplus on tangible assets res of associates, subsidiaries and unes n differences  |                           | •  |                             |             | •                    |               |             |  |   |   | •  |                    |  |  |                                   |                      |
|  |                           |  |                             |             |                      |               |             |  | - 64,587  |   |  |                    |  | 64,587                                     |                                   | 64,587               |
|  |                           |  |                             |             |                      |               |             |  |   |   |  |                    |  |  |                                   |                      |
|  |                           |  |                             |             |                      |               |             |  |   |   |  |                    |  |  |                                   |                      |
|  |                           |  |                             |             |                      |               |             |  |   |   |  |                    |  |  |                                   |                      |
|  |                           |  |                             | ľ           |                      |               |             |  |   | - (873)   |  |                    |  | (873)                                      | 7,065                             | 6,192                |
|  |                           |  |                             |             |                      |               |             |  |   |   |  |                    |  |  |                                   |                      |
|  |                           |  |                             | '           |                      |               |             |  |   |   | 230  |                    |  | 230  |                                   | 230                  |
|  |                           |  |                             |             |                      | . (27         | (27,252)    |  |   |   |  |                    |  | (22,752)                                   |                                   | (27,252)             |
| Changes resulted from disposal of the assets   |                           |  |                             |             |                      |               |             |  | -   |   |  |                    |  |  |                                   |                      |
| Changes resulted from reclassifications of the assets  |                           |  |                             |             |                      |               |             |  |   |   |  |                    |  |  |                                   | ,                    |
| Effect of change in equities of associates on the Group's equity   | ,                         |  |                             |             |                      | ,             |             | (37,096)   | 196) 3,456  | 1,188   |  |                    |  | (32,452)                                   |                                   | (32,452)             |
| Capital increase   |                           |  |                             | ľ           |                      |               |             |  |   |   |  |                    |  |  |                                   |                      |
| Cash   |                           |  |                             |             | -                    | -             |             | -  |   | -   |  |                    |  |  |                                   |                      |
| Internal sources   |                           |  |                             |             |                      |               |             |  |   |   |  |                    |  |  |                                   |                      |
| Share issuance   |                           |  |                             |             |                      |               |             |  |   |   |  |                    |  |  |                                   |                      |
| Share cancellation profits   |                           |  |                             |             |                      |               |             |  |   |   |  |                    |  |  |                                   |                      |
| Capita I reserves from inflation adjustments to<br>paid-in capital   |                           |  |                             |             |                      |               |             |  |   |   |  |                    |  | •  | •                                 | •                    |
| <b>Other</b>   |                           | . (3,  | (3,511)                     | - (584)     |                      | (1,128) 9     | 98,648      | - (37,192)   |   |   |  |                    |  | 56,233                                     | 59,172                            | 115,405              |
| Current period's net profit/loss   |                           |  |                             |             |                      |               | - 3,9       | 3,932,432  |   |   |  |                    |  | 3,932,432                                  | 84,914                            | 4,017,346            |
| Profit distribution  |                           |  |                             | - 273,652   | . 2,                 | 2,282,692     | 20,048      | -(2,752,822)   |   | - 49,444  | ٠  | ٠                  | ٠  | (126,986)                                  | (1,577)                           | (128,563)            |
| Dividends  |                           |  |                             |             |                      |               |             | - (120,000)  | (000  |   |  |                    |  | (120,000)                                  | (8,563)                           | (128,563)            |
| Transferred to reserves  |                           |  |                             | - 273,652   | - 2                  | 2,282,692 2   | 20,048      | - (2,632,822)  | 322)  | - 49,444  |  |                    |  | (986'9)                                    | 986'9                             |                      |
| Other  |                           |  |                             |             |                      |               |             |  |   |   |  |                    |  |  |                                   |                      |
| Balances at the end of the period  | 2,500,000                 | - 724  | 724,269                     | - 1,709,855 | 6,337 12,            | 12,438,139 69 | 698,253 3,9 | 3,932,432 (51,166)   | (63,126)  | 1,046,956   | 3,913  |                    | - 2  | 22,945,862                                 | 677,103                           | 23,622,965           |

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES CONSOLIDATED STATEMENT OF CASH FLOW FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|           |   | Notes  | Audited<br>Current Period<br>December 31, 2017 | Audited<br>Prior Period<br>December 31, 2016 |
|-----------|---|--------|--|--|
| A.        | CASH FLOWS FROM BANKING OPERATIONS  |        | ,  |  |
| 1.1       | Operating profit before changes in operating assets and liabilities                     |        | 6,846,022                                      | 4,169,924                                    |
|           | Interests received  |        | 20,390,595                                     | 15,649,451                                   |
| 1.1.2     |   |        | (12,569,147)                                   | (9,579,425)                                  |
| 1.1.3     |   |        | 17,865   | 10,225                                       |
| 1.1.4     |   |        | 1,896,758                                      | 1,458,702                                    |
| 1.1.5     |   |        | 1,503,221                                      | 1,155,052                                    |
| 1.1.6     |   |        | 1,378,167                                      | 1,203,154                                    |
|           | Payments to personnel and service suppliers   |        | (2,239,442)                                    | (1,886,447)                                  |
|           | Taxes paid  | 1/10 4 | (813,686)                                      | (950,946)                                    |
| 1.1.9     | Other   | V-VI-1 | (2,718,309)                                    | (2,889,842)                                  |
| 1.2       | Changes in operating assets and liabilities   |        | (502,403)                                      | (4,359,432)                                  |
| 1.2.1     | Net (increase) decrease in financial assets held for trading purpose                    |        | 52,705   | (68,142)                                     |
| 1.2.2     | Net (increase) decrease in financial assets valued at fair value through profit or loss |        | -  | -  |
| 1.2.3     | Net (increase) decrease in due from banks and other financial institutions              |        | (4,638,887)                                    | 1,386,426                                    |
| 1.2.4     | Net (increase) decrease in loans  |        | (39,057,735)                                   | (26,315,387)                                 |
| 1.2.5     | Net (increase) decrease in other assets   |        | (3,821,724)                                    | (353,827)                                    |
| 1.2.6     | Net increase (decrease) in bank deposits  |        | 4,631,612                                      | (469,133)                                    |
| 1.2.7     | Net increase (decrease) in other deposits   |        | 26,388,303                                     | 14,656,938                                   |
| 1.2.8     | Net increase (decrease) in funds borrowed   |        | 4,868,590                                      | 6,024,640                                    |
| 1.2.9     | Net increase (decrease) in matured payables   |        | -  | -  |
| 1.2.1     | 0 Net increase (decrease) in other liabilities  | V-VI-1 | 11,074,733                                     | 779,053                                      |
| ī.        | Net cash flow from banking operations   |        | 6,343,619                                      | (189,508)                                    |
| В.        | CASH FLOWS FROM INVESTING ACTIVITIES  |        | , ,  |  |
|           |   |        | (2.727.724)                                    | (1.2.2.11)                                   |
| II.       | Net cash flow from investing activities   |        | (2,727,581)                                    | (1,212,616)                                  |
| 2.1       | Cash paid for purchase of associates, subsidiaries and joint-ventures                   |        | -  | -  |
| 2.2       | Proceeds from disposal of associates, subsidiaries and joint-ventures                   | V-VI-3 | 232  | -  |
| 2.3       | Cash paid for purchase of tangible assets   |        | (171,566)                                      | (248,621)                                    |
| 2.4       | Proceeds from disposal of tangible assets   |        | 574,326  | 462,653                                      |
| 2.5       | Cash paid for purchase of available-for-sale financial assets                           |        | (7,485,592)                                    | (6,636,883)                                  |
| 2.6       | Proceeds from disposal of available-for-sale financial assets                           |        | 4,650,615                                      | 5,466,684                                    |
| 2.7       | Cash paid for purchase of held-to-maturity investments                                  |        | (2,423,358)                                    | (1,873,688)                                  |
| 2.8       | Proceeds from disposal of held-to-maturity investments                                  |        | 2,186,864                                      | 1,673,758                                    |
| 2.9       | Other   | V-VI-1 | (59,102)                                       | (56,519)                                     |
| C.        | CASH FLOWS FROM FINANCING ACTIVITIES  |        |  |  |
| III.      | Net cash flow from financing activities   |        | 5,862,857                                      | 4,712,885                                    |
| 3.1       | Cash obtained from funds borrowed and securities issued                                 |        | 16,823,204                                     | 13,644,312                                   |
| 3.2       | Cash used for repayment of funds borrowed and securities issued                         |        | (10,831,784)                                   | (8,831,100)                                  |
| 3.3       | Equity instruments issued   |        | (10,031,704)                                   | (0,031,100)                                  |
| 3.4       | Dividends paid  |        | (128,563)                                      | (100,327)                                    |
| 3.5       | Repayments for finance leases   |        | (120,303)                                      | (100,327)                                    |
| 3.6       | Other   |        | -  | -  |
| IV.       | Effect of change in foreign exchange rates on cash and cash equivalents                 | V-VI-1 | (137,492)                                      | 53,516                                       |
|           |   |        |  |  |
| <u>v.</u> | Net (decrease) / increase in cash and cash equivalents                                  |        | 9,341,403                                      | 3,364,277                                    |
| VI.       | Cash and cash equivalents at the beginning of the period                                | V-VI-4 | 12,421,404                                     | 9,057,127                                    |
| VII.      | Cash and cash equivalents at the end of the period                                      | V-VI-4 | 21,762,807                                     | 12,421,404                                   |

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES CONSOLIDATED STATEMENT OF PROFIT DISTRIBUTION FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|              |   | Notes   | Current Period<br>December 31, 2017 | Prior Period<br>December 31, 2016 |
|--------------|---|---------|-------------------------------------|-----------------------------------|
| l.           | DISTRIBUTION OF CURRENT YEAR PROFIT(***)                          |         |                                     |                                   |
| 1.1          | CURRENT YEAR'S PROFIT   |         | 4,675,132                           | 3,395,524                         |
| 1.2          | TAXES AND LEGAL DUTIES PAYABLE                                    |         | (951,749)                           | (692,482)                         |
| 1.2.1        | Corporate tax (income tax)  | V-IV-11 | (792,677)                           | (712,424)                         |
| 1.2.2        | Withholding tax   |         | -                                   |                                   |
| 1.2.3        | Other taxes and duties (**)                                       | V-IV-11 | (159,072)                           | 19,942                            |
| Α.           | NET PROFIT FOR THE YEAR   |         | 3,723,383                           | 2,703,042                         |
| 1.3          | DEFERED TAX INCOME TRANSFERRED TO OTHER RESERVES                  | V-IV-11 | -                                   | 19,941                            |
| В.           | NET PROFIT FOR THE YEAR AFTER DEFERRED TAX INCOME                 |         | 3,723,383                           | 2,683,101                         |
| 1.4          | ACCUMULATED LOSSES  |         |                                     |                                   |
| 1.5          | FIRST LEGAL RESERVES  | V-V-5   |                                     | 134,155                           |
| 1.6          | OTHER STATUTORY RESERVES  | V-V-5   |                                     | 134,155                           |
| c.           | NET PROFIT AVAILABLE FOR DISTRIBUTION(*)                          |         | -                                   | 2,414,791                         |
| 1 7          | EIDCT DIWINEND TO CHADEHOLDEDS                                    |         |                                     | 430.000                           |
| 1.7<br>1.7.1 | FIRST DIVIDEND TO SHAREHOLDERS To owners of ordinary shares       |         |                                     | <b>120,000</b> 120,000            |
| 1.7.1        | To owners of privileged shares                                    |         |                                     | 120,000                           |
| 1.7.3        | To owners of redeemed shares                                      |         |                                     |                                   |
| 1.7.4        | To profit sharing bonds   |         | -                                   |                                   |
| 1.7.5        | To holders of profit and loss sharing certificates                |         |                                     |                                   |
| 1.8          | DIVIDENDS TO PERSONNEL  |         | -                                   | -                                 |
| 1.9          | DIVIDENDS TO BOARD OF DIRECTORS                                   |         |                                     | -                                 |
| 1.10         | SECOND DIVIDEND TO SHAREHOLDERS                                   |         |                                     |                                   |
| 1.10.1       | To owners of ordinary shares                                      |         | -                                   | -                                 |
| 1.10.2       | To owners of privileged shares                                    |         | -                                   | -                                 |
| 1.10.3       | To owners of redeemed shares                                      |         | -                                   | -                                 |
| 1.10.4       | To profit sharing bonds   |         | -                                   | -                                 |
| 1.10.5       | To holders of profit and loss sharing certificates                |         | -                                   | -                                 |
| 1.11         | SECOND LEGAL RESERVES   |         | -                                   | -                                 |
| 1.12         | STATUS RESERVES   |         | •                                   | <u>-</u>                          |
| 1.13         | EXTRAORDINARY RESERVES  | V-V-5   | •                                   | 2,245,347                         |
| 1.14         | OTHER RESERVES  |         | -                                   |                                   |
| 1.15         | SPECIAL FUNDS   | V-V-5   | -                                   | 49,444                            |
| II.          | DISTRIBUTION FROM RESERVES  |         | -                                   |                                   |
| 2.1          | DISTRIBUTION OF RESERVES  |         | -                                   |                                   |
| 2.2          | SECOND LEGAL RESERVES   |         | <u> </u>                            |                                   |
| 2.3          | DIVIDENTS TO SHAREHOLDERS   |         |                                     |                                   |
| 2.3.1        | To owners of ordinary shares                                      |         | -                                   |                                   |
| 2.3.2        | To owners of privileged shares                                    |         | -                                   |                                   |
| 2.3.3        | To owners of redeemed shares                                      |         | =                                   |                                   |
| 2.3.4        | To profit sharing bonds   |         | -                                   | -                                 |
| 2.3.5        | To holders of profit and loss sharing certificates                |         | -                                   | -                                 |
| 2.4          | DIVIDENDS TO PERSONNEL  |         |                                     | -                                 |
| 2.5          | DIVIDENDS TO BOARD OF DIRECTORS                                   |         | -                                   |                                   |
| III.         | EARNINGS PER SHARE  |         | -                                   | -                                 |
| 3.1          | TO OWNERS OF ORDINARY SHARES (Earning per 100 shares)             |         | 1.4894                              | 1.0812                            |
| 3.2          | TO OWNERS OF ORDINARY SHARES ( % )                                |         | 148.94                              | 108.12                            |
| 3.3          | TO OWNERS OF PRIVILEGED SHARES                                    |         |                                     | .00.12                            |
| 3.4          | TO OWNERS OF PRIVILEGED SHARES ( % )                              |         | -                                   | -                                 |
| IV.          | DIVIDEND PER SHARE  |         | •                                   |                                   |
| 4.1          | TO OWNEDS OF ODDINARY CHARES                                      |         | _                                   |                                   |
| 4.1          | TO OWNERS OF ORDINARY SHARES                                      |         |                                     | <u>-</u>                          |
| 4.2          | TO OWNERS OF ORDINARY SHARES ( % ) TO OWNERS OF PRIVILEGED SHARES |         | -                                   | <u>-</u>                          |
| 4.3          | TO OWNERS OF PRIVILEGED SHARES ( % )                              |         | <u> </u>                            | <u>-</u>                          |
| 4.4          | IO OTTILLO OI I RIVILLULU JIIARLO ( 70 )                          |         | •                                   | <u>-</u>                          |

OAs of the report date, distributable net profit of the period is not shown as any decision regarding the 2017 profit distribution is not taken.

<sup>(\*\*)</sup> The amount shown in other taxes and legal liabilities is deferred income/expense tax, and deferred tax income is not subject to profit distribution.

<sup>(\*\*\*)</sup> The profit distribution is based on the non-consolidated financial statements of the Parent Bank.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### **SECTION THREE**

## **ACCOUNTING POLICIES**

### I. BASIS OF PRESENTATION

The consolidated financial statements are prepared within the scope of the "Regulation on Accounting Applications for Banks and Safeguarding of Documents" related with Banking Law numbered 5411 published in the Official Gazette no.26333 dated November 1, 2006 and in accordance with the regulations, communiqués, interpretations and legislations related to accounting and financial reporting principles published by the Banking Regulation and Supervision Agency ("BRSA"), and in case where a specific regulation is not made by BRSA, "Turkish Accounting Standards" ("TAS") and "Turkish Financial Reporting Standards" ("TFRS") and related appendices and interpretations put into effect by Public Oversight Accounting and Auditing Standards Authority ("POA"). The format and content of the publicly announced unconsolidated financial statements and notes to these statements have been prepared in accordance with the "Communiqué on Publicly Announced Financial Statements, Explanations and Notes to These Financial Statements" and "Communiqué On Disclosures About Risk Management To Be Announced To Public By Banks" and amendments to this Communiqué. General board and some regulatory authorities has the authorization to change the legal financial statements after they are published.

The preparation of financial statements requires the use of certain critical estimates on assets and liabilities reported as of balance sheet date or amount of contingent assets and liabilities explained and amount of income and expenses occurred in related period. Although these estimates rely on the management's best judgment, actual results can vary from these estimates. Judgments and estimates are explained in related notes.

The accounting policies and valuation principles applied in the preparation of these financial statements are explained in detail below.

The amendments to TAS and TFRS, effective from January 1, 2017, have no material impact on the Group's accounting policies, financial position and performance. The amendments to TAS and TFRS, which have been published but not came into force as of financial statement date, will have no impact on the accounting policies, financial condition and performance of the Group.

## **Disclosures of IFRS 9 Financial Instruments:**

TFRS 9 "Financial Instruments", which is effective as at January 1, 2018 is published by the Public Oversight Accounting and Auditing Standards Authority ("POA") in the Official Gazette numbered 29953 dated 19 January 2017. TFRS 9 will replace TAS 39 Financial Instruments: recognition and measurement, related to the classification and measurement of financial instruments.

TFRS 9 sets out the new principles for the classification and measurement of financial instruments, impairment for credit risk on financial assets and general hedge accounting.

The Parent Bank will apply the classification, measurement and impairment requirements retrospectively by adjusting the opening balance sheet and opening equity at January 1, 2018, with no restatement of comparative periods.

## Classification and measurement of financial assets

According to TFRS 9 requirements, classification and measurement of financial assets will depend on the business model within which financial assets are managed and their contractual cash flow characteristics whether the cash flows represent "solely payments of principal and interest (SPPI).

Upon initial recognition each financial asset will be classified as either fair value through profit or loss ("FVTPL"), amortized cost or fair value through other comprehensive income ("FVOCI"). As the requirements under TFRS 9 are different than the assessments under the existing TAS 39 rules, the classification and measurement of financial liabilities remain largely unchanged under TAS 39.

The combined application of the contractual cash flow characteristics and business models as at January 1, 2018 is expected to result in no major difference in the classification of financial assets when compared to the classification under TAS 39.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## Impairment of financial assets

As of January 1, 2018, the Parent Bank will recognize provisions for impairment in accordance with the TFRS 9 requirements according to the "Regulation on the Procedures and Principles for Classification of Loans by Banks and Provisions to be set aside" published in the Official Gazette dated June 22, 2016 numbered 29750. In this framework, as of December 31, 2017, method of provisions for impairment as set out in accordance with the related legislation of BRSA as mentioned in the Section 3 Part VII of Explanation on Accounting Policies will be changed by applying the expected credit loss model under TFRS 9. The expected credit loss estimates are required to be unbiased, probability-weighted and should include supportable information about past events, current conditions, and forecasts of future economic conditions.

These financial assets will be divided into three categories depending on the gradual increase in credit risk observed since their initial recognition:

### Stage 1:

For the financial assets at initial recognition or that do not have a significant increase in credit risk since initial recognition. Impairment for credit risk will be recorded in the amount of 12-month expected credit losses.

### Stage 2:

In the event of a significant increase in credit risk since initial recognition, the financial asset will be transferred to Stage 2. Impairment for credit risk will be determined on the basis of the instrument's lifetime expected credit losses.

### Stage 3:

Stage 3 includes financial assets that have objective evidence of impairment at the reporting date. For these assets, lifetime expected credit losses are recognized and interest revenue is calculated on the net carrying amount.

The Parent Bank will recognize an adjustment to opening retained earnings at January 1, 2018, to reflect the application of the new requirements at the adoption date. The primary impact is attributable to changes in the allowance for credit losses under the new impairment requirements and the related deferred taxes.

The Parent Bank will recognize an adjustment to opening retained earnings at January 1, 2018, to reflect the application of the new requirements at the adoption date. As of the date of preparation of these financial statements, the Bank continues to work in order to comply with TFRS 9 standard, it is not anticipated a significant impact on the total equity as a result of the impairment calculation based on expected credit loss model. In addition, in accordance with TFRS 9, the Parent Bank will calculate deferred tax on the expected credit losses calculated on Stage 1 and Stage 2 loans, and the impact regarding calculated deferred tax asset will be accounted under shareholder's equity with initial application.

## Additional paragraph for convenience translation to English

The differences between accounting principles, as described in the preceding paragraphs, and the accounting principles generally accepted in countries, in which the accompanying unconsolidated financial statements are to be distributed, and International Financial Reporting Standards ("IFRS"), may have significant influence on the accompanying unconsolidated financial statements. Accordingly, the accompanying unconsolidated financial statements are not intended to present the financial position and results of operations in accordance with the accounting principles generally accepted in such countries and IFRS.

## II. STRATEGY FOR THE USE OF FINANCIAL INSTRUMENTS AND INFORMATION ON FOREIGN CURRENCY TRANSACTIONS

## Strategy for the use of financial instruments

The Parent Bank's core operations are based on retail banking, corporate banking, private banking, foreign exchange operations, money market operations, investment security transactions, and international banking in accordance with the requirements of its economic development while utilizing foundation resources. As a result of the nature of its operations, the Parent Bank intensively utilizes financial instruments. The Parent Bank accepts deposits consisting various maturities as the main source of funding with deposits being in high return as well as carefully utilizing them in high quality financial activities.

The most important fund sources of the Parent Bank other than the deposits are its equity and medium and long-term borrowings obtained from foreign financial institutions. The Parent Bank pursues an effective asset-liability management strategy by securing balance between funding resources and investments so as to reduce risks and increase returns. Accordingly, the Parent Bank attaches great significance to long-term placements bearing higher interest rates.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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It is essential to consider the maturity structure of assets and liabilities in liquidity management. The essence of asset liability management is the keep the liquidity risk, exchange rate risk and credit risk within reasonable limits; while enhancing profitability and strengthening the Parent Bank's shareholders' equity.

Investments in marketable securities and lending loans generate higher return than the average rate of return of the Bank's operating activities on the basis of maturity structures and market conditions. When bank placements are considered, they have short term maturity in terms of liquidity management and have lower return. The Bank can take various positions on short-term foreign exchange risk, interest rate risk and market risk in money and capital markets, by considering market conditions, within specified limits set by regulations. The Parent Bank hedges itself and controls its position against the foreign exchange risk being exposed due to foreign currency available-forsale investments, investments in other portfolios and other foreign currency transactions by various derivative transactions and setting the equilibrium between foreign currency denominated assets and liabilities.

Within the legal limitations and the regulations of The Parent Bank's internal control, the foreign currency position is being followed, the foreign currency position is established according to the basket equilibrium that is determined by taking into account current market conditions.

In order to avoid interest rate risk, assets and liabilities having fixed and floating interest rates are kept in balance, taking the maturity structure into consideration.

### Information on foreign currency transactions

Foreign currency transactions are recorded in TL which is the functional currency of the Parent Bank. Monetary assets and liabilities denominated in foreign currencies at the balance sheet, are translated into Turkish Lira by using the foreign exchange rates effective at the balance sheet date. Non-monetary foreign currency items which are recorded at fair value are valued at historical foreign exchange rates. Foreign exchange gain/loss amounts due to conversion of monetary items or collection or payments foreign currency denominated transactions are recognized in income statement.

Foreign exchange differences resulting from amortized costs of foreign currency denominated available-for-sale financial assets are recognized in the statement of income whilst foreign exchange differences resulting from unrealized gains and losses are presented in "Valuation differences of marketable securities" under equity.

If the net investments in associates and subsidiaries operating in foreign countries are measured at cost, they are reported as translated into TL by using the foreign exchange rate at the date of transaction. If related associates and subsidiaries are measured at fair value, net foreign operations are reported as translated into TL by the rates prevailing at the date of the determination of the fair value.

As of September 30, 2016 reporting period, the Parent Bank started the fair value risk hedging strategy in order to avoid currency risk due to the share of Vakifbank International AG's 67.5 million Euros that is represented in paid-in capital. The 68.5 million Euros of the nominal amount of 500 million Euros of the securities issued by the Bank on May 4, 2016 with a maturity date of May 4, 2021 has been declared as the hedging instrument. In the subject process, the fair value changes that are related to the hedged investments abroad are recognized in the income statements as long as the hedge is effective. In this context, the foreign exchange differences recognized in the income statement as at December 31, 2017 is TL 55,219. The effectiveness of the process is the degree of offset of the amount of changes in the hedged items' fair values that may be associated with the foreign exchange risks by the hedging instrument.

As of December 31, 2017, it was identified that the evaluations that were made about the process to protect from the fair value risk were effective. Efficiency testing, which is consistent with the Bank's risk strategies, is conducted using the "Dollar off-set method" in the protection from risk process. According to this method, hedging compares the change in value of protection subject from risk with the change in value of protection tool from risk and calculates the relation with the effectiveness ratio of the hedge. The calculated effectiveness ratio is being evaluated within the TAS-39 Financial Instruments: Recognition and Measurement standards and hedge accounting principles are being applied. The Parent Bank documents the hedging strategies along with risk management goals. Hedge accounting ends when protection subject from risk ends or being sold or effectiveness test results are not effective anymore.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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### III. INFORMATION ON ASSOCIATES THAT ARE CONSOLIDATED AND SUBSIDIARIES THAT ARE ACCOUNTED ACCORDING TO EQUITY METHOD

### Consolidated subsidiaries

As at and for the year ended December 31, 2017, the financial statements of T. Vakıflar Bankası T.A.O, Vakıfbank International AG, Vakıf Finansal Kiralama AŞ, Güneş Sigorta AŞ, Vakıf Emeklilik ve Hayat AŞ, Vakıf Faktoring AŞ, Vakıf Yatırım Menkul Değerler AŞ, Vakıf Portföy Yönetimi AŞ, Vakıf Gayrimenkul Yatırım Ortaklığı AŞ and Vakıf Menkul Kıymet Yatırım Ortaklığı AŞ have been included in the consolidated financial statements of the Group.

*Vakifbank International AG,* was established in 1999 to operate in the banking sector in foreign countries, in line with the Bank's globalization policy. Its head office is in Vienna.

Vakıf Finansal Kiralama AŞ, was established in 1988 to enter into finance lease operations and related transactions and contracts. Its head office is in Istanbul.

Güneş Sigorta AŞ was established under the leadership of the Bank and Toprak Mahsulleri Ofisi (TMO) in 1957. The Company has been operating in nearly all non-life insurance branches like fire, accident, transportation, engineering, agriculture, health, forensic protection, and loan insurance. Its head office is in Istanbul.

Vakıf Emeklilik ve Hayat AŞ was established under the name Güneş Hayat Sigorta AŞ in 1991. In 2003 the Company has taken conversion permission from Republic of Turkey Undersecretariat of Treasury and started to operate in private pension system. Its head office is in Istanbul.

*Vakıf Faktoring AŞ* was established in 1998 to perform factoring transactions and any kind of financing transactions. Factoring, the main operation of the Company, is a financing method that includes the trade receivables of production, distribution and service companies to be sold to intermediary institutions. Its head office is in Istanbul.

Vakif Yatırım Menkul Değerler AŞ was established in 1996 to provide service to investors through making capital market transactions, issuance of capital market tools, commitment of repurchase and sales, and purchase (repo) and sales (reverse repo) of marketable securities, operating as a member of stock exchange, investment consultancy, and portfolio management. Its head office is in Istanbul.

*Vakıf Portföy Yönetimi AŞ* operates in investment fund management, portfolio management and pension fund management. Its head office is in Istanbul.

Vakif Gayrimenkul Yatırım Ortaklığı AŞ was established as the first real estate investment partnership in finance sector under the adjudication of Capital Markets Law in 1996. The Company's main operation is in line with the scope in the Capital Markets Board's regulations relating to real estate investment trusts like, real estates, capital market tools based on real estates, real estate projects and investment on capital market tools. Its head office is in Istanbul.

Vakif Menkul Kiymet Yatırım Ortaklığı AŞ was established in 1991 in Istanbul. The main operation of the Company is to invest on a portfolio including marketable debt securities, equity securities without having managerial power in the partnerships whose securities have been acquired; gold and other precious metals traded in national and international stock exchange markets or active markets other than stock exchange markets, in accordance with the principles and regulations promulgated by Capital Markets Board. Its head office is in Istanbul.

Pursuant to the March 4, 2010 dated and 764 numbered decision of Board of Directors of Central Bank of Turkish Republic of Northern Cyprus, the official authorization of World Vakif UBB Ltd., a subsidiary which was subject to consolidation in previous periods, is abrogated due to incompliance with the 7th and 9th articles of 41/2008 numbered Law of International Banking Units. World Vakif UBB Ltd. will be liquidated according to May 24, 2010 dated decision of the Nicosia Local Court. Therefore, the financial statements of the company have not been consolidated as at December 31, 2017 and December 31, 2016 but until the liquidation decision date its accumulated previous years' loss has been included in the accompanying consolidated financial statements.

The liquidation process of World Vakıf UBB Ltd., an associate of the Parent Bank, has been carried out by NCTR Collecting and Liquidation Office. The application of the company for cancellation of the liquidation has been rejected and the decision of liquidation has been agreed. Thus, the company's name has been changed as "World Vakıf UBB Ltd. in Liquidation".

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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As per the resolution of the Board of Directors of the Parent Bank held on September 8, 2011, it has been decided to merge Vakıf Sistem Pazarlama Yazılım Servis Güvenlik Temizlik Ticaret ve Sanayi AŞ with Vakıf Pazarlama Ticaret AŞ with dissolution of Vakıf Sistem Pazarlama Yazılım Servis Güvenlik Temizlik Ticaret ve Sanayi AŞ without liquidation, in accordance with Mülga Law No: 6762, article 451 of Turkish Commercial Code. Since Vakıf Pazarlama ve Ticaret AŞ is not a financial subsidiary anymore, its financial statements have not been consolidated as at December 31, 2017 and December 31, 2016, but its equity until the merger date has been included in the accompanying consolidated financial statements.

### Investments in associates consolidated per equity method

As at and for the year ended December 31, 2017, the financial statements of Kıbrıs Vakıflar Bankası Ltd and Türkiye Sınai Kalkınma Bankası AŞ have been consolidated per equity method in the consolidated financial statements of the Group.

Kibris Vakiflar Bankasi Ltd. was established in 1982 in Turkish Republic of Northern Cyprus, mainly to encourage the credit cards issued by the Bank, and increase foreign exchange inflow, and carry on retail and commercial banking operations. Its head office is in Lefkosa.

Türkiye Sınai Kalkınma Bankası AŞ was established in 1950 to support investments in all economic sectors. Its head office is in Istanbul.

In cases where the accounting policies for the preparation of the financial statements of Financial Subsidiaries are different than those of the Parent Bank, the differences have been adjusted to the accounting policies of the Parent Bank, taking the materiality principle into account. The financial statements of local Financial Subsidiaries, and foreign Financial Subsidiaries preparing their financial statements according to the principles of the countries which they are located in, have been adjusted in accordance with Reporting Standards as at the related reporting dates. Inter-company balances and transactions, and any unrealized gains and losses arising from inter-company transactions, are eliminated in preparing these consolidated financial statements.

### IV. INFORMATION ON FORWARDS, OPTIONS AND OTHER DERIVATIVE TRANSACTIONS

The derivative transactions of the Group mainly consist of currency and interest rate swaps, precious metal swaps, foreign currency forward contracts and currency options. The Group has classified its derivative transactions as trading purpose derivatives in accordance with the TAS 39 – Financial Instruments: Recognition and Measurement.

Derivatives are initially recorded at their purchase costs. The notional amounts of derivative transactions are recorded in off-balance sheet accounts based on their contractual amounts.

Subsequently, the derivative transactions are measured at their fair values and the changes in fair values are recorded in the balance sheet under "Derivative financial assets held for trading purpose" or "Derivative financial liabilities held for trading purpose". The subsequent fair value changes of derivative transactions is recorded in the consolidated statement of income.

### V. INFORMATION ON INTEREST INCOME AND EXPENSES

### **Banking activities**

Interest income and expense are recognized according to the effective interest method based on accrual basis. According to the TAS 39 - Financial Instruments: Recognition and Measurement, effective interest rate is the rate that discounts the expected cash flows of financial assets or liabilities during their lifetimes to their carrying values. Effective interest rate is calculated when a financial asset or a liability is initially recorded with transactions costs and is not modified thereafter.

In accordance with Regulation on Identification of and Provision against Non-Performing Loans and Other Receivables, the accrued interest income on non-performing loans are reversed and subsequently recognized as interest income only when collected.

### Finance leasing activities

The total of minimum rent amounts are recorded at finance lease receivables account in gross amounts comprising the principal amounts and interests. The interest, the difference between the total of rent amounts and the cost of the fixed assets, is recorded at unearned income account. As the rents are collected, finance lease receivables account is decreased by the rent amount; and the interest component is recorded in the consolidated statement of income as interest income.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### **Factoring operations**

Factoring receivables are initially recorded at their historical costs less transaction costs. They are amortized using the effective interest method, taking their historical costs and future cash flows into account and the amortized amounts are recognized as "other interest income" in the consolidated statement of income.

### VI. INFORMATION ON FEES AND COMMISSIONS

Banking services income is recorded as income when it is collected. Other fee and commission income is transferred to profit/loss accounts according to time period principle on the basis of accrual using the principle of the effective interest method. Fee and commission expenses are recorded as expense at the time they are paid.

### VII. INFORMATION ON FINANCIAL ASSETS

A financial asset is any asset that is cash, an equity instrument of another entity, a contractual right to receive cash or another financial asset from another entity; or to exchange financial assets or financial liabilities with another entity under conditions that are potentially favorable to the entity.

Financial assets except for measured at fair value through profit or loss are recognized initially with their transaction costs that are directly attributable to the acquisition or issue of the financial asset while purchase and sale transactions of securities are accounted at settlement dates.

According to TAS 39 – Financial Instruments: Recognition and Measurement, financial assets are classified in four categories; as financial assets at fair value through profit or loss, available-for-sale financial assets, held-to-maturity investments, and loans and receivables.

### Financial assets at fair value through profit or loss

The financial assets included in this group are divided into two separate titles as "Financial assets held for trading" and "Financial assets classified as financial assets at fair value through profit or loss".

Financial assets held for trading are trading financial assets and are either acquired for generating profit from short-term fluctuations in the price or dealer's margin, or are the financial assets included in a portfolio in which a pattern of short-term profit making exists independent from the acquisition purpose.

Financial assets classified as financial assets at fair value through profit or loss are financial assets which are not acquired for trading, however during initial recognition classified as financial assets at fair value through profit or loss including transaction costs. Such an asset is not present in the Group's portfolio.

Both assets are measured at their fair values and gain/loss arising is recorded in the statement of income. Interest income earned on financial assets and the difference between their acquisition costs and fair values are recorded as interest income in the statement of income. The gains/losses in case of disposal of such securities before their maturities are recorded under trading income/losses in the statement of income.

### Available-for-sale financial assets

Available-for-sale financial assets are the financial assets other than loans and receivables, held-to-maturity investments and financial assets at fair value through profit or loss. Available-for-sale financial assets are initially recorded at cost and subsequently measured at their fair values. However, assets that are not traded in an active market are measured by valuation techniques, including recent market transactions in similar financial instruments, adjusted for factors unique to the instrument being valued; or discounted cash flow techniques for the assets which do not have a fixed maturity. Unrecognized gains or losses derived from the difference between their fair values and the discounted values are recorded in "Valuation differences of the marketable securities" under the shareholders' equity. In case of disposal of such assets, the valuation differences under shareholder's equity are transferred directly to the statement of income.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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### Held to maturity investments

Held to maturity investments are the financial assets with fixed maturities and pre-determined payment schedules that the Group has the intent and ability to hold until maturity, excluding loans and receivables.

Financial assets classified as held to maturity investment however sold before its' maturity or reclassified, are not allowed to be classified as held to maturity investment for two years with respect to TAS 39 rules. There are no financial assets in the Bank's portfolio contradictory to the standard.

Held-to-maturity investments, subsequent to initial recognition, are measured at amortized cost using effective interest method after deducting impairments, if any.

### Loans and receivables

Loans and receivables are the financial assets raised by the Group providing money, commodity and services to debtors. Loans are financial assets with fixed or determinable payments, which are not quoted in an active market and not classified as a securities.

Loans and receivables are initially recognized with their purchase and carried at their amortized costs using the effective interest method at the subsequent recognition.

Foreign currency ("FC") granted loans are recognized in original currency and is subject to evaluation with the buying rate of Turkish Lira. Foreign currency indexed loans, are converted to Turkish Lira ("TL") at the rate of the opening date and in the following periods, according to changes in period exchange rate on the income statement in the foreign exchange gains / losses are recorded in the accounts.

### **VIII. INFORMATION ON IMPAIRMENT OF FINANCIAL ASSETS**

A financial asset or group of financial assets, can be considered as impaired only if one or multiple events (damage/loss event) occur and in the conclusion of the impact to related financial asset or financial assets estimation in a reliable manner to the estimated future cash flows after its initial recognition. In such a situation, the financial asset is exposed to impairment and impairment loss occurs. The matters of determination of impairment and provision must be considered within the scope of TAS 36 - Impairment of Assets.

In circumstances of impairment in financial assets at fair value through profit/loss or in financial assets available for sale, the impairment should be recognized under "Impairment Losses on Securities" account.

In case of impairment losses on investment securities held-to-maturity occurs related loss amount to be discounted at the original effective interest rate of the asset's estimated future cash flows are measured as the difference between the present value and the book value of the asset through to be recognized as loss of the said difference amount book value is reduced.

If there is an objective evidence that certain loans will not be collected, for such loans; the Bank provides specific and general allowances for loan and other receivables classified in accordance with the Regulation on Identification of and Provision against Non-Performing Loans and Other Receivables published on the Official Gazette no. 26333 dated November 1, 2006 and the amendments to this regulation.

20% specific provision for non-performing loans for Third Group, 50% specific provision for non-performing loans for Fourth Group and 100% specific provision for non-performing loans for Fifth Group is reserved on condition of not being less than the minimum required rates specified within the related Regulation by the Parent Bank.

### IX. INFORMATION ON OFFSETTING OF FINANCIAL INSTRUMENTS

Financial assets and liabilities are reported in the balance sheet as net amount in the cases of the Parent Bank's right and right to sanction to finalize and have the intention to receive/pay related financial asset or liability over the recognized amount or have the right to finalize the related asset and liability simultaneously.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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### X. INFORMATION ON SALES AND REPURCHASE AGREEMENTS AND SECURITIES LENDING

Securities sold under repurchase agreements ("repo") are classified under "Held for Trading Purpose", "Available for Sale" and/or "Held-to-Maturity" portfolios according to their holding purposes in the Group's portfolio, and they are valued based on the revaluation principles of the related portfolios. Funds received through repurchase agreements are classified separately under liability accounts and the related interest expenses are accounted on an accrual basis of balance sheet date.

Securities purchased under resale agreements ("reverse repo") are classified in balance sheet under "Receivables from Money Markets" separately. The income accrual is calculated for the securities purchased under resale agreements via the difference between buying and selling prices on the balance sheet date.

### XI. INFORMATION ON ASSETS HELD FOR SALE AND DISCONTINUED OPERATIONS

Tangible assets of the Parent Bank acquired in consideration of receivables are accounted for in accordance with the requirements of the Communiqué on "Methods, Principles for Purchase and Sale of Precious Metal and Sale of Goods and Immovables obtained in Return of Receivables" published in the Official Gazette numbered 26333 and dated November 1, 2006 and these assets are subject to revaluation by no means

A discontinued operation is a part of the Group's business classified as sold or held-for-sale. The operating results of the discontinued operations are disclosed separately in the income statement.

The Group has no discontinued operations.

### XII. INFORMATION ON GOODWILL AND OTHER INTANGIBLE ASSETS

As at the balance sheet date, the Group has no goodwill.

The Group's intangible assets consist of software. Intangible assets are initially recorded at their costs in compliance with the TAS 38 - Intangible Assets.

The costs of the intangible assets purchased before December 31, 2004 are restated from the purchasing dates to December 31, 2004, the date the inflation period is considered to be ended. The intangible assets purchased after this date are recorded at their historical costs. The intangible assets are amortized on their restated costs based on straight line amortization.

If there is objective evidence of impairment, the asset's recoverable amount is estimated in accordance with the TAS 36 - Impairment of Assets and if the recoverable amount is less than the carrying value of the related asset, a provision for impairment loss is made.

Estimated useful lives of the Group's intangible assets are 3-15 years, and amortization rates are between 6.67% and 33.33%.

### **XIII. INFORMATION ON TANGIBLE ASSETS**

The costs of the tangible assets purchased before December 31, 2004 are restated from the purchasing dates to December 31, 2004, the date the inflationary period is considered to be ended. In subsequent periods no inflation adjustment is made for tangible assets, and costs which are restated as of December 31, 2004 are considered as their historical costs. Tangible assets purchased after January 1, 2005 were recorded at their historical costs after foreign exchange differences and financial expenses are deducted if any. The Group decided to pursue the properties for use according to their fair values in terms of separating the land and buildings within the context of TAS 16 "Turkish Accounting Standard on Property, Plant and Equipment" after the change in the accounting policy as of September 30, 2015.

Gains and losses arising from the disposal of the tangible assets are calculated as the difference between the net book value and the net sales price and is recognized in the income statement of the period.

Maintenance costs of tangible fixed assets are capitalized if they extend the economic useful life of related assets. Other maintenance costs are recognized as expense.

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There are no restrictions such as pledges, mortgages or any other restriction on tangible assets. Depreciation rates of tangible assets and estimated useful lives are:

| Tangible assets   | Estimated useful<br>life (years) | Depreciation<br>rate (%) |
|---|----------------------------------|--------------------------|
| Buildings   | 50                               | 2                        |
| Office equipment, furniture and fixture, and motor vehicles | 5-10                             | 10-20                    |
| Assets obtained through finance leases                      | 4-5                              | 20-25                    |

There are no changes in the accounting estimates that are expected to have an impact in the current or subsequent periods.

At each reporting date, the Group evaluates whether there is objective evidence of impairment on its assets. If there is an objective evidence of impairment, the asset's recoverable amount is estimated in accordance with the TAS 36 - Impairment of Assets and if the recoverable amount is less than the carrying value of the related asset, a provision for impairment loss is made.

### XIV. INFORMATION ON INVESTMENT PROPERTIES

Investment property is a property held either to earn rental income or for capital appreciation or for both. Group holds investment property with respect to the consolidated real estate investment and insurance firms' activities.

Investment properties are initially recorded at their acquisition costs including transaction costs.

Investment properties, following the initial recording, are measured by acquisition cost method (deducting accumulated depreciation and if it is present, provisions for impairment from acquisition cost).

### **XV. INFORMATION ON LEASING ACTIVITIES**

### Leasing activities

Risks and benefits on leasing activities that belongs to lessee is termed TAS 17- Leasing activities that belongs to financial leasing.

### - Finance leasing activities as the lessee

Tangible assets acquired by way of finance leasing are recognized in tangible assets and the obligations under finance leases arising from the lease contracts are presented under "finance lease payables" account in the financial statements. In the determination of the related assets and liabilities, the lower of the fair value of the leased asset and the present value of leasing payments is considered. Financial costs of leasing agreements are expanded in lease periods at a fixed interest rate.

If there is an impairment in the value of the assets obtained through financial lease and in the expected future benefits, the leased assets are valued with net realizable value. "Provision for losses" is calculated for decrease of the value of the assets that is obtained by this way. Depreciation for assets obtained through financial lease, is calculated in the same manner as tangible assets.

### - Finance leasing transactions as lessor

The rent amounts at the beginning of the finance leasing activities are recorded at "finance lease receivables" account in gross amounts comprising the principal amounts and interests. The interest, the difference between the total of rent amounts and the cost of the fixed assets, is recorded at "unearned income" account. As the rents are collected, "finance lease receivables" account is decreased by the rent amount; and the interest component is recorded at consolidated income statement as interest income.

### Operational leases

Operational leasing is defined as activities except from financial leasing. Operational leasing payments are recognized in equal payments as expense under income statement during the leasing period.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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### XVI. INFORMATION ON PROVISIONS, CONTINGENT ASSETS AND LIABILITIES

Provisions other than the specific and general provisions set for loans and other receivables and provisory liabilities are accounted in accordance with TAS 37 "Turkish Accounting Standard on Provisions, Contingent Liabilities and Contingent Assets Corresponding".

In the financial statements, a provision is made for an existing commitment resulted from past events if it is probable that the commitment will be settled and a reliable estimate can be made of the amount of the obligation. Provisions are calculated based on the best estimates of management on the expenses to incur as at the balance sheet date and, if material, such expenses are discounted for their present values. If the amount is not reliably estimated and there is no probability of cash outflow from the Group to settle the liability, the related liability is considered as "contingent" and disclosed in the notes to the financial statements.

A contingent asset is a possible asset that arises from past events and whose existence will be confirmed only by the occurrence or non-occurrence of unplanned or unexpected one or more uncertain future events not wholly within the control of the Group. Contingent assets are not recognized in financial statements since this may result in the recognition of income that may never be realized. Contingent assets are assessed continually to ensure that developments are appropriately reflected in the financial statements. If it has become virtually certain that an inflow of economic benefits will arise, the asset and the related income are recognized in the financial statements of the period in which the change occurs. If an inflow of economic benefits has become probable, the Group discloses the contingent asset.

### XVII. INFORMATION ON OBLIGATIONS OF THE GROUP CONCERNING EMPLOYEE RIGHTS

### Reserve for employee termination benefits

In accordance with existing Turkish Labor Law, the Group is required to make lump-sum termination indemnities to each employee who has completed one year of service with the Group and whose employment is terminated due to retirement or for reasons other than resignation or misconduct. The computation of the liability is based upon the retirement pay ceiling announced by the Government. The applicable ceiling amount as at December 31, 2017 is TL 4,732 (full TL) (December 31, 2016: TL 4,297 (full TL)).

The Group reserved for employee severance indemnities in the accompanying consolidated financial statements using actuarial method in compliance with the TAS 19 – Employee Benefits.

As at December 31, 2017 and December 31, 2016, the major actuarial assumptions used in the calculation of the total liability are as follows:

|                            | Current Period | Prior Period |
|----------------------------|----------------|--------------|
| Discount Rate              | 12.32%         | 11.10%       |
| Estimated Inflation Rate   | 8.00%          | 7.80%        |
| Increase in Real Wage Rate | 9.00%          | 8.80%        |

### Other benefits to employees

The Group has provided provision for undiscounted other employee benefits earned during the financial period (unused vacations, premium and dividend) as per services rendered in compliance with TAS 19 in the accompanying consolidated financial statements.

According to TAS 19, actuarial gains and losses have been accounted in "Other Capital Reserves" shown under Equity associated with The Statement of Gains and Losses Recognized in Equity for the respective reporting periods.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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### Pension fund

The employees of the Parent Bank are the members of "Türkiye Vakıflar Bankası Türk Anonim Ortaklığı Memur ve Hizmetlileri Emekli ve Sağlık Yardım Sandığı Vakfı" ("the Fund") established on May 15, 1957 as per the temporary article no. 20 of the Social Security Law no. 506.

As part of Social Security Law's 506 numbered, temporary article no.20, monthly income or salary is eligible for whose disabled with fund's associates, senility and death insurance is subjected according to the first paragraph of the temporary article no. 23 which states the Banks should transfer pension funds to the Social Security Institution within three years after the November 1, 2005 dated and 25983 numbered Official Gazette, has been cancelled by the Constitutional Court's March 22, 2007 dated and 2007/33 numbered decision. Reasoned ruling of the Constitutional Court has been issued on December 15, 2007 in the Official Gazette no. 26731. The reason for the cancellation decision by Constitutional Court was stated as possible future losses on acquired rights of Fund members.

Following the publication of the ruling, the Turkish Parliament started to work on new legal arrangements and the Social Security Law no. 5754 ("the Law") has been approved on April 17, 2008. The Law is enacted by the approval of the President of Turkey and issued on the May 8, 2008 dated and 26870 numbered Official Gazette.

In accordance with the temporary article no. 20 of the Article no. 73 of the Law;

The discounted liability for each fund in terms of the persons transferred as at the transfer date, including the contributors left the fund, should be calculated by the assumptions below,

- a) The technical interest rate to be used for the actuarial calculation is 9.80%.
- b) Income and expenditures in respect to fund's insurance division are considered in the calculation of discounted liability.

Law requires the transfer to be completed in three years beginning from January 1, 2008. The three year period has expired on May 8, 2011; however, it has been extended to May 8, 2013 with the decision of Council of Ministers published in Official Gazette dated April 9, 2011. Before the expiration date, with the decision of Council of Ministers published in Official Gazette dated May 3, 2013, the period for transferring banks, insurance and reassurance firms, board of trade, exchanges or participants, monthly salary paid individuals and beneficiaries of the funds that are constructed for their personnel to Social Security Institution in the scope of the temporary article no. 20 of the Social Security Law no. 506 published in Official Gazette dated April 30, 2014 extended for one year. The Council of Ministers has been lastly authorized to determine the transfer date in accordance with the last amendment in the first paragraph of the 20th provisional article of Law No.5510 implemented by the Law No. 6645 on Amendment of the Occupational Health and Safety Law and Other Laws and Decree Laws published in the Official Gazette dated April 23, 2015 numbered 29335.

The employer of pension fund participants (the Banks) will continue to pay the non-transferable social rights, which are already disclosed in the article of association of the pension fund, to the pension participants and their right owners, even though the salary payment obligation has been transferred to the Social Security Institution.

The technical financial statements of the Fund are audited by the certified actuary according to the "Actuaries Regulation" which is issued as per the Article no. 21 of the 5684 numbered Insurance Law. As per the actuarial report regarding December 31, 2017 in compliance with the principles explained above, there is no technical or actual deficit determined which requires provision against as at December 31, 2017.

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### **XVIII. INFORMATION ON TAXATION**

### Corporate tax

Corporate tax rate is 20% in Turkey according to Article 32 of the Corporate Taxes Law No. 5520. However, the mentioned ratio will be applied as 22% for a period of three years between 2018-2020, according to Law No: 7061 "The Law regarding amendments on Certain Tax Laws and their implications on Deferred Tax Calculations" published in the Official Gazette dated December 5, 2017. This rate is applied to total income of the Bank adjusted for certain disallowable expenses, exempt income and any other allowances.

Dividends paid to the resident institutions and the institutions working through local offices or representatives are not subject to withholding tax. Except for the dividend payments to these institutions, the withholding tax rate on the dividend payments is 15%. In applying the withholding tax rates on dividend payments to the nonresident institutions and the individuals, the withholding tax rates covered in the related Double Tax Treaty Agreements are taken into account. Appropriation of the retained earnings to capital is not considered as profit distribution and therefore is not subject to withholding tax.

75% of the associate shares that hold at least 2 years (this rate is 50% for sales after December 5, 2017 for real estates) and profits from property sales are exceptional from corporate taxes if there is a capital increase according to Corporate Tax Law or it is hold for a 5 years on special fund account. The Bank follows these profits in "Revaluation Surplus on Tangible Assets" under the equity.

75% revenue of the sales from the firms that follows up for their debts and their guarantors' and mortgagor' properties, associate shares, founder shares, redeemed shares and privileges are exceptional from the corporate taxes.

Advance tax that is calculated 20% of the profit from the quarterly period has to be paid until the 17th evening in the two months followed which is declared on 14th day of the same month. Advance tax which is paid during the year is to be set off on corporate taxes that calculates on corporate tax return. Taxes paid is to collect in cash or is to set off on other financial debts

According to tax legislation, financial losses which are not exceed over 5 years can be deducted from profit of the company. Losses cannot be set off from retained earnings.

There is no practice about reaching an agreement with laws in Turkey. Corporate taxes are paid on 25th of the fourth month that is followed form the end of the accounting period. Firms that allowed to analyze taxes, can examine the accounting records within five years and change the amount if there is a wrong transaction.

### Corporation tax legislation for the foreign branches

### Bahrain (Manama)

The Parent Bank's branch that is operating in Bahrain is nontaxable because there is no corporate tax practice in that country. Bahrain Branch's income is added to headquarters income and it is taxed in Turkey according to Law No. 5520 on Corporate Tax Laws published in the Official Gazette dated May 5, 2012, numbered B.07.1.GİB.4.99.16.02-KVK-5/1-b-128.

### North Iraq (Erbil)

The Parent Bank's branch that is operating in Erbil is taxable according to the country's law legislation. Declaration of financial records and their tax payments are differ from cities that are related to centralized government and cities that are related to North Iraq. On the other hand, North Iraq tax administrations can impute taxes rather than the designated rates.

### USA (New York)

The Parent Bank's branch that is operating in New York is taxable according to state law legislation and country law legislation. Double Tax Treaty Agreements is stated for being taxed in Turkey.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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### **Banking and Insurance Transaction Tax**

Banking and insurance transaction tax is arranged by the Law No. 6802 on Expenditure Taxes Law. Excluding the banks' and insurance companies' transactions according to Law No. 3226 on Leasing Law Legislation which is dated 10.6.1985, the collecting money in cash or by approximation is subject to banking and insurance transaction tax. Those amounts are up to 5% banking and insurance transaction tax according to Law No. 6802 on Expenditure Taxes Law's 33. Notice and Article No. 98/11591.

### Deferred taxes

According to the TAS 12 - Income Taxes; deferred tax assets and liabilities are recognized, on all taxable temporary differences arising between the carrying values of assets and liabilities in the financial statements and their corresponding balances considered in the calculation of the tax base, and initial recognition of assets and liabilities which affect neither accounting nor taxable profit. The delayed tax debt or assets is determined by calculating the "taxable temporary differences " between the assets' and debts' book values versus the values on the legal tax base accounts. According to tax legislation, differences that do not affect the financial or commercial profit of the assets or liabilities at the acquisition date are excluded from these calculations. The Law regarding amendments on Certain Tax Laws was approved in The Grand National Assembly of Turkey on November 28, 2017 and the Law was published in the Official Gazette on December 5, 2017. Accordingly, the corporate income tax rate will be increased from 20% to 22% for the years 2018, 2019 and 2020. According to the Law that have been enacted, deferred tax asset and liabilities shall be measured at the tax rate 22% that are expected to apply to these periods when the assets is realized or the liability is settled. For the periods 2021 and after deferred tax assets and liabilities will be measured by 20% tax rate.

According to December 8, 2004 BRSA DZM 2/13/1-a-3 notice;

- There are no deferred tax assets on general provision
- Deferred tax income is not considered on distribution on profit.

Deferred tax rate shall be measured over general provision according to IFRS 9 articles from January 1, 2018.

Deferred taxes' book value is revised in every balance sheet date. Deferred tax book value can be reduced if there is improbable to create revenue.

The deferred tax assets and liabilities are reported as net in the financial statements only if the Bank has legal right to present the net value of current year tax assets and current year tax liabilities and the deferred tax assets and deferred tax liabilities are income taxes of the same taxable entity.

In case valuation differences resulting from the subsequent measurement of the items are recognized in the statement of income, then the related current and or deferred tax effects are also recognized in the statement of income. On the other hand, if valuation differences are recognized in shareholders' equity, then the related current or deferred tax effects are also recognized directly in the shareholders' equity.

### Transfer Pricing

In Turkey, the transfer pricing provisions have been stated under the Article 13 of Corporate Tax Law with heading of "disguised profit distribution via transfer pricing". The General Communiqué on disguised profit distribution via Transfer Pricing, dated November 18, 2007 sets details about implementation.

Pursuant to the relevant Communiqué, if a taxpayer enters into transactions regarding sale or purchase of goods and services with related parties, where the prices are not set in accordance with arm's length principle, then related profits are considered to be distributed in a disguised manner through transfer pricing. Such disguised profit distributions through transfer pricing are not accepted as tax deductible for corporate income tax purposes.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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### XIX. INFORMATION ON CASH AND CASH EQUIVALENT

For the purposes of the cash flow statement, cash includes cash effectives, cash in transit, purchased cheques and demand deposits including balances with the Central Bank of the Republic of Turkey ("CBRT"); and "cash equivalents" include interbank money market placements and time deposits at banks with original maturity periods of less than three months.

### XX. ADDITIONAL INFORMATION ON BORROWINGS

The Parent Bank provides funding resources such as syndication and securitization transactions in case of need. In the current period, the Parent Bank has started to obtain funds through domestic and international bonds and bills since August 2011.

These transactions are initially recognized at acquisition costs at the transaction date and are subsequently measured at amortized cost using effective interest method.

The group is not hedging about debt instruments.

### **XXI. INFORMATION ON ISSUANCE OF EQUITY SECURITIES**

The shares of the Parent Bank having nominal value of TL 322,000,000 (full TL), representing the 25.18% of the Bank's outstanding shares, was publicly offered at a price between TL 5.13-5.40 for each share having a nominal value of TL 1 on November 2005, and TL 1,172,347 was recorded as "Share Premiums" in shareholders' equity. TL 448,429 of this amount has been utilized in capital increase on December 19, 2006

### XXII. INFORMATION ON CONFIRMED BILLS OF EXCHANGE AND ACCEPTANCES

Confirmed bills of exchange and acceptances are realized simultaneously with the customer payments and recorded in off-balance sheet accounts as possible debt and commitment, if any. As at the balance sheet date, there are no acceptances recorded as liability in return for assets.

### XXIII. INFORMATION ON GOVERNMENT INCENTIVES

As at December 31, 2017, Vakıf Finansal Kiralama AŞ, a consolidated subsidiary of the Group, has unused investment incentives amounting to TL 186,717 (December 31, 2016: TL 199,946).

### XXIV. INFORMATION ON SEGMENT REPORTING

An operating segment is a component of an entity:

- That engages in business activities from which it may earn revenues and incur expenses (including revenues and expenses relating to transactions with other components of the same entity),
- Whose operating results are regularly reviewed by the entity's chief operating decision maker to make decisions about resources to be allocated to the segment and assess its performance, and
- For which discrete financial information is available.

Segment reporting was selected as a fundamental section reporting method considering Group's risk and return structure and key sources which is disclosed in Section 4 Note X.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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### XXV. OTHER MATTERS

### Earnings per shares

Earnings per share has been calculated by dividing the net profit for the period to weighted average of outstanding shares. In Turkey, the companies may perform capital increase ("Bonus Shares") from retained earnings. In earning per share computation bonus shares are treated as issued shares.

As at and for the year ended December 31, 2017, earnings per 100 shares are full TL 1.5730 (December 31, 2016: full TL 1.1160).

### Related parties

Parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making financial and operating decisions. Shareholders, top executives and board members are accepted as related party personally, with their families and companies according to TAS 24 - Related Party Disclosures Standard. Transactions made with related parties are disclosed in Section 5 Note VII.

### Classifications

None.

### Insurance operations

Written Premiums: Written premiums represent premiums on policies written during the year net of taxes and premiums of the cancelled policies produced in previous years. Written premiums, after deduction of premiums ceded to reinsurance companies are recorded under other operating income in the accompanying consolidated statement of income.

Reserve for unearned premiums: Reserve for unearned premiums represents the proportions of the premiums written in a period that relate to the period of risk subsequent to the balance sheet date, without deductions of commission or any other expense. Reserve for unearned premiums is calculated for all contracts except for the insurance contracts for which the Group provides mathematical reserve. Reserve for unearned premiums is also calculated for the annual premiums of the annually renewed long-term insurance contracts. Reserve for unearned premiums is presented under insurance technical provisions in the accompanying consolidated financial statements.

Reserve for outstanding claims: Accounts for outstanding claim reserve for ultimate cost of the claims incurred, but not paid in the current or previous periods or, for the estimated ultimate cost if the cost is not certain yet, and for the incurred but not reported claims. Claim provisions are accounted for based on reports of experts or initial assessments of policyholders and experts, and in the calculations related to the claim reserves, claim recoveries, salvage and similar gains are not deducted. The difference between the outstanding claim reserve that is accrued and determined on account and the amount that is calculated by using the actuarial chain ladder method, of which the content and implementation fundamentals are determined on the Legislation for Technical Provision and the "Circular on Outstanding Claim Reserve" numbered. 2014/16 and dated December 5, 2014 and is effective from January 1, 2015, is accounted as incurred but not reported claims reserve. The calculation of incurred but not reported outstanding claim reserve considering best estimations of the Company's actuary has been calculated in the line with the related regulation.

Mathematical provisions: Mathematical provisions are the provisions recorded against the liabilities of the Group to the beneficiaries of long-term life and individual accident policies based on actuarial assumptions. Mathematical provisions consist of actuarial mathematical provisions and profit sharing reserves.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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Actuarial mathematical provisions are calculated as the difference between the net present values of premiums written in return of the risk covered by the Group and the liabilities to policyholders for long-term insurance contracts based on the basis of actuarial mortality assumptions as approved by the Republic of Turkey Prime Ministry Under secretariat of Treasury, which are applicable for Turkish insurance companies. Mathematical provision also includes the saving portion of the provisions for saving life product.

Profit sharing reserves are the reserves provided against income obtained from asset backing saving life insurance contracts. These contracts entitle the beneficiaries of those contracts to a minimum guaranteed crediting rate per annum or, when higher, a bonus rate declared by the Group from the eligible surplus available to date.

Mathematical provisions are presented under "insurance technical provisions" in the accompanying consolidated financial statements.

Deferred acquisition cost and deferred commission income: Commissions given to the intermediaries and other acquisition costs that vary with and are related to securing new contracts and renewing existing insurance contracts are capitalized as deferred acquisition cost. Deferred acquisition costs are amortized on a straight-line basis over the life of the contracts. Commission income obtained from the premiums ceded to reinsurance firms are also deferred and amortized on a straight-line basis over the life of the contracts.

Liability adequacy test: At each reporting date, a liability adequacy test is performed, to ensure the adequacy of unearned premiums net of related deferred acquisition costs. In performing this test, current best estimates of future contractual cash flows, claims handling and policy administration expenses are used. Any inadequacy is immediately charged to the statement of income by establishing an unexpired risk provision under "insurance technical provisions" in the accompanying consolidated financial statements.

If the result of the test is that a loss is required to be recognized, the first step is to reduce any intangible item arising from business combinations related to insurance. If there is still a loss remaining, then the deferred acquisition cost is reduced to the extent that expense loadings are considered not recoverable. Finally, if there is a still remaining amount of loss, this should be booked as an addition to the reserve for premium deficiency.

### Individual pension business

Individual pension system receivables presented under 'other assets' in the accompanying consolidated financial statements consists of 'receivables from the clearing house on behalf of the participants'. Pension funds are the mutual funds that the individual pension companies invest in, by the contributions of the participants. Shares of the participants are kept at the clearing house on behalf of the participants.

'Receivables from the clearing house on behalf of the participants' is the receivable from the clearing house on pension fund basis against the contributions of the participants. The same amount is also recorded as payables to participants for the funds acquired against their contributions under the 'individual pension system payables'.

In addition to the 'payables to participants' account, mentioned in the previous paragraph, individual pension system payables also includes participants' temporary accounts, and payables to individual pension agencies. The temporary account of participants includes the contributions of participants that have not yet been invested. Individual pension system payables are presented under other liabilities and provisions in the accompanying consolidated financial statements.

Fees received from individual pension business consist of investment management fees, fees levied on contributions and entrance fees. Fees received from individual pension business are recognized in other income in the accompanying consolidated statement of comprehensive income.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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### **SECTION FOUR**

### INFORMATION RELATED TO CONSOLIDATED FINANCIAL POSITION AND RISK MANAGEMENT

### I. INFORMATION ON CONSOLIDATED EQUITY ITEMS

Calculation of Equity and Capital Adequacy Standard Ratio are calculated according to "Regulation on Bank's Capital Adequacy Assessment of the Measurement", "Communique on Credit Risk Mitigation", "BRSA Regulation on Bank's Shareholder Equity", "Regulations on Systemically Important Banks", "Regulation on Capital Conservation and Cyclical Capital Buffer". As of December 31, 2017 Group's capital adequacy ratio is 14.95% (December 31, 2016: 13.88%)).

### Information about the consolidated shareholder equity items

|   | Current Period<br>December 31, 2017 | Amount as per the regulation before 1/1/2014(*) |
|---|-------------------------------------|---|
| COMMON EQUITY TIER I CAPITAL  |                                     | ., ., =   |
| Paid-in capital to be entitled for compensation after all creditors   | 2,500,000                           |   |
| Share Premium   | 724,269                             |   |
| Reserves  | 14,805,097                          |   |
| Income recognized under equity in accordance with TAS   | 1,031,317                           |   |
| Profit  | 3,881,266                           |   |
| Current Period's Profit   | 3,932,432                           |   |
| Prior Period's Profit   | (51,166)                            |   |
| Bonus shares from associates, subsidiaries and joint-ventures not accounted in current period's profit  | 3,913                               |   |
| Minority shares   | 670,718                             |   |
| Common Equity Tier 1 Capital Before Deductions  | 23,616,580                          |   |
| Deductions from Common Equity Tier 1 Capital  |                                     |   |
| Valuation adjustments calculated as per the (i) item of first paragraph of Article 9  |                                     |   |
| Net loss for the prior year losses and uncovered portion of the total reserves and losses that are recognized under equity in accordance with TAS   | -                                   |   |
| Leasehold Improvements on Operational Leases  | 186,861                             |   |
| Goodwill netted with deferred tax liability   | -                                   |   |
| Other intangible assets netted with deferred tax liabilities except mortgage servicing rights   | 204,370                             | 255,462   |
| Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)   | 204,310                             | 233,40.   |
| Differences are not recognized at the fair value of assets and liabilities subject to hedge of cash flow risk   |                                     |   |
| Communiqué Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected loss amount exceeds the total  |                                     |   |
| oriniting exercise to rinicipies of the amount creat risk calculated with the internal valuings based approach, total expected loss amount exceeds the total provision  | _                                   |   |
| Formation Gains arising from securitization transactions  |                                     |   |
| Unrealized gains and losses due to changes in own credit risk on fair valued liabilities  |                                     |   |
| Defined-benefit pension fund net assets   | -                                   |   |
| Defined which person found metabodic properties of the Bank in its own Common Equity  |                                     |   |
| Direct and induct investments of the bank in its own common equity  Excess amount expressed in the law (Article 56 4th paragraph)   |                                     |   |
| Excess amount expressed in the law (withches of win pragraph) Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where   |                                     |   |
| the bank does not own more than 10% of the issued share capital (amount above 10% threshold).   | _                                   |   |
| Significant investments in the common stock of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions (amount above 10% threshold) of Tier 1 Capital  | -                                   |   |
| Mortgage servicing rights (amount above 10% threshold) of Tier 1 Capital  | -                                   |   |
| Deferred tax assets arising from temporary differences (amount above 10% threshold, net of related tax liability)   | -                                   |   |
| Amounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital Adequacy Ratios of Banks (2nd article temporary second paragraph)  | -                                   |   |
| Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold) | -                                   |   |
| Amounts related to mortgage servicing rights  |                                     |   |
| Excess amount of deferred tax assets from temporary differences   |                                     |   |
| Chter Items Determined by BRSA  |                                     |   |
| The amount to be deducted from common equity tier 1 capital   |                                     |   |
| Total regulatory adjustments to Common equity Tier 1  | 391,231                             |   |
| Common Equity Tier 1 capital (CET1)   | 23,225,349                          |   |
| Additional Tier 1 capital: instruments  | 23,223,347                          |   |
| Premiums that are not included in Common Equity Tier 1 capital  |                                     |   |
| Fremunis that are not included in Committed up the Frequency Bank's borrowing instruments and related issuance premium  |                                     |   |
| Bank's borrowing instruments and related issuance premium (Temporary Article 4)   |                                     |   |
|   |                                     |   |
| Third parties' share in the Additional Tier I capital -   | -                                   |   |
| Third parties' share in the Additional Tier I capital (Temporary Article 3)   | -                                   |   |
| Additional Tier 1 Capital before deductions   |                                     |   |
| Deductions from Additional Tier 1 Capital   | <u> </u>                            |   |
| Bank's a direct or indirect investment in Tier 1 Capital  | -                                   |   |
| Investments of Bank to Banks that invest in Bank's additional equity and components of equity issued by financial institutions with compatible with Article 7   | -                                   |   |
| Total of Net Long Positions of the Investments in Equity Items of Unconsolidated Banks and Financial Institutions where the Bank Owns 10% or less of the Issued   |                                     |   |
| Share Capital Exceeding the 10%   | -                                   |   |
| Unconsolidated Banks and Financial Institutions where the Bank Owns more than 10% of the Issued Share Capital   | -                                   |   |
| Other Items Determined by BRSA  | -                                   |   |

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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|   | December 31, 2017       | Amount as per th regulation befor 1/1/2014 |
|---|-------------------------|--|
| ansition from the Core Capital to Continue to deduce Components  odwill and other intangible assets and related deferred tax liabilities which will not deducted from Common Equity Tier 1 capital for the purposes of the first sub-   | 92,106                  |  |
| rragraph of the Provisional Article 2 of the Regulation on Banks' Own Funds (-)   | -                       |  |
| et deferred tax asset/liability which is not deducted from Common Equity Tier 1 capital for the purposes of the sub-paragraph of the Provisional Article 2 of the   |                         |  |
| equilation on Banks' Own Funds (-)  | -                       |  |
| e amount to be deducted from Additional Tier 1 Capital (-) Ital Deductions from Additional Tier 1 capital   | -                       |  |
| tal Additional Tier (capital (AT1)  | -                       |  |
| tal Tier 1 Capital (Tier 1 Capital=Common Equity+Additional Tier 1 Capital)   | 19,209,033              |  |
| ER 2 CAPITAL  | 2 722 450               |  |
| ink's borrowing instruments and related issuance premium Ink's borrowing instruments and related issuance premium (Temporary Article 4)   | 2,723,659<br>977,288    |  |
| ird parties' share in the Tier II Capital -   | 777,200                 |  |
| ird parties' share in the Tier II Capital (Temporary Article 3)   | 6,053                   |  |
| ovisions (Article 8 of the Regulation on the Equity of Banks)   | 1,983,272               |  |
| er 2 Capital Before Deductions<br>Eductions From Tier 2 Capital   | 5,971,026               |  |
| ink's direct or indirect investment in Tier 2 Capital (-)   | -                       |  |
| vestments of Bank to Banks that invest on Bank's Tier 2 and components of equity issued by Financial Institutions with the conditions declared in Article 8   | -                       |  |
| tal of Net Long Positions of the Investments in Equity Items of Unconsolidated Banks and Financial Institutions where the Bank Owns 10% or less of the Issued Share   |                         |  |
| pital Exceeding the 10% threshold of Common Equity Tier 1 Capital (-) e Total of Net Long Position of the Direct or Indirect Investments in Additional Core Capital and Tier 2 Capital of Unconsolidated Banks and Financial Institutions   | =                       |  |
| here the Bank Owns 10% or more of the Israed Share Capital Exceeding the 10% Threshold of Fier Lapital  | =                       |  |
| her Items Determined by BRSA (-)  | -                       |  |
| tal Deductions From Tier 2 Capital  |                         |  |
| er 2 Capital<br>Ital Capital (The sum of Tier 1 Capital and Tier 2 Capital)   | 5,971,026<br>29,145,283 |  |
| tar capital (ini suni vi rier i capital anu rier 2 capital)<br>ie sum of Tier 1 Capital and Tier 2 Capital (Total Capital)  | 29,143,263              |  |
| an granted to Customer against the Articles 50 and 51 of the Banking Law  | -                       |  |
| et Book Values of Immovables Exceeding 50% of the Equity and of Assets Acquired against Overdue Receivables and Held for Sale as per the Article 57 of the  |                         |  |
| ınking Law but Retained More Than Five Years (-)<br>her items to be defined by the BRSA (-)   | 1,355                   |  |
| ,   | 1,255                   |  |
| transition from Total Core Capital and Supplementary Capital (the capital) to Continue to Download Components  with of the total of net long positions of investments made in Common Equity Items of banks and financial institutions outside the scope of consolidation where the  with owns 10% or less of the issued common share capital exceeding 10% of Common Equity of the Bank not to be deducted from the Common Equity, Additional  or 1 Capital, Tier 2 Capital as per the 1st clause of the Provisional Article 2 of the Regulation on the Equity of Banks | -                       |  |
| ortion of the total of net long positions of direct or indirect investments made in Additional Tier 1 and Tier 2 Capital items of banks and financial institutions outside e scope of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of Common Equity of the Bank not to be deducted om the Additional Tier 1 Capital and Tier 2 Capital as per the 1st clause of the Provisional Article 2 of the Regulation on the Equity of Banks  | <u> </u>                |  |
| ortion of the total of net long positions of investments made in Common Equity items of banks and financial institutions outside the scope of consolidation where the<br>link owns 10% or more of the issued common share capital, deferred tax assets based on temporary differences and mortgage servicing rights not deducted from<br>Immon Equity as per the 1st and 2nd Paragraph of the 2nd clause of the Provisional Article 2 of the Regulation on the Equity of Banks  | -                       |  |
| ITAL CAPITAL<br>tal Capital   | 29,143,928              |  |
| tan Capitan<br>Tal Risk Weighted Amounts  | 194,903,773             |  |
| IPITAL ADEQUACY RATIOS  | -                       |  |
| nsolidated Core Capital Adequacy Ratio (%)  | 11.92                   |  |
| nsolidated Tier 1 Capital Adequacy Ratio (%)  | 11.89<br>14.95          |  |
| nsolidated Capital Adequacy Ratio (%)  JFFERS   | 14.95                   |  |
| tal buffer requirement  | 1.753                   |  |
| pital conservation buffer requirement (%)   | 1.250                   |  |
| nk specific counter-cyclical buffer requirement (%)   | 0.003                   |  |
| stemically important banks buffer requirement (%) e ratio of Additional Common Equity Tier 1 capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and   | 0.500                   |  |
| untercyclical Capital buffers to Risk Weighted Assets (%)   | 7.42                    |  |
| nounts below deduction thresholds   | -                       |  |
| nounts arising from the net long positions of investments made in Total Capital items of banks and financial institutions where the Bank owns 10% or less of the such common share capital nounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the  | -                       |  |
| ued common share capital  |                         |  |
| ortgage servicing rights  | -                       |  |
| eferred tax assets arising from temporary differences (net of related tax liability)  | -                       |  |
| mits related to provisions considered in Tier 2 calculation eneral provisions for standard based receivables (before tenthousandtwentyfive limitation)  | 1,885,493               |  |
| to 1.25% of total risk-weighted amount of general reserves for receivables where the standard approach used   | 2,244,752               |  |
| cess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation   | -                       |  |
| cess amount of total provision amount to 0.6% of risk weighted receivables of credit risk Amount of the Internal Ratings Based Approach in accordance with the  | -                       |  |
| mmuniqué on the Calculation   |                         |  |
| mmuniqué on the Calculation ebt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  | -                       |  |
| mmuniqué on the Calculation   |                         |  |
| Immuniqué on the Calculation  Lebt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  Apper limit for Additional Tier 1 Capital subjected to temporary Article 4   |                         |  |

<sup>(\*)</sup> Represents the amounts taken into consideration according to transition clauses.

### **TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS**FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Information about the consolidated shareholder equity items

|  | Prior Period<br>December 31, 2016 | Amount as per the regulation before 1/1/2014 <sup>(*)</sup> |
|--|-----------------------------------|---|
| COMMON EQUITY TIER I CAPITAL   |                                   |   |
| Paid-in capital to be entitled for compensation after all creditors  | 2,500,000                         | =   |
| Share Premium  | 727,780                           | -   |
| Reserves   | 12,259,333                        | -   |
| Income recognized under equity in accordance with TAS  | 866,028                           | -   |
| Profit   | 2,775,944                         | -   |
| Current Period's Profit  | 2,789,918                         | -   |
| Prior Period's Profit  | (13,974)                          | -   |
| Bonus shares from associates, subsidiaries and joint-ventures not accounted in current period's profit   | 3,683                             | -   |
| Minority shares  | 521,476                           | -   |
| Common Equity Tier 1 Capital Before Deductions   | 19,654,244                        |   |
| Deductions from Common Equity Tier 1 Capital   |                                   |   |
| Valuation adjustments calculated as per the (i) item of first paragraph of Article 9   |                                   |   |
| Net loss for the prior year losses and uncovered portion of the total reserves and losses that are recognized under equity in accordance with TAS  | 52,825                            | -   |
| Leasehold Improvements on Operational Leases  Conduit Institute with deferred too linklity   | 162,121                           |   |
| Goodwill netted with deferred tax liability  | 120.150                           | 220.245   |
| Other intangible assets netted with deferred tax liabilities except mortgage servicing rights  Percent tax secrets that salv on future profitch little well-dispenses and interest that salv on future profitch little well-dispenses (not of colored tax liability).  | 138,159                           | 230,265   |
| Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)  |                                   |   |
| Differences are not recognized at the fair value of assets and liabilities subject to hedge of cash flow risk  Compressed Assessed, total expected loss appears assets the liabilities subject to hedge of cash flow risk |                                   |   |
| Communiqué Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected loss amount exceeds the total provision   | -                                 |   |
| Gains arising from securitization transactions   | -                                 |   |
| Unrealized gains and losses due to changes in own credit risk on fair valued liabilities   | =                                 |   |
| Defined-benefit pension fund net assets  | =                                 |   |
| Direct and indirect investments of the Bank in its own Common Equity   | =                                 |   |
| Excess amount expressed in the law (Article 56 4th paragraph)  | =                                 |   |
| Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)   | -                                 |   |
| Significant investments in the common stock of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions (amount above 10% threshold) of Tier 1 Capital   | -                                 |   |
| Mortgage servicing rights (amount above 10% threshold) of Tier 1 Capital   | =                                 | -   |
| Deferred tax assets arising from temporary differences (amount above 10% threshold, net of related tax liability)  | =                                 |   |
| Amounts exceeding 15% of Tier 1 Capital according to Regulation on Measurement and Assessment of Capital Adequacy Ratios of Banks (2nd article temporary secon paragraph)  | d<br>                             |   |
| Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible long positions, where the bank does not own more than 10% of the issued common share capital of the entity (amount above 10% threshold)  | -                                 |   |
| Amounts related to mortgage servicing rights   | =                                 |   |
| Excess amount of deferred tax assets from temporary differences  | =                                 |   |
| Other Items Determined by BRSA   | =                                 |   |
| The amount to be deducted from common equity tier 1 capital  | -                                 |   |
| Total regulatory adjustments to Common equity Tier 1   | 353,105                           |   |
| Common Equity Tier 1 capital (CET1)  | 19,301,139                        |   |
| Additional Tier 1 capital: instruments   | -                                 |   |
| Premiums that are not included in Common Equity Tier 1 capital   | -                                 | -   |
| Bank's borrowing instruments and related issuance premium  | -                                 | -   |
| Bank's borrowing instruments and related issuance premium (Temporary Article 4)  | -                                 |   |
| Third parties' share in the Additional Tier I capital -  | -                                 |   |
| Third parties' share in the Additional Tier I capital (Temporary Article 3)  | -                                 |   |
| Additional Tier 1 Capital before deductions  | -                                 |   |
| Deductions from Additional Tier 1 Capital  | -                                 | -   |
| Bank's direct or indirect investment in Tier 1 Capital   | -                                 |   |
| Investments of Bank to Banks that invest in Bank's additional equity and components of equity issued by financial institutions with compatible with Article 7  | -                                 | -   |
| Total of Net Long Positions of the Investments in Equity Items of Unconsolidated Banks and Financial Institutions where the Bank Owns 10% or less of the Issued Shar Capital Exceeding the 10%   | е -                               |   |
| Threshold of Common Equity Tier 1 Capital  | -                                 |   |
| Unconsolidated Banks and Financial Institutions where the Bank owns more than 10% of the Issued Share Capital  | -                                 |   |
| Other Items Determined by BRSA   |                                   |   |

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| isocobile and after stangille inserts, and marked oblevent but halful and declared from camena legals (in 1 capital for the purposes of the Personand Antice 2 of the Section of Back Control (1) is common legals (in 1 capital for the purposes of the sub-purposes of t | τ   | Prior Period<br>December 31, 2016 | Amount as per the regulation before 1/1/2014( |
|--|---|-----------------------------------|---|
| special fails for Provisional Ancide 2 of the Regulation on Registry Over Turnol (1)  responsible to the Action of Section (1)  responsible to the Action of Section (1)  responsible to the Action of Section (1)  responsible to the Action (1)  respo | Transition from the Core Capital to Continue to deduce Components   |                                   |   |
| Set defends the seast-flashility which is not excluded from common poury the 1 capital for the purposes of the sub-paragraph of the Proviscoal Active 2 of the excludition in the 1 capital (1) in the Common Section of Common Section (1) in the Common Se |   |                                   |   |
| Seculation of stands from Equilibrial Control  |   |                                   |   |
| Treat Development (Propriet (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (ATS)  Total Text Capital (Her Topital (He | Regulation on Banks' Own Funds (-)  | -                                 |   |
| Troub Additional Ties Trophic (ATT)  TO LIER T, Capital (Feb. Logish) - (edited issuance premium (response) Antique (1)  TO LIER T, Capital (Feb. Logish) - (edited issuance premium (response) Antique (1)  To Lier C, Capital (Feb. Logish) - (edited issuance premium (response) Antique (1)  The James (Above in the Per I Capital (Response) Antique (1)  The James (Above in the Per I Capital (Response) Antique (1)  The James (Above in the Per I Capital (Response) Antique (1)  The James (Above in t |   | -                                 |   |
| Treat Part L Capital (Fire 1 Capital Centument Equal Valdelitional Birs 1 Capital)  1822 ACMITAN  1822 ACMITAN  1822 ACMITAN  1823 ACMITAN  1823 ACMITAN  1824 ACMITAN  18 |   |                                   |   |
| Sale's borowing instruments and related sessons personant (Pengany Antide 4) 9.7728.55  Third parties of which is the common facility of the specific of the s | Total Tier 1 Capital (Tier 1 Capital=Common Equity+Additional Tier 1 Capital)   |                                   |   |
| Seaks but movemely activations of the first Copies (respectly Article 3)  1014 particle* Steep on the First Licipate (respectly Article 3)  1015 particle* Steep on the First Licipate (respectly Article 3)  1015 particle* Steep on the First Licipate (respectly Article 3)  1015 particle* Steep on the First Licipate (respectly Article 3)  1015 particle* Steep on the First Licipate (respectly Article 3)  1015 particle* Steep on the First Licipate (respectly Article 3)  1015 particle* Steep on the First Licipate (respectly Article 3)  1016 particle* Steep on the First Licipate (respectly Article 3)  1016 particle* Steep on the First Licipate (respectly Article 3)  1016 particle* Steep on the First Licipate (respectly Article 3)  1016 particle* Steep on the First Licipate (respectly Article 3)  1016 particle* Steep on the First Licipate (respectly Article 3)  1016 particle* Steep on the First Licipate (respectly Article 3)  1016 particle* Steep on the First Licipate (respectly Article 3)  1016 particle* Steep on the First Licipate (respectly Article 3)  1016 particle* Steep on the First Licipate (respectly Article 3)  1016 particle* Steep on the First Licipate (respectly Article 3)  1016 particle* Steep on the First Licipate (respectly Article 3)  1016 particle* Steep on the First Licipate (respectly Article 3)  1017 particle* Steep on the First Licipate (respectly Article 3)  1017 particle* Steep on the First Licipate (respectly Article 3)  1017 particle* Steep on the First Licipate (respectly Article 3)  1017 particle* Steep on the First Licipate (respectly Article 3)  1017 particle* Steep on the First Licipate (respectly Article 3)  1017 particle* Steep on the First Licipate (respectly Article 3)  1017 particle* Steep on the First Licipate (respectly Article 3)  1017 particle* Steep on the First Licipate (respectly Article 3)  1017 particle* Steep on the First Licipate (respectly Article 3)  1017 particle* Steep on the First Licipate (respectly Article 3)  1017 particle* Steep on the First Licipate (respectly Arti | TIER 2 CAPITAL  |                                   |   |
| Third patters share in the Test Capital  Margariser's share in the Test Capital (temporary Article 3)  Constitution of the Capital basin on the Test (taglist (temporary Article 3)  Constitution of the Capital basin on the Test (taglist (temporary Article 3)  Constitution of the Capital basin of Test (temporary Article 3)  Constitution of the Capital basin of Test (temporary Article 3)  Constitution of the Capital of Test (temporary Article 3)  Constitution of the Capital of Test (temporary Article 3)  Constitution of Test (temporary Article 3)  |   |                                   |   |
| Third garder's share in the Tear II apital (remposery Anticle 3)  regressions (Anticle 6) the Designation on the English (a Designation on the English (a Designation of the Designation on the English (a Designation of the Designation on the English (a Designation of the English (a)   |   | 977,288                           |   |
| Processors Admice at the Regulation on the Equity of Library (1981) 272  |   | 6,053                             |   |
| Deductions from Fire 7 Capital  Sensit sider of inferior investments in the 2 Capital ()  Investment of Bank to Bank this thrives on Bank's Tar 2 and components of egglt's issued by Financial Institutions with the conditions declared in Article 8  Investment of Bank to Bank this threst on Bank's Tar 2 and components of egglt's issued by Financial Institutions where the text downs to the investments of regular threst of the Capital and Tire 2 Capital of the Capital of the Capital of the Capital of the Capital and Tire 2 Capital of the Capita | Provisions (Article 8 of the Regulation on the Equity of Banks)   | 1,983,272                         |   |
| Stank's direct of indirect investment in Tier 2 Capital (*)  Total of Net Long Positions of the Investments in Equity (*)  Total of Net Long Positions of the Investments in Equity (*)  Total of Net Long Positions of the Investments in Equity (*)  Total of Net Long Positions of the Investments in Equity (*)  Total of Net Long Positions of the Investments in Equity (*)  Total of Net Long Positions of the Investments in Equity (*)  Total of Net Long Positions of the Investments in Equity (*)  Total of Net Long Positions of the Investments in Equity (*)  Total of Net Long Positions of the Investments in Equity (*)  Total of Net Long Positions of the Investments in Equity (*)  Total of Net Long Positions of the Investment of Net Investment of Ne |   |                                   |   |
| Intersections of Bank to Basis that invest on Bank's Fer 2 and components of capital prisonal by Engandal Institutions with the Bank Zoos 10 the Standard Common Stappit (Enga |   |                                   |   |
| Total of Net Long Positions of the investments in rightly terms of Unconsolidated Banks and Financial institutions where the Bank Owns 10% or less of the Issued Share Capital Secretion for 16% procession of the Orient or Indiance Investments in Additional Core Capital and Tier 2 Capital of Unconsolidated Banks and Financial Institutions  Intelligence of Net Core (Inc.) ( |   |                                   |   |
| the fold of Net tony Bostinon of the Direct or Indirect Investments in Additional Core Capital and Tier 2 Capital of Unconsolidated Banks and Prinancial Institutions where the Bank Own 196 or more of the bissed Share Capital Exceeding the 1985 Threshold of Tier 1 Capital  4.712.984  Total Capital (The sum of Fier 1 Capital and Fier 2 Capital)  1.   | Total of Net Long Positions of the Investments in Equity Items of Unconsolidated Banks and Financial Institutions where the Bank Owns 10% or less of the Issued Share   |                                   |   |
| where the Bank Own's 10% or more of the Issued Shate Capital Exceeding the 10% Threshold of Her 1 Capital  Foot Deductions From Tier 2 Capital  Foot Capital (The sound Tier 1 Capital and Tier 2 Capital)  Total Capital (The sound Tier 1 Capital and Tier 2 Capital)  Total Capital (The sound Tier 1 Capital and Tier 2 Capital)  Total Capital (The sound Tier 1 Capital and Tier 2 Capital)  Total Capital (The sound Tier 1 Capital Capital (Casit Capital)  Total Capital (The sound Tier 1 Capital Capital (Casit Capital)  Total Capital (The sound Tier 1 Capital Capital)  Total Capital (The sound Tier 1 Capital Capital)  Total Capital (The sound Tier 1 Capital Capital)  Total Capital (The sound Tier 1 Capital Capital)  Total Capital (The sound Tier 1 Capital Capital)  Total Capital (The sound Tier 1 Capital Capital)  Total Capital (The Sound Tier 1 Capital Capital)  Total Capital (The Sound Tier 1 Capital Capital)  Total Capital (The Sound Tier 1 Capital Capital Capital)  Total Capital (The Sound Tier 1 Capital Capital)  Total Capital (The Sound Tier 1 Capital Capit | Capital Exceeding the 10% threshold of Common Equity Tier 1 Capital (-)   | -                                 |   |
| Other Imms Determined by BRSA () Ticle 2 Capital a Ticle 2 Capital (Fig. 2 Capital a) Ticle 2 Capital (Fig. 2 Capital a) Ticle 2 Capital (Fig. 2 Capital a) Ticle 2 Capital (Fig. 2 Capital (Fig. 2 Capital (Cital Capital)) Ticle 2 Capital (Fig. 2 Capital (Fig. 2 Capital (Cital Capital)) Ticle 2 Capital (Fig. 2 Capital (Fig. 2 Capital (Cital Capital)) Ticle 2 Capital (Fig. 2 Capital Cital Capital) Ticle 3 Capital (Fig. 2 Capital Cital Capital) Ticle 4 Capital (Fig. 2 Capital Cital Capital) Ticle 4 Capital (Fig. 2 Capital Cital Capital) Ticle 4 Capital (Fig. 2 Capital Cital Capital) Ticle 4 Capital (Fig. 2 Capital Cital Capital) Ticle 4 Capital (Fig. 2 Capital Cital Capital) Ticle 4 Capital (Fig. 2 Capital Cital Capital) Ticle 4 Capital (Fig. 2 Capital Capital Capital Cital Capital Cital Capital Cital Capital Cital Capital Cital Capital Cital Capital Cital Capital Cital Capital Cital Capital Cital Capital Cital Capital Cital Capital Cital Capital Capital Cital Capital Cital Capital Cital Capital Cital Capital Capital Cital Capital Cital Capital Cital Capital Cital Capital Capital Capital Cital Capital Capital Cital Capital Capital Cital Capital Capital Capital Cital Capital Capital Cital Capital Capital C |   |                                   |   |
| Total Deductions From Tier 2 Capital  4,71,844  Total Capital (the sum of Tier 1 Capital and Tier 2 Capital)  523,222,017  The sum of Tier 1 Capital and Tier 2 Capital (total Capital)  1000 granular to Customer against the Articles 53 and 51 of the Banking Law  112,142  Total Capital (the sum of Tier 1 Capital and Tier 2 Capital (total Capital)  112,142  Total Capital (the sum of Tier 1 Capital and Tier 2 Capital (total Capital)  112,142  Total Capital (the sum of Tier 1 Capital and Tier 2 Capital (total Capital)  112,142  Total Capital (the sum of Tier 1 Capital And Supplementary Capital (the Capital) to Continue to Download Components  112,142  Total Capital (the sum of Tier 1 Capital and Supplementary Capital (the Capital) to Continue to Download Components  112,142  Total Capital (the sum of Tier 1 Capital and Supplementary Capital (the Capital) to Continue to Download Components  112,142  Total Capital (the Sum of Tier 1 Capital and Supplementary Capital (the Capital) to Continue to Download Components  112,142  Total Capital (the Sum of Tier 1 Capital and Supplementary Capital (the Capital) to Continue to Download Components  112,142  Total Capital (the Sum of Tier 1 Capital and Supplementary Capital (the Capital) to Common Capital (the Capital) to the Capital Capital and Tier 2 Capital and Supplementary Capital (the Capital) to Common Capital (the Capital Capit |   |                                   |   |
| Trotal Capital (the sum of lier 1 Capital and tier 2 Capital (pate)  Loan granted to Customer against the Articles 50 and 51 of the Banking Law Net Book Visions of Immovables Exceeding 59% of the Equity and of Assets Acquired against Overdue Receivables and Held for Sale as per the Article 57 of the Banking Law Net Book Visions of Immovables Exceeding 59% of the Equity and of Assets Acquired against Overdue Receivables and Held for Sale as per the Article 57 of the Banking Law but Retained More Than Five Years (*)  112, 142  112, 142  112, 142  113, 146  114, 147  115, 147  116, 147  117, 148  117, 148  117, 148  117, 149  117,  | Total Deductions From Tier 2 Capital  | -                                 |   |
| The sum of fire 1 Capital and Tier 2 Capital (Irotal Capital) too granted to Customer against the Articles 50 and 51 of the Banking Law Net Book Values of Immovables Exceeding 50% of the Equity and of Assets Acquired against Overdue Receivables and Held for Sale as per the Article 57 of the Banking Law Mark Estended More Than The Years (*) 112,142  The Sanking Law Mark Estended More Than The Years (*) 112,145  The Sanking Law Mark Estended More Than The Years (*) 112,145  The Sanking Law Mark Estended More Than The Years (*) 112,145  The Sanking Law Mark Estended More Than The Years (*) 112,145  The Sanking Law Mark Estended More Than Sanking Law | Tier 2 Capital  |                                   |   |
| Lean granted to Customer against the Articles 50 and 51 of the Banking Law Re Book Values of Immovables Exceeding 50% of the Equity and of Assets Acquired against Overdue Receivables and Held for Sale as per the Article 57 of the Banking Law but Retained More Than Five Years ( )  112,142  112,142  114,145  115,146  117,146  117,146  117,146  117,146  117,146  117,147  1 |   | 23,922,017                        |   |
| Net Book Values of Immovables Exceeding 50% of the Equity and of Assets Acquired against Overdue Receivables and Held for Sale as per the Article 57 of the Banking Law but Retained More Than Five Years (c) 1,166 in Intrastilion from Total Core Capital and Supplementary Capital (the capital) to Continue to Download Components  Parties of the total of net long positions of investments made in Common Equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of Common Equity of the Bank not to be deducted from the Common Equity Additional Hier 1 Capital as per the 1st clause of the Provisional Article 2 of the Requisition on the Equity of Banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of Common Equity of Banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of Common Equity of Banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of Common Equity of Banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of Common Equity of Banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital deferred the Interport of the Provisional Article 2 of the Regulation on the Equity of Banks 10% of Common Equity as per the 1st and 2nd Paragraph of the 2nd clause of the Provisional Article 2 of the Regulation on the Equity of Banks 10% of Consolidation Where the Bank owns 10% or fore the State of Capital Adequacy Ratio (%) 11,25 (CAPITAL ADEQUACY RATIOS  CAPITAL ADEQUACY RATIOS  LONG ADEQUACY RATIOS  LONG ADEQUACY RATIOS  LONG ADEQUACY RATIOS  LONG ADEQUACY RATIOS  LONG ADEQUAC |   |                                   |   |
| Intensition from Total Core Capital and Supplementary Capital (the capital) to Continue to Download Components  Intensition from Total Core Capital and Supplementary Capital (the capital) to Continue to Download Components  Protein of the total of reli long positions of investments mode in Common Squity trees of banks and linentical institutions outside the scope of consolidation where the Bank owns 10% or loss of the issued common share capital exceeding 10% of Common Equity of the Bank in that to be deducted from the Common Equity Capital as per the 1st clause of the Provisional Article 2 of the Regulation on the Equity of Banks  Protition of the total of relic pages thins of direct or indirect investments made in Additional Tier 1 and text 2 capital aless and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share part the 1st clause of the Provisional Tier 1 and text 2 capital aless and the Provisional Tier 1 and text 2 capital aless and the Provisional Tier 1 and text 2 capital aless and the Provisional Article 2 of the Regulation on the Equity of Banks  Protition of the total of net long positions of investments made in Common Equity tierns of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital, deferred the memprary differences and mortgage servicing rights not deducted from Common Equity as per the 1st and 2nd Paragraph of the 2nd clause of the Provisional Article 2 of the Regulation on the Equity of Banks  Protition of the total of net long positions of investments made in Common Equity as per the 1st and 2nd Paragraph of the 2nd clause of the Provisional Article 2 of the Regulation on the Equity of Banks  Protition of the total of the 1st and 2nd Paragraph of the 2nd clause of the Regulation on the Equity of Banks  Protition of Capital Adequacy Ratio (%)  11.25  12.25  12.25  12.25  12.25  12.25  12.25  12.25  12.25  12.25  12.25  12.25  12.25  12.25  12.25  1 | Net Book Values of Immovables Exceeding 50% of the Equity and of Assets Acquired against Overdue Receivables and Held for Sale as per the Article 57 of the   |                                   |   |
| In transition from Total Core Capital and Supplementary Capital (the capital) to Continue to Download Components Protition of the total of net long positions of investments made in Common Equity items of Joseph Consolidation where the Bank owns 10% or Capital as per the 1st clause of the Provisional Article 2 of the Regulation on the Equity of Banks Portition of the total of net long positions of direct or indirect investments made in Additional Ter 1 and Ties 2 (apital as per the 1st clause of the Provisional Article 2 of the Regulation on the Equity of Banks Portition of the total of net long positions of direct or indirect investments made in Additional Ter 1 and Ties 2 (apital large the Bank owns 10% or more of the sospe of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of Common Equity of Banks Portition of the total of net long positions of investments made in Common Equity irems of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of Common Equity irems of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of Common Equity irems of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital. Adelered banks and financial institutions and institutions and the scope of consolidation where the Bank owns 10% or more of the issued common share positions of investments made in form of Equity 10% of the Provisional Article 2 of the Regulation on the Equity of Banks  173,540,121  173,540,121  173,540,121  173,540,122  173,540,123   | Banking Law but Retained More Than Five Years (-)   |                                   |   |
| Partion of the total of net long positions of investments made in Common Equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or less of the issued common share capital exceeding 10% of Common Equity of Banks 100 or less of the issued common share capital exceeding 10% of Common Equity of Banks 100 or less of the issued of the Provisional Article 2 of the Regulation on the Equity of Banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of common Equity of Banks 100 or more of the issued common share capital exceeding 10% of common Equity of Banks 100 or more common Equity as per the 1st clause of the Provisional Article 2 of the Regulation on the Equity of Banks 100 or more of the issued common share capital, deferred as assets based on the Explosion of Explosion of Explosion o | Other items to be defined by the BRSA (-)   | 1,166                             |   |
| Bank owns 10% or less of the issued common share capital exceeding 10% of Common Equity of Bank not to be deducted from the Common Equity, Additional iter 1 Capital a pret 2 Capital as per the 1st clause of the Provisional Article 2 of the Regulation on the Equity of Banks Pertion of the total of net long positions of direct or indirect investments made in Additional Tier 1 and Tier 2 Capital items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of Common Equity of the Bank not to be deducted from the Additional Tier 1 Capital and Tier 2 Capital as per the 1st clause of the Provisional Article 2 of the Regulation on the Equity of Banks Pertion of the total of net long positions of investments made in Common Equity is tems of banks and financial institutions due the scope of consolidation where the Bank owns 10% or more of the issued common share capital, deferred tax assets based on temporary differences and mortgage servicing rights not deducted from Common Equity as per the 1st and 2nd Paragraph of the 2nd clause of the Provisional Article 2 of the Regulation on the Equity of Banks  **CONTAL CAPITAL **CONTAL CAPITAL **CONTAL ACPITAL **CONTA | In transition from Total Core Capital and Supplementary Capital (the capital) to Continue to Download Components  | -                                 |   |
| Portion of the total of net long positions of direct or indirect investments made in Additional Tier 1 april al rems of banks and financial institutions outside the scope of consolidation where the Bank owns to 40 me to 10 me to | Bank owns 10% or less of the issued common share capital exceeding 10% of Common Equity of the Bank not to be deducted from the Common Equity, Additional   |                                   |   |
| the scope of consolidation where the Bank nowns 10% or more of the issued common share capital exceeding 10% of Common Equity of the Bank not to be deducted from the Additional Iter 1 Capital and fire 2 Capital as per the 1st classe of the Provisional Article 2 of the Regulation on the Equity of Bank's provision and 10 feet 2 Capital as per the 1st classe of the Provisional Article 2 of the Regulation on the Equity of Bank's provision and 10 feet 2 Capital as per the 1st and 2nd Paragraph of the 2nd clause of the Provisional Article 2 of the Regulation on the Equity of Bank's provision and 2nd Paragraph of the 2nd clause of the Provisional Article 2 of the Regulation on the Equity of Bank's provisional Article 2 of the Regulation on the Equity of Bank's provision and 2nd Paragraph of the 2nd clause of the Provisional Article 2 of the Regulation on the Equity of Bank's provisional Article 2 of the Regulation on the Equity of Bank's provision and 2nd 2nd 2nd 2nd 2nd 2nd 2nd 2nd 2nd 2   |   | -                                 |   |
| Portion of the total of net long positions of investments made in Common Equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital, deferred tax assists based on temporary differences and mortgage servicing rights not deducted from Common Equity as per the 1st and 2nd Paragraph of the 2nd clause of the Provisional Article 2 of the Regulation on the Equity of Banks  TOTAL CAPITAL  Total Capital  Total Capital  Total Servicine  Total Capital  Total Servicine  Total Capital  Total Servicine  Total Capital  Tota | the scope of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of Common Equity of the Bank not to be deducted   | -                                 |   |
| Total Capital    | Portion of the total of net long positions of investments made in Common Equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital, deferred tax assets based on temporary differences and mortgage servicing rights not deducted from |                                   |   |
| Total Capital CAPITAL ADEQUACY RATIOS Consolidated Core Capital Adequacy Ratio (%) Consolidated Core Capital Adequacy Ratio (%) Consolidated Core Capital Adequacy Ratio (%) Consolidated Core Capital Adequacy Ratio (%) Consolidated Capital Adequac |   |                                   |   |
| CAPITAL ADEQUACY RATIOS Consolidated Core Capital Adequacy Ratio (%) 11.25 Consolidated Core Capital Adequacy Ratio (%) 11.20 Consolidated Tier 1 Capital Adequacy Ratio (%) 11.20 Consolidated Capital Adequacy Ratio (%) 11.20 Consolidated Capital Adequacy Ratio (%) 13.88  BUFFERS  Totala buffer requirement 0.6.27 Capital conservation buffer requirement (%) 0.625 Bank specific counter-cyclical buffer requirement (%) 0.625 Bank specific counter-cyclical buffer requirement (%) 0.002 The ratio of Additional Common Equity Tier 1 capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and Countercyclical Duffer requirement (%) 6.75  Amounts below deduction intersholds  Amounts arising from the net long positions of investments made in Total Capital items of banks and financial institutions where the Bank owns 10% or less of the sisued common share capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and Countercyclical Capital buffers to Risk Weighted Assets (%) 6.75  Amounts arising from the net long positions of investments made in Total Capital items of banks and financial institutions where the Bank owns 10% or less of the sisued common share capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and Capital Capital items of banks and financial institutions where the Bank owns 10% or more of the sisued common share capital which will be capital items of banks and financial institutions where the Bank owns 10% or more of the sisued common share capital which ar | Total Capital   | 23,808,709                        |   |
| Consolidated Core Capital Adequacy Ratio (%) 11.26 Consolidated Tier 1 Capital Adequacy Ratio (%) 11.20 Consolidated Tier 1 Capital Adequacy Ratio (%) 11.20 Consolidated Capital Adequacy Ratio (%) 11.20 Consolidated Capital Adequacy Ratio (%) 11.20 Consolidated Capital Adequacy Ratio (%) 11.20  BBUFFERS  Total buffer requirement 0.06.27 Capital Conservation buffer requirement (%) 0.627 Capital Conservation buffer requirement (%) 0.625 Bank specific counter-cyclical buffer requirement (%) 0.002 The ratio of Additional Common Equity Tier 1 capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and Countercyclical Expital buffers to Risk Weighted Assets (%) 6.75  Amounts below deduction thresholds Amounts arising from the net long positions of investments made in Total Capital items of banks and financial institutions where the Bank owns 10% or less of the issued common share capital  | Total Risk Weighted Amounts   | 171,540,121                       |   |
| Consolidated Tier 1 Capital Adequacy Ratio (%) 13.88  BUFFERS  Capital Adequacy Ratio (%) 13.88  BUFFERS  Capital Adequacy Ratio (%) 13.88  BUFFERS  Capital Conservation buffer requirement (%) 0.627  Capital Conservation buffer requirement (%) 0.625  Bank specific counter-cyclical buffer requirement (%) 0.625  Bank specific counter-cyclical buffer requirement (%) 0.002  The ratio of Additional Common Equity Tier 1 capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and Countercyclical Capital buffers to Risk Weighted Assets (%) 6.75  Amounts below deduction thresholds  Amounts below deduction thresholds  Amounts arising from the net long positions of investments made in Total Capital items of banks and financial institutions where the Bank owns 10% or less of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  Amounts assets arising from tenporary differences (net of related tax liability)  - Deferred tax assets arising from temporary differences (net of related tax liability)  - Deferred tax assets arising from temporary differences (net of related tax liability)  - Deferred provisions ton standard based receivables (before tenthousandtwentyfive limitation)  - Deferred tax serves for receivables where the standard approach used  Excess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  - Communiqué on the Calculation  - Debt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  Upper limit for Additional Tier 1 Capital subjected to temporary Article 4  Amounts Excess the Limits of Additional Tier 1 Capital subjected to temporary Article 4   |   | 11.25                             |   |
| BUFFERS Total buffer requirement (%) 0.627 Capital conservation buffer requirement (%) 0.625 Bank specific counter-cyclical buffer requirement (%) 0.625 Bank specific counter-cyclical buffer requirement (%) 0.625 Bank specific counter-cyclical buffer requirement (%) 0.002 The ratio of Additional Common Equity Tier 1 capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and Countercyclical Capital buffers to Risk Weighted Assets (%) 6.75 Amounts below deduction thresholds Amounts arising from the net long positions of investments made in Total Capital items of banks and financial institutions where the Bank owns 10% or less of the issued common share capital Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  |   |                                   |   |
| Total buffer requirement Capital conservation buffer requirement (%)  Bank specific counter-cyclical buffer requirement (%)  The ratio of Additional Common Equity Tier 1 capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and Countercyclical Capital buffers to Risk Weighted Assets (%)  Amounts below deduction thresholds Amounts arising from the net long positions of investments made in Total Capital items of banks and financial institutions where the Bank owns 10% or less of the issued common share capital Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  - Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  - Amounts Evess arising from the net long positions of investments made in Tier 1 Capital table from the Calculation  - Capital table from the net long positions of investments made in Tier 1 Capital subjected to temporary Article 4  - Amounts Evess the Limits of Additional Tier 1 Capital subjected to temporary Article 4  - Amounts Evess the Limits of Additional Tier 1 Capital subjected to temporary Article 4  | Consolidated Capital Adequacy Ratio (%)   |                                   |   |
| Total buffer requirement Capital conservation buffer requirement (%)  Bank specific counter-cyclical buffer requirement (%)  The ratio of Additional Common Equity Tier 1 capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and Countercyclical Capital buffers to Risk Weighted Assets (%)  Amounts below deduction thresholds Amounts arising from the net long positions of investments made in Total Capital items of banks and financial institutions where the Bank owns 10% or less of the issued common share capital Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  - Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  - Amounts Evess arising from the net long positions of investments made in Tier 1 Capital table from the Calculation  - Capital table from the net long positions of investments made in Tier 1 Capital subjected to temporary Article 4  - Amounts Evess the Limits of Additional Tier 1 Capital subjected to temporary Article 4  - Amounts Evess the Limits of Additional Tier 1 Capital subjected to temporary Article 4  |   |                                   |   |
| Capital conservation buffer requirement (%)  Bank specific counter-cyclical buffer requirement (%)  The ratio of Additional Common Equity Fire 1 capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and  Countercyclical Capital buffers to Risk Weighted Assets (%)  Amounts below deduction thresholds  Amounts arising from the net long positions of investments made in Total Capital items of banks and financial institutions where the Bank owns 10% or less of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  Mortgage servicing rights  Deferred tax assets arising from temporary differences (net of related tax liability)  Limits related to provisions considered in Tier 2 calculation  General provisions for standard based receivables (before tenthousandtwentyfive limitation)  2,167,443  Up to 1.25% of total risk-weighted amount of general reserves for receivables where the standard approach used  Excess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  Excess amount of total provision amount to 0.6% of risk weighted receivables of credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  Debt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  Upper limit for Additional Tier 1 Capital subjected to temporary Article 4  Amounts Excess the Limits of Additional Tier 1 Capital subjected to temporary Article 4  |   |                                   |   |
| Bank specific counter-cyclical buffer requirement (%)  The ratio of Additional Common Equity Tier 1 capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and Countercyclical Capital buffers to Risk Weighted Assets (%)  Amounts below deduction thresholds  Amounts arising from the net long positions of investments made in Total Capital items of banks and financial institutions where the Bank owns 10% or less of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  Mortgage servicing rights  Deferred tax assets arising from temporary differences (net of related tax liability)  Limits related to provisions considered in Tier 2 calculation  General provisions for standard based receivables (before tenthousandtwentyfive limitation)  Z,167,443  Up to 1.25% of total risk-weighted amount of general reserves for receivables where the standard approach used  Excess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  Excess amount of total provision amount to 0.6% of risk weighted receivables of credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  Debt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  Upper limit for Additional Tier 1 Capital subjected to temporary Article 4  Amounts Excess the Limits of Additional Tier 1 Capital subjected to temporary Article 4  |   |                                   |   |
| The ratio of Additional Common Equity Tier 1 capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and Countercyclical Capital buffers to Risk Weighted Assets (%)  Amounts Delow deduction thresholds  Amounts arising from the net long positions of investments made in Total Capital items of banks and financial institutions where the Bank owns 10% or less of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  Capital institutions where the Bank owns 10% or more of the issued common share capital  Capital institutions where the Bank owns 10% or more of the issued common share capital  Capital institutions where the Bank owns 10% or more of the issued common share capital  Capital institutions where the Bank owns 10% or more of the issued common share capital  Capital institutions where the Bank owns 10% or more of the issued common share capital  Capital institutions where the Bank owns 10% or more of the issued common share capital  Capital institutions where the Bank owns 10% or less of the issued common share capital  Capital institutions where the Bank owns 10% or less of the issued common share capital  Capital institutions where the Bank owns 10% or less of the institutions where the Bank owns 10% or less of the institutions where the Bank owns 10% or less of the institutions where the Bank owns 10% or less of the institutions where the Bank owns 10% or less of the institutions where the Bank owns 10% or less of the institutions where the Bank owns 10% or less of the institutions where the Bank owns 10% or less of the institutions where the Bank owns 10% or less of the institutions where the Ban |   |                                   |   |
| Amounts arising from the net long positions of investments made in Total Capital items of banks and financial institutions where the Bank owns 10% or less of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  Mortgage servicing rights  Deferred tax assets arising from temporary differences (net of related tax liability)  Limits related to provisions considered in Tier 2 calculation  General provisions for standard based receivables (before tenthousandtwentyfive limitation)  Excess amount of total provision amount to general reserves for receivables where the standard approach used  Excess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  Excess amount of total provision amount to 0.6% of risk weighted receivables of credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  Debt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  Upper limit for Additional Tier 1 Capital subjected to temporary Article 4  Amounts Excess the Limits of Additional Tier 1 Capital subjected to temporary Article 4   | The ratio of Additional Common Equity Tier 1 capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and   | 0.002                             |   |
| Amounts arising from the net long positions of investments made in Total Capital items of banks and financial institutions where the Bank owns 10% or less of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common in the institution in the Internal Capital institution in the Internal Capital institution in the Internal Capital institution in the Internal Capital institution in the Capital instituti | Countercyclical Capital buffers to Risk Weighted Assets (%)   | 6.75                              |   |
| Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital Mortgage servicing rights Deferred tax assets arising from temporary differences (net of related tax liability)  Limits related to provisions considered in Tier 2 calculation General provisions for standard based receivables (before tenthousandtwentyfive limitation) Up to 1.25% of total risk-weighted amount of general reserves for receivables where the standard approach used  Excess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  Excess amount of total provision amount to 0.6% of risk weighted receivables of credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  Debt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  Upper limit for Additional Tier 1 Capital subjected to temporary Article 4  Amounts Excess the Limits of Additional Tier 1 Capital subjected to temporary Article 4  - Amounts Excess the Limits of Additional Tier 1 Capital subjected to temporary Article 4   | Amounts arising from the net long positions of investments made in Total Capital items of banks and financial institutions where the Bank owns 10% or less of the   |                                   |   |
| Deferred tax assets arising from temporary differences (net of related tax liability)  Limits related to provisions considered in Tier 2 calculation  General provisions for standard based receivables (before tenthousandtwentyfive limitation)  Ly to 1.25% of total risk-weighted amount of general reserves for receivables where the standard approach used  Excess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  Excess amount of total provision amount to 0.6% of risk weighted receivables of credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  Debt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  Upper limit for Additional Tier 1 Capital subjected to temporary Article 4  Amounts Excess the Limits of Additional Tier 1 Capital subjected to temporary Article 4   | Amounts arising from the net long positions of investments made in Tier 1 Capital items of banks and financial institutions where the Bank owns 10% or more of the issued common share capital  | -                                 |   |
| Limits related to provisions considered in Tier 2 calculation  General provisions for standard based receivables (before tenthousandtwentyfive limitation)  Lyn to 1.25% of total risk-weighted amount of general reserves for receivables where the standard approach used  Excess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  Excess amount of total provision amount to 0.6% of risk weighted receivables of credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  Excess amount of total provision amount to 0.6% of risk weighted receivables of credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  Debt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  Upper limit for Additional Tier 1 Capital subjected to temporary Article 4  Amounts Excess the Limits of Additional Tier 1 Capital subjected to temporary Article 4   | Mortgage servicing rights   | -                                 |   |
| General provisions for standard based receivables (before tenthousandtwentyfive limitation)  2,167,443  Up to 1.25% of total risk-weighted amount of general reserves for receivables where the standard approach used  5,983,272  Excess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  Excess amount of total provision amount to 0.6% of risk weighted receivables of credit risk Amount of the Internal Ratings Based Approach in accordance with the  Communiqué on the Calculation  Debt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  Upper limit for Additional Tier 1 Capital subjected to temporary Article 4  Amounts Excess the Limits of Additional Tier 1 Capital subjected to temporary Article 4  | Deferred tax assets arising from temporary differences (net of related tax liability)   |                                   |   |
| Up to 1.25% of total risk-weighted amount of general reserves for receivables where the standard approach used  Excess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  Excess amount of total provision amount to 0.6% of risk weighted receivables of credit risk Amount of the Internal Ratings Based Approach in accordance with the  Communiqué on the Calculation   |   | 2 167 ///2                        |   |
| Excess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation -  Excess amount of total provision amount to 0.6% of risk weighted receivables of credit risk Amount of the Internal Ratings Based Approach in accordance with the  Communiqué on the Calculation -  Debt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  Upper limit for Additional Tier 1 Capital subjected to temporary Article 4 -  Amounts Excess the Limits of Additional Tier 1 Capital subjected to temporary Article 4 -   |   |                                   |   |
| Communiqué on the Calculation  Debt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  Upper limit for Additional Tier 1 Capital subjected to temporary Article 4  Arnounts Excess the Limits of Additional Tier 1 Capital subjected to temporary Article 4   | Spreamount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  |                                   |   |
| Debt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  Upper limit for Additional Tier 1 Capital subjected to temporary Article 4 - Amounts Excess the Limits of Additional Tier 1 Capital subjected to temporary Article 4  | Excess amount of total provision amount to 0.6% of risk weighted receivables of credit risk Amount of the Internal Ratings Based Approach in accordance with the  |                                   |   |
| Upper limit for Additional Tier 1 Capital subjected to temporary Article 4 Amounts Excess the Limits of Additional Tier 1 Capital subjected to temporary Article 4   |   | -                                 |   |
| Amounts Excess the Limits of Additional Tier 1 Capital subjected to temporary Article 4  |   |                                   |   |
|  | opper limit for Additional Tier 1 Capital Specied to temporary Article 4  Amounts Excess the Limits of Additional Tier 1 Capital Specied to temporary Article 4   |                                   |   |
|  | Upper limit for Additional Tier 2 Capital subjected to temporary Article 4 Amounts Excess the Limits of Additional Tier 2 Capital subjected to temporary Article 4  | =                                 |   |

<sup>(\*)</sup> Represents the amounts taken into consideration according to transition clauses.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Information about the debt instruments included in the consolidated equity calculation:

| Issuer  | T.Vakıflar Bankası T.A.O.  |
|---|--|
|   | XS0849728190/US90015NAB91  |
|   | XS1175854923 / US90015WAC73  |
| Unique identifier (e.g. CUSIP, ISIN or Bloomberg identifier for private placement)          | XS1551747733 / US90015WAE30<br>TRSVKFB92719  |
| - onlique identifier (e.g. cosii , isiiv or bloomberg identifier for private placement)     | Debt Instrument Communique numbered CMB-II-31.1 BRSA regulation on bank's shareholder  |
| Governing law(s) of the instrument  | equity   |
| Regulatory treatment  |  |
|   | XS0849728190 / US90015NAB91 is subject to deduction.   |
|   | XS1175854923/ US90015WAC73 is not subject to deduction.  |
| Subject to 100% deduction as of 1/1/2015  | XS1551747733/ US90015WAE30 is not subject to deduction.  |
| Subject to 10% deduction as of 1/1/2015 Eligible at solo/group/group&solo                   | TRVSKFB92719 is not subject to deduction.  Available   |
| 3 73 173 1  | Bond Issuance Possessing Subordinated Loan Conditions ( Tier II Capital)   |
| Instrument type   | Bond issuance Possessing Subordinated Loan Conditions (Tier II Capital)  |
| Amount recognized in regulatory capital (Currency in mil, as of most recent reporting date) | 4,079  |
| Par value of instrument   | 5,798  |
| Accounting classification   | 346011-347011 Subordinated Liabilities   |
|   | XS0849728190 / US90015NAB91 November 1, 2012   |
|   | XS1175854923 / US90015WAC73 February 2, 2015   |
| Original data of insurance  | XS1551747733 / US90015WAE30 February 13, 2017  |
| Original date of issuance   | TRSVKFB92719 September 18,2017   |
|   | XS0849728190/ US90015NAB91 Dated (10 years) Maturity Date: November 1, 2022<br>XS1175854923/ US90015WAC73 Dated (10 years) Maturity Date: February 3, 2025 |
|   | XS1551747733 / US90015WAE30 Dated (10 years) Maturity Date: November 1, 2027   |
| Perpetual or dated  | TRSVKFB92719 Dated (10 years) Maturity Date:September 6, 2027  |
|   |  |
|   | XS0849728190/ US90015NAB91 November 1, 2012  |
|   | XS1175854923 / US90015WAC73 February 2, 2015<br>XS1551747733 / US90015WAE30 February 13, 2017  |
| Issue date  | TRSVKFB92719 Dated (10 years) Maturity Date:September 6, 2027  |
| Issuer call subject to prior supervisory approval   | Yes  |
| issue: con subject to prior supervisory approve.  | XS0849728190 / US90015NAB91 Not available  |
|   | XS1175854923 / US90015WAC73 early call date at February 3, 2020 is available.  |
|   | XS1551747733/ US90015WAE30 early call date at November 1, 2022 is available.   |
| Call option dates, conditioned call dates and call amount                                   | TRSVKFB92719 early call date at the end of five years.   |
|   | XS0849728190/ US90015NAB91 Not available XS1175854923/ US90015WAC73 only one call option is available.   |
|   | XS1551747733 / US90015WAE30 only one call option is available.   |
| Subsequent call dates, if applicable  | TRSVKFB92719 only one call option is available.  |
|   | oupons / dividends   |
| Fixed or floating dividend/coupon   | Fixed/Interest payment once in six month, principal payment at the maturity date   |
|   | XS0849728190/ US90015NAB91 6% fixed interest rate  |
|   | XS1175854923 / US90015WAC73 6.875% fixed interest rate   |
|   | XS1551747733 / US90015WAE30 8% fixed interest rate TRSVKFB92719 5 years maturity "Indicator Government Debt Security"                                      |
| Coupon rate and any related index   | +350 basis points  |
| Existence of a dividend stopper   | Nil  |
| Fully discretionary, partially discretionary or mandatory                                   | Nil  |
| Existence of step up or other incentive to redeem   | Nil  |
| Noncumulative or cumulative   | Noncumulative  |
| Conver  | rtible or non-convertible  |
| If convertible, conversion trigger (s)  | Nil  |
| If convertible, fully or partially  | Nil  |
| If convertible, conversion rate   | Nil  |
| If convertible, mandatory or optional conversion  | Nil  |
| If convertible, specify instrument type convertible into                                    | Nil  |
| If convertible, specify issuer of instrument it converts into                               | Nil  |
|   |  |

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| Write-d   | own feature   |
|---|---|
| If write-down, write-down trigger(s)  | XS0849728190/ US90015NAB91 Not available.  XS1175854923/ US90015WAC73 available Revoking the business activity of Bank according to 71 clause of 5411 numbered Banking Law or liquidation proceedings to Savings Deposit Insurance Fund are the triggering events  XS1551747733/ US90015WAE30 available Revoking the business activity of Bank according to 71 clause of 5411 numbered Banking Law or liquidation proceedings to Savings Deposit Insurance Fund are the triggering events  TRSVKFB92719 available Revoking the business activity of Bank according to 71 clause of 5411 numbered Banking Law or liquidation proceedings to Savings Deposit Insurance Fund are the triggering events |
| If write-down, full or partial  | XS0849728190/ US90015NAB91 not available<br>XS1175854923/ US90015WAC73 has full or partial write down feature.<br>XS1551747733/ US90015WAE30 has full or partial write down feature.<br>TRSVKFB92719 has full or partial write down feature.  |
| If write-down, permanent or temporary   | XS0849728190/ US90015NAB91 not available<br>XS1175854923/ US90015WAC73 has permanent write down feature.<br>XS1551747733/ US90015WAE30 has permanent write down feature.<br>TRSVKFB92719 has permanent write down feature.  |
| If temporary write-down, description of write-up mechanism  | XS0849728190/ US90015NAB91 not available<br>XS1175854923/ US90015WAC73 has no write-up mechanism.<br>XS1551747733/ US90015WAE30 has no write-up mechanism.<br>TRSVKFB92719 has no write-up mechanism.   |
| Position in subordination hierarchy in liquidation (specify instrument type immediately senior to instrument) | Before debt instruments included in Tier II Capital after deposit and other receivables   |
| Whether conditions which stands in article of 7 and 8 of Banks' shareholder equity law are possessed or not   | Possess Article 8   |
| According to article 7 and 8 of Banks' shareholders' equity law that are not possessed                        | Not Possess Article 7   |

### Reconciliation of capital items to balance sheet:

|   | December 31, 2017 Dec | ember 31, 2016 |
|---|-----------------------|----------------|
| Shareholders' equity  | 23,622,965            | 19,607,472     |
| Leasehold improvements on operational leases                        | (186,861)             | (162,121)      |
| Goodwill and intangible assets                                      | (204,370)             | (138,159)      |
| General provision (1.25% of the amount that subject to credit risk) | 1,885,493             | 1,983,272      |
| Subordinated debt   | 4,079,148             | 2,723,659      |
| Deductions from shareholders' equity                                | (52,447)              | (205,414)      |
| Capital   | 29,143,928            | 23,808,709     |

### II. CONSOLIDATED CREDIT RISK

Credit risk is defined as the counterparty's possibility of failing to fulfil its obligations on the terms set by the agreement. Credit risk means risks and losses that may occur if the counterparty fails to comply with the agreement's requirements and cannot perform its obligations partially or completely on the terms set. It covers the possible risks arising from futures and option agreements and other agreements alike and the credit risks arising from credit transactions that have been defined by the Banking Law.

In compliance with the articles 51 and 54 set forth in Banking Law and ancillary regulation, credit limits are set by The Parent Bank for the financial position and credit requirements of customers within the authorization limits assigned for branches, regional directorates, lending departments, assistant general manager responsible of lending, general manager, credit committee and board of directors and credits are given regarding these limits in order to limit credit risk in lending facilities.

Credit limits are determined separately for the individual customer, company, group of companies, risk groups on a product basis. In accordance with the related Lending Policy, several criteria are used in the course of determining these credit limits. Customers should have a long-standing and a successful business past, a high commercial morality, possess a good financial position and a high morality, the nature of their business should be appropriate to use the credit, possess their commercial operations in an affirmative and a balanced manner, have experience and specialization in their profession, be able to adopt themselves to the economic conditions, to be accredited on the market, have sufficient equity capital, possess the ability to create funds with their operations and finance their placement costs. Also the

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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sector and the geographical position of customers, where they operate and other factors that may affect their operations are considered in the evaluation process of loans. Apart from ordinary intelligence operations, the financial position of the customer is mainly analyzed based on the balance sheets and the income statements provided by the loan customer, the documents received in accordance with the related regulation for their state of accounts and other related documents. Credit limits are subject to revision regarding the overall economic developments and the changes in the financial information and operations of the customers.

Collaterals for the credit limits are determined on a customer basis in order to ensure bank placements and their liquidity. The amount and type of the collateral are determined regarding the creditworthiness of the credit users. The Bank holds collateral against loans and advances to customers in the form of mortgage interests over property, other registered securities over assets, and guarantees.

The Group has risk control limits for derivative transaction (futures, options, etc.) positions, which effects credit risk and market risk.

For credit risk management purposes, Risk Management Department operates in

- The determination of credit risk policies in coordination with the Bank's other units,
- The determination and monitoring of the distribution of concentration limits with respect to sector, geography and credit type,
- The contribution to the formation of rating and scoring systems,
- The submit to the Board of Directors and the senior management of not only credit risk management reports about credit portfolio's distribution (borrower, sector, geographical region), credit quality (impaired loans, credit risk ratings) and credit concentration but also scenario analysis reports, stress tests and other analyses,
- The studies regarding the formation of advanced credit risk measurement approaches.

Credit risk is defined and managed for all cash and non-cash agreements and transactions, which carry counterparty risk. Loans with renegotiated terms are followed in accordance with The Parent Bank's credit risk management and follow-up principles. The financial position and trading operations of related customers are continuously analyzed and principal and interest payments, scheduled in renegotiation agreement, are strictly controlled by related departments. In the framework of The Parent Bank's risk management concept, long term commitments are accepted more risky than short term commitments. Besides, risk limits defined for long term commitments and collaterals that should be taken against long term commitments are handled in a wider range compared to short term commitments.

Indemnified non-cash loans are regarded as the same risk weight with the loans that are past due and unpaid.

Banking operations and lending activities carried in foreign countries are not exposed to material credit risks, due to related countries' financial conditions, customers and their operations.

The Group classifies its past due and impaired receivables as shown below in accordance with the "Regulation on Procedures and Principles for Determination of Qualifications of Loans and Other Receivables and Provisions to be Set Aside".

- For which recovery of principal and interest or both delays from their terms or due dates are more than 90 days but not more than 180 days are classified as "Group Three- Loans and Other Receivables" With Limited Recovery",
- For which recovery of principal and interest or both delays from their terms or due dates are more than 180 days but not more than 360 days are classified as "Group Four- Loans and Other Receivables With Suspicious Recovery",
- For which recovery of principal and interest or both delays from their terms or due dates are more than 360 days are classified as "Group Five Loans and Other Receivables Having the Nature of Loss",

Regardless of the guarantees and pledges received, the Group provides 20% provision for the Loans and Other Receivables classified in Group Three, 50% provision for the Loans and Other Receivables classified in Group Four and 100% in Group Five.

The Group's largest 100 cash loan customers compose 26.16% of the total cash loan portfolio (December 31, 2016: 26.83%).

The Group's largest 100 non-cash loan customers compose 52.90% of the total non-cash loan portfolio (December 31, 2016: 55.78%).

The Group's largest 100 cash loan customers compose 17.27% of total assets of the Group and the Group's largest 100 non-cash loan customers compose 16.71% of total off-balance sheet items (December 31, 2016: 18.04% and 15.30%).

The Group's largest 200 cash loan customers compose 32.46% of the total cash loan portfolio (December 31, 2016: 32.99%).

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

The Group's largest 200 non-cash loan customers compose 65.02% of the total non-cash loan portfolio (December 31, 2016: 67.94%).

The Group's largest 200 cash loan customers compose 21.43% of total assets of the Group and the Bank's largest 200 non-cash loan customers compose 20.54% of total off-balance sheet items (December 31, 2016: 22.19% and 18.63%).

The general provision for credit risk amounts to TL 1,885,493 (December 31, 2016: TL 2,167,443)

| Risk Classifications:  | Current Period<br>Risk Amount <sup>(**)</sup> | Average<br>Risk Amount <sup>(*)(**)</sup> |
|--|---|---|
| Claims on sovereigns and Central Banks   | 94,576,550                                    | 75,796,482                                |
| Claims on regional governments or local authorities                                      | 6,911,220                                     | 5,775,138                                 |
| Claims on administrative bodies and other non-commercial undertakings                    | 438,918                                       | 1,108,723                                 |
| Claims on multilateral development banks   | 19,615  | 17,081                                    |
| Claims on international organizations  | -   | -   |
| Claims on banks and intermediary institutions  | 17,508,822                                    | 14,473,488                                |
| Claims on corporate  | 93,630,912                                    | 84,784,246                                |
| Claims included in the regulatory retail portfolios                                      | 50,830,366                                    | 48,090,373                                |
| Claims secured by residential property   | 48,390,011                                    | 46,101,812                                |
| Past due loans   | 1,106,254                                     | 1,145,360                                 |
| Higher risk categories decided by the Agency   | 283,262                                       | 271,061                                   |
| Marketable securities secured by mortgages   | -   | -   |
| Securitization exposures   | -   | -   |
| Short-term claims and short-term corporate claims on banks and intermediary institutions | -   | -   |
| Undertakings for collective investments in mutual funds                                  | 263   | 168                                       |
| Stock Investments  | 707,498                                       | 682,341                                   |
| Other claims   | 10,375,891                                    | 8,433,671                                 |

The Average risk amount is calculated based on the arithmetic average of the monthly risk amounts after conversion for January-December 2017 period.

<sup>(\*\*)</sup> Before reducing the credit risk, the rate of the post credit conversion is given.

| Risk Classifications:  | Prior Period<br>Risk Amount <sup>(**)</sup> | Average<br>Risk Amount <sup>(*)(**)</sup> |
|--|---|---|
| Claims on sovereigns and Central Banks   | 58,031,079                                  | 61,716,668                                |
| Claims on regional governments or local authorities                                      | 4,754,757                                   | 4,084,721                                 |
| Claims on administrative bodies and other non-commercial undertakings                    | 1,321,061                                   | 1,499,245                                 |
| Claims on multilateral development banks   | 3,705                                       | 436                                       |
| Claims on international organizations  | -   | -   |
| Claims on banks and intermediary institutions  | 17,387,089                                  | 13,984,837                                |
| Claims on corporate  | 75,239,181                                  | 68,943,308                                |
| Claims included in the regulatory retail portfolios                                      | 45,732,251                                  | 40,238,614                                |
| Claims secured by residential property   | 43,946,760                                  | 39,721,096                                |
| Past due loans   | 1,170,775                                   | 1,050,056                                 |
| Higher risk categories decided by the Agency   | 402,675                                     | 2,140,556                                 |
| Marketable securities secured by mortgages   | -   | -   |
| Securitization exposures   | -   | -   |
| Short-term claims and short-term corporate claims on banks and intermediary institutions | -   | -   |
| Undertakings for collective investments in mutual funds                                  | -   | 5   |
| Stock Investments  | 650,567                                     | 576,735                                   |
| Other claims   | 7,538,274                                   | 6,986,070                                 |

<sup>(\*)</sup> Average risk amount is calculated based on the arithmetic average of the monthly risk amounts after conversion for January-December 2016 period.

 $<sup>\</sup>ensuremath{^{(")}}$  Before reducing the credit risk, the rate of the post credit conversion is given.

### **CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017** TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## Risk profile according to the geographical concentration (\*\*\*)

|  | Claims on sovereigns | Claims on a<br>regional<br>jovernments    | Claims on administrative regional bodies and vernments other non- | Claims on<br>multilateral |                                | Claims on<br>banks and       |                       | Claims<br>included<br>in the<br>regulatory Cl | Claims<br>included<br>in the<br>regulatory Claims secured | Higher risk<br>categories |         |                      |   | Short-term<br>claims and<br>short term<br>corporate<br>claims on<br>banks and | Undertakings<br>for collective                                  | ,                  |                                |             |
|--|----------------------|---|---|---------------------------|--------------------------------|------------------------------|-----------------------|---|---|---------------------------|---------|----------------------|---|---|---|--------------------|--------------------------------|-------------|
| Current Period   | and Central<br>Banks | and Central or local<br>Banks authorities | or local commercial<br>authorities undertakings                   | development<br>banks      | international<br>organizations | intermediary<br>institutions | Claims on corporates  | retail b<br>portfolios                        | retail by residential<br>tfolios property                 | Past due deci<br>loans    |         | Secured by mortgages | Secured by Securitization mortgages positions | intermediary<br>institutions  | investments in Stock Other mutual funds Investments receivables | Stock<br>vestments | Other<br>receivables           | Total       |
| Domestic   | 85,032,643           | 986'206'9                                 | 438,918   | 18,032                    |                                | 4,189,404                    | 85,058,214            | 20,809,900                                    | 48,042,682  | 1,102,757                 | 62,596  |                      |   |   | 263   | 43,397             | 9,515,272                      | 291,222,064 |
| EU countries   | 712,487              |   |   | 1,447                     |                                | 10,715,905                   | 618,620               | 6,856   |   | 3,497                     | 476     |                      |   |   |   |                    | 26,775                         | 12,086,063  |
| OECD countries (1)   |                      |   |   |                           |                                | 498,484                      | 4                     |   |   |                           |         |                      |   |   |   |                    |                                | 498,488     |
| Off-shore banking regions                                  |                      | 3,234                                     |   |                           |                                | 113,075                      | 4,247,432             | 2,953   | 328,856   |                           |         |                      |   |   |   |                    |                                | 4,695,550   |
| USA, Canada  | 8,831,420            |   |   | 136                       |                                | 1,426,112                    | 1,810,290             |   | 18,473  |                           |         |                      |   |   |   |                    |                                | 12,086,431  |
| Other countries  |                      |   |   |                           |                                | 460,940                      | 1,896,352             | 10,657  |   |                           | 220,190 |                      |   |   |   |                    |                                | 2,588,139   |
| Investment and associates, subsidiaries and joint ventures |                      | ,   | ,   |                           |                                | 104,902                      | ,                     | ,   |   | ,                         |         |                      | ,   |   | ,   | 664,101            |                                | 769,003     |
| Undistributed Assets/<br>Liabilities <sup>(*)</sup>        |                      |   | ,   |                           |                                |                              | ,                     | ,   |   |                           |         |                      |   |   |   | '                  | 833,844                        | 833,844     |
| Total  | 94,576,550           | 6,911,220                                 | 438,918   | 19,615                    |                                | 17,508,822                   | 17,508,822 93,630,912 | 50,830,366                                    | 48,390,011 1,106,254                                      | 1,106,254                 | 283,262 |                      |   |   | 263   | 707,498            | 707,498 10,375,891 324,779,582 | 24,779,582  |

(\*) EU countries, OECD countries except USA and Canada.

(\*\*) The assets and liabilities that can not be distributed according to a consistent base.

) the assets and habilities that call hot be distributed according to a consistent base. "" Risk amounts are given before credit risk mitigation, after multiplied by credit risk conversion ratio." 310

>> CONVENIENCE TRANSLATION OF PUBLICLY ANNOUNCED CONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH, SEE IN NOTE I. OF SECTION THREE

### **CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017** TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

# Risk profile according to the geographical concentration (\*\*\*)

| Prior Period   | Claims on<br>sovereigns<br>and Central<br>Banks | Claims on administrative Claims on regional bodies and sovereigns governments other non-and central or local commercial Banks authorities undertakings | Claims on administrative regional bodies and vernments other non- or local commercial outhorities undertakings | daims on<br>multilateral<br>development<br>banks | Claims on Claims on Claims on Intermediary organizational intermediary organizations institutions | Claims on<br>corporates | Claims<br>included<br>in the<br>regulatory<br>retail | Claims<br>secured by<br>residential<br>property | Past due<br>Ioans | Higher risk<br>categories<br>decided by<br>the Board | Secured by<br>mortgages | Secured by Securitization<br>mortgages positions | Short-term claims and short term corporate claims on banks and intermediary institutions | Undertakings<br>for collective<br>investments in Stock Other<br>mutual funds Investments receivables | Stock<br>Nestments | Other<br>receivables          | Total                 |
|--|---|--|--|--|---|-------------------------|--|---|-------------------|--|-------------------------|--|--|--|--------------------|-------------------------------|-----------------------|
| Domestic   | 54,800,963                                      | 4,754,757  | 1,310,984  | 3,705  | - 7,196,080   | 71,454,598              | 45,723,566   | 43,898,829                                      | 1,164,809         | 197,087  |                         |  |  |  | 27,637             | 6,648,036                     | 6,648,036 237,181,051 |
| EU countries   | 448,596   |  | 10,077   |  | - 8,551,401   | 1,944,141               | 066'9  |   | 996'5             |  |                         |  |  |  |                    | 17,972                        | 10,985,143            |
| OECD countries (1)   |   |  |  |  | - 13,085  |                         |  |   |                   |  |                         |  |  |  |                    |                               | 13,085                |
| Off-shore banking regions                                  | 1   |  |  |  |   |                         |  |   |                   |  |                         |  |  |  |                    |                               |                       |
| USA, Canada  | 2,781,520                                       |  |  |  | - 1,536,287   | 1,748,377               | 1,695  | 47,931  |                   |  |                         |  |  |  |                    |                               | 6,115,810             |
| Other countries  |   |  |  |  | - 90,236  | 92,065                  |  |   |                   | 205,588  |                         |  |  |  |                    |                               | 387,889               |
| Investment and associates, subsidiaries and joint ventures |   | ,  |  |  |   | ,                       | ,  |   | ,                 |  |                         | ,  |  | ,  | 622,930            | ,                             | 622,930               |
| Undistributed Assets/<br>Liabilities(**)                   |   |  |  |  |   |                         |  |   |                   |  |                         |  |  |  |                    | 872,266                       | 872,266               |
| Total  | 58,031,079                                      | 58,031,079 4,754,757 1,321,061   | 1,321,061  | 3,705  | - 17,387,089  | 75,239,181              | 45,732,251   | 45,732,251 43,946,760 1,170,775                 | 1,170,775         | 402,675  |                         |  | •  |  | 650,567            | 650,567 7,538,274 256,178,174 | 256,178,174           |
|  |   |  |  |  |   |                         |  |   |                   |  |                         |  |  |  |                    |                               |                       |

EU countries. OECD countries except USA and Canada.

) The assets and liabilities that can not be distributed according to a consistent base.

(\*\*\*) Risk amounts are given before credit risk mitigation, after multiplied by credit risk conversion ratio.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS

# **CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017** FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Risk profile according to sectors and counterparties (\*)

| Current Period                       | -                    | 7         | æ       | 4      | 2     | 9          | 7           | 80         | 6                               | 10        | Ξ       | 12 | 13 | 14 | 15  | 16   | 17        | Ħ            | ĸ           | Total       |
|--------------------------------------|----------------------|-----------|---------|--------|-------|------------|-------------|------------|---------------------------------|-----------|---------|----|----|----|-----|--|-----------|--------------|-------------|-------------|
| Agricultural                         | 190,377              | 444       | 10      |        |       |            | 284,243     | 543,542    | 445,896                         |           |         |    |    |    |     |  |           | 1,312,669    | 151,843     | 1,464,512   |
| Farming and raising livestock        | 182,614              | 444       | 10      |        |       |            | 282,767     | 513,294    | 432,391                         |           |         |    |    |    |     |  |           | 1,264,547    | 146,973     | 1,411,520   |
| Forestry                             | 6,204                |           |         |        |       |            | 950         | 18,521     | 4,603                           |           |         |    |    |    |     |  |           | 29,378       |             | 29,378      |
| Fishing                              | 1,559                |           |         |        |       |            | 1,426       | 11,727     | 8,902                           |           |         |    |    |    |     |  |           | 18,744       | 4,870       | 23,614      |
| Manufacturing                        | 5,112,339            | 187,304   | 61,438  |        |       |            | 37,073,078  | 4,057,765  | 6,413,129                       |           |         |    |    |    |     |  | - 2       | 21,999,278   | 30,905,775  | 52,905,053  |
| Mining                               | 130,473              |           |         |        |       |            | 2,962,565   | 158,487    | 145,433                         |           |         |    |    |    |     |  |           | 682,621      | 2,714,337   | 3,396,958   |
| Production                           | 4,903,832            | 30        | 7.5     |        |       |            | 23,338,653  | 3,650,483  | 061'680'9                       |           |         |    |    |    |     |  |           | 17,975,215   | 20,007,048  | 37,982,263  |
| Electric, Gas, Water                 | 78,034               | 187,274   | 61,363  |        |       |            | 10,771,860  | 248, 795   | 178,506                         |           |         |    |    |    |     |  |           | 3,341,442    | 8, 184, 390 | 11,525,832  |
| Construction                         | 2,952,799            | 890       | 3,395   |        |       |            | 11,744,362  | 2,775,701  | 6,780,970                       |           |         |    |    |    |     |  |           | 15,711,802   | 8,546,315   | 24,258,117  |
| Services                             | 50,467,597           | 908'901'9 | 176,802 | 19,615 | . 17, | 17,508,822 | 20, 142,747 | 7,159,786  | 8,239,232                       |           | 220,667 |    |    |    | 263 | 43,370   |           | 60,428,292   | 50,257,415  | 110,685,707 |
| Wholesale and retail trade           | 6,852                | 232       |         |        |       | ,          | 563,912     | 108,697    | 1,784                           |           |         |    |    |    |     |  |           | 340,597      | 340,880     | 681,477     |
| Hotel, Food and Beverage<br>Services | 526,253              | 11        | 263     |        |       |            | 1,792,862   | 797, 125   | 3,323,258                       |           |         |    |    |    |     |  |           | 2,346,056    | 4,093,716   | 6,439,772   |
| Transportation and Telecommunication | 913,632              | 11,378    | 23,533  |        |       |            | 11,049,289  | 4,649,438  | 2,230,411                       |           |         |    |    |    |     |  |           | 8,579,416    | 10,298,265  | 18,877,681  |
| Financial Institutions               | 48,222,227           | 10        | 733     | 19,615 | . 1,  | 17,508,822 | 4,665,354   | 148,801    | 946,723                         |           | 220,667 |    |    |    | 263 | 43,370   |           | 38,341,752   | 33,434,833  | 71,776,585  |
| Real Estate and renting services     | 215,895              |           | 70,183  |        |       |            | 1,248,419   | 1,067,057  | 919,586                         |           |         |    |    |    |     |  |           | 2,626,874    | 894,266     | 3,521,140   |
| Self-employment services             | 4,905                | 1,513     | 241     |        |       |            | 8,415       | 10,669     |                                 |           |         |    |    |    |     |  |           | 14,903       | 10,840      | 25,743      |
| Education services                   | 164,013              | 11        | 979     |        |       |            | 274,797     | 168,283    | 420, 193                        |           |         |    |    |    |     |  |           | 935,978      | 91,945      | 1,027,923   |
| Health and social services           | 413,820              | 6,693,651 | 81,223  |        |       |            | 539,699     | 209,716    | 397,277                         |           |         |    |    |    |     |  |           | 7,242,716    | 1,092,670   | 8,335,386   |
| 0ther                                | 35,853,438           | 15,776    | 197,273 |        |       | - 2        | 24,386,482  | 36,293,572 | 26,510,784 1,106,254            | 1,106,254 | 62,595  |    |    |    |     | 664,128 10,375,891 93,246,271                          | 75,891 9  |              | 42,219,922  | 135,466,193 |
| Total                                | 94,576,550 6,911,220 | 6,911,220 | 438,918 | 19,615 | . 17, | 17,508,822 | 93,630,912  | 50,830,366 | 50,830,366 48,390,011 1,106,254 | 1,106,254 | 283,262 |    |    |    | 263 | 707,498 10,375,891 192,698,312 132,081,270 324,779,582 | 75,891 19 | 12,698,312 1 | 32,081,270  | 324,779,582 |
|                                      |                      |           |         |        |       |            |             |            |                                 |           |         |    |    |    |     |  |           |              |             |             |

🖰 Risk amounts are given before credit risk mitigation, after multiplied by credit risk conversion ratio.

- Claims on sovereigns and Central Banks
- Claims on regional governments or local authorities
- Claims on administrative bodies and other non-commercial undertakings
  - Claims on multilateral development banks
- Claims on international organizations
- Claims on banks and intermediary institutions
- Claims included in the regulatory retail portfolios Claims on corporates
  - Claims secured by residential property
- Higher risk categories decided by the Board
- Secured by mortgages
- Short-term claims and short term corporate claims on banks and intermediary institutions
  - Undertakings for collective investments in mutual funds
- Stock Investments 9-110-112-113-115-116-
  - Other receivables

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### **CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017** TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Risk profile according to sectors and counterparties (\*)

| Prior Period                         | -                              | 2         | 3         | 4     | 10       |            | 9            | 7   | 00          | 6            | 10 | Ξ       | 12 | 5 | 14 | 15 | 16  | 11        | Ħ  | ñ                    | Total      |
|--------------------------------------|--------------------------------|-----------|-----------|-------|----------|------------|--------------|---|-------------|--------------|----|---------|----|---|----|----|---|-----------|--|----------------------|------------|
| Agricultural                         | 2,306                          | 54        | 207,563   |       |          |            | - 1,265,696  | 696 628,586   |             | 667,275      |    |         |    |   |    |    |   |           | 1,925,166                                  | 846,314              | 2,771,480  |
| Farming and raising livestock        | 1,833                          | 54        | 207,563   |       |          |            | - 961,       | 961,861 570,  | 570,802 6   | 628,685      |    |         |    |   |    |    |   |           | 1,792,861                                  | 577,937              | 2,370,798  |
| Forestry                             | 471                            |           |           |       |          |            | - 258,       | 258,674 29,   | 29,458      | 19,454       |    |         |    |   |    |    |   |           | 80,584                                     | 227,473              | 308,057    |
| Fishing                              | 2                              |           |           |       |          |            | - 45,        | 45,161 28,  | 28,326      | 19, 136      |    |         |    |   |    |    |   |           | 51,721                                     | 40,904               | 92,625     |
| Manufacturing                        | 5,917                          | 570       | 171,838   |       |          |            | - 32,036,896 | 896 4,011,586   |             | 5,229,920    |    |         |    |   |    |    |   |           | 14,872,642 26,584,085 41,456,727           | 26,584,085           | 41,456,727 |
| Mining                               | 707                            |           | 6,712     |       |          |            | - 1,406,125  |   | 156,918     | 211,494      |    |         |    |   |    |    |   |           | 558,930                                    | 1,223,026            | 1,781,956  |
| Production                           | 5,210                          | 23        | 49,004    |       | '        |            | - 21,506,151 | 151 3,721,968   |             | 4,890,928    |    |         |    |   |    |    |   |           | 12,288,286                                 | 17,884,998           | 30,173,284 |
| Electric, Gas, Water                 |                                | 547       | 116,122   |       |          |            | - 9,124,620  |   | 132,700     | 127,498      |    |         |    |   |    |    |   |           | 2,025,426                                  | 7,476,061            | 9,501,487  |
| Construction                         | 434                            | 105       | 73,780    |       |          |            | - 10,681,069 | 069 2,626,315   | 315 5,8     | 5,891,523    |    |         |    |   |    |    |   |           | 11,263,498                                 | 8,009,728 19,273,226 | 19,273,226 |
| Services                             | 34,903,667 4,624,121           | 4,624,121 | 700,690   | 3,700 |          | 17,386,59  | 6 24,649,    | 17,386,596 24,649,122 12,764,924 15,372,177             | 924 15,3    | 77,177       |    | 205,588 |    |   |    |    | 27,610  |           | 66,896,612 43,741,583 110,638,195          | 43,741,583           | 10,638,195 |
| Wholesale and retail trade           | 184,370                        | 583       | 43        |       |          |            | - 8,817,625  | 625 7,441,861   |             | 8,473,190    |    |         |    |   |    |    |   |           | 19,003,181                                 | 5,914,491            | 24,917,672 |
| Hotel, Food and Beverage Services    | 2,282                          | 17        | 64        |       |          |            | - 2,450,566  |   | 498,907 3,1 | 3,130,880    |    |         |    |   |    |    |   |           | 1,455,534                                  | 4,627,182            | 6,082,716  |
| Transportation and Telecommunication | 283                            | 7,554     | 365,546   |       |          |            | - 8,323,167  | 167 4,174,378   |             | 1,476,312    |    |         |    |   |    |    |   |           | 6,498,613                                  | 7,848,627            | 14,347,240 |
| Financial Institutions               | 34,488,078                     | 7         | 1,010     | 3,700 | '        | 17,386,596 | 3,611,257    |   | 50,347 1,0  | 1,086,383    |    | 205,588 |    |   |    |    | 27,610  |           | 33,038,141                                 | 23,822,435           | 56,860,576 |
| Real Estate and renting services     |                                |           | 4         |       |          |            | - 374,       | 374,326 133,  | 133, 167    | 489,797      |    |         |    |   |    |    |   |           | 432,085                                    | 565,209              | 997,294    |
| Self-employment services             | 480                            | 1,254     | 16,839    |       | <u> </u> |            | - 20,        | 20,133  | 89          |              |    |         |    |   |    |    |   |           | 38,774                                     |                      | 38,774     |
| Education services                   | 51,276                         | 32        | 1,026     |       |          |            | - 445,       | 445,396 100,  | 700,796     | 292,437      |    |         |    |   |    |    |   |           | 853,897                                    | 37,066               | 890,963    |
| Health and social services           | 176,898                        | 4,614,674 | 316,158   |       |          |            | - 606,       | 606,652 365,  | 365,400 4   | 423, 178     |    |         |    |   |    |    |   |           | 5,576,387                                  | 926,573              | 6,502,960  |
| Other                                | 23,118,755                     | 129,907   | 167,190   | 2     |          | 49         | 493 6,606,   | 6,606,398 25,700,840 16,785,865 1,170,775               | 840 16,7    | 35,865 1,170 |    | 197,087 |    |   |    |    | 622,957 7,  | 538,274   | 7,538,274 56,420,395 25,618,151 82,038,546 | 25,618,151           | 82,038,546 |
| Total                                | 58,031,079 4,754,757 1,321,061 | 4,754,757 | 1,321,061 | 3,705 |          | 17,387,08  | 9 75,239,    | - 17,387,089 75,239,181 45,732,251 43,946,760 1,170,775 | 251 43,9    | 16,760 1,170 |    | 402,675 |    |   |    | -  | 650,567 7,538,274 151,378,313 104,799,861 256,178,174 | 538,274 1 | 51,378,313 1                               | 04,799,861           | 56,178,174 |
|                                      |                                |           |           |       |          |            |              |   |             |              |    |         |    | l |    |    |   |           |  |                      | ı          |

(") Risk amounts are given before credit risk mitigation, after multiplied by credit risk conversion ratio.

- Claims on regional governments or local authorities
- Claims on administrative bodies and other non-commercial undertakings
  - Claims on multilateral development banks
    - Claims on international organizations
- Claims on banks and intermediary institutions
  - Claims on corporates
- claims included in the regulatory retail portfolios
  - Claims secured by residential property
- Higher risk categories decided by the Board
- Short-term claims and short term corporate claims on banks and intermediary institutions
  - Undertakings for collective investments in mutual funds

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Distribution of maturity risk factors according to their outstanding maturities (\*)

| Risk Classifications-Current Period  |            | According to th | eir outstanding m | aturities  |                 |
|--|------------|-----------------|-------------------|------------|-----------------|
|  | 1 month    | 1-3 month       | 3-6 month         | 6-12 month | 1 year and over |
| Claims on sovereigns and Central Banks   | 7,428,731  | 252,551         | 759,428           | 1,577,698  | 84,558,142      |
| Claims on regional governments or local authorities                                      | 9,682      | 9,196           | 28,124            | 235,743    | 6,628,475       |
| Claims on administrative bodies and other non-<br>commercial undertakings                | 1,426      | 1,690           | 3,390             | 66,624     | 365,788         |
| Claims on multilateral development banks   | 1,583      | -               | -                 | -          | 18,032          |
| Claims on international organizations  | -          | -               | -                 | -          | -               |
| Claims on banks and intermediary institutions  | 4,338,096  | 2,725,079       | 590,843           | 58,677     | 9,796,127       |
| Claims on corporate  | 3,892,114  | 4,532,885       | 7,287,286         | 13,925,617 | 63,993,010      |
| Claims included in the regulatory retail portfolios                                      | 598,470    | 1,420,475       | 2,438,990         | 6,355,744  | 40,016,687      |
| Claims secured by residential property   | 715,960    | 1,295,000       | 2,647,802         | 6,139,142  | 37,592,107      |
| Past due loans   | -          | -               | -                 | -          | 1,106,254       |
| Higher risk categories decided by the Agency   | 4,083      | 1,105           | 2,265             | 887        | 274,922         |
| Marketable securities secured by mortgages   | -          | -               | -                 | -          | -               |
| Securitization exposures   | -          | -               | -                 | -          | -               |
| Short-term claims and short-term corporate claims on banks and intermediary institutions | -          | -               | -                 | -          | -               |
| Undertakings for collective investments in mutual funds                                  | -          | -               | -                 | -          | 263             |
| Stock Investments  | 3          | -               | -                 | -          | 707,495         |
| Other claims   | 26,775     | -               | -                 | -          | 10,349,116      |
| Total  | 17,016,923 | 10,237,981      | 13,758,128        | 28,360,132 | 255,406,418     |

<sup>(\*)</sup> Risk amounts are given before credit risk mitigation, after multiplied by credit risk conversion ratio

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### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Distribution of maturity risk factors according to their outstanding maturities (\*)

| Risk Classifications-Prior Period  |            | According to th | eir outstanding m | aturities  |                 |
|--|------------|-----------------|-------------------|------------|-----------------|
|  | 1 month    | 1-3 month       | 3-6 month         | 6-12 month | 1 year and over |
| Claims on sovereigns and Central Banks   | 5,378,866  | 225,795         | 409,148           | 1,583,377  | 50,433,893      |
| Claims on regional governments or local authorities                                      | 1,782      | 21,645          | 28,086            | 388,627    | 4,314,617       |
| Claims on administrative bodies and other non-<br>commercial undertakings                | 42,633     | 278,512         | 9,991             | 64,845     | 925,080         |
| Claims on multilateral development banks   | -          | -               | -                 | -          | 3,705           |
| Claims on international organizations  | -          | -               | -                 | -          | -               |
| Claims on banks and intermediary institutions  | 6,646,906  | 2,506,413       | 270,739           | 481,645    | 7,481,386       |
| Claims on corporate  | 2,748,096  | 3,463,594       | 6,864,871         | 11,067,646 | 51,094,974      |
| Claims included in the regulatory retail portfolios                                      | 717,876    | 1,483,285       | 2,597,138         | 6,293,548  | 34,640,404      |
| Claims secured by residential property   | 672,308    | 1,262,278       | 2,192,723         | 5,051,028  | 34,768,423      |
| Past due loans   | -          | -               | -                 | -          | 1,170,775       |
| Higher risk categories decided by the Agency   | -          | 300             | -                 | -          | 402,375         |
| Marketable securities secured by mortgages   | -          | -               | -                 | -          | -               |
| Securitization exposures   | -          | -               | -                 | -          | -               |
| Short-term claims and short-term corporate claims on banks and intermediary institutions | -          | -               | -                 | -          | -               |
| Undertakings for collective investments in mutual funds                                  | -          | -               | -                 | -          | -               |
| Stock Investments  | 3          | -               | -                 | -          | 650,564         |
| Other claims   | 17,974     | -               | -                 | -          | 7,520,300       |
| Total  | 16,226,444 | 9,241,822       | 12,372,696        | 24,930,716 | 193,406,496     |

<sup>(\*)</sup> Risk amounts are given before credit risk mitigation, after multiplied by credit risk conversion ratio.

### Risk balances according to risk weights

| Risk Weights Current Period             | 0%         | 10% | 20%       | 35%        | 50%        | 75%                | 100%        | 150%    | 200% | 250%    | s<br>1250% | Deductions<br>from the<br>hareholders'<br>equity  |
|---|------------|-----|-----------|------------|------------|--------------------|-------------|---------|------|---------|------------|---|
| Pre-Amount of Credit Risk<br>Mitigation | 86,314,704 | -   | 6,519,704 | 23,271,806 | 46,149,416 | 50,830,366         | 111,410,324 | 220,666 | -    | 62,596  | -          | 443,678   |
| Amount after Credit Risk<br>Mitigation  | 89,381,822 | -   | 4,909,786 | 23,271,806 | 48,686,466 | 50,496,251         | 107,750,188 | 220,667 | -    | 62,596  | -          | 443,678   |
| Risk Weights Prior Period               | 0%         | 10% | 20%       | %35        | 50%        | 75%                | 100%        | 150%    | 200% | 250%    | s<br>1250% | Deductions<br>from the<br>shareholders'<br>equity |
| Pre-Amount of Credit Risk<br>Mitigation | 32,700,554 | -   | 9,993,765 | 21,214,639 | 56,561,380 | 45,732,250         | 89,572,911  | 205,588 | -    | 197,087 | -          | 505,694   |
| Amount after Credit Risk                | 30 036 150 | _   | 1 132 856 | 21 214 630 | 58 565 130 | <i>15 11</i> 1 105 | 96 195 511  | 205 588 | _    | 107 027 |            | 505 694   |

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Credit rating of the credit rating agency, related to the Bank's Capital Adequacy Assessment of the Measurement is listed in Appendix 1 which corresponds to the credit quality step that is given in the table below.

| Ratings Matched           | Credit Quality Rank | Fitch Ratings         |
|---------------------------|---------------------|-----------------------|
|                           | 1                   | Between AAA and AA-   |
|                           | 2                   | Between A+ and A-     |
| Long Torm Cradit Datings  | 3                   | Between BBB+ and BBB- |
| Long Term Credit Ratings  | 4                   | Between BB+ and BB-   |
|                           | 5                   | Between B+ and B-     |
|                           | 6                   | CCC+ and below        |
|                           | 1                   | Between F1+ and F1    |
|                           | 2                   | F2                    |
| Chart Torm Cradit Datings | 3                   | F3                    |
| Short Term Credit Ratings | 4                   | F3 and below          |
|                           | 5                   | -                     |
|                           | 6                   | -                     |

### **Information According to Sectors and Counterparties**

|                                      |              | Loans         |                            |            |
|--------------------------------------|--------------|---------------|----------------------------|------------|
| Current Period                       | Impaired (°) | Past Due (**) | Value<br>Adjustments (***) | Provisions |
| Agricultural                         | 69,085       | 73,741        | 1,420                      | 55,315     |
| Farming and raising livestock        | 64,741       | 72,536        | 1,395                      | 51,758     |
| Forestry                             | 2,258        | 923           | 20                         | 2,093      |
| Fishing                              | 2,086        | 282           | 5                          | 1,464      |
| Manufacturing                        | 1,628,025    | 662,702       | 18,754                     | 1,307,257  |
| Mining                               | 134,821      | 71,292        | 1,641                      | 128,422    |
| Production                           | 1,487,022    | 502,312       | 13,001                     | 1,172,949  |
| Electric, Gas, Water                 | 6,182        | 89,098        | 4,112                      | 5,886      |
| Construction                         | 801,891      | 580,653       | 12,394                     | 707,644    |
| Services                             | 2,979,614    | 2,982,220     | 68,074                     | 2,589,472  |
| Wholesale and retail trade           | 2,049,107    | 1,114,163     | 25,183                     | 1,804,680  |
| Hotel, Food and Beverage Services    | 107,964      | 187,259       | 3,844                      | 93,282     |
| Transportation and telecommunication | 405,285      | 759,229       | 13,311                     | 346,845    |
| Financial Institutions               | 23,368       | 15,741        | 203                        | 22,498     |
| Real estate and renting services     | 96,090       | 835,721       | 16,650                     | 87,526     |
| Self-employment services             | 185,072      | 6,922         | 7,555                      | 151,398    |
| Education services                   | 20,029       | 40,977        | 938                        | 19,385     |
| Health and social services           | 92,699       | 22,208        | 390                        | 63,858     |
| Other                                | 2,464,571    | 4,232,963     | 213,400                    | 2,177,244  |
| Total                                | 7,943,186    | 8,532,279     | 314,042                    | 6,836,932  |

<sup>(°)</sup> Impaired loans are composed of group 3, 4 and 5 loans.
(°) Past due loans and other receivables consist of loans and other receivables that are past due up to 90 days.

<sup>(\*\*\*)</sup> Value adjustments represents general provisions of non-performing loans.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|                                      |              | Loans         |                            |            |
|--------------------------------------|--------------|---------------|----------------------------|------------|
| Prior Period                         | Impaired (°) | Past Due (**) | Value<br>Adjustments (***) | Provisions |
| Agricultural                         | 127,068      | 56,562        | 1,580                      | 107,103    |
| Farming and raising livestock        | 116,360      | 51,912        | 1,424                      | 98,027     |
| Forestry                             | 7,897        | 3,064         | 91                         | 7,046      |
| Fishing                              | 2,811        | 1,586         | 65                         | 2,030      |
| Manufacturing                        | 1,251,018    | 572,232       | 15,267                     | 1,067,661  |
| Mining                               | 61,077       | 69,885        | 1,436                      | 49,541     |
| Production                           | 1,178,844    | 490,172       | 13,644                     | 1,008,911  |
| Electric, Gas, Water                 | 11,097       | 12,175        | 187                        | 9,209      |
| Construction                         | 618,199      | 235,419       | 8,541                      | 534,429    |
| Services                             | 1,854,467    | 2,237,522     | 49,129                     | 1,559,932  |
| Wholesale and retail trade           | 1,237,429    | 607,124       | 18,008                     | 1,020,355  |
| Hotel, Food and Beverage Services    | 137,051      | 97,034        | 2,808                      | 117,059    |
| Transportation and telecommunication | 230,134      | 1,228,172     | 20,804                     | 196,319    |
| Financial Institutions               | 13,331       | 1,950         | 58                         | 12,487     |
| Real estate and renting services     | 45,269       | 32,707        | 1,104                      | 42,390     |
| Self-employment services             | 113,724      | 183,281       | 3,788                      | 104,510    |
| Education services                   | 20,923       | 20,255        | 721                        | 15,099     |
| Health and social services           | 56,606       | 66,999        | 1,838                      | 51,713     |
| Other                                | 2,852,631    | 3,215,435     | 232,451                    | 2,263,483  |
| Total                                | 6,703,383    | 6,317,170     | 306,968                    | 5,532,608  |

<sup>(\*)</sup> Impaired loans are composed of group three, four and five loans.

### Information on Changes in Value Adjustments and Credit Provisions

|                     |                        | Provisions amounts          |                                      |                                     |                 |
|---------------------|------------------------|-----------------------------|--------------------------------------|-------------------------------------|-----------------|
| Current Period      | The opening<br>Balance | set aside during the period | The cancelation of<br>the provisions | Other<br>Adjustments <sup>(*)</sup> | Closing Balance |
| Specific provisions | 5,532,608              | 2,214,490                   | (937,669)                            | 27,503                              | 6,836,932       |
| General provisions  | 2,167,443              | 208                         | (280,949)                            | (1,209)                             | 1,885,493       |

 $<sup>(^\</sup>circ)$  Includes effect of currency translations differences and other provisions' classifications.

<sup>(\*\*)</sup> In the Parent Bank the TL 500,000 which occurs under the General Provisions on the current period, has been cancelled as of December 31, 2017, and free provision was made in the same amount.

|                     |                        | Provisions amounts             |  |                                  |                 |
|---------------------|------------------------|--------------------------------|--|----------------------------------|-----------------|
| Prior Period        | The opening<br>Balance | set aside<br>during the period | The cancelation of<br>the provisions ( | Other Adjustments <sup>(*)</sup> | Closing Balance |
| Specific provisions | 4,229,179              | 1,963,013                      | (668,315)                              | 8,731                            | 5,532,608       |
| General provisions  | 1,957,603              | 213,855                        | -                                      | (4,015)                          | 2,167,443       |

<sup>(\*)</sup> Includes effect of currency translations differences and other provisions' classifications

<sup>(\*\*)</sup> Past due loans and other receivables consist of loans and other receivables that are past due up to ninety days.

<sup>(\*\*\*)</sup> Value adjustments represents general provisions of non-performing loans.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Fair value of collateral held against impaired loans

|                     | December 31, 2017 Dece | ember 31, 2016 |
|---------------------|------------------------|----------------|
| Cash collateral (*) | -                      | -              |
| Mortgage            | 3,108,721              | 2,551,197      |
| Promissory note (*) | -                      | -              |
| Others (**)         | 4,834,465              | 4,152,186      |
| Total               | 7,943,186              | 6,703,383      |

<sup>(\*)</sup> As a policy, it is aimed to utilize from cash collateral or liquidate promissory note for an impaired loan collateralized by cash collateral or promissory note to cover the credit risk. Hence, cash collateral and promissory note are shown as zero in the table above.

### The detail of collateral held against performing cash and non-cash loans by the Group

| Cash loans   | December 31, 2017 December 31, 20 |                 |  |  |
|--|-----------------------------------|-----------------|--|--|
| Secured Loans:   | 144,015,639                       | 114,150,134     |  |  |
| Secured by mortgages   | 46,691,223                        | 43,031,980      |  |  |
| Secured by cash collateral   | 804,174                           | 976,854         |  |  |
| Guarantees issued by financial institutions  | 617,766                           | 581,869         |  |  |
| Secured by government institutions or government securities                              | 19,124,808                        | 2,420,844       |  |  |
| Other collateral (pledge on assets, corporate and personal guarantees, promissory notes) | 76,777,668                        | 67,138,587      |  |  |
| Unsecured Loans  | 45,499,393                        | 37,191,483      |  |  |
| Total performing loans   | 189,515,032                       | 151,341,617     |  |  |
| Non-cash loans   | December 31, 2017 De              | cember 31, 2016 |  |  |
| Cocured Leans:   | 24 400 012                        | 16 021 406      |  |  |

| Secured Loans:   | 24,609,912 | 16,831,486 |  |
|--|------------|------------|--|
| Secured by mortgages   | 3,210,379  | 2,105,139  |  |
| Secured by cash collateral   | 149,782    | 126,971    |  |
| Guarantees issued by financial institutions  | 239,268    | 240,422    |  |
| Secured by treasury or public sector marketable securities                               | 570,608    | -          |  |
| Other collateral (pledge on assets, corporate and personal guarantees, promissory notes) | 20,439,875 | 14,358,954 |  |
| Unsecured Loans  | 26,713,790 | 23,828,865 |  |
| Total non-cash loans   | 51,323,702 | 40,660,351 |  |

<sup>(&</sup>quot;) Sureties obtained for impaired loans are presented in this raw to the extent that the amount does not exceed the amount of impaired loans.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Exposures subject to countercyclical capital buffer

| _ |   |    |   |   | _ |   |    |   |   |  |
|---|---|----|---|---|---|---|----|---|---|--|
| Г | • | ге | n | t | D | ۵ | rı | n | а |  |
|   |   |    |   |   |   |   |    |   |   |  |

| Country     | RWA Calculations<br>for Private Sector<br>Loans in Banking<br>Book | RWA calculations<br>for Trading Book | Total       |
|-------------|--|--------------------------------------|-------------|
| Turkey      | 165,183,221  | -                                    | 165,183,221 |
| England     | 1,743,516  | -                                    | 1,743,516   |
| France      | 1,367,860  | -                                    | 1,367,860   |
| USA         | 2,098,103  | -                                    | 2,098,103   |
| Netherlands | 462,605  | -                                    | 462,605     |
| Iraq        | 414,494  | -                                    | 414,494     |
| Niger       | 248,828  | -                                    | 248,828     |
| Germany     | 230,123  | =                                    | 230,123     |
| Austria     | 158,427  | -                                    | 158,427     |
| Switzerland | 118,788  | -                                    | 118,788     |
| Other       | 4,674,859  | -                                    | 4,674,859   |
| Total       | 176,700,824  | -                                    | 176,700,824 |

### **Prior Period**

| Country     | RWA Calculations<br>for Private Sector<br>Loans in Banking<br>Book | RWA calculations<br>for Trading Book | Total       |
|-------------|--|--------------------------------------|-------------|
| Turkey      | 137,360,356  | -                                    | 137,360,356 |
| USA         | 2,136,618  | -                                    | 2,136,618   |
| England     | 1,588,910  | -                                    | 1,588,910   |
| France      | 922,499  | -                                    | 922,499     |
| Iraq        | 632,187  | -                                    | 632,187     |
| Switzerland | 400,361  | -                                    | 400,361     |
| Netherlands | 245,176  | -                                    | 245,176     |
| Germany     | 173,084  | -                                    | 173,084     |
| Austria     | 94,428   | -                                    | 94,428      |
| Albania     | 15,201   | -                                    | 15,201      |
| Other       | 3,182,771  | -                                    | 3,182,771   |
| Total       | 146,751,591  | -                                    | 146,751,591 |

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### III. CONSOLIDATED FOREIGN CURRENCY EXCHANGE RISK

Foreign exchange risk that the Parent Bank is exposed to, estimation of effects of exposures, and the limits set by the Board of Directors of the Parent Bank for the positions monitored on a daily basis

The Standard Method which is also used in the legal reporting is used in measuring the currency risk of The Parent Bank.

The Parent Bank's and all consolidated financial subsidiaries' foreign currency assets and liabilities and the forward foreign-currency transactions are taken into consideration in calculating the capital obligation for the consolidated currency risk. The net long and short positions are calculated in Turkish Lira equivalent of the each currency. The position with the biggest absolute value is determined as the base amount for the capital obligation. The capital obligation is calculated at that amount.

### The magnitude of hedging foreign currency debt instruments and net investment in foreign operations by using derivatives

As at December 31, 2017 and December 31, 2016, the Group does not have derivative financial instruments held for risk management purpose.

### Foreign exchange risk management policy

Risk policy is based on the transactions within the limits and keeping the currency position well-balanced.

In the light of the national legislations and international applications, a foreign currency risk management policy that enables to take position between lower and upper limits determined in respect of the current equity profile. Speculative position is not held.

The effective exchange rates at the date of balance sheet and for the last five working days of the period announced by the Parent Bank in TL are as follows:

|   | US Dollar | Euro   |
|---|-----------|--------|
| The Bank's foreign currency purchase rate at the balance sheet date     | 3.7800    | 4.5230 |
| Foreign currency purchase rates for the days before balance sheet date; |           |        |
| Day 1   | 3.7757    | 4.5106 |
| Day 2   | 3.8241    | 4.5514 |
| Day 3   | 3.8073    | 4.5139 |
| Day 4   | 3.8037    | 4.5177 |
| Day 5   | 3.8190    | 4.5271 |
|   | US Dollar | Euro   |
| Last 30-days arithmetical average rate                                  | 3.8678    | 4.5781 |

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Information on currency risk

| Current Period  | Euro                   | US Dollar   | Other FC    | Total       |
|---|------------------------|-------------|-------------|-------------|
| Assets:   |                        |             |             |             |
| Cash and balances with the Central Bank of the Republic of Turkey | 3,790,729              | 14,497,302  | 6,346,773   | 24,634,804  |
| Banks   | 1,841,979              | 9,857,191   | 447,733     | 12,146,903  |
| Financial assets at fair value through profit or loss (1)         | 9,774                  | 126,467     | -           | 136,241     |
| Interbank money market placements                                 | -                      | -           | -           | -           |
| Available-for-sale financial assets                               | 1,041,343              | 1,117,005   | -           | 2,158,348   |
| Loans and receivables (2)   | 27,550,577             | 32,370,838  | 74,494      | 59,995,909  |
| Associates, subsidiaries and joint-ventures                       | 3                      | -           | -           | 3           |
| Held-to-maturity investments                                      | 570,123                | 3,960,542   | -           | 4,530,665   |
| Derivative financial assets held for risk management purpose      | -                      | -           | -           | -           |
| Tangible assets   | 1,753                  | 7,619       | -           | 9,372       |
| Intangible assets   | 302                    | -           | -           | 302         |
| Other assets (3) (4)  | 2,415,536              | 3,265,878   | 2,680       | 5,684,094   |
| Total assets  | 37,222,119             | 65,202,842  | 6,871,680   | 109,296,641 |
| Liabilities:  |                        |             |             |             |
| Bank deposits   | 370,001                | 7,583,591   | 313,320     | 8,266,912   |
| Foreign currency deposits   | 20,182,588             | 24,865,394  | 1,876,730   | 46,924,712  |
| Interbank money market takings                                    | 180,920                | 3,571,811   | -           | 3,752,731   |
| Funds borrowed  | 12,569,352             | 16,560,895  | -           | 29,130,247  |
| Securities issued   | 4,570,699              | 8,332,516   | -           | 12,903,215  |
| Miscellaneous payables  | 748,589                | 182,200     | 58,901      | 989,690     |
| Derivative financial liabilities held for risk management purpose | -                      | -           | -           | -           |
| Other liabilities (1) (4) (5)                                     | 252,839                | 8,131,647   | 11,964      | 8,396,450   |
| Total liabilities   | 38,874,988             | 69,228,054  | 2,260,915   | 110,363,957 |
| Net 'on balance sheet' position                                   | (1,652,869)            | (4,025,212) | 4,610,765   | (1,067,316) |
| Net 'off-balance sheet' position                                  | 2,191,663              | 4,803,952   | (4,607,585) | 2,388,030   |
| Derivative assets (6)   | 5,174,385              | 18,670,060  | 270,591     | 24,115,036  |
| Derivative liabilities (6)  | 2,982,722              | 13,866,108  | 4,878,176   | 21,727,006  |
| Non-cash loans <sup>(7)</sup>                                     | 5,616,304              | 12,773,108  | 277,946     | 18,667,358  |
| Prior Period  | Euro                   | US Dollar   | Other FC    | Total       |
| Total assets  | 29,643,175             | 53,825,420  | 4,721,041   | 88,189,636  |
| Total liabilities   | 30,154,430             | 54,523,092  | 1,438,251   | 86,115,773  |
| Net 'on balance sheet' position                                   | (511,255)              | (697,672)   | 3,282,790   | 2,073,863   |
| Net 'off-balance sheet' position                                  | 665,383                | 2,658,591   | (3,282,690) | 41,284      |
| Derivative assets (6)   |                        | 24 (00 055  | 200 0 4 4   | 25 744 220  |
|   | 3,755,331              | 21,698,055  | 290,944     | 25,744,330  |
| Derivative liabilities (6)  | 3,755,331<br>3,089,948 | 19,039,464  | 3,573,634   | 25,744,330  |

<sup>(1)</sup> Derivative financial assets amounting to TL 13,982 (December 31, 2016: TL 21,109) and liabilities amounting to TL 34,557 (December 31, 2016: TL 43,941) resulting from changes in foreign exchange rates are not included.

<sup>(2)</sup> Foreign currency indexed loans amounting to TL 4,702,183 (December 31, 2016: TL 4,493,820) presented in TL in the financial statements are included in the above table.

<sup>(3)</sup> Foreign currency indexed factoring receivables amounted to TL 259,923 (December 31, 2016: TL 150,892) presented in TL column in the accompanying consolidated balance sheet are included.

<sup>(4)</sup> Prepaid expenses amounting to TL 95,376 (December 31, 2016: TL 80,727) are not included.

<sup>(5)</sup> Unearned income amounting to TL 197,598 (December 31, 2016: TL 165,259), deferred tax liabilities amounted to TL 60,252 (December 31, 2016: 9,632) and equity amounting to TL 631,816 TL (December 31, 2016: TL 453,469) are not included.

<sup>(6)</sup> Asset purchase commitments amounting to TL 232,555 (December 31, 2016: TL 918,356), asset sales commitments amounting to TL 728,635 (December 31, 2016: TL 583,699) are included.

<sup>(7)</sup> Non-cash loans are not taken into consideration in the calculation of the net 'off-balance sheet' position.

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### Exposure to currency risk

10 percent depreciation of the TL against the following currencies as at and for the year ended December 31, 2017 and 2016 would have effect on consolidated equity and the consolidated statement of income (without tax effects) by the amounts shown in the table below.

This analysis assumes that all other variables, in particular interest rates, remain constant.

|                  | December 31, 2017 |            | December 31, 2016 |            |
|------------------|-------------------|------------|-------------------|------------|
|                  | Profit or loss    | Equity (*) | Profit or loss    | Equity (*) |
| US Dollar        | 77,112            | 77,112     | 195,299           | 195,299    |
| Euro             | 53,674            | 114,642    | 15,267            | 15,267     |
| Other currencies | 318               | 318        | 10                | 10         |
| Total, net (**)  | 131,104           | 192,072    | 210,576           | 210,576    |

<sup>(\*)</sup> Equity effect also includes profit or loss effect of 10% devaluation of TL against related currencies.

10 percent appreciation of the TL against the following currencies as at and for the year ended December 31, 2017 and 2016 would have effect on consolidated equity and consolidated statement of income (without tax effects) by the amounts shown in the table below.

|                  | December 31, 2017 |            | December 31, 2016 |            |
|------------------|-------------------|------------|-------------------|------------|
|                  | Profit or loss    | Equity (*) | Profit or loss    | Equity (*) |
| US Dollar        | (77,112)          | (77,112)   | (195,299)         | (195,299)  |
| Euro             | (53,674)          | (114,642)  | (15,267)          | (15,267)   |
| Other currencies | (318)             | (318)      | (10)              | (10)       |
| Total, net (**)  | (131,104)         | (192,072)  | (210,576)         | (210,576)  |

<sup>(°)</sup> Equity effect also includes profit or loss effect of 10% revaluation of TL against related currencies.

### IV. CONSOLIDATED INTEREST RATE RISK

Interest sensitivity of assets, liabilities and off-balance sheet items is evaluated during the weekly Assets-Liabilities Committee meetings taking into account the developments in market conditions.

The Parent Bank's interest rate risk is measured by the standard method.

Measurements for standard method are carried out monthly using the maturity ladder table.

<sup>(\*\*)</sup> Associates, subsidiaries, joint ventures, tangible and intangible assets are not included to the analysis.

Associates, subsidiaries, joint ventures, tangible and intangible assets are not included to the analysis.

### >>> CONVENIENCE TRANSLATION OF PUBLICLY ANNOUNCED CONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH, SEE IN NOTE I. OF SECTION THREE TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Interest rate sensitivity of assets, liabilities and off balance sheet items (Based on repricing dates)

| Current Period                                     | Up to 1 Month | 1-3 Months   | 3-12 Months | 1-5 Years5 Y | rears and Over | Non-Interest<br>Bearing | Total        |
|--|---------------|--------------|-------------|--------------|----------------|-------------------------|--------------|
| Assets:  |               |              |             |              |                |                         |              |
| Cash and balances with CBRT                        | 16,440,969    | -            | -           | -            | -              | 12,215,277              | 28,656,246   |
| Banks  | 11,171,891    | 879,741      | 8,187       | -            | -              | 1,263,980               | 13,323,799   |
| Financial assets at fair value through profit/loss | 391,812       | 520,939      | 204,870     | 831,608      | 119,101        | 7,893                   | 2,076,223    |
| Interbank money market placements                  | 1,657,596     | 957          | 509         | -            | -              | -                       | 1,659,062    |
| Available-for-sale financial                       |               |              |             |              |                |                         |              |
| assets   | 3,082,642     | 1,597,538    | 4,238,724   | 4,339,735    | 1,268,375      | 43,370                  | 14,570,384   |
| Loans and receivables                              | 80,929,714    | 12,062,986   | 31,934,009  | 40,514,706   | 20,001,115     | 1,106,254               | 186,548,784  |
| Held-to-maturity investments                       | 986,375       | 2,743,646    | 6,217,027   | 4,327,554    | 2,491,469      | -                       | 16,766,071   |
| Other assets (*)                                   | 106,487       | 655,271      | 1,357,788   | 1,726,514    | 118,216        | 13,294,161              | 17,258,437   |
| Total assets                                       | 114,767,486   | 18,461,078   | 43,961,114  | 51,740,117   | 23,998,276     | 27,930,935              | 280,859,006  |
| Liabilities:                                       |               |              |             |              |                |                         |              |
| Bank deposits                                      | 8,268,276     | 842,741      | 177,301     | -            | -              | 491,073                 | 9,779,391    |
| Other deposits                                     | 81,487,029    | 24,794,960   | 10,977,089  | 1,328,034    | 41,321         | 29,580,042              | 148,208,475  |
| Interbank money market                             | 22.010.275    | 15.047       | 140.500     | 440,403      | (4.742         |                         | 22.400.075   |
| takings  | 22,019,375    | 15,047       | 140,509     | 449,402      | 64,742         | 7 222 020               | 22,689,075   |
| Miscellaneous payables                             |               | -            |             | -            | -              | 7,333,030               | 7,333,030    |
| Securities issued                                  | 1,247,389     | 2,099,508    | 6,106,438   | 9,251,597    | 1,165,827      |                         | 19,870,759   |
| Funds borrowed                                     | 9,507,413     | 11,377,264   | 6,276,171   | 2,328,262    | 1,663,576      | 235,102                 | 31,387,788   |
| Other liabilities (**)                             | 21,172        | 170,988      | 518,411     | 4,097,325    | 2,292,989      | 34,489,603              | 41,590,488   |
| Total liabilities                                  | 122,550,654   | 39,300,508   | 24,195,919  | 17,454,620   | 5,228,455      | 72,128,850              | 280,859,006  |
| On balance sheet long position                     | -             | -            | 19,765,195  | 34,285,497   | 18,769,821     | -                       | 72,820,513   |
| On balance sheet short                             |               |              |             |              |                |                         |              |
| position   | (7,783,168)   | (20,839,430) | -           | -            | -              | (44,197,915)            | (72,820,513) |
| Off-balance sheet long position                    | 1,267,350     | 3,559,363    | 140,118     | -            | 162,518        | -                       | 5,129,349    |
| Off-balance sheet short position                   | -             | -            | -           | (2,683,485)  | -              | -                       | (2,683,485)  |
| Net position                                       | (6,515,818)   | (17,280,067) | 19,905,313  | 31,602,012   | 18,932,339     | (44,197,915)            | 2,445,864    |

<sup>(\*)</sup> Subsidiaries, associates and tangible and intangible assets, and deferred tax are included in "non-interest bearing" column.

<sup>(\*\*)</sup> Equity is included in "non-interest" bearing column in other liabilities line.

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| Prior Period                                       | Up to 1 Month | 1-3 Months | 3-12 Months | 1-5 Years5 Years and Over |            | Non-Interest<br>Bearing | Total        |
|--|---------------|------------|-------------|---------------------------|------------|-------------------------|--------------|
| Assets:  | ор со то      |            | <u> </u>    |                           |            |                         |              |
| Cash and balances with CBRT                        | 13,369,312    | -          | -           | -                         | -          | 11,000,003              | 24,369,315   |
| Banks  | 3,465,261     | 885,101    | 22,306      | -                         | -          | 902,821                 | 5,275,489    |
| Financial assets at fair value through profit/loss | 550,409       | 678,810    | 76,648      | 383,420                   | 89,850     | 10,096                  | 1,789,233    |
| Interbank money market placements                  | 5,232         | -          | -           | -                         | -          | -                       | 5,232        |
| Available-for-sale financial assets                | 2,906,630     | 2,178,457  | 4,371,742   | 6,072,648                 | 3,061,993  | 27,610                  | 18,619,080   |
| Loans and receivables                              | 47,370,846    | 35,356,537 | 33,735,670  | 21,033,750                | 10,885,036 | 1,193,430               | 149,575,269  |
| Held-to-maturity investments                       | 674,843       | 1,937,819  | 4,047,247   | 1,287,620                 | 233,006    | -                       | 8,180,535    |
| Other assets (*)                                   | 199,340       | 426,206    | 569,072     | 1,561,618                 | 154,733    | 9,945,878               | 12,856,847   |
| Total assets                                       | 68,541,873    | 41,462,930 | 42,822,685  | 30,339,056                | 14,424,618 | 23,079,838              | 220,671,000  |
| Liabilities:                                       |               |            |             |                           |            |                         |              |
| Bank deposits                                      | 4,281,972     | 455,862    | 94,424      | -                         | -          | 243,643                 | 5,075,901    |
| Other deposits                                     | 66,828,991    | 20,852,159 | 8,411,150   | 933,657                   | 15,737     | 24,141,714              | 121,183,408  |
| Interbank money market                             |               |            |             |                           |            |                         |              |
| takings  | 11,591,451    | 1,138,639  | -           | 449,439                   | 64,742     | -                       | 13,244,271   |
| Miscellaneous payables                             | -             | -          | -           | -                         | -          | 5,543,555               | 5,543,555    |
| Securities issued                                  | 538,113       | 1,709,240  | 3,417,189   | 9,018,282                 | -          | -                       | 14,682,824   |
| Funds borrowed                                     | 4,357,895     | 9,253,336  | 9,288,468   | 1,759,274                 | 1,640,457  | -                       | 26,299,430   |
| Other liabilities (**)                             | 524,040       | 189,450    | 262,393     | 1,435,505                 | 3,761,055  | 28,469,168              | 34,641,611   |
| Total liabilities                                  | 88,122,462    | 33,598,686 | 21,473,624  | 13,596,157                | 5,481,991  | 58,398,080              | 220,671,000  |
| On balance sheet long position                     | -             | 7,864,244  | 21,349,061  | 16,742,899                | 8,942,627  | -                       | 54,898,831   |
| On balance sheet short position                    | (19,580,589)  | -          | -           | -                         | -          | (35,318,242)            | (54,898,831) |
| Off-balance sheet long position                    | 2,073,148     | 3,048,601  | -           | -                         | -          | -                       | 5,121,749    |
| Off-balance sheet short position                   | -             | -          | (522,353)   | (3,391,353)               | (210,900)  |                         | (4,124,606)  |
| Net position                                       | (17,507,441)  | 10,912,845 | 20,826,708  | 13,351,546                | 8,731,727  | (35,318,242)            | 997,143      |

<sup>(°)</sup> Subsidiaries, associates and tangible and intangible assets are stated in "non-interest bearing" column.

<sup>(\*\*)</sup> Equity is included in "non-interest bearing" column in other liabilities line.

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Average interest rates applied to monetary financial instruments (\*):

| Current Period                                     | Euro | US Dollar | Yen | TL    |
|--|------|-----------|-----|-------|
|  | 0/0  | %         | %   | %     |
| Assets:  |      |           |     |       |
| Cash and balance with CBRT                         | -    | 1.50      | -   | 4.00  |
| Banks  | 0.19 | 4.02      | -   | 14.18 |
| Financial assets at fair value through profit/loss | -    | 11.82     | -   | 13.81 |
| Interbank money market placements                  | -    | -         | -   | 12.75 |
| Available-for-sale financial assets                | 4.25 | 4.12      | -   | 11.96 |
| Loans and receivables                              | 4.81 | 6.51      | -   | 15.96 |
| Held-to-maturity investments                       | 5.05 | 6.52      | -   | 11.51 |
| Liabilities:                                       |      |           |     |       |
| Bank deposits                                      | 0.36 | 1.53      | -   | 14.33 |
| Other deposits                                     | 1.72 | 3.54      | -   | 12.11 |
| Interbank money market takings                     | -    | 2.09      | -   | 12.61 |
| Miscellaneous payables                             | -    | -         | -   | -     |
| Securities issued                                  | 2.90 | 4.84      | -   | 13.73 |
| Funds borrowed                                     | 1.32 | 3.21      | -   | 13.37 |
| Prior Period                                       | Euro | US Dollar | Yen | TL    |
|  | %    | %         | %   | %     |
| Assets:  |      |           |     |       |
| Cash and balance with CBRT                         | -    | 0.75      | -   | 3.31  |
| Banks  | 0.19 | 1.02      | -   | 11.49 |
| Financial assets at fair value through profit/loss | 5.50 | 11.78     | -   | 10.91 |
| Interbank money market placements                  | -    | -         | -   | 9.81  |
| Available-for-sale financial assets                | 4.82 | 6.54      | -   | 9.49  |
| Loans and receivables                              | 4.24 | 4.99      | -   | 12.34 |
| Held-to-maturity investments                       |      | 2.68      | -   | 9.65  |
| Liabilities:                                       |      |           |     |       |
| Bank deposits                                      | 0.21 | 1.18      | -   | 10.87 |
| Other deposits                                     | 1.37 | 2.84      | -   | 9.17  |
| Interbank money market takings                     | 0.19 | 1.77      | -   | 8.32  |
| Miscellaneous payables                             | -    | -         | -   | -     |
| Securities issued                                  | 2.90 | 4.88      | -   | 9.60  |
| Funds borrowed                                     | 1.02 | 2.49      | -   | 11.18 |

<sup>(\*)</sup> The rates above are calculated over financial instruments with interest rates.

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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#### **V. CONSOLIDATED STOCK POSITION RISK**

Stock position risks arising from banking book items

Information on separations of risks according to objectives including their relation with gains presented in equity and strategically reasons, accounting techniques and general information about valuation methods with the related assumptions and factors that affect the valuation and significant changes

The accounting applications regarding to share investment that qualifications in associate and subsidiary of are disclosed in Section 3 Note III.

If carrying value is substantially different from fair value and for publicly traded shares if market value is substantially different from fair value, the comparison with the market prices are shown in the table below:

| Current Period                  |                | Comparison                |                 |
|---------------------------------|----------------|---------------------------|-----------------|
| Stock Investments               | Carrying Value | Fair Value <sup>(*)</sup> | Market Value(*) |
| Stocks quoted in exchange(*)    | 310,918        | 310,918                   | 310,918         |
| 1.Stocks Investments Group A    | 310,918        | 310,918                   | 310,918         |
| 2.Stock Investments Group B     | -              | -                         | -               |
| 3.Stock Investments Group C     | -              | -                         | -               |
| Stocks unquoted in exchange(**) | 396,553        | 291,653                   | -               |

The values of stocks traded in Stock Exchange are included to both columns assuming the market value is approximate to fair value.

<sup>(\*)</sup> The values of stocks unquoted in exchange are determined according to valuation reports prepared by independent valuation companies.

|                | l                         |                                |
|----------------|---------------------------|--------------------------------|
| Carrying Value | Fair Value <sup>(*)</sup> | Market Value(*)                |
| 263,309        | 263,309                   | 263,309                        |
| 263,309        | 263,309                   | 263,309                        |
| -              | -                         | -                              |
| -              | -                         | -                              |
| 387,231        | 298,705                   | -                              |
|                | <b>263,309</b> 263,309    | <b>263,309 263,309</b> 263,309 |

<sup>(\*)</sup> The values of stocks traded in Stock Exchange are included to both columns assuming the market value is approximate to fair value.

#### Total unrealized gain or loss, total revaluation surplus and values included to principal and supplementary capital

Total unrealized gain or loss, total appraisal surplus and values included to principal and supplementary capital are given in the below table:

| Portfolio-Current Period       |                                   | Revaluation S                | urplus | Unrealized Gain and Loss |  |         |  |
|--------------------------------|-----------------------------------|------------------------------|--------|--------------------------|--|---------|--|
|                                | Realized Gain/<br>Loss in Current | Included in<br>Supplementary |        |                          | Included in<br>Included in Supplementary |         |  |
|                                | Period                            | Total <sup>(*)</sup> Capital |        | Total (*)                | Core Capital                             | Capital |  |
| 1. Private Capital Investments | -                                 | -                            | -      | -                        | -  | -       |  |
| 2. Publicly Traded Stocks      | -                                 | -                            | -      | -                        | -  | -       |  |
| 3. Other Stocks                | -                                 | 61,709                       | 61,709 | -                        | -  | -       |  |
| 4. Total                       | -                                 | 61,709                       | 61,709 | -                        | -  | -       |  |

 $<sup>^{(^\</sup>circ)}$  Amounts are presented including the effect of deferred tax.

<sup>(\*\*)</sup> The values of stocks unquoted in exchange are determined according to valuation reports prepared by independent valuation companies.

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| Portfolio-Prior Period         |                                      | Revaluation | n Surplus    | Unrealized Gain and Loss |                                     |         |  |
|--------------------------------|--------------------------------------|-------------|--------------|--------------------------|-------------------------------------|---------|--|
|                                | Realized<br>Gain/Loss in Included in |             | Included in  |                          | Included<br>Included in Supplementa |         |  |
|                                | <b>Current Period</b>                | Total (*)   | Core Capital | Total (*)                | Core Capital                        | Capital |  |
| 1. Private Capital Investments | -                                    | -           | -            | -                        | -                                   | -       |  |
| 2. Publicly Traded Stocks      | -                                    | -           | -            | -                        | -                                   | -       |  |
| 3. Other Stocks                | -                                    | 64,288      | 64,288       | -                        | -                                   | -       |  |
| 4. Total                       | -                                    | 64,288      | 64,288       | -                        | -                                   | -       |  |

<sup>(\*)</sup> Amounts are presented including the effect of deferred tax.

#### Explanations on Equity Shares Risk Arising from Banking Book

| Portfolio-Current Period     | Carrying Value | Total RWA | Minimum Capital<br>Requirement |
|------------------------------|----------------|-----------|--------------------------------|
| 1.Private Equity Investments | -              | -         | -                              |
| 2.Quoted                     | 310,918        | 310,918   | 24,873                         |
| 3.0ther Stocks               | 396,553        | 396,553   | 31,724                         |
| 4. Total                     | 707,471        | 707,471   | 56,597                         |

| Portfolio-Prior Period       | Carrying Value | Total RWA | Minimum Capital<br>Requirement |
|------------------------------|----------------|-----------|--------------------------------|
| 1.Private Equity Investments | -              | -         | -                              |
| 2.Quoted                     | 263,309        | 263,309   | 21,065                         |
| 3.0ther Stocks               | 387,231        | 387,231   | 30,978                         |
| 4. Total                     | 650,540        | 650,540   | 52,043                         |

#### VI. CONSOLIDATED LIQUIDITY RISK AND LIQUIDITY COVERAGE RATIO

Liquidity risk is defined as the risk of not fulfilling payment liabilities on time as a result of not having adequate cash or cash inflow to meet the cash outflow properly due to imbalance in cash flows of the Group. The framework of liquidity risk of the Parent Bank is specified with Liquidity Risk Management Document. In the framework of liquidity risk management, policies regarding liquidity risk management are written down by Risk Management Department and fundamental principles, analyses regarding measurement and monitoring risk, basic rudiments on early warning indicators, liquidity buffer and limits are included.

The Group is managing liquidity risk according to risk capacity and the Group's risk appetite in the range envisioned by the regulations. Liquidity risk management approach is in general based on the principle of monitoring in-day liquidity risk. The Group monitors the net liquidity position and liquidity requirements continuously and facing the future. The Group takes precautions to increase diversity in fund sources to increase effectiveness and durability in liquidity risk management. On market basis and specific to the Group (in consideration of market and funding liquidity) scenario and susceptibility analyses are performed and assumptions based on these analyses are reviewed regularly. It is aimed to protect the optimum liquidity level that can meet short – term liquidity needs not to remain inactive and maintain profitability – risk balance.

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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In addition to the structure described concerning the Group's liquidity risk management, various systems and processes are also available subsidiaries and associates. These systems and processes are designed in a way compatible with the generally accepted approach concerning liquidation risk management and legal regulations that each subsidiary and associate is subject to be. Besides the established structures and arrangements are able to execute liquidation risk management of subsidiaries and associates effectively within the organization, it is expected that these established structures and arrangements are also contribute to the integrated liquidity risk management structure with the Parent Bank's all associates.

Liquidity management in the Parent Bank is carried out under Treasury Department in regard to the Parent Bank's strategic goals and projections, decisions taken in Asset/Liability Committee, treasury policies, limits defined under market circumstances, the Parent Bank's balance sheet and income goals and strategies defined to meet these goals. Daily, weekly, and monthly cash flow statements are prepared in accordance with principles of profitability and prudence in the Parent Bank's liquidity management. Cash flow statements are evaluated and the Bank's liquidity is managed in line with Treasury Department policies, daily TL and FC liquidity position Bank balance sheet and income goals.

Scenarios about where to make replacement funding in case of high amount outflows in daily liquidity management are made regularly, effects of probable outflows on liquidity level and legal ratios are evaluated and liquidity management is carried out by taking necessary actions.

The Parent Bank makes use of liquidity gap analysis reports and liquidity stress tests in the internal measurement of liquidity risk. In Liquidity gap analysis and liquidity stress scenarios, the Bank's compensation level of net cash outflows which are more likely to happen in short term are presented. Measurements regarding liquidity risk are performed by Risk Management Department and measurement results are reported regularly to performer units responsible of management of the related risk and top management and the Board of Directors.

It is taken as a basis that the Parent Bank consistently monitors TL and FC liquidity positions and funding strategies. Necessary precautions are taken in line with liquidity needs by following stress circumstances. "Liquidity Emergency Action Plan" which is an important part of liquidity risk management of the Parent Bank, consists of early warning indicators which play an important role in monitoring increases in liquidity risk and the prevention of a possible crisis, action plans to prevent a possible crisis and to be applied during a crisis. Furthermore, to fulfill the banks reserve deposits liability that it has to allocate in the presence of CBRT, alternative fund sources to provide liquidity that is needed in various stress circumstances and under which circumstances to apply these sources, precautions to minimize time maturity mismatch and provide necessary funds on time, how the mechanism is going to operate in cases of crisis and stress is included in the plan.

The Parent Bank's Foreign Currency and total liquidity coverage ratio averages for current period. The highest value and the lowest value occurred in this period are given below:

| Liquidity Coverage Ratio | TL+      | TL+FC     |          |           |
|--------------------------|----------|-----------|----------|-----------|
|                          | DATE     | RATIO (%) | DATE     | RATIO (%) |
| The lowest value         | October  | 90.46     | October  | 234.96    |
| The highest value        | December | 113.84    | November | 243.80    |

#### >>> CONVENIENCE TRANSLATION OF PUBLICLY ANNOUNCED CONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH, SEE IN NOTE I. OF SECTION THREE TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Liquidity Coverage Ratio

|    | Current Period                                       | Total unw  | eighted value * | Total w           | veighted value* |  |
|----|--|------------|-----------------|-------------------|-----------------|--|
|    |  | TL+FC      | FC              | TL+FC             | FC              |  |
|    | HIGH QUALITY LIQUID ASSETS                           |            |                 |                   |                 |  |
| 1  | Total High Quality Liquid Assets (HQLA)              |            |                 | 33,505,586        | 25,644,408      |  |
|    | CASH OUTFLOWS  |            |                 |                   |                 |  |
|    | Retail deposits and deposits from small              |            |                 |                   |                 |  |
| 2  | business customers, of which:                        | 70,335,436 | 23,781,944      | 5,969,007         | 2,378,195       |  |
| 3  | Stable deposits                                      | 21,290,720 | -               | 1,064,536         |                 |  |
| 4  | Less stable deposits                                 | 49,044,716 | 23,781,944      | 4,904,471         | 2,378,195       |  |
| 5  | Unsecured wholesale funding, of which:               | 74,578,648 | 24,655,317      | 33,317,354        | 13,190,345      |  |
| 6  | Operational deposits                                 | 42,220,678 | 9,265,950       | 10,555,169        | 2,316,487       |  |
| 7  | Non-operational deposits                             | 21,448,893 | 10,756,239      | 12,468,677        | 6,856,026       |  |
| 8  | Unsecured debt                                       | 10,909,077 | 4,633,128       | 10,293,508        | 4,017,832       |  |
| 9  | Secured wholesale funding                            |            |                 | -                 | -               |  |
| 10 | Additional requirements of which:                    | 8,543,708  | 7,227,802       | 8,543,708         | 7,227,802       |  |
|    | Outflows related to derivative exposures             |            |                 |                   |                 |  |
| 11 | and other collateral requirements                    | 8,543,708  | 7,227,802       | 8,543,708         | 7,227,802       |  |
| 12 | Outflows related to loss of funding on debt products | -          | -               | -                 | -               |  |
| 13 | Credit and liquidity facilities                      | -          | -               | -                 | -               |  |
| 14 | Other contractual funding obligations                | 20,138,527 | 19,648,287      | 1,006,926         | 982,414         |  |
| 15 | Other contingent funding obligations                 | 58,701,959 | 14,361,983      | 6,142,479         | 1,249,107       |  |
| 16 | TOTAL CASH OUTFLOWS                                  |            |                 | 54,979,474        | 25,027,863      |  |
|    | CASH INFLOWS   |            |                 |                   |                 |  |
| 17 | Secured lending                                      | -          | -               | -                 | -               |  |
| 18 | Inflows from fully performing exposures              | 20,616,630 | 9,611,013       | 15,834,400        | 8,660,526       |  |
| 19 | Other cash inflows                                   | 5,979,988  | 5,657,958       | 5,979,988         | 5,657,958       |  |
| 20 | TOTAL CASH INFLOWS                                   | 26,596,618 | 15,268,971      | 21,814,388        | 14,318,484      |  |
|    |  |            |                 | Upper Limit Appli | ed Values       |  |
| 21 | TOTAL HQLA   |            |                 | 33,505,586        | 25,644,408      |  |
| 22 | TOTAL NET CASH OUTFLOWS                              |            |                 | 33,165,086        | 10,709,379      |  |
| 23 | LIQUIDITY COVERAGE RATIO (%)                         |            |                 | 101.92            | 239.48          |  |

<sup>(7)</sup> Simple arithmetic average, calculated for the last three months, of the values calculated by taking monthly simple arithmetic average.

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(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|    | Prior Period                                 | Total unwe | ighted value * | Total weig        | ghted value* |
|----|--|------------|----------------|-------------------|--------------|
|    |  | TL+FC      | FC             | TL+FC             | FC           |
|    | HIGH QUALITY LIQUID ASSETS                   |            |                |                   |              |
| 1  | Total High Quality Liquid Assets (HQLA)      |            |                | 31,327,045        | 17,494,256   |
|    | CASH OUTFLOWS                                |            |                |                   |              |
| 2  | Retail deposits and deposits from small      |            |                |                   |              |
|    | business customers, of which:                | 56,398,533 | 18,755,224     | 4,709,780         | 1,875,523    |
| 3  | Stable deposits                              | 18,601,460 | -              | 930,073           |              |
| 4  | Less stable deposits                         | 37,797,073 | 18,755,224     | 3,779,707         | 1,875,523    |
| 5  | Unsecured wholesale funding, of which:       | 63,466,793 | 16,531,060     | 25,468,933        | 8,024,537    |
| 6  | Operational deposits                         | 43,127,499 | 9,221,613      | 10,781,875        | 2,305,403    |
| 7  | Non-operational deposits                     | 10,385,173 | 5,745,212      | 6,992,999         | 4,191,277    |
| 8  | Unsecured debt                               | 9,954,121  | 1,564,235      | 7,694,059         | 1,527,857    |
| 9  | Secured wholesale funding                    |            |                | -                 | -            |
| 10 | Additional requirements of which:            | 12,074,577 | 11,213,463     | 12,074,577        | 11,213,463   |
| 11 | Outflows related to derivative exposures and |            |                |                   |              |
|    | other collateral requirements                | 12,074,577 | 11,213,463     | 12,074,577        | 11,213,463   |
| 12 | Outflows related to loss of funding on debt  |            |                |                   |              |
|    | products                                     | -          | -              | -                 |              |
| 13 | Credit and liquidity facilities              | -          | -              | -                 |              |
| 14 | Other contractual funding obligations        | 16,675,067 | 16,238,733     | 833,753           | 811,937      |
| 15 | Other contingent funding obligations         | 44,925,526 | 11,988,692     | 6,590,564         | 1,095,508    |
| 16 | TOTAL CASH OUTFLOWS                          |            |                | 49,677,607        | 23,020,968   |
|    | CASH INFLOWS                                 |            |                |                   |              |
| 17 | Secured lending                              | -          | -              | -                 | -            |
| 18 | Inflows from fully performing exposures      | 13,757,171 | 5,596,651      | 9,870,634         | 4,837,408    |
| 19 | Other cash inflows                           | 9,441,176  | 5,175,370      | 9,441,176         | 5,175,370    |
| 20 | TOTAL CASH INFLOWS                           | 23,198,347 | 10,772,021     | 19,311,810        | 10,012,778   |
|    |  |            |                | Upper Limit Appli | ed Values    |
| 21 | TOTAL HQLA                                   |            |                | 31,327,045        | 17,494,256   |
| 22 | TOTAL NET CASH OUTFLOWS                      |            |                | 30,365,797        | 13,008,190   |
| 23 | LIQUIDITY COVERAGE RATIO (%)                 |            |                | 103.26            | 136.98       |

O Simple arithmetic average, calculated for the last three months, of the values calculated by taking monthly simple arithmetic average.

With the "Liquidity Coverage Rate" which is prepared under the framework of "Regulations Regarding Banks' Calculations of Liquidity Coverage Rate" published by BRSA, the balance between banks' net cash outflows and high quality liquid asset stock

The Group's high quality liquid asset stock consists of cash and debt instruments issued by CBRT and Republic of Turkey Undersecretariat of Treasury.

Whereas the Group's important fund sources are deposits, funds obtained from other financial institutions, marketable securities issued and funds obtained from repo transactions.

Derivatives transactions with 30 or less days to maturity are included into liquidity coverage calculation with cash outflows created by the transactions as of the calculated liquidity coverage rate. In case of a liability resulting from derivatives transactions and security fulfillment liability resulting from other liabilities, actions are taken accordingly to the related regulation.

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Maturity analysis of assets and liabilities according to remaining maturities:

| Current Period                                       | Demand     | Up to 1 Month | 1-3 Months   | 3-12 Months | 1-5 Years   | 5 Years<br>and Over | Undistributed (*) | Total       |
|--|------------|---------------|--------------|-------------|-------------|---------------------|-------------------|-------------|
| Assets:  |            |               |              |             |             |                     |                   |             |
| Cash and balance with CBRT                           | 28,656,246 | -             | -            | -           | -           | -                   | -                 | 28,656,246  |
| Banks  | 1,275,845  | 11,160,027    | 879,740      | 8,187       | -           | -                   | -                 | 13,323,799  |
| Financial assets at fair value through profit/loss   | 7,893      | 125,950       | 47,634       | 163,788     | 1,563,687   | 167,271             | -                 | 2,076,223   |
| Interbank money market placements                    | -          | 1,657,596     | 957          | 509         | -           | -                   | -                 | 1,659,062   |
| Available-for-sale financial assets                  | -          | 367,288       | 222,590      | 1,514,607   | 7,117,757   | 5,304,772           | 43,370            | 14,570,384  |
| Loans and receivables                                | 27,331     | 15,033,785    | 5,711,157    | 33,139,366  | 85,661,984  | 45,868,907          | 1,106,254         | 186,548,784 |
| Held-to-maturity investments                         | -          | 75,675        | 37,804       | 329,917     | 10,046,465  | 6,276,210           | -                 | 16,766,071  |
| Other assets   | 3,441      | 1,692,757     | 803,227      | 1,781,772   | 1,935,765   | 112,835             | 10,928,640        | 17,258,437  |
| Total assets   | 29,970,756 | 30,113,078    | 7,703,109    | 36,938,146  | 106,325,658 | 57,729,995          | 12,078,264        | 280,859,006 |
| Liabilities:   |            |               |              |             |             |                     |                   |             |
| Bank deposits  | 491,073    | 8,268,276     | 842,741      | 177,301     | -           | -                   | -                 | 9,779,391   |
| Other deposits                                       | 29,632,439 | 81,441,570    | 24,580,392   | 11,175,827  | 1,336,926   | 41,321              | -                 | 148,208,475 |
| Funds borrowed                                       | -          | 1,098,000     | 2,013,560    | 13,248,094  | 8,769,383   | 6,258,751           | -                 | 31,387,788  |
| Interbank money market takings                       | -          | 22,019,375    | 15,047       | -           | 449,402     | 205,251             | -                 | 22,689,075  |
| Securities issued                                    | -          | 1,247,389     | 2,050,535    | 5,605,001   | 9,594,565   | 1,373,269           | -                 | 19,870,759  |
| Miscellaneous payables                               | -          | 5,628,784     | 305,845      | 231,107     | 1,808       | -                   | 1,165,486         | 7,333,030   |
| Other liabilities                                    | -          | 924,390       | 1,130,629    | 1,465,656   | 3,822,177   | 3,588,563           | 30,659,073        | 41,590,488  |
| Total liabilities                                    | 30,123,512 | 120,627,784   | 30,938,749   | 31,902,986  | 23,974,261  | 11,467,155          | 31,824,559        | 280,859,006 |
| Liquidity gap  | (152,756)  | (90,514,706)  | (23,235,640) | 5,035,160   | 82,351,397  | 46,262,840          | (19,746,295)      |             |
| Net Off Balance Sheet                                |            |               |              |             |             |                     |                   |             |
| Position   | -          | 94,163        | 5,183        | 113,226     | 1,271,821   | 974,446             | -                 | 2,458,839   |
| Receivables from Derivative Financial<br>Instruments | -          | 4,193,884     | 3,236,673    | 2,895,897   | 13,990,524  | 7,587,873           | -                 | 31,904,851  |
| Payables from Derivative Financial                   |            |               |              |             |             |                     |                   |             |
| Instruments  | -          | 4,099,721     | 3,231,490    | 2,782,671   | 12,718,703  | 6,613,427           | -                 | 29,446,012  |
| Non-cash Loans                                       | 5,213,196  | 1,431,728     | 29,600,053   | 7,378,630   | 6,202,111   | 1,255,848           | 242,136           | 51,323,702  |
| Prior Period   | Domand     | Up to 1 Month | 1-3 Months   | 3-12 Months | 1-5 Years   | 5 Years             | Undistributed (*) | Total       |
| Total assets   | 28,037,787 | 16,311,836    | 7,328,645    | 33,931,797  | 79,690,315  | 46,063,541          | 9,307,079         | 220,671,000 |
| Total liabilities                                    | 24,939,864 | 88,813,514    | 26,286,246   | 23,795,349  | 19,097,068  | 11,268,137          | 26,470,822        | 220,671,000 |
| Liquidity gap  | 3,097,923  | (72,501,678)  | (18,957,601) | 10,136,448  | 60,593,247  | 34,795,404          | (17,163,743)      | 220,071,000 |
| Net Off Balance Sheet                                | 3,071,723  | (72,301,070)  | (10,737,001) | 10,130,440  | 00,373,247  | 34,173,404          | (17,103,743)      |             |
| Position   | -          | (479,339)     | (6,902)      | 423,379     | 933,313     | 652,787             |                   | 1,523,238   |
| Receivables from Derivative Financial Instruments    |            | 8,668,204     | 4,637,320    | 2,809,733   | 12,736,387  | 5,799,680           |                   | 34,651,324  |
| Payables from Derivative Financial                   | -          | 9,147,543     | 4,644,222    | 2,386,354   | 11,803,074  | 5,146,893           | -                 | 33,128,086  |
| Non-cash Loans                                       | 3,594,694  | 1,317,799     | 23,411,576   | 6,463,985   | 5,003,522   | 868,775             | -                 | 40,660,351  |
|  | -,,0 , .   | -,,           | ,, ,, ,, ,   | -, , , 00   | -,,         | ,                   |                   | ,,          |

<sup>(\*)</sup> Certain assets on the balance sheet that are necessary for the banking operations but not convertible into cash in short period such as tangible assets, intangible assets, associates, subsidiaries, miscellaneous receivables and shareholder's equity in the liabilities have been included in the "Undistributed" column.

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Residual contractual maturities of financial liabilities

| Current period          | Carrying<br>amount | Gross<br>nominal<br>outflow | Demand     | Less than one month    | 1-3 months | 3 months<br>to 1 year | 1-5 years  | More than<br>5 years |
|-------------------------|--------------------|-----------------------------|------------|------------------------|------------|-----------------------|------------|----------------------|
| Bank deposits           | 9,779,391          | 9,798,057                   | 491,073    | 8,272,414              | 854,421    | 180,149               | -          | -                    |
| Other deposits          | 148,208,475        | 149,654,628                 | 29,632,439 | 81,727,081             | 24,963,127 | 11,665,683            | 1,601,914  | 64,384               |
| Funds borrowed          | 31,387,788         | 35,000,273                  | -          | 1,102,883              | 2,035,644  | 13,484,725            | 10,359,242 | 8,017,779            |
| Money market takings    | 22,689,075         | 22,803,056                  | -          | 22,029,291             | 15,273     | -                     | 515,576    | 242,916              |
| Issued Securities (Net) | 19,870,759         | 21,395,325                  | -          | 1,257,646              | 2,097,659  | 5,772,621             | 10,750,978 | 1,516,421            |
| Miscellaneous payables  | 7,333,030          | 7,333,030                   | 1,165,486  | 5,628,784              | 305,845    | 231,107               | 1,808      | -                    |
| Other liabilities       | 10,441,299         | 13,506,537                  | 2,949,344  | 332,158                | 94,975     | 188,394               | 4,097,269  | 5,844,397            |
| Total                   | 249,709,817        | 259,490,906                 | 34,238,342 | 120,350,257            | 30,366,944 | 31,522,679            | 27,326,787 | 15,685,897           |
| Non-Cash Loans          | 51,323,702         | 51,323,702                  | 5,455,332  | 1,431,728              | 29,600,053 | 7,378,630             | 6,202,111  | 1,255,848            |
| Prior period            | Carrying<br>amount | Gross<br>nominal<br>outflow | Demand     | Less than<br>one month | 1-3 months | 3 months<br>to 1 year | 1-5 years  | More than<br>5 years |
| Bank deposits           | 5,075,901          | 5,085,671                   | 243,644    |                        | 459,456    | 95,478                | -          |                      |
| Other deposits          | 121,183,408        | 122,125,718                 | 24,600,347 | 66,481,532             | 20,858,252 | 8,055,182             | 2,052,190  | 78,215               |
| Funds borrowed          | 26,299,430         | 29,135,873                  | -          | 689,930                | 1,278,907  | 11,742,778            | 7,845,281  | 7,578,977            |
| Money market takings    | 13,244,271         | 13,376,729                  | -          | 11,596,992             | 1,141,262  | -                     | 548,086    | 90,389               |
| Issued Securities (Net) | 14,682,824         | 15,769,709                  | -          | 540,447                | 1,733,134  | 3,211,213             | 10,284,915 | -                    |
| Miscellaneous payables  | 5,543,555          | 5,543,555                   | 1,216,250  | 4,061,654              | 174,010    | 89,602                | 2,039      | -                    |
| Other liabilities       | 8,480,070          | 10,486,315                  | 1,931,584  | 884,634                | 92,437     | 27,654                | 466,873    | 7,083,133            |
| Total                   | 194,509,459        | 201,523,570                 | 27,991,825 | 88,542,282             | 25,737,458 | 23,221,907            | 21,199,384 | 14,830,714           |
| Non-Cash Loans          | 40,660,351         | 40,660,351                  | 3,594,694  | 1,317,799              | 23,411,576 | 6,463,985             | 5,003,522  | 868,775              |

This table shows the undiscounted cash flows on the Group's financial liabilities on the basis of their earliest possible contractual maturity. Therefore, the gross nominal outflows in the table above vary from the carrying amounts of the relevant financial liabilities reflected in the consolidated financial statements.

#### VII. CONSOLIDATED LEVERAGE RATIO

#### Information on Issues that Cause Differences between Current Period and Previous Period Leverage Ratios

The Group's consolidated leverage rate which is calculated due to "Regulation on Banks' Measurement and Evaluation of Leverage Level" actualized as 6.39%. Increase in balance sheet assets and off-balance sheet transactions resulted in change on leverage rate compared to previous period (December 31, 2016: 6.71%). The Regulation adjudicated minimum leverage rate as 3%.

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Summary comparison table of the total risk amount and the total asset amount in the consolidated financial statements prepared as per TAS

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Total asset amount in the consolidated financial statements prepared as per TAS (1)   | 243,233,266    | 218,939,563  |
| The difference between the total asset amount in the consolidated financial statements prepared as per TAS and the asset amount in the consolidated financial statements prepared as per the Communiqué on the    |                |              |
| Preparation of the Consolidated Financial Statements of Banks (1)   | (1,913,734)    | (1,731,437)  |
| The difference between the derivative financial instruments and the loan derivatives amount in the consolidated financial statements prepared as per the Communiqué on the Preparation of the Consolidated        |                |              |
| Financial Statements of Banks and the risk amounts <sup>(2)</sup>   | (2,434,636)    | (2,033,927)  |
| The difference between the financial transactions with securities or goods warranty amounts in the consolidated financial statements prepared as per the Communiqué on the Preparation of the Consolidated        |                |              |
| Financial Statements of Banks and the risk amounts (2)  | 7,733,292      | 8,970,906    |
| The difference between the off-balance sheet transactions amount in the consolidated financial statements prepared as per the Communiqué on the Preparation of the Consolidated Financial Statements of Banks and |                |              |
| the risk amounts <sup>(2)</sup>   | 18,349,982     | 12,271,448   |
| Other differences between the amount in the consolidated financial statements prepared as per the   |                |              |
| Communiqué on the Preparation of the Consolidated Financial Statements of Banks and the risk amounts (2)  | (98,128,516)   | (84,701,860) |
| Total risk amount   | 316,732,130    | 283,709,054  |

<sup>(1)</sup> The amounts represent June 30, 2017 and December 31, 2016 balances of consolidated financial statements prepared as per the sixth paragraph of Article 5 of the Communiqué on the Preparation of the Consolidated Financial Statements of Banks.

#### Leverage ratio common disclosure template

|    | On-balance sheet exposures  | Current Period(*) | Prior Period <sup>(*)</sup> |
|----|---|-------------------|-----------------------------|
| 1  | On-balance sheet items (excluding derivatives and SFTs; including collateral) | 271,106,074       | 216,824,485                 |
| 2  | Assets deducted in determining Basel III Tier 1 capital                       | (416,652)         | (314,602)                   |
| 3  | Total on-balance sheet exposures (excluding derivatives and SFTs)             | 270,689,422       | 216,509,883                 |
|    | Derivative exposures  |                   |                             |
| 4  | Replacement cost  | 2,364,565         | 1,384,507                   |
| 5  | Add-on amount   | 625,658           | 649,441                     |
| 6  | Total derivative exposures  | 2,990,223         | 2,033,948                   |
|    | Securities financing transaction exposures                                    |                   |                             |
| 7  | Gross SFT assets (with no recognition of accounting netting)                  | 657,737           | 653,844                     |
| 8  | Agent transaction exposures   | -                 | -                           |
| 9  | Total securities financing transaction exposures                              | 657,737           | 653,844                     |
|    | Other off-balance sheet exposures   |                   |                             |
| 10 | Off-balance sheet exposures with gross nominal amount                         | 80,461,669        | 63,161,241                  |
| 11 | Adjustment amount off-balance sheet exposures with credit conversion factor   | 2,009,397         | 1,350,160                   |
| 12 | Total off-balance sheet exposures   | 82,471,066        | 64,511,401                  |
|    | Capital and total exposures   |                   |                             |
| 13 | Tier 1 capital  | 22,786,340        | 19,017,854                  |
| 14 | Total exposures   | 356,808,448       | 283,709,076                 |
|    | Leverage ratio  |                   |                             |
| 15 | Leverage ratio  | 6.39              | 6.71                        |
|    |   |                   |                             |

<sup>(°)</sup> Calculated by using three month average of balances in Leverage Rate Notification table.

<sup>(2)</sup> The balances in the table represent the average of three months.

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### **VIII. FAIR VALUES OF FINANCIAL ASSETS AND LIABILITIES**

|  | Carrying       | Carrying Value |                | alue         |
|--|----------------|----------------|----------------|--------------|
|  | Current Period | Prior Period   | Current Period | Prior Period |
| Financial Assets:                        |                |                |                |              |
| Receivables from Interbank Money Markets | 1,659,062      | 5,232          | 1,659,062      | 5,232        |
| Banks                                    | 13,323,799     | 5,275,489      | 13,323,799     | 5,275,489    |
| Available-for-Sale Financial Assets      | 14,570,384     | 18,619,080     | 14,570,384     | 18,619,080   |
| Held-to-Maturity Investments             | 16,766,071     | 8,180,535      | 16,466,094     | 7,992,774    |
| Loans                                    | 186,548,784    | 149,575,269    | 188,124,330    | 149,812,100  |
| Financial Leasing Receivables            | 1,880,200      | 1,546,409      | 1,880,200      | 1,546,409    |
| Factoring Receivables                    | 2,192,302      | 1,390,714      | 2,192,302      | 1,390,714    |
| Financial Liabilities:                   |                |                |                |              |
| Bank Deposits                            | 9,779,391      | 5,075,901      | 9,779,391      | 5,139,171    |
| Other Deposits                           | 148,208,475    | 121,183,408    | 148,014,699    | 121,240,772  |
| Funds Borrowed                           | 31,387,788     | 26,299,430     | 31,362,999     | 27,221,894   |
| Securities Issued                        | 19,870,759     | 14,682,824     | 19,672,545     | 14,898,154   |
| Subordinated Loans                       | 5,917,137      | 5,014,700      | 5,837,524      | 4,694,264    |
| Miscellaneous Payables                   | 7,333,030      | 5,543,555      | 7,333,030      | 5,543,555    |

Fair values of available-for-sale financial assets and held-to-maturity investments are derived from market prices or in case of absence of such prices they are derived from prices of other marketable securities, whose interest rate, maturity date and other conditions are similar to securities held.

Fair value of loans are calculated by discounting future cash flows with the use of current market interest rates.

Fair value of funds borrowed with fixed interest rate are calculated by discounting cash flows with current market interest rates. Fair value of funds borrowed with floating interest rate is calculated according to repricing period by discounting cash flows with current market rates.

Fair value of other assets and liabilities is calculated by adding accumulated acquisition costs and the sum of the interest accrual.

#### Classification of fair value measurement

TFRS 7 - Financial Instruments requires the classification of fair value measurements into a fair value hierarchy by reference to the observability and significance of the inputs used in measuring fair value of financial instruments measured at fair value to be disclosed. This classification basically relies on whether the relevant inputs are observable or not. Observable inputs refer to the use of market data obtained from independent sources, whereas unobservable inputs refer to the use of predictions and assumptions about the market made by the Company. This distinction brings about a fair value measurement classification generally as follows:

Level 1: Fair value measurements using quoted prices (unadjusted) in active markets for identical assets or liabilities;

Level 2: Fair value measurements using inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (as prices) or indirectly (derived from prices);

Level 3: Fair value measurements using inputs for the assets or liability that are not based on observable market data (unobservable inputs). Classification requires using observable market data if possible.

>>> CONVENIENCE TRANSLATION OF PUBLICLY ANNOUNCED CONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH, SEE IN NOTE I. OF SECTION THREE TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

The classification of fair value measurements of financial assets and liabilities measured at fair value is as follows:

| December 31, 2017   | Level 1    | Level 2     | Level 3                | Total       |
|---|------------|-------------|------------------------|-------------|
| Financial assets at fair value through profit/loss:       |            |             |                        |             |
| Financial assets held for trading purpose:                | 13,048     | 2,063,175   | -                      | 2,076,223   |
| Debt securities   | 6,729      | 116,924     | -                      | 123,653     |
| Derivative financial assets held for trading purpose      | -          | 1,946,251   | -                      | 1,946,251   |
| Investment funds  | 5,380      | -           | -                      | 5,380       |
| Equity securities   | 939        | -           | -                      | 939         |
| Available-for-sale financial assets                       | 11,554,994 | 3,015,375   | 15(**)                 | 14,570,384  |
| Equity securities   | -          | 43,355      | 15                     | 43,370      |
| Debt securities   | 11,554,994 | 2,972,020   | -                      | 14,527,014  |
| Investments in associates and subsidiaries                | 310,918    | -           | 291,653 <sup>(*)</sup> | 602,571     |
| Total Financial Assets                                    | 11,878,960 | 5,078,550   | 291,668                | 17,249,178  |
| Financial liabilities at fair value through profit/loss:  |            |             |                        |             |
| Derivative financial liabilities held for trading purpose | -          | (1,180,542) | -                      | (1,180,542) |
| Total Financial Liabilities                               | -          | (1,180,542) | -                      | (1,180,542) |

<sup>(\*)</sup> This amount consist of fair value of the affiliates and subsidiaries determined by independent valuation companies.

<sup>(&</sup>quot;) TL 15, which is classified under financial assets available-for-sale and which is in the third level is composed of securities issued share in capital.

| December 31, 2016   | Level 1    | Level 2     | Level 3                | Total       |
|---|------------|-------------|------------------------|-------------|
| Financial assets at fair value through profit/loss:       |            |             |                        |             |
| Financial assets held for trading purpose:                | 182,264    | 1,606,969   | -                      | 1,789,233   |
| Debt securities   | 171,585    | -           | -                      | 171,585     |
| Derivative financial assets held for trading purpose      | 583        | 1,606,969   | -                      | 1,607,552   |
| Investment funds  | 8,001      | -           | -                      | 8,001       |
| Equity securities   | 2,095      | -           | -                      | 2,095       |
| Available-for-sale financial assets                       | 16,071,306 | 2,547,759   | 15 <sup>(**)</sup>     | 18,619,080  |
| Equity securities   | -          | 27,595      | 15                     | 27,610      |
| Debt securities   | 16,071,306 | 2,520,164   | -                      | 18,591,470  |
| Investments in associates and subsidiaries                | -          | -           | 298,705 <sup>(*)</sup> | 298,705     |
| Total Financial Assets                                    | 16,253,570 | 4,154,728   | 298,720                | 20,707,018  |
| Financial liabilities at fair value through profit/loss:  |            |             |                        |             |
| Derivative financial liabilities held for trading purpose | -          | (1,154,424) | -                      | (1,154,424) |
| Total Financial Liabilities                               | -          | (1,154,424) | -                      | (1,154,424) |

<sup>(\*)</sup> This amount consist of fair value of the affiliates and subsidiaries determined by independent valuation companies.

<sup>(\*\*)</sup> TL 15, which is classified under financial assets available-for-sale and which is in the third level is composed of securities issued share in capital.

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

The reconciliation from the beginning balances to the ending balances for fair value measurements in Level 3 of the fair value hierarchy as at and for the year ended December 31, 2017 is as follows:

|   | Level 3<br>Current Period | Level 3<br>Prior Period |
|---|---------------------------|-------------------------|
| Balance at the beginning of the year                            | 298,720                   | 351,166                 |
| Total gains or losses for the year recognized in profit or loss | -                         | -                       |
| Total gains or losses for the year recognized under equity      | (7,052)                   | (52,446)                |
| Balance at the end of the year                                  | 291,668                   | 298,720                 |

#### IX. TRANSACTIONS CARRIED OUT ON BEHALF OF CUSTOMERS, ITEMS HELD IN TRUST

The Parent Bank provides buying, selling and custody services and management and advisory services in financial matters for its customers. The Group is not involved in trust activities.

#### X. CONSOLIDATED SEGMENT REPORTING

The Parent Bank operates in corporate, commercial, small business, retail and investment banking. Accordingly, the banking products served to customers are; time and demand deposit, accumulating account, repos, overdraft facilities, spot loans, foreign currency indexed loans, consumer loans, automobile and housing loans, working capital loans, discounted bills, overdraft facilities, gold loans, foreign currency loans, Eximbank loans, pre-export loans, ECA covered financing, letters of guarantee, letters of credit, export factoring, acceptance credits, draft facilities, forfaiting, leasing, insurance, forward, futures, salary payments, investment account, cheques, safety boxes, bill payments, tax collections, payment orders.

The Parent Bank provides service packages to its corporate, commercial and retail customers including deposit, loans, foreign trade transactions, investment products, cash management, leasing, factoring, insurance, credit cards, and other banking products. A customers oriented branch network has been built in order to serve customers' needs effectively and efficiently.

Additionally, the Parent Bank provides "small business" banking service to enterprises in retail and service sectors. Products include overdraft accounts, POS machines, credit cards, cheque books, TL and foreign currency deposits, investment accounts, internet banking and call-center, debit card, and bill payment.

Retail banking customers form a wide-spread and sustainable deposit base for the Parent Bank. Individual customers' needs are met by diversified consumer banking products through branches and alternative delivery channels.

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Major financial statement items according to business lines:

| Current Period  | Retail Banking | Corporate<br>Banking | Investment<br>Banking | Other       | Total Operations |
|---|----------------|----------------------|-----------------------|-------------|------------------|
| OPERATING INCOME/ EXPENSES                                |                |                      |                       |             | •                |
| Interest Income   | 5,627,234      | 11,312,319           | 5,086,543             | 19,083      | 22,045,179       |
| Interest income from loans                                | 5,627,234      | 10,984,327           | 1,704,015             | -           | 18,315,576       |
| Interest income from reserve deposits                     | -              | -                    | 221,541               | -           | 221,541          |
| Interest income from securities portfolio                 | -              | -                    | 2,914,538             | -           | 2,914,538        |
| Interest income from banks                                | -              | -                    | 210,696               | -           | 210,696          |
| Interest income from money market transactions            | -              | -                    | 35,753                | -           | 35,753           |
| Finance lease income                                      | -              | 138,960              | -                     | -           | 138,960          |
| Other interest income                                     | -              | 189,032              | -                     | 19,083      | 208,115          |
| Interest Expense  | 4,372,191      | 4,762,843            | 3,866,395             | 71,876      | 13,073,305       |
| Interest expense on deposits                              | 4,372,191      | 4,578,537            | 249,892               | -           | 9,200,620        |
| Interest expense on funds borrowed                        | -              | 184,306              | 656,766               | -           | 841,072          |
| Interest expense on money market transactions             | -              | -                    | 1,553,389             | -           | 1,553,389        |
| Interest expense on securities issued                     | -              | -                    | 1,059,739             | -           | 1,059,739        |
| Other interest expenses                                   | -              | -                    | 346,609               | 71,876      | 418,485          |
| Net Interest Income                                       | 1,255,043      | 6,549,476            | 1,220,148             | (52,793)    | 8,971,874        |
| Net Fees and Commissions Income                           | 497,841        | 653,288              | 84,421                | -           | 1,235,550        |
| Trading Income/ Losses (Net)                              | -              | -                    | 194,447               | -           | 194,447          |
| Dividend Income   | -              | -                    | 47,481                | -           | 47,481           |
| Other Income (*)  | -              | -                    | -                     | 3,085,245   | 3,085,245        |
| Provision For Losses on Loans and Other Receivables       | 484,334        | 1,827,038            | 30,979                | 500,207     | 2,842,558        |
| Other Expenses (**)                                       | -              | -                    | -                     | 5,734,147   | 5,734,147        |
| Income/Loss From Investments Under Equity Accounting      | -              | -                    | 51,481                | -           | 51,481           |
| Profit Before Taxes                                       | 1,268,550      | 5,375,726            | 1,566,999             | (3,201,902) | 5,009,373        |
| Provision for taxes                                       | -              | -                    | -                     | (992,027)   | (992,027)        |
| Net Profit/ Loss  | 1,268,550      | 5,375,726            | 1,566,999             | (4,193,929) | 4,017,346        |
| SEGMENT ASSETS  |                |                      |                       |             |                  |
| Securities Portfolio                                      | -              | -                    | 31,466,427            | -           | 31,466,427       |
| Derivative Financial Assets Held for Trading Purpose      | -              | -                    | 1,946,251             | -           | 1,946,251        |
| Banks and Receivables From Money Markets                  | -              | -                    | 14,982,861            | -           | 14,982,861       |
| Investments in Associates and Subsidiaries                | -              | -                    | 664,101               | -           | 664,101          |
| Loans and Receivables                                     | 48,230,054     | 107,804,983          | 30,513,747            | -           | 186,548,784      |
| Other Assets  | -              | 4,072,502            | 29,037,351            | 12,140,729  | 45,250,582       |
| TOTAL ASSETS  | 48,230,054     | 111,877,485          | 108,610,738           | 12,140,729  | 280,859,006      |
| SEGMENT LIABILITIES                                       |                |                      |                       |             |                  |
| Deposits  | 68,788,960     | 79,419,515           | 9,779,391             | -           | 157,987,866      |
| Derivative Financial Liabilities Held for Trading Purpose | -              | -                    | 1,180,542             | -           | 1,180,542        |
| Interbank Money Market Takings                            | -              | -                    | 22,689,075            | -           | 22,689,075       |
| Funds Borrowed  | -              | 571,707              | 30,816,081            | -           | 31,387,788       |
| Securities Issued   | -              | -                    | 19,870,759            | -           | 19,870,759       |
| Other Liabilities   | -              | 437                  | 6,683,061             | 10,547,605  | 17,231,103       |
| Provisions and Tax Liabilities                            | -              | -                    | -                     | 6,888,908   | 6,888,908        |
| Equity  | -              | -                    | -                     | 23,622,965  | 23,622,965       |
| TOTAL LIABILITIES AND EQUITY                              | 68,788,960     | 79,991,659           | 91,018,909            | 41,059,478  | 280,859,006      |

<sup>&</sup>lt;sup>(1)</sup> TL 1,207,630 amount of TL 3,085,245 shown in other income consist of acquired insurance premiums, TL 937,669 of income from reversal of the specific provisions for loans from prior periods, TL 149,607 of income from the sale of Group's assets, TL 43,602 from communications income, TL 770 of leasing income, TL 102,575 of income from private pension activities and the remaining TL 643,392 of other operating income.

<sup>(&</sup>quot;) TL 1,979,798 amount of TL 5,734,147 shown in other expenses line consists of personnel expenses, TL 2,413,794 of other operating expenses, TL 180,430 of depreciation expenses, TL 168,500 of dividend reserves expenses to be given to personnel, TL 168,783 of Savings Deposit Insurance Fund (SDIF) expenses, TL 163,010 of taxes and funds expenses, TL 9,807 pension compensations, TL 91,727 from cumulative/noncumulative commission expenses, TL 251,574 from production commission expenses and the remaining TL 306,724 of other expenses.

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| Prior Period  | Retail Banking | Corporate<br>Banking | Investment<br>Banking | Other       | Total Operations |
|---|----------------|----------------------|-----------------------|-------------|------------------|
| OPERATING INCOME/ EXPENSES                                | Ketan banking  | banking              | Donking               | Other       | rotal operations |
| Interest Income   | 4,959,825      | 8,323,574            | 3,667,054             | 13,736      | 16,964,189       |
| Interest income from loans                                | 4,959,825      | 8,105,767            | 1,203,336             | -           |                  |
| Interest income from reserve deposits                     | -              | -                    | 111,798               | -           | 111,798          |
| Interest income from securities portfolio                 | -              | -                    | 2,230,139             | -           | 2,230,139        |
| Interest income from banks                                | -              | -                    | 121,181               | -           |                  |
| Interest income from money market transactions            | -              | -                    | 600                   | -           |                  |
| Finance lease income                                      | -              | 110,201              | -                     | -           | 110,201          |
| Other interest income                                     | -              | 107,606              | -                     | 13,736      |                  |
| Interest Expense  | 3,387,865      | 3,631,947            | 2,655,536             | 52,608      | 9,727,956        |
| Interest expense on deposits                              | 3,387,865      | 3,552,149            | 254,753               | -           |                  |
| Interest expense on funds borrowed                        | -              | 79,798               | 428,318               | -           |                  |
| Interest expense on money market transactions             | -              | -                    | 1,007,022             | -           |                  |
| Interest expense on securities issued                     | -              | -                    | 691,897               | -           |                  |
| Other interest expenses                                   | -              | -                    | 273,546               | 52,608      | 326,154          |
| Net Interest Income                                       | 1,571,960      | 4,691,627            | 1,011,518             | (38,872)    | 7,236,233        |
| Net Fees and Commissions Income                           | 425,547        | 410,527              | 76,409                | -           |                  |
| Trading Income/ Losses (Net)                              | -              | -                    | 505,038               | -           |                  |
| Dividend Income   | -              | -                    | 61,736                | -           | 61,736           |
| Other Income (*)  | -              | -                    | -                     | 2,004,336   | 2,004,336        |
| Provision For Losses on Loans and Other Receivables       | 431,238        | 1,657,372            | 30,432                | 214,567     | 2,333,609        |
| Other Expenses (**)                                       | -              | -                    | -                     | 4,906,704   |                  |
| Income/Loss From Investments Under Equity Accounting      | -              | -                    | 37,267                | -           | 37,267           |
| Profit Before Taxes                                       | 1,566,269      | 3,444,782            | 1,661,536             | (3,155,807) | 3,516,780        |
| Provision for taxes                                       | -              | -                    | -                     | (724,334)   | (724,334)        |
| Net Profit/ Loss  | 1,566,269      | 3,444,782            | 1,661,536             | (3,880,141) | 2,792,446        |
| SEGMENT ASSETS  |                |                      |                       |             |                  |
| Securities Portfolio                                      | -              | _                    | 26,981,296            | _           | 26,981,296       |
| Derivative Financial Assets Held for Trading Purpose      | -              | -                    | 1,607,552             | -           | 1,607,552        |
| Banks and Receivables From Money Markets                  | -              | -                    | 5,280,721             | -           | 5,280,721        |
| Investments in Associates and Subsidiaries                | -              | _                    | 622,930               | -           |                  |
| Loans and Receivables                                     | 41,432,801     | 83,828,729           | 24,313,739            | -           | 149,575,269      |
| Other Assets  | -              | 2,937,123            | 24,223,603            | 9,442,506   |                  |
| TOTAL ASSETS  | 41,432,801     | 86,765,852           | 83,029,841            | 9,442,506   |                  |
| SEGMENT LIABILITIES                                       | , = ,          |                      |                       | .,,         |                  |
| Deposits  | 54,570,012     | 66,613,397           | 5,075,900             | -           | 126,259,309      |
| Derivative Financial Liabilities Held for Trading Purpose | -              | -                    | 1,154,424             | -           |                  |
| Interbank Money Market Takings                            | -              | _                    | 13,244,271            | -           |                  |
| Funds Borrowed  | -              | 662,429              | 25,637,001            | -           | 26,299,430       |
| Securities Issued   | -              | -                    | 14,682,824            | -           | 14,682,824       |
| Other Liabilities   | -              | 81                   | 5,758,436             | 7,568,869   | 13,327,386       |
| Provisions and Tax Liabilities                            | _              | -                    | -                     | 6,095,884   | 6,095,884        |
| Equity  | -              | -                    | -                     | 19,607,472  | 19,607,472       |
| TOTAL LIABILITIES AND EQUITY                              | 54,570,012     | 67,275,907           | 65,552,856            | 33,272,225  | 220,671,000      |
| INITE FINDICITIES WIND EXOLIT                             | J4,J10,U1Z     | 01,213,701           | 03,332,030            | 33,414,443  | 440,071,000      |

<sup>&</sup>lt;sup>(1)</sup> TL 668,315 amount of TL 2,004,336 of income from reversal of the specific provisions for loans from prior periods, TL 892,467 of acquired insurance premiums, TL 165,307 of income from the sale of Group's assets, TL 40,316 of communications income, TL 78,307 of income from private pension activities, TL 987 of leasing income and the remaining TL 158,637 of other operating income.

<sup>(\*\*)</sup> TL 1,663,884 amount of TL 4,906,704 shown in other expenses line consists of personnel expenses, TL 1,984,578 of other operating expenses, TL 186,400 of depreciation expenses, TL 147,970 of dividend reserves expenses to be given to personnel, TL 138,469 of Savings Deposit Insurance Fund (SDIF) expenses, TL 141,588 of taxes and funds expenses, TL 47,034 pension compensations, TL 79,694 from cumulative/noncumulative commission expenses, TL 240,428 from production commission expenses and the remaining TL 276,659 of other expenses.

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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#### **XI. INFORMATION ON RISK MANAGEMENT**

The footnotes and related explanations published in the Official Gazette No. 29511 dated October 23, 2015 and prepared in accordance with the "Explanations Communique on Explanations to the Public Regarding Banks Risk Management" entered into force as of March 31, 2016 are given in this section. Since the Group uses a standardized approach to capital adequacy calculations, there is no disclosure within the scope of the internal rating-based approach.

#### 1. Information on Risk Management and Overview of Risk Weighted Amounts

#### Risk Management Strategy

The Group manages assets and values which are entrusted to it effectively and efficiently in order to increase the constant contribution to customers, shareholders and the society. The Group adopted the forward looking risk based approach in all activities undertaken by creating assets in a high quality and managing obligations well. The improvement of risk culture in parallel with changes in economic conjectures and risk perception is considered as an important factor by the Group and it aims to ensure the risk awareness and sensitivity in actions to be taken.

Risk management strategy of the Group is basically to avoid legal risks and risks which are unlikely to occur but have a huge impact, to take measures to minimize the risks (to reduce risks) that may arise due to the nature of banking activities, to purchase protection, insurance or techniques such as credit derivatives in order to transfer risks to the third parties (transfer of risk) and the acceptance of risks that are unlikely to occur and have small impact.

Within the scope of the general principles and principles observed by The Group in the context of risk management, the internal capital adequacy assessment process (ISEDES) is established in parallel with the budgeting process to determine the internal capital targets consistent with the risk profile and the activity environment and the effects of scenario outcomes on the Group projections is evaluated.

As a part of risk appetite structure of the Parent Bank, risk limits are set and over-limit exemptions and early warning levels are observed/followed. The limits are reviewed regularly according to the developments in the market condition, the Parent Bank strategy and risk appetite and updated if necessary. Apart from the limits, early warning levels are determined. In case of approaching or exceeding the limits, the appropriate units are taking the related actions.

The risks may arise from the new products and services and effects of these risks are analyzed. For the quantification of quantifiable risks and the qualitative evaluation of non-quantifiable. Effective and applicable systems which are compatible with the Parent Bank's product range and fields of activity are developed.

In response to the sudden and unexpected changes in the macroeconomic indicators and the Group's specific circumstances, the risks the can be exposed to such as income/expenditure effect, capital loss, economic value change, liquidity adequacy are presented by various reports and stress tests conducted daily, weekly, monthly and annually. These reports and stress tests play an active role in the process of making decisions in the context of risk based approach. Risks subject to stress tests contains all the risks related to the Group's risk group (on the consolidated balance sheet – off the consolidated balance sheet). These risks are subject to stress test applications independently, and can be subject to stress test applications in an integrated way taking into account interactions between them.

Risks which are subject to stress test applications can be evaluated on portfolio and activities basis, consolidated and non – consolidated basis, at specific and general levels. Specific stress test applications are performed with sensitivity and scenario analysis specific to particular portfolio and activity. General stress test applications are established to ensure that Group's risks are seen in an integrated perspective. Relations between risks are taken into account by the correlation effect and relations between portfolios are considered with diversification effect. Furthermore in addition to stress tests, reverse stress tests that enable us to evaluate which risk factors and which risk concentrations causes significant loss indicators designed from the outset are conducted.

Evaluation and monitoring of the developments in the risks, in line with the national legislation and international practices, taking the necessary precautions, identification of the risk limits, ensuring the risk requirement limits and the necessary analysis, measurements and reportings are made by the Risk Management Chairmanship.

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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The improvement of risk culture in parallel with changes in economic conjectures and risk perception is considered as an important factor by the Parent Bank and it aims to ensure the risk awareness and sensitivity in actions to be taken. The provided trainings in line with this direction, risk assessments and reportings, the risk reportings made with the Board of Directors, Top Management and the committees, the risk appetite framework and the internal capital adequacy evaluation process that the Parent Bank generated, contributes the dissemination of the risk culture

#### Risk weighted amounts

|    |   | Risk Weighte   | ed Amount    | Minimum Capital<br>Requirements |
|----|---|----------------|--------------|---------------------------------|
|    |   | Current Period | Prior Period | Current Period                  |
| 1  | Credit Risk (excluding counterparty credit risk) (*)  | 176,588,946    | 156,045,237  | 14,127,116                      |
| 2  | Standardized approach   | 176,588,946    | 156,045,237  | 14,127,116                      |
| 3  | İnternal rating based approach  | -              | -            | -                               |
| 4  | Counterparty Credit Risk  | 2,834,489      | 2,123,816    | 226,759                         |
| 5  | Standardized approach for counterparty credit risk  | 2,834,489      | 2,123,816    | 226,759                         |
| 6  | Internal model method   | -              | -            | -                               |
| 7  | Equity position in banking book under basic risk weighting or internal rating based         | -              | -            | -                               |
| 8  | Equity investments in funds – look-through approach   | 263            | -            | 21                              |
| 9  | Equity investments in funds – mandate-based approach  | -              | -            | -                               |
| 10 | Equity investments in funds – 1250% weighted risk approach                                  | -              | -            | -                               |
| 11 | Settlement Risk   | -              | -            | -                               |
| 12 | Securitization positions in banking accounts  | -              | -            | -                               |
| 13 | IRB ratings-based approach  | -              | -            | -                               |
| 14 | IRB Supervisory formula approach  | -              | -            | -                               |
| 15 | SA/simplified supervisory formula approach  | -              | -            | -                               |
| 16 | Market risk   | 799,860        | 632,989      | 63,989                          |
| 17 | Standardized approach   | 799,860        | 632,989      | 63,989                          |
| 18 | Internal model approaches   | -              | -            | _                               |
| 19 | Operational Risk  | 14,523,725     | 12,245,361   | 1,161,898                       |
| 20 | Basic Indicator Approach  | 14,523,725     | 12,245,361   | 1,161,898                       |
| 21 | Standardized approach   | -              | -            | _                               |
| 22 | Advanced measurement approach   | -              | -            | _                               |
| 23 | The amounts below the thresholds for deduction from capital (subject to a 250% risk weight) | 156,490        | 492,718      | 12,519                          |
| 24 | Floor adjustment  | -              | -            | -                               |
| 25 | Total (1+4+7+8+9+10+11+12+16+19+23+24)  | 194,903,773    | 171,540,121  | 15,592,302                      |

<sup>(\*)</sup> Except for the amount of the discount threshold under the equity

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

- 2. Linkages between Financial statements and Regulatory Exposures
- a) Differences between accounting and regulatory scopes of consolidation and mapping of financial statement categories with regulatory risk categories

|  | Carrying values<br>as reported<br>in published<br>financial | Subject to  | Subject to counterparty | es of items (accord |             | Not subject<br>to capital<br>equirements or<br>subject to<br>deduction |
|--|---|-------------|-------------------------|---------------------|-------------|--|
| Current Period                                     | statements  | credit risk | credit risk             | securitization      | market risk | from capital   |
| Assets   |   |             |                         |                     |             |  |
| Cash and balances at central bank                  | 28,656,246  | 28,656,246  | -                       | -                   | -           | -  |
| Financial assets held for trading                  | 2,076,223   | -           | 2,076,223               | -                   | 49,126      | -  |
| Financial assets designated at fair value          |   |             |                         |                     |             |  |
| through profit or loss                             | -   | -           | -                       | -                   | -           | -  |
| Banks  | 13,323,799  | 13,323,799  |                         | -                   | _           |  |
| Receivables from money markets                     | 1,659,062   | 1,659,062   | -                       | -                   | -           | -  |
| Available for sale financial assets (net)          | 14,570,384  | 14,143,749  | 2,019,945               | -                   | 426,635     | -  |
| Loans and receivables                              | 186,548,784   | 186,547,429 | -                       | -                   | -           | 1,355  |
| Factoring receivables                              | 2,192,302   | -           | -                       | -                   | -           |  |
| Held to maturity investments (net)                 | 16,766,071  | 16,766,071  | 7,767,018               | -                   | -           | -  |
| Investments in associates (net)                    | 384,454   | 384,454     | -                       | -                   | -           | -  |
| Investments in subsidiaries (net)                  | 279,647   | 279,647     | -                       | -                   | -           | -  |
| Investments in joint ventures (net)                | -   | -           | -                       | -                   | -           | -  |
| Leasing receivables                                | 1,880,200   | -           | -                       | -                   | -           | -  |
| Derivative financial assets held for hedges        | -   | -           | -                       | -                   | -           | -  |
| Tangible assets (net)                              | 1,731,409   | 1,544,548   | -                       | -                   | -           | 186,861  |
| Intangible assets (net)                            | 255,462   | -           | -                       | -                   | -           | 255,462  |
| Investment properties (net)                        | 423,498   | -           | -                       | -                   | -           | -  |
| Tax assets   | 63,612  | 63,612      | -                       | -                   | -           | -  |
| Non-current assets and disposal groups             |   |             |                         |                     |             |  |
| classified as held for sale (net)                  | 1,312,728   | 1,312,728   | -                       | -                   | -           | -  |
| Other assets                                       | 8,735,125   | 8,735,125   | -                       | -                   | -           | -  |
| Total assets                                       | 280,859,006   | 273,416,470 | 11,863,186              | -                   | 475,761     | 443,678  |
| Liabilities  |   |             |                         |                     | -           | -  |
| Deposits   | 157,987,866   | -           | -                       | -                   | -           | 157,987,866  |
| Derivative financial liabilities held for trading  | 1,180,542   | -           | 1,180,542               | -                   | 49,131      | 1,180,542  |
| Loans  | 31,387,788  | -           | -                       | -                   | -           | 31,387,788   |
| Debt to money markets                              | 22,689,075  | -           | 9,157,688               | -                   | -           | 13,531,387   |
| Debt securities in issue                           | 19,870,759  | -           | -                       | -                   | -           | -  |
| Funds  | 3,206   | -           | -                       | -                   | -           | 3,206  |
| Various debts                                      | 7,333,030   | _           | -                       | -                   | -           | 7,333,030  |
| Other liabilities                                  | 3,977,293   | _           | -                       | _                   | -           | 3,977,293  |
| Factoring debts                                    | 437   | _           | -                       | -                   | _           | -  |
| Debts from leasing transactions                    | -   | _           | -                       | -                   | _           | -  |
| Derivative financial liabilities held for hedges   | -   | _           | -                       | -                   | _           | -  |
| Provisions   | 6,127,041   | -           | -                       | -                   | -           | 6,127,041  |
| Tax liability                                      | 761,867   | -           | -                       | -                   | -           | 761,867  |
| Liabilities included in disposal groups classified | , , ,   |             |                         |                     |             | , 507  |
| as held for sale (net)                             | -   | -           | -                       | -                   | -           | -  |
| Subordinated debts                                 | 5,917,137   | -           | -                       | -                   | -           | 5,917,137  |
| Equity   | 23,622,965  | -           | -                       | -                   | -           | 23,622,965   |
| Total liabilities                                  | 280,859,006   | -           | 10,338,230              | -                   | 49,131      | 251,830,122  |

## **TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS**FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|   |   | Carrying values of items (according to TAS) |                         |                               |                           |  |  |
|---|---|---|-------------------------|-------------------------------|---------------------------|--|--|
| Daine David   | Carrying values<br>as reported<br>in published<br>financial | Subject to                                  | Subject to counterparty | Subject to the securitization | Subject to<br>market risk | Not subject<br>to capital<br>requirements<br>or subject to<br>deduction from |  |
| Prior Period Assets   | statements  | credit risk                                 | credit risk             | securitization                | тагкет гізк               | capital  |  |
| Cash and balances at central bank   | 24.240.215  | 24.240.215                                  |                         |                               |                           |  |  |
| Financial assets held for trading   | 24,369,315<br>1,789,233                                     | 24,369,315                                  | 1,789,233               |                               | 57,814                    |  |  |
| Financial assets designated at fair value                                 | 1,709,233   |   | 1,709,233               |                               | 37,014                    |  |  |
| through profit or loss  |   |   |                         |                               |                           |  |  |
|   |   | -<br>F 27F 400                              |                         |                               |                           |  |  |
| Banks   | 5,275,489   | 5,275,489                                   |                         |                               |                           |  |  |
| Receivables from money markets  | 5,232   | 5,232                                       |                         | -                             |                           |  |  |
| Available for sale financial assets (net)                                 | 18,619,080  | 18,083,454                                  | 5,960,349               |                               | 535,626                   |  |  |
| Loans and receivables   | 149,575,269   | 149,574,103                                 | -                       |                               |                           | 1,166  |  |
| Factoring receivables   | 1,390,714   |   |                         | -                             |                           |  |  |
| Held to maturity investments (net)  | 8,180,535   | 8,180,535                                   | 5,323,555               | -                             | -                         |  |  |
| Investments in associates (net)   | 336,232   | 336,232                                     | -                       | -                             |                           |  |  |
| Investments in subsidiaries (net)   | 286,698   | 286,698                                     | -                       | -                             |                           |  |  |
| Investments in joint ventures (net)                                       | -   |   | -                       | -                             |                           |  |  |
| Leasing receivables   | 1,546,409   | -   | -                       | -                             |                           |  |  |
| Derivative financial assets held for hedges                               |   |   | -                       | -                             | -                         |  |  |
| Tangible assets (net)   | 1,703,103   | 1,540,982                                   | -                       | <u> </u>                      |                           | 162,121  |  |
| Intangible assets (net)   | 230,265   | -   | -                       | -                             |                           | 230,265  |  |
| Investment properties (net)   | 354,385   | -   | -                       | -                             |                           |  |  |
| Tax assets  | 197,922   | 197,922                                     | -                       | -                             |                           |  |  |
| Non-current assets and disposal groups                                    |   |   |                         |                               |                           |  |  |
| classified as held for sale (net)   | 1,228,102   | 1,115,960                                   | -                       | -                             | -                         | 112,142  |  |
| Other assets  | 5,583,017   | 5,583,017                                   | -                       | -                             | -                         |  |  |
| Total assets  | 220,671,000   | 214,548,939                                 | 13,073,137              | -                             | 593,440                   | 505,694  |  |
| Liabilities   |   |   |                         |                               |                           |  |  |
| Deposits  | 126,259,309   | -   | -                       | -                             | -                         | 126,259,309  |  |
| Derivative financial liabilities held for trading                         | 1,154,424   | -   | 1,154,424               |                               | 45,403                    | 1,154,424  |  |
| Loans   | 26,299,430  | -   | -                       | <u> </u>                      | -                         | 26,299,430   |  |
| Debt to money markets   | 13,244,271  | -   | 13,244,271              | -                             | -                         | 13,244,271   |  |
| Debt securities in issue  | 14,682,824  |   | -                       |                               | -                         |  |  |
| Funds   | 3,319   | -   | -                       | -                             | -                         | 3,319  |  |
| Various debts   | 5,543,555   | -   | -                       | -                             | -                         | 5,543,555  |  |
| Other liabilities   | 2,765,731   | -   | -                       |                               |                           | 2,765,731  |  |
| Factoring debts   | 81  |   | -                       |                               |                           |  |  |
| Debts from leasing transactions   | -   | -   | -                       | -                             | -                         |  |  |
| Derivative financial liabilities held for hedges                          | -   | _   | -                       | -                             | _                         | _  |  |
| Provisions  | 5,606,097   | -   | -                       | -                             | -                         | 5,606,097  |  |
| Tax liability   | 489,787   | -   | -                       | -                             | -                         | 489,787  |  |
| Liabilities included in disposal groups classified as held for sale (net) | -   | -   | -                       | -                             | -                         |  |  |
| Subordinated debts  | 5,014,700   | -   | -                       | -                             | -                         | 5,014,700  |  |
| Equity  | 19,607,472  | -   | -                       | -                             | -                         | 19,607,472   |  |
| Total liabilities   | 220,671,000   | -   | 14,398,695              | -                             | 45,403                    | 205,988,095  |  |

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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#### b) Main sources of differences between regulatory exposure amounts and carrying values in financial statements

|    | Current Period   | Total       | Items<br>subject to<br>credit risk | Items<br>subject to<br>securitization | to counterparty | Items<br>subject to<br>market risk |
|----|--|-------------|------------------------------------|---------------------------------------|-----------------|------------------------------------|
| 1  | Asset carrying value amount under scope of regulatoryconsolidation                     | 280,415,328 | 273,416,470                        | _                                     | 11,863,186      | 475,761                            |
| 2  | Liabilities carrying value amount under regulatory scope of consolidation              | 29,028,884  | -                                  | -                                     | 10,338,230      | (49,131)                           |
| 3  | Total net amount under regulatory scope of consolidation                               | 251,386,444 | 273,416,470                        | -                                     | 1,524,956       | 426,630                            |
| 4  | Off-balance sheet amounts  | 133,361,088 | 31,380,550                         | -                                     | 2,750,005       | -                                  |
| 5  | Differences in valuations  | -           | -                                  | -                                     | -               | -                                  |
| 6  | Differences due to different netting rules, other than those already included in row 2 | -           | -                                  | -                                     | -               | -                                  |
| 7  | Differences due to consideration of provisions   | -           | -                                  | -                                     | -               | -                                  |
| 8  | Differences due to prudential filters  | -           | (4,242,235)                        | -                                     | -               | _                                  |
| 9  | Differences due to risk reduction  | -           | -                                  | -                                     | 569,987         |                                    |
| 10 | Exposure amounts considered for regulatory   | 384,747,532 | 300,554,785                        | -                                     | 3,319,992       | 426,630                            |
|    | Prior Period   | Total       | Items<br>subject to<br>credit risk | Items<br>subject to<br>securitization | to counterparty | Items<br>subject to<br>market risk |
| 1  | Asset carrying value amount under scope of regulatory consolidation                    | 220,165,306 | 214,548,939                        | _                                     | 13,073,137      | 593,440                            |
| 2  | Liabilities carrying value amount under regulatory scope of consolidation              | 14,682,905  | -                                  | -                                     | 14,398,695      | (45,403)                           |
| 3  | Total net amount under regulatory scope of consolidation                               | 205,482,401 | 214,548,939                        | -                                     | (1,325,558)     | 638,843                            |
| 4  | Off-balance sheet amounts  | 114,819,263 | 22,688,894                         | -                                     | 2,225,820       | 548,037                            |
| 5  | Differences in valuations  | -           | -                                  | -                                     | -               | -                                  |
| 6  | Differences due to different netting rules, other than those already included in row 2 | -           | -                                  | -                                     | -               | -                                  |
| 7  | Differences due to consideration of provisions   | -           | -                                  | -                                     | -               |                                    |
| 8  | Differences due to prudential filters  | -           | (3,898,133)                        | -                                     | -               | _                                  |
| 9  | Differences due to risk reduction  | -           | -                                  | -                                     | 769,791         | -                                  |
| 10 | Exposure amounts considered for regulatory   | 334,984,569 | 233,339,701                        | -                                     | 2,995,611       | 548,037                            |

#### c) Explanations of differences bet ween accounting and regulatory exposure amounts

There is no significant difference between the amounts assessed pursuant to TAS and the risk amounts used within the scope of capital adequacy reported on the financial statements.

#### 3. Credit Risk Explanations

#### a) General Information on Credit Risk

If the counterparty does not partially or completely fulfil its obligations in accordance with contract, the credit risk is exposed. The Group's definition of credit risk contains the credit risk in all products and activities based on the credit definition of law of banking.

The Parent Bank's branches, regional directorates, general directorate crediting units, deputy general manager responsible for credits, general manager, credit committee and board of directors determine the credit limits for counterparties within the framework of lending authority limits and provide credits within these limits in accordance with the articles 51 and 54 of banking law and in compliance with legal legislation in order to restrict the credit risk in the crediting operations.

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Crediting activities are one of the basic and extensive fields of activities. The Parent Bank can provide all kind of crediting activities with its experience, competitiveness, variety of product and services. Parallel to this, it has a wide range of organization, regulation (legislation/documentation) and system infrastructure for the marketing, allocation and monitoring process of credit.

While establishing infrastructure, it is also supervised that all activities can be performed on a risk basis, in addition to providing the highest level of efficiency in the processes of the credits.

Credit management is not the single function within the Parent Bank and it is not restricted to the only one unit and responsibility area. Credit management is a process carried out together with different units and employees with different roles, authorities and responsibilities.

Credit facility functions are mainly carried out by the consecration units and in addition to the transactions done by the business units announced by the head of the Credit Management Department, relevant policy, strategy and framework documents are constituted by taking account of the international implementations and national legislation in order to ensure the effective and healthy management of the credit risk. The basic principles and principles of the policy, strategy and framework documents and the identification, measurement, monitoring and reporting of risk within the scope of risk management are determined. In the management of the credit risk, it is essential to consider all risk categories that may lead to capital requirements. In this subjected process, allocation units, evaluation and rating units, and risk management units are playing an active role.

The Risk Management Department continues its activities to assess, analyze and report on the credit risk in line with the policy document and measurement results and to determine the effect of the Group on the capital requirement.

Within the results of the studies made in this context, it is possible to establish better portfolios with lower potential asset classes (credit types and/or counterparties) by sharing them with the Parent Bank's top management and the units managing the loan portfolios, trying to be a guide in these matters.

Sectoral, geographical and individual concentration limits and country risk limits have been determined in order to identify the risks to be created by credit concentration and to establish a balanced credit portfolio, these limits are regularly reviewed and updated considering the Parent Bank's credit policy, risk appetite and economic changes.

The eventual aim of the Parent Bank is using credit risk inherent management methods in accordance with Basel III and best international implementations. In this context, studies of IRB (Internal Ratings Based Approach) are carried out. Within the scope of IRB studies, politics and procedures are updated as risk-focused.

#### **Credit Quality of Assets**

|   |                            | , ,       | Gross carrying values of<br>(according to TAS) |              |             |
|---|----------------------------|-----------|--|--------------|-------------|
|   |                            | Defaulted | Defaulted                                      | Allowances / |             |
|   | Current Period             | Exposures | Exposures                                      | Impairment   | Net Values  |
| 1 | Loans                      | 7,943,186 | 189,515,032                                    | 6,836,932    | 190,621,286 |
| 2 | Debt Securities            | -         | 30,989,432                                     | 124,809      | 30,864,623  |
| 3 | Off-balance sheet exposure | 169,355   | 81,684,427                                     | 75,942       | 81,777,840  |
| 4 | Total                      | 8,112,541 | 302,188,891                                    | 7,037,683    | 303,263,749 |

|   |                            |                        | Gross carrying values of (according to TAS) |                            |             |
|---|----------------------------|------------------------|---|----------------------------|-------------|
|   | Prior Period               | Defaulted<br>Exposures | Defaulted<br>Exposures                      | Allowances /<br>Impairment | Net Values  |
| 1 | Loans                      | 6,703,383              | 151,341,617                                 | 5,532,608                  | 152,512,392 |
| 2 | Debt Securities            | -                      | 27,067,730                                  | 295,725                    | 26,772,005  |
| 3 | Off-balance sheet exposure | 165,159                | 66,397,867                                  | 59,816                     | 66,503,210  |
| 4 | Total                      | 6,868,542              | 244,807,214                                 | 5,888,149                  | 245,787,607 |

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### Changes in Stock of Defaulted Loans and Debt Securities (\*)

|   |  | Current Period | Prior Period |
|---|--|----------------|--------------|
| 1 | Defaulted Loans and debt securities at end of the previous reporting period    | 6,703,383      | 5,138,113    |
| 2 | Loans and debt securities that have defaulted since the last reporting period  | 3,216,747      | 2,957,373    |
| 3 | Returned to non-defaulted status   | 106,595        | 31,895       |
| 4 | Amounts written-off  | 4,054          | 1,341        |
| 5 | Other Changes  | (1,866,295)    | 1,358,867    |
| 6 | Defaulted Loans and debt securities at end of the reporting period (1+2-3-4±5) | 7,943,186      | 6,703,383    |

<sup>(\*)</sup> Indemnified non-cash loans of the firms which are followed under "Non-performing Loans" accounts are not included in the table.

#### Additional disclosure related to the credit quality of assets

The Parent Bank classifies loans and other receivables in accordance with the "Regulation on Identification of and Provision against Non-Performing Loans and Other Receivables" and other regulations. When loans that are followed under the groups except Group I mentioned in this regulation are classified as past due items, general provision is calculated for Group II, and special provision is calculated for loans followed under Group III, IV and Group V.

According to the above mentioned "Regulation on Identification of and Provision against Non-Performing Loans and Other Receivables" Minimum provision rates to Loans classified is 20% to loans on Group III, 50% to loans on Group IV and 100% to loans on Group V.

Restructuring that can be applied for performing or non-performing receivables is done by changing the terms of the loan contract or by partially or completely refinancing the loan due to the financial difficulties that the borrower is facing or is likely to encounter in the payments.

Breakdown of receivables in terms of geographic regions, sectors and remaining maturities

Breakdown of receivables in terms of geographic regions

|                           | Current Period              | Prior Period                |  |
|---------------------------|-----------------------------|-----------------------------|--|
| Geographical area         | Credit<br>receivables/risks | Credit<br>receivables/risks |  |
|                           | •                           | •                           |  |
| Domestic                  | 179,159,737                 | 143,862,151                 |  |
| European Union Countries  | 538,912                     | 210,585                     |  |
| OECD Countries (*)        | -                           | -                           |  |
| Off-Shore Banking Regions | -                           | -                           |  |
| USA, Canada               | 1,801,673                   | 1,756,636                   |  |
| Other                     | 8,014,710                   | 5,512,245                   |  |
| Total                     | 189,515,032                 | 151,341,617                 |  |

<sup>\*</sup> OECD Countries other than EU countries, USA and Canada.

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Breakdown of loan receivables by sector

| Current Period  | Cash Loans   | Impaired Loans   | Provisions  |
|---|--|--|---|
| Agricultural  | 1,209,251  | 69,085   | 55,315  |
| Farming and raising livestock   | 1,173,437  | 64,741   | 51,758  |
| Forestry  | 14,575   | 2,258  | 2,093   |
| Fishing   | 21,239   | 2,086  | 1,464   |
| Manufacturing   | 40,923,643   | 1,628,025  | 1,307,257   |
| Mining and Quarrying  | 3,109,601  | 134,821  | 128,422   |
| Production  | 28,997,739   | 1,487,022  | 1,172,949   |
| Electricity, Gas, Water   | 8,816,303  | 6,182  | 5,886   |
| Construction  | 24,141,609   | 801,891  | 707,644   |
| Services  | 66,970,456   | 2,979,614  | 2,589,472   |
| Wholesale and Retail Trade  | 28,155,555   | 2,049,107  | 1,804,680   |
| Accommodation and Dining  | 5,873,037  | 107,964  | 93,282  |
| Transportation and Telecommunication  | 14,036,041   | 405,285  | 346,845   |
| Financial Institutions  | 4,833,015  | 23,368   | 22,498  |
| Real Estate and Rental Services   | 9,580,561  | 96,090   | 87,526  |
| Professional Services   | 2,820,378  | 185,072  | 151,398   |
| Educational Services  | 970,503  | 20,029   | 19,385  |
| Health and Social Services  | 701,366  | 92,699   | 63,858  |
| Other   | 56,270,073   | 2,464,571  | 2,177,244   |
| Total   | 189,515,032  | 7,943,186  | 6,836,932   |
|   |  |  |   |
| Prior Period  | Cash Loans   | Impaired Loans   | Provisions  |
| Agricultural  | 2,081,056  | 127,068  | 107,103   |
| Farming and raising livestock   | 1,706,877  | 116,360  | 98,027  |
| Forestry  | 286,722  | 7,897  | 7,046   |
| Fishing   | 87,457   | 2,811  | 2,030   |
| Manufacturing   | 20 400 421   |  |   |
|   | 28,480,421   | 1,251,018  | 1,067,661   |
| Mining and Quarrying  | 1,050,381  | <b>1,251,018</b><br>61,077   |   |
| Production  | 1,050,381<br>21,545,525  | 61,077<br>1,178,844  | <b>1,067,661</b><br>49,541<br>1,008,911   |
| Production Electricity, Gas, Water  | 1,050,381<br>21,545,525<br>5,884,515   | 61,077<br>1,178,844<br>11,097  | 1,067,661<br>49,541<br>1,008,911<br>9,209   |
| Production  | 1,050,381<br>21,545,525  | 61,077<br>1,178,844  | <b>1,067,661</b><br>49,541<br>1,008,911   |
| Production Electricity, Gas, Water Construction Services  | 1,050,381<br>21,545,525<br>5,884,515   | 61,077<br>1,178,844<br>11,097  | 1,067,661<br>49,541<br>1,008,911<br>9,209   |
| Production Electricity, Gas, Water Construction   | 1,050,381<br>21,545,525<br>5,884,515<br><b>17,293,281</b>  | 61,077<br>1,178,844<br>11,097<br><b>618,199</b>  | 1,067,661<br>49,541<br>1,008,911<br>9,209<br>534,429  |
| Production Electricity, Gas, Water  Construction Services Wholesale and Retail Trade Accommodation and Dining   | 1,050,381<br>21,545,525<br>5,884,515<br><b>17,293,281</b><br><b>46,173,055</b>   | 61,077<br>1,178,844<br>11,097<br>618,199<br>1,854,467  | 1,067,661<br>49,541<br>1,008,911<br>9,209<br>534,429<br>1,559,932   |
| Production Electricity, Gas, Water  Construction Services Wholesale and Retail Trade  | 1,050,381<br>21,545,525<br>5,884,515<br><b>17,293,281</b><br><b>46,173,055</b><br>18,670,707                               | 61,077<br>1,178,844<br>11,097<br><b>618,199</b><br><b>1,854,467</b><br>1,237,429   | 1,067,661<br>49,541<br>1,008,911<br>9,209<br>534,429<br>1,559,932<br>1,020,355  |
| Production Electricity, Gas, Water  Construction Services Wholesale and Retail Trade Accommodation and Dining   | 1,050,381<br>21,545,525<br>5,884,515<br><b>17,293,281</b><br><b>46,173,055</b><br>18,670,707<br>5,446,964                  | 61,077<br>1,178,844<br>11,097<br><b>618,199</b><br><b>1,854,467</b><br>1,237,429<br>137,051<br>230,134<br>13,331           | 1,067,661<br>49,541<br>1,008,911<br>9,209<br>534,429<br>1,559,932<br>1,020,355<br>117,059   |
| Production Electricity, Gas, Water  Construction Services Wholesale and Retail Trade Accommodation and Dining Transportation and Telecommunication  | 1,050,381<br>21,545,525<br>5,884,515<br><b>17,293,281</b><br><b>46,173,055</b><br>18,670,707<br>5,446,964<br>10,695,260    | 61,077<br>1,178,844<br>11,097<br><b>618,199</b><br><b>1,854,467</b><br>1,237,429<br>137,051<br>230,134                     | 1,067,661<br>49,541<br>1,008,911<br>9,209<br>534,429<br>1,559,932<br>1,020,355<br>117,059<br>196,319<br>12,487                      |
| Production Electricity, Gas, Water  Construction Services Wholesale and Retail Trade Accommodation and Dining Transportation and Telecommunication Financial Institutions   | 1,050,381 21,545,525 5,884,515 17,293,281 46,173,055 18,670,707 5,446,964 10,695,260 3,556,915                             | 61,077<br>1,178,844<br>11,097<br><b>618,199</b><br><b>1,854,467</b><br>1,237,429<br>137,051<br>230,134<br>13,331           | 1,067,661<br>49,541<br>1,008,911<br>9,209<br>534,429<br>1,559,932<br>1,020,355<br>117,059<br>196,319<br>12,487<br>42,390<br>104,510 |
| Production Electricity, Gas, Water  Construction  Services  Wholesale and Retail Trade  Accommodation and Dining  Transportation and Telecommunication Financial Institutions  Real Estate and Rental Services  | 1,050,381 21,545,525 5,884,515 17,293,281 46,173,055 18,670,707 5,446,964 10,695,260 3,556,915 2,619,317                   | 61,077<br>1,178,844<br>11,097<br><b>618,199</b><br><b>1,854,467</b><br>1,237,429<br>137,051<br>230,134<br>13,331<br>45,269 | 1,067,661<br>49,541<br>1,008,911<br>9,209<br>534,429<br>1,559,932<br>1,020,355<br>117,059<br>196,319<br>12,487<br>42,390            |
| Production Electricity, Gas, Water  Construction Services  Wholesale and Retail Trade Accommodation and Dining Transportation and Telecommunication Financial Institutions Real Estate and Rental Services Professional Services                      | 1,050,381 21,545,525 5,884,515 17,293,281 46,173,055 18,670,707 5,446,964 10,695,260 3,556,915 2,619,317 3,457,610         | 61,077 1,178,844 11,097 618,199 1,854,467 1,237,429 137,051 230,134 13,331 45,269 113,724                                  | 1,067,661<br>49,541<br>1,008,911<br>9,209<br>534,429<br>1,559,932<br>1,020,355<br>117,059<br>196,319<br>12,487<br>42,390<br>104,510 |
| Production Electricity, Gas, Water  Construction Services  Wholesale and Retail Trade Accommodation and Dining Transportation and Telecommunication Financial Institutions Real Estate and Rental Services Professional Services Educational Services | 1,050,381 21,545,525 5,884,515 17,293,281 46,173,055 18,670,707 5,446,964 10,695,260 3,556,915 2,619,317 3,457,610 813,640 | 61,077 1,178,844 11,097 618,199 1,854,467 1,237,429 137,051 230,134 13,331 45,269 113,724 20,923                           | 1,067,661 49,541 1,008,911 9,209 534,429 1,559,932 1,020,355 117,059 196,319 12,487 42,390 104,510 15,099                           |

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Breakdown by outstanding maturity

#### **Current Period**

| Demand       | Up to 1 Month | 1 – 3 Months | 3 – 12 Months | 1 – 5 Years | 5 Years and Over | Total       |
|--------------|---------------|--------------|---------------|-------------|------------------|-------------|
| 27,331       | 15,033,785    | 5,711,157    | 33,139,366    | 85,661,984  | 45,868,907       | 185,442,530 |
| Prior Period |               |              |               |             |                  |             |
| Demand       | Up to 1 Month | 1 – 3 Months | 3 – 12 Months | 1 – 5 Years | 5 Years and Over | Total       |
| 9,441        | 12,646,753    | 5,498,653    | 30,852,055    | 63,969,529  | 35,428,484       | 148,404,915 |

Amounts of provision allocated receivables (According to the definition used by the Bank in accounting) based on geographical area and sector and amounts deducted from the assets with the related provisions

Breakdown by of provision allocated receivables by geographical area

#### **Current Period**

| Geographical area         | Loans<br>Receivables(Risks) | Provisions |
|---------------------------|-----------------------------|------------|
| Domestic                  | 7,819,393                   | 6,742,126  |
| European Union Countries  | 90,963                      | 87,466     |
| OECD Countries (*)        | -                           | -          |
| Off-Shore Banking Regions | -                           | -          |
| USA, Canada               | 32,130                      | 6,643      |
| Other                     | 700                         | 697        |
| Total                     | 7,943,186                   | 6,836,932  |

<sup>(\*)</sup> OECD Countries other than EU countries, USA and Canada.

#### **Prior Period**

|                           | Loans              |            |
|---------------------------|--------------------|------------|
| Geographical area         | Receivables(Risks) | Provisions |
| Domestic                  | 6,625,558          | 5,460,788  |
| European Union Countries  | 70,100             | 64,134     |
| OECD Countries (*)        | -                  |            |
| Off-Shore Banking Regions | -                  | -          |
| USA, Canada               | 65                 | 50         |
| Other                     | 7,660              | 7,636      |
| Total                     | 6,703,383          | 5,532,608  |

<sup>(\*)</sup> OECD Countries other than EU countries, USA and Canada.

#### Aging analysis for overdue receivables

|                    | Current Period | Prior Period |
|--------------------|----------------|--------------|
| 31-60 days overdue | 1,409,349      | 1,171,545    |
| 61-90 days overdue | 813,948        | 889,662      |

Loan receivables with overdue loans are taken into consideration.

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### Breakdown of restructured receivables based on whether or not provisions are allocated

| Changes Made to Extend Payment Plan                                 | Current Period | Prior Period |
|---|----------------|--------------|
| Loans restructured from Standard Loans and Other Receivables        | 2,664,938      | 1,473,046    |
| Loans restructured from Loans under Follow-up and Other Receivables | 1,558,327      | 1,534,582    |
| Loans restructured from Non-Performing Loans                        | 335,136        | 392,162      |

#### b) Credit Risk Mitigation

#### Qualitative disclosure on credit risk mitigation techniques

Credit risk mitigation techniques in the Parent Bank are evaluated within the scope of the "Policy Document on Credit Risk Management". Within the scope of "Communiqué on Credit Risk Mitigation", published in the Official Gazette dated September 6, 2014, numbered 29111 simple financial guarantee method is used for financial guarantees. Cash and cash equivalents, Treasury Support Containing Credit Guarantee Fund Securities and guarantees are used to mitigate credit risk.

Policies regarding the valuation of financial collateral and the appraisal of the valuations and policies and procedures for the valuation of real estate established for the collateral of mortgage-backed loans, which are an asset class, have been established. These policies and procedures have been prepared in accordance with the "Communiqué on Credit Risk Mitigation" and cover the minimum requirements for collateral valuation and management.

The Parent Bank receives collaterals such as mortgages, sureties/guarantees and financial collaterals for the loans given.

#### **Credit Risk Mitigation Techniques**

|   | Current Period     | Exposures<br>unsecured:<br>carrying amount | Exposures<br>secured by<br>collaterals | Exposures<br>secured by<br>collateral, of<br>which: secured<br>amount | Exposures<br>secured by<br>financial<br>guarantees | Exposures<br>secured by<br>financial<br>guarantees, of<br>which: secured<br>amountcre | Exposures<br>secured by credit<br>Exposures derivatives,<br>secured by of which:<br>dit derivatives secured amount |
|---|--------------------|--|--|---|--|---|--|
| 1 | Loans              | 112,239,146                                | 78,382,140                             | 66,629,280  | 3,652,598  | 3,128,437   | -  |
| 2 | Debt Securities    | 30,864,623                                 | -                                      | -   | -  | -   |  |
| 3 | Total              | 143,103,769                                | 78,382,140                             | 66,629,280  | 3,652,598  | 3,128,437   |  |
| 4 | Of which Defaulted | 7,943,186                                  | -                                      | -   | -  | -   |  |

|   | Prior Period       | Exposures<br>unsecured:<br>carrying amount | Exposures<br>secured by<br>collaterals | Exposures<br>secured by<br>collateral, of<br>which: secured<br>amount | Exposures<br>secured by<br>financial<br>guarantees | Exposures<br>secured by<br>financial<br>guarantees, of<br>which: secured<br>amountcre | s<br>Exposures<br>secured by<br>dit derivatives | Exposures<br>secured by credit<br>derivatives, of<br>which: secured<br>amount |
|---|--------------------|--|--|---|--|---|---|---|
| 1 | Loans              | 97,586,808                                 | 54,925,584                             | 46,872,614  | 3,076,521  | 2,649,313   | -   | -   |
| 2 | Debt Securities    | 26,772,005                                 | -                                      | -   | -  | -   | -   | -   |
| 3 | Total              | 124,358,813                                | 54,925,584                             | 46,872,614  | 3,076,521  | 2,649,313   | -   |   |
| 4 | Of which Defaulted | 6,703,383                                  | -                                      | -   | -  | -   | -   | -   |

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### c) Credit risk under standardized approach

#### Qualitative disclosures on banks' use of external credit ratings under the standardized approach for credit risk

The external rating grades of the counterparties of Fitch Ratings international rating agencies and Islamic International Rating Agency are used in determining the risk weights for the risk classes specified in Article 6 of the Regulation on Measurement and Evaluation of Banks' Capital Adequacy.

When an international rating is taken into account for the entire risk category of central government or central banks, the centralized and central banks that are not rated by the Islamic International Rating Agency are based on the country risk classification issued by the Organization for Economic Co-operation and Development (OECD).

The following table shows that the rating scale of the credit rating agency corresponds to the credit quality levels reported in the annex of the Regulation on the Measurement and Evaluation of Banks' Capital Adequacy.

| Ratings Matched           | Credit Quality Rank | Fitch Ratings         |
|---------------------------|---------------------|-----------------------|
|                           | 1                   | Between AAA and AA-   |
|                           | 2                   | Between A+ and A-     |
| Long Torm Cradit Datings  | 3                   | Between BBB+ and BBB- |
| Long Term Credit Ratings  | 4                   | Between BB+ and BB-   |
|                           | 5                   | Between B+ and B-     |
|                           | 6                   | CCC+ and below        |
|                           | 1                   | Between F1+ and F1    |
|                           | 2                   | F2                    |
| Chart Torm Cradit Datings | 3                   | F3                    |
| Short Term Credit Ratings | 4                   | F3 and below          |
|                           | 5                   | -                     |
|                           | 6                   | -                     |

# **CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017** TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

# Credit Risk Exposure and Credit Risk Mitigation (CRM) Effects

| Current Period  | COUVEISION FACTORS AND CKM | IIS dilu CRM  | ractors and chim                  |                 | NWA GIIU NWA GEIISILY | cilloity           |
|---|----------------------------|---------------|-----------------------------------|-----------------|-----------------------|--------------------|
|   | On-balance                 | Off-balance   | On-balance                        | Off-balance     |                       | owa descrit-       |
| Asset classes   | Sneet amount               | Sneet amount  | sneet amount                      | sneet amount    | KWA                   | KWA density        |
| Exposures to central governments or central banks                                       | 83,964,302                 | 1,395,6//     | 86,934,545                        | 802,646         | 5,140,5//             | // 9               |
| Exposures to regional governments or local authorities                                  | 6,667,730                  | 518,181       | 6,667,730                         | 241,940         | 3,416,805             | 49%                |
| Exposures to public sector entities   | 301,326                    | 311,734       | 301,326                           | 137,108         | 425,036               | %26                |
| Exposures to multilateral development banks   | 18,032                     | 1,583         | 18,032                            | 1,583           | 18,032                | 95%                |
| Exposures to international organizations  |                            |               |                                   |                 |                       | %0                 |
| Exposures to institutions   | 8,266,758                  | 1,990,510     | 8,266,758                         | 1,264,050       | 4,260,234             | 45%                |
| Exposures to corporates   | 72,362,193                 | 66,603,953    | 69,391,950                        | 23,989,142      | 91,627,602            | %86                |
| Retail exposures  | 47,612,387                 | 24,689,970    | 47,612,387                        | 3,212,915       | 37,888,045            | 75%                |
| Exposures secured by residential property   | 22,850,866                 | 931,214       | 22,850,866                        | 420,940         | 8,145,132             | 35%                |
| 10 Exposures secured by commercial real estate  | 23,816,613                 | 2,279,165     | 23,816,613                        | 1,301,591       | 15,449,818            | 62%                |
| Past-due loans  | 1,106,254                  |               | 1,106,254                         |                 | 1,106,254             | 100%               |
| Higher-risk categories by the Agency Board  | 274,628                    | 15,305        | 274,628                           | 8,635           | 487,490               | 172%               |
| 3 Exposures in the form of covered bonds  |                            | ,             |                                   |                 |                       | %0                 |
| Exposures to institutions and corporates with a short-term credit assessment            |                            |               |                                   |                 |                       | %0                 |
| 5 Exposures in the form of units or shares in collective investment undertakings (CIUS) | 263                        |               | 263                               |                 | 263                   | %0                 |
| Other assets  | 10,375,891                 |               | 10,375,891                        |                 | 8,072,913             | 78%                |
| Investment in equities  | 707,498                    |               | 707,498                           |                 | 707,498               | 100%               |
| 18 Total  | 278,324,741                | 98,737,292    | 278,324,741                       | 31,380,550      | 176,745,699           | 21%                |
| Bring Borind  | Exposures before Credit    |               | Exposures post- Credit Conversion | edit Conversion | bac AWG               | wisach Awd bac Awd |
|   | On-balance sheet           | Off-balanceOr | Off-balanceOn-balance sheet       | Off-balance     |                       |                    |
| Asset classes   | amount                     | sheet amount  | amount                            | sheet amount    | RWA                   | RWA density        |
| Exposures to central governments or central banks                                       | 51,462,827                 | 492,584       | 53,883,670                        | 241,211         | 13,566,988            | 25%                |
| Exposures to regional governments or local authorities                                  | 4,597,033                  | 344,708       | 4,597,033                         | 156,470         | 2,345,893             | 49%                |
| Exposures to public sector entities   | 636,031                    | 1,373,402     | 636,031                           | 667,205         | 1,298,648             | 100%               |
| Exposures to multilateral development banks   | 3,705                      |               | 3,705                             |                 |                       | %0                 |
| Exposures to international organizations  |                            |               |                                   |                 |                       | %0                 |
| Exposures to institutions   | 5,149,430                  | 1,682,800     | 5,149,432                         | 956,406         | 2,486,006             | 41%                |
| Exposures to corporates   | 60,375,270                 | 50,259,565    | 57,954,425                        | 17,018,385      | 73,095,869            | %26                |
| Retail exposures  | 42,990,135                 | 20,892,607    | 42,990,135                        | 2,703,720       | 34,068,749            | 75%                |
| Exposures secured by residential property   | 20,926,182                 | 703,497       | 20,926,182                        | 288,457         | 7,425,123             | 35%                |
| Exposures secured by commercial real estate   | 22,075,082                 | 1,401,642     | 22,075,082                        | 657,040         | 14,085,290            | 92%                |
| Past-due loans  | 1,170,775                  |               | 1,170,775                         |                 | 1,170,775             | 100%               |
| .2 Higher-risk categories by the Agency Board   | 402,675                    |               | 402,675                           |                 | 801,099               | 199%               |
| 3 Exposures in the form of covered bonds  |                            |               |                                   |                 |                       | %0                 |
| 14 Exposures to institutions and corporates with a short-term credit assessment         |                            | -             | -                                 |                 |                       | 0,00               |
| 5 Exposures in the form of units or shares in collective investment undertakings (CIUs) |                            |               |                                   | -               | -                     | %0                 |
| 6 Other assets  | 7,538,274                  |               | 7,538,274                         |                 | 5,542,948             | 74%                |
| Investment in equities  | 650,567                    |               | 650,567                           |                 | 650,567               | 100%               |
| 18 Total  | 217.977.986                | 77,150,805    | 217,977,986                       | 77 688 894      | 156 537 955           | %2Y                |

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>> CONVENIENCE TRANSLATION OF PUBLICLY ANNOUNCED CONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH, SEE IN NOTE I. OF SECTION THREE

# **CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017** TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

# Exposures by asset classes and risk weights

|   |            |             |           | 35% (secured by |            |            |                        |         |      |        | risk exposure<br>Other Risk amount (After | risk exposure<br>amount (After |
|---|------------|-------------|-----------|-----------------|------------|------------|------------------------|---------|------|--------|---|--------------------------------|
| Period Asset Classes/ Risk Weight*  | <b>%0</b>  | <b>10</b> % | 20%       | real estate)    | 20%        | 75%        | 100%                   | 150%    | 200% | 250%   | Weights CCF and CRM)                      | F and CRM)                     |
| Exposures to central governments or central banks                             | 77,478,439 |             | 06        |                 | 10,236,204 |            | 22,458                 |         |      |        |   | 87,737,191                     |
| Exposures to regional governments or local authorities                        | 9,934      | 1           | 110,209   |                 | 6,789,526  |            |                        |         |      |        |   | 6,909,669                      |
| Exposures to public sector entities   | 3,704      | 1           | 12,118    |                 |            |            | 422,612                |         |      |        |   | 438,434                        |
| Exposures to multilateral development banks                                   | 1,583      |             |           |                 |            |            | 18,032                 |         |      |        |   | 19,615                         |
| Exposures to International organizations                                      |            | 1           | 1         |                 |            |            |                        |         |      |        |   | 1                              |
| Exposures to institutions   | 738        | 1           | 2,681,063 |                 | 6,249,972  |            | 599,037                |         |      | 1      |   | 9,530,810                      |
| Exposures to corporates   | 368,031    |             | 225,296   |                 | 2,410,442  |            | 90,377,323             |         |      |        |   | 93,381,092                     |
| Retail exposures  | 238,496    | 1           | 94,654    |                 |            | 50,492,152 |                        |         |      |        |   | 50,825,303                     |
| Exposures secured by residential property                                     |            |             |           | 23,271,806      |            |            |                        |         |      |        |   | 23,271,806                     |
| Exposures secured by commercial real estate                                   |            |             |           |                 | 19,336,772 |            | 5,781,432              |         |      |        |   | 25,118,204                     |
| Past-due loans  |            | 1           | 1         |                 |            |            | 1,106,254              |         |      | 1      |   | 1,106,254                      |
| Higher Risk categories by the Agency Board                                    |            |             |           |                 |            |            |                        | 220,667 |      | 62,596 |   | 283,263                        |
| Exposures in the form of covered bonds  |            | 1           | 1         |                 |            |            |                        |         |      |        |   | 1                              |
| Exposures to institutions and corporates with a short term credit assessments | ssments -  |             |           |                 |            |            |                        |         |      |        |   |                                |
| Exposures in the form of units or shares in collective investment             |            |             |           |                 |            |            |                        |         |      |        |   |                                |
| undertakings (CIUs)   |            |             | •         |                 |            |            | 263                    |         |      |        |   | 263                            |
| Other assets  |            | 1           | 1         |                 |            |            | 707,498                | -       |      |        |   | 707,498                        |
| Investments in equities   | 1,998,789  |             | 380,234   | 1               | 1          |            | 7,996,866              |         |      |        |   | 10,375,889                     |
| Total   | 80,099,714 | •           | 3,503,664 | 23,271,806      | 45,022,916 | 50,492,152 | 50,492,152 107,031,776 | 220,667 |      | 965'29 | . 30                                      | 309,705,291                    |

| Prior  |   |            |             |           | 35%<br>(secured by |             |            |            |         |             |         | Other Risk a | risk exposure<br>Other Risk amount (After |
|--------|---|------------|-------------|-----------|--------------------|-------------|------------|------------|---------|-------------|---------|--------------|---|
| Period | Asset Classes/ Risk Weight*   | <b>%0</b>  | <b>10</b> % | 20%       | real estate)       | <b>20</b> % | 75%        | 100%       | 150%    | <b>%00Z</b> | 250%    | Weights      | Weights CCF and CRM)                      |
|        | Exposures to central governments or central banks                             | 26,990,907 |             | 1         |                    | 27,133,972  |            | 2          |         |             | 1       |              | 54,124,881                                |
|        | Exposures to regional governments or local authorities                        | 10,109     |             | 86,015    |                    | 4,657,379   |            |            |         |             | 1       |              | 4,753,503                                 |
|        | Exposures to public sector entities   | 4,060      |             | 099       |                    |             |            | 1,298,516  |         |             |         |              | 1,303,236                                 |
|        | Exposures to multilateral development banks                                   | 3,705      |             | 1         |                    |             |            |            |         |             |         |              | 3,705                                     |
|        | Exposures to International organizations                                      |            |             |           |                    |             |            |            |         |             |         |              |   |
|        | Exposures to institutions   | 1,792      |             | 1,994,366 | 1                  | 4,045,095   |            | 64,585     |         |             |         |              | 6,105,838                                 |
|        | Exposures to corporates   | 399,141    |             | 394,561   |                    | 2,324,302   |            | 71,854,806 |         |             |         |              | 74,972,810                                |
|        | Retail exposures  |            |             |           |                    |             | 45,693,855 |            |         |             |         |              | 45,693,855                                |
|        | Exposures secured by residential property                                     |            |             | 1         | 21,214,639         |             |            |            |         |             |         |              | 21,214,639                                |
|        | Exposures secured by commercial real estate                                   |            |             | 1         | 1                  | 17,293,665  |            | 5,438,457  |         |             |         | 1            | 22,732,122                                |
|        | Past-due loans  |            |             |           |                    |             |            | 1,170,775  |         |             |         |              | 1,170,775                                 |
|        | Higher Risk categories by the Agency Board                                    |            |             |           |                    |             |            |            | 205,588 |             | 197,087 |              | 402,675                                   |
|        | Exposures in the form of covered bonds  |            |             | 1         | 1                  |             |            |            |         |             |         | 1            |   |
|        | Exposures to institutions and corporates with a short term credit assessments |            |             | 1         |                    |             |            |            |         |             |         |              |   |
|        | Exposures in the form of units or shares in collective investment             |            |             |           |                    |             |            |            |         |             |         |              |   |
| 16     | Underlaknigs (CDS)  |            |             | .   .     |                    |             |            | 550 567    |         |             |         |              | . 650 567                                 |
|        | Investments in equities   | 1.801.543  |             | 242.229   |                    |             |            | 5.494.502  |         |             | 1       | 1            | 7.538.274                                 |
| 8      |   | 29.211.257 |             | 2,717,831 | 21,214,639         | 55,454,413  | 45.693,855 | 85.972.210 | 205,588 |             | 197.087 |              | 240.666,880                               |

### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### 4. Counterparty Credit Risk Explanations

#### Qualitative disclosure on counterparty credit risk

The counterparty credit risk that may be incurred by the counterparty that is a party to a transaction that is liable to both parties due to default before the final payment in the cash flow is managed within the Parent Bank's "Counterparty Credit Risk Management Policy Document". The counterparty credit risk amounts calculated using the "Fair Value Valuation Method" within the scope of the "Communiqué on Credit Risk Mitigation" are calculated on the basis of the portfolios in the trading accounts and banking accounts, and these amounts are used within the scope of capital adequacy calculations. Various scenarios and stress tests are applied to the counterparty credit risk.

Processes related to counterparty credit risk management activities have been written down. In the direction of the policy document and measurement results, activities of evaluating, analyzing and reporting the counterparty credit risk and determining the effect of the capital requirement of the Parent Bank and Group are being continued.

In addition to the measurement activities, sensitivity and scenario analysis are used to evaluate the resistance of the Group to the changes that may be experienced in risk factors against economic developments. Monthly stress test reports include analyzes of counterparty credit risk. The distributions of positions subject to counterparty credit risk calculation, the ratings of these counterparties from independent rating agencies and transaction concentration are regularly monitored by the Risk Management Department of the Parent Bank. The Parent Bank monitors the level of concentration in terms of the counterparty of derivative transactions. The collateral process of derivative transactions, repo, marketable securities transactions etc. with foreign banks is covered with ISDA (International Swap and Derivatives Association) and ISMA (International Securities Market Association) contracts and the collateral agreements regarding the mutual rights and obligations for the transactions between the two parties.

Treasury transactions are valued on a daily basis over the market prices taking into account these contracts and rules from the beginning to the closing of the transaction and the difference between the favorable and unfavorable values of the transactions against the market prices cause the settlement call movements by agreeing with the related banks. In compliance with the limitations of the bank which exposed to counterparty risk, the Parent Bank follows the limit follow up system. Limits, which are defined as loan limits and compromise limits in the system, are monitored instantaneously.

The Parent Bank has fulfilled its statutory obligations under EMIR (European Markets Infrastructure Regulation). The clearing member of the bank has been transmitted to the "counterparty" via a bank and transactions that provide conditions within the existing transactions in the portfolio have started to be cleared under the conditions of EMIR.

#### Counterparty credit risk (CCR) approach analysis

|   | Current Period   | Replacement<br>cost | Potential<br>future<br>exposure | EEPE | Alpha used<br>for computing<br>regulatory<br>exposure at<br>default | Exposure<br>at default post<br>CRM | RWA       |
|---|--|---------------------|---------------------------------|------|---|------------------------------------|-----------|
| 1 | Fair Value Method (for derivatives)  | 2,150,962           | 599,043                         |      | 1.4   | 2,750,005                          | 1,537,085 |
| 2 | Standardized Approach (for derivatives)  | -                   | -                               |      |   | -                                  | -         |
| 3 | Internal Model Method (for derivatives, Repo Transactions, Marketable<br>Securities or EMTIA lending or borrowing transactions, transactions with<br>a long settlement time, Marketable Security transactions with credit)                         |                     |                                 | -    | -   | -                                  | -         |
| 4 | Simple Approach for credit risk mitigation (for derivatives, Repo<br>Transactions, Marketable Securities or EMTIA lending or borrowing<br>transactions, transactions with a long settlement time, Marketable<br>Security transactions with credit) |                     |                                 |      |   | 569,987                            | 142,856   |
| 5 | Comprehensive Approach for credit risk mitigation (for derivatives, Repo Transactions, Marketable Securities or EMTIA lending or borrowing transactions, transactions with a long settlement time, Marketable Security transactions with credit)   |                     |                                 |      |   | 14                                 | 5         |
| 6 | VaR for for derivatives, Repo Transactions, Marketable Securities or EMTIA lending or borrowing transactions, transactions with a long settlement time, Marketable Security transactions with credit   |                     |                                 |      |   | -                                  | -         |
| 7 | Total  |                     |                                 |      |   |                                    | 1,679,946 |

Total subject to the CVA capital obligation

>>> CONVENIENCE TRANSLATION OF PUBLICLY ANNOUNCED CONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH, SEE IN NOTE I. OF SECTION THREE

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|    | Prior Period   | Replacement<br>cost | Potential<br>future<br>exposure | EEPE | Alpha used<br>for computing<br>regulatory<br>exposure at<br>default | Exposure<br>at default<br>post CRM | RWA       |
|----|--|---------------------|---------------------------------|------|---|------------------------------------|-----------|
| 1  | Fair Value Method (for derivatives)  | 1,598,356           | 627,528                         |      | 1.4   | 2,225,884                          | 1,095,500 |
| 2  | Standardized Approach (for derivatives)  |                     |                                 |      |   | -                                  | _         |
| 3  | Internal Model Method (for derivatives, Repo Transactions,<br>Marketable Securities or EMTIA lending or borrowing<br>transactions, transactions with a long settlement time,<br>Marketable Security transactions with credit)                      |                     |                                 | -    | -   | -                                  | -         |
| 4  | Simple Approach for credit risk mitigation (for derivatives,<br>Repo Transactions, Marketable Securities or EMTIA lending or<br>borrowing transactions, transactions with a long settlement<br>time, Marketable Security transactions with credit) |                     |                                 |      |   | 769,791                            | 183,644   |
| 5  | Comprehensive Approach for credit risk mitigation (for derivatives, Repo Transactions, Marketable Securities or EMTIA lending or borrowing transactions, transactions with a long settlement time, Marketable Security transactions with credit)   |                     |                                 |      |   | -                                  | -         |
| 6  | VaR for for derivatives, Repo Transactions, Marketable<br>Securities or EMTIA lending or borrowing transactions,<br>transactions with a long settlement time, Marketable Security<br>transactions with credit                                      |                     |                                 |      |   | -                                  | _         |
| 7  | Total  |                     |                                 |      |   |                                    | 1,279,144 |
| Ca | pital requirement for credit valuation adjustment (CVA  Current Period   | )                   |                                 |      | EAD post CRI  | м                                  | RWA       |
|    | Total portfolios subject to the Advanced CVA capital   | obligation          |                                 |      |   | -                                  | -         |
| 1  | (i) VaR component (including the 3xmultiplier)   |                     |                                 |      |   |                                    | -         |
| 2  | (ii) Stressed VaR component (including the 3xmultiplier)   | )                   |                                 |      |   |                                    | _         |
| 3  | All portfolios subject to the Standardized CVA capital oblig   | gation              |                                 |      | 2,750,00  | 5                                  | 1,154,133 |
| 4  | Total subject to the CVA capital obligation  |                     |                                 |      | 2,750,00  | 5                                  | 1,154,133 |
|    | Prior Period   |                     |                                 |      | EAD post CR   | М                                  | RWA       |
|    | Total portfolios subject to the Advanced CVA capital   | obligation          |                                 |      |   | -                                  |           |
| 1  | (i) VaR component (including the 3xmultiplier)   |                     |                                 |      |   |                                    |           |
| 2  | (ii) Stressed VaR component (including the 3xmultiplier)   | ,                   |                                 |      |   |                                    |           |
| 3  | All portfolios subject to the Standardized CVA capital oblig   | gation              |                                 |      | 2,219,52  | 9                                  | 844,350   |

2,219,529

844,350

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE

**CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017** (Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Counterparty Credit Risk (CCR) Exposures by Regulatory Portfolio and Risk Weights

**Current Period** 

| Risk Classes / Risk Weights                                   | <b>%0</b> | 10% | 20%       | 35%<br>Secured by<br>real estate | 20%       | 75%   | 100%    | 150% | Other | Total Credit<br>Exposures <sup>(*)</sup> |
|---|-----------|-----|-----------|----------------------------------|-----------|-------|---------|------|-------|--|
| Claims from central governments and central banks             | 6,839,359 | ,   |           |                                  |           | ,     |         |      |       |  |
| Claims from regional and local governments                    | 1,514     |     | 36        | 1                                | 1         |       | 1       | ı    |       | 7  |
| Claims from administration and non-commercial                 | ,         |     |           |                                  |           |       |         |      |       | Î  |
| entity  | 473       | ı   | ı         | ı                                | 1         | 1     |         | 1    | ı     | <del></del>                              |
| Claims from multilateral development banks                    | 1         | 1   | t         | 1                                | 1         | 1     | 1       | 1    | 1     | 1  |
| Claims from international organizations                       |           | 1   | ı         | 1                                | 1         | 1     | 1       | 1    | 1     | 1  |
| Claims from institutions                                      | 2,438,621 | 1   | 1,406,086 | 1                                | 3,663,551 | 1     | 469,757 | 1    | 1     | 2,582,750                                |
| Corporates  | 1,173     | 1   | 1         | 1                                | 1         | 1     | 248,647 | 1    | 1     | 248,647                                  |
| Retail portfolios   | 996       | 1   | 1         | 1                                | 1         | 4,099 | 1       | 1    | 1     | 3,074                                    |
| Claims on landed real estate                                  |           | 1   | 1         | 1                                | 1         |       |         |      | 1     | 1  |
| Past-due loans  |           | 1   | ı         | 1                                | 1         | 1     | 1       | 1    | 1     | 1  |
| Claims which are determined as high risk by the board of BRSA |           | ,   | 1         |                                  |           | 1     | 1       |      |       |  |
| Mortgage securities   | 1         |     | 1         | 1                                |           | 1     |         | 1    |       |  |
| Securitization positions                                      | 1         | 1   | ı         | 1                                | 1         | 1     | 1       | 1    | 1     | 1  |
| Claims from corporates, banks and financial                   |           |     |           |                                  |           |       |         |      |       |  |
| intermediaries which have short term credit rating            | 1         | 1   | t         | 1                                | 1         | 1     | 1       | 1    | 1     | 1  |
| Investments which are qualified as collective                 |           |     |           |                                  |           |       |         |      |       |  |
| investment institutions                                       | •         | 1   | 1         | •                                |           | 1     | •       | •    | 1     | 1  |
| Stock investment  | -         | 1   | 1         | 1                                | 1         | 1     | 1       | 1    | Ī     |  |
| Other claims  | -         | 1   | 1         | 1                                | 1         | 1     | 1       | 1    | i     |  |
| Other assets (**)   | '         | 1   | 1         | 1                                | 1         | 1     | 1       | 1    | ı     |  |
| Total   | 9.282.106 | ı   | 1,406,122 |                                  | 3,663,551 | 4,099 | 718,415 |      |       | 2.834.489                                |

<sup>(\*)</sup> Total credit exposure: The amount relevant for the capital requirements calculation, having applied CRM techniques. (\*\*) Other assets: The amounts excludes exposures to Central Counterparty, which are reported in Counterparty Credit Risk.

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**♦♦** CONVENIENCE TRANSLATION OF PUBLICLY ANNOUNCED CONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH, SEE IN NOTE I. OF SECTION THREE

# **CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017** TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

### **Prior Period**

| Dick Classos / Dick Woights                        | ò          | 700   | 7000      | 35%<br>Secured by | Š         | 70 11  | 700     | 700% | 4      | Total Credit |
|--|------------|-------|-----------|-------------------|-----------|--------|---------|------|--------|--------------|
| Claims from central povernments and central        | 2.0        | 2     | 0,04      | ובחו בזוחוב       | 200       | 200    | 202     | 2    | Office | ryposales    |
| banks  | 3,906,197  | 1     | ı         | ı                 | ı         | •      | ı       | ı    | ı      | 1            |
| Claims from regional and local governments         | 1,216      | 1     | 38        | 1                 |           | 1      | 1       | 1    |        | 000          |
| Claims from administration and non-commercial      |            |       |           |                   |           |        |         |      |        |              |
| entity   | 16,486     | 1     | 1         | 1                 | 1         | 1      | 1,339   | •    | 1      | 1,339        |
| Claims from multilateral development banks         | 1          | ,<br> | 1         | 1                 | 1         | 1      | 1       | 1    | 1      |              |
| Claims from international organizations            | 1          | 1     | t         | ı                 | 1         | ı      | 1       | 1    | 1      | 1            |
| Claims from institutions                           | 6,537,261  | 1     | 1,633,264 | 1                 | 3,110,725 | 1      | 1       | 1    | 1      | 1,882,015    |
| Corporates   | 54,409     | 1     | ı         | 1                 |           | 1      | 211,962 | 1    | 1      | 211,962      |
| Retail portfolios                                  | 406        | 1     | 1         | 1                 |           | 37,989 | 1       | 1    | 1      | 28,492       |
| Claims on landed real estate                       |            | 1     | 1         | 1                 |           | 1      |         | 1    | 1      | 1            |
| Past-due loans                                     | 1          | 1     | ı         | ı                 | 1         | 1      | 1       | 1    | 1      | 1            |
| Claims which are determined as high risk by the    |            |       |           |                   |           |        |         |      |        |              |
| board of BRSA                                      | 1          | 1     | 1         | 1                 | ı         | 1      | 1       | 1    | 1      | 1            |
| Mortgage securities                                | 1          | 1     | 1         |                   | 1         | 1      | 1       |      |        |              |
| Securitization positions                           |            | 1     | 1         | 1                 |           |        |         | 1    | 1      | 1            |
| Claims from corporates, banks and financial        |            |       |           |                   |           |        |         |      |        |              |
| intermediaries which have short term credit rating | 1          | 1     | 1         | 1                 | ı         | 1      | 1       | 1    | 1      | 1            |
| Investments which are qualified as collective      |            |       |           |                   |           |        |         |      |        |              |
| investment institutions                            |            |       |           |                   |           |        | -       | -    | 1      | '            |
| Stock investment                                   | -          | 1     | -         | 1                 | -         | 1      | -       | -    | 1      | 1            |
| Other claims                                       | 1          | 1     | 1         | 1                 | 1         | ı      | 1       | 1    | ı      | 1            |
| Other assets (**)                                  | 1          | -     | 1         | 1                 | -         | 1      | -       | i    |        |              |
| Total  | 10,515,975 | •     | 1,633,302 | •                 | 3,110,725 | 37,989 | 213,301 |      | •      | 2,123,816    |
|  |            |       |           |                   |           |        |         |      |        |              |

<sup>)</sup> Total credit exposure: The amount relevant for the capital requirements calculation, having applied CRM techniques.

<sup>(&</sup>quot;) Other assets: The amounts excludes exposures to Central Counterparty, which are reported in Counterparty Credit Risk

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### Collaterals for counterparty credit risk

| _   | C                   | ollateral for derivat |                    |                 | Collateral for other  | er transactions |
|---|---------------------|-----------------------|--------------------|-----------------|-----------------------|-----------------|
|   | Fair value of colla | teral received        | Fair value of coll | ateral given    |                       |                 |
|   |                     |                       |                    |                 | Fair value            | Fair value      |
|   | _                   | _                     | _                  | _               | of collateral         | of collateral   |
| Current Period                            | Segregated          | Unsegregated          | Segregated         | Unsegregated    | received              | given           |
| Cash-domestic currency                    | -                   | -                     | -                  | -               | 7,193,065             | -               |
| Cash-foreign currency                     | -                   | -                     | -                  | -               | 2,593,898             | -               |
| Domestic sovereign debts                  | -                   | -                     | -                  | -               | -                     | 3,486           |
| Other sovereign debts                     | -                   | -                     | -                  | -               | -                     | -               |
| Government agency debts                   |                     | -                     | -                  | -               | -                     | -               |
| Corporate debts                           | -                   | -                     | -                  | -               | -                     | -               |
| Equity securities                         | -                   | -                     | -                  | -               | -                     | -               |
| Other collateral                          | -                   | -                     | -                  | -               | -                     | -               |
| Total                                     | -                   | -                     | -                  | -               | 9,786,963             | 3,486           |
|   | c                   | ollateral for derivat | ive transactions   |                 | Collateral for othe   | er transactions |
|   | Fair value of colla | teral received        | Fair value of coll | ateral given    |                       |                 |
|   |                     |                       |                    |                 | Fair value            | Fair value      |
| Dries Desied                              | Consessed 1         | Heesers sets 4        | Coorsests 1        | lloco essents d | of collateral         | of collateral   |
| Prior Period                              | Segregated          | Unsegregated          | Segregated         | Unsegregated    | received              | given           |
| Cash-domestic currency                    | -                   | -                     | -                  | -               |                       | -               |
| Cash-foreign currency                     | -                   | -                     | -                  | -               | 5,533,270             |                 |
| Domestic sovereign debts                  | -                   | -                     | -                  | -               | -                     | 1,804           |
| Other sovereign debts                     | -                   | -                     | -                  | -               | -                     | -               |
| Government agency debts                   | -                   | -                     | -                  | -               | -                     |                 |
| Corporate debts                           | -                   | -                     | -                  | -               | -                     | -               |
| Equity securities                         | -                   | -                     | -                  | -               | -                     | -               |
| Other collateral                          | -                   | -                     | -                  | -               | -                     | -               |
| Total                                     | -                   | -                     | -                  |                 | 5,533,270             | 1,804           |
| Loan Derivatives                          |                     |                       |                    |                 |                       |                 |
| Current Period                            |                     |                       |                    | Prof            | ection bought         | Protection sold |
| Nominals                                  |                     |                       |                    | 1100            | ection bought         | Trotection 3010 |
| Single-name credit default swaps          |                     |                       |                    |                 | 72,125                | 140,118         |
| Index credit default swaps                |                     |                       |                    |                 | 72,123                | 140,110         |
| Total return swaps                        |                     |                       |                    |                 | _                     |                 |
| Credit options                            |                     |                       |                    |                 |                       |                 |
| Other credit derivatives                  |                     |                       |                    |                 |                       |                 |
| Total Nominals                            |                     |                       |                    |                 | 72,125                | 140,118         |
| Fair Values                               |                     |                       |                    |                 | 12,123                | 140,110         |
| Positive fair values (asset)              |                     |                       |                    |                 | 7,631                 |                 |
| Negative fair values (liability)          |                     |                       |                    |                 | 7,031                 | 24,444          |
| regative fail values (hability)           |                     |                       |                    |                 |                       | 27,777          |
| Prior Period                              |                     |                       |                    | Prot            | ection bought         | Protection sold |
| Nominals Single-name credit default swaps |                     |                       |                    |                 | 165,000               | 246,050         |
| Index credit default swaps                |                     |                       |                    |                 | -                     | 270,030         |
| Total return swaps                        |                     |                       |                    |                 |                       | -               |
| Credit options                            |                     |                       |                    |                 |                       | -               |
|   |                     |                       |                    |                 |                       |                 |
| Other credit derivatives                  |                     |                       |                    |                 |                       |                 |
| Other credit derivatives  Total Nominals  |                     |                       |                    |                 | 165 000               | 246 050         |
| Total Nominals                            |                     |                       |                    |                 | 165,000               | 246,050         |
|   |                     |                       |                    |                 | <b>165,000</b> 11,131 | 246,050         |

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### Central counterparty risks

|    | Current Period  | Exposure at<br>default<br>(post-CRM) | RWA |
|----|---|--------------------------------------|-----|
| 1  | Exposure to Qualified Central Counterparties (QCCPs) (total)  | (post ckin)                          | 410 |
| 2  | Exposures for trades at QCCPs (excluding initial margin and default fund contributions); of which     | 20,494                               | 410 |
| 3  | (i) OTC Derivatives   | 20,494                               | 410 |
| 4  | (ii) Exchange-traded Derivatives  | -                                    | _   |
| 5  | (iii) Securities financing transactions   | -                                    | -   |
| 6  | (iv) Netting sets where cross-product netting has been approved                                       | -                                    | -   |
| 7  | Segregated initial margin   | -                                    |     |
| 8  | Non-segregated initial margin   | -                                    | -   |
| 9  | Pre-funded default fund contributions   | -                                    | -   |
| 10 | Unfunded default fund contributions   | -                                    | -   |
| 11 | Exposures to non-QCCPs (total)  |                                      | -   |
| 12 | Exposures for trades at non-QCCPs (excluding initial margin and default fund contributions); of which | -                                    | -   |
| 13 | (i) OTC Derivatives   | -                                    | -   |
| 14 | (ii) Exchange-traded Derivatives  | -                                    | -   |
| 15 | (iii) Securities financing transactions   | -                                    | -   |
| 16 | (iv) Netting sets where cross-product netting has been approved                                       | -                                    | -   |
| 17 | Segregated initial margin   | -                                    | -   |
| 18 | Non-segregated initial margin   | -                                    | -   |
| 19 | Pre-funded default fund contributions   | -                                    | -   |
| 20 | Unfunded default fund contributions   | -                                    | -   |
|    | Prior Period  From the Overlide of Control Country on the (OCCD) (Antal)                              | Exposure at default (post-CRM)       | RWA |

|    | Prior Period  | default (post-CRM) | RWA |
|----|---|--------------------|-----|
| 1  | Exposure to Qualified Central Counterparties (QCCPs) (total)  |                    | 323 |
| 2  | Exposures for trades at QCCPs (excluding initial margin and default fund contributions); of which     | 16,124             | 323 |
| 3  | (i) OTC Derivatives   | 16,124             | 323 |
| 4  | (ii) Exchange-traded Derivatives  | -                  | -   |
| 5  | (iii) Securities financing transactions   | -                  | -   |
| 6  | (iv) Netting sets where cross-product netting has been approved                                       | -                  | -   |
| 7  | Segregated initial margin   | -                  |     |
| 8  | Non-segregated initial margin   | -                  | -   |
| 9  | Pre-funded default fund contributions   | -                  | -   |
| 10 | Unfunded default fund contributions   | -                  | _   |
| 11 | Exposures to non-QCCPs (total)  |                    |     |
| 12 | Exposures for trades at non-QCCPs (excluding initial margin and default fund contributions); of which | -                  | -   |
| 13 | (i) OTC Derivatives   | -                  | _   |
| 14 | (ii) Exchange-traded Derivatives  | -                  | _   |
| 15 | (iii) Securities financing transactions   | -                  | _   |
| 16 | (iv) Netting sets where cross-product netting has been approved                                       | -                  | -   |
| 17 | Segregated initial margin   | -                  |     |
| 18 | Non-segregated initial margin   | -                  | _   |
| 19 | Pre-funded default fund contributions   | -                  | _   |
| 20 | Unfunded default fund contributions   | -                  | _   |
|    |   |                    |     |

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### 5. Explanations on Securitizations

None.

#### 6. Explanations on Market Risk

#### Qualitative disclosure requirements related to market risk

As a result of fluctuations in the financial market, the Group is exposed to market risk, depending on the exchange rates, interest rates and changes in the market prices of the shares.

In order to evaluate the market risk, liquidity risk, interest risk or condensation risk that Bank is facing or could face, with the policies and limitations that are lineup for to control the risks there is "Market Risk Management Directorate" and it carries out the market risk management. In this extent, this Directorate design the risk measurement models, measurement results and getting regular reports from the other analyzes and give notices from the report of the analyzes to the necessary departments.

Market risks get measured and monitored with the national legislation that are parallel to international applications. This market risk management process continues by including buying and selling balance sheet both internally and externally, meeting the legal necessities, being able to analyze the all risks that can be caused from buying-selling activities and by identifying the market risk that can be caused by all portfolios.

Risk management of the Parent Bank is important in order to be understood by the all management stages and be able to get an opportunity to manage risk. In addition to that, it is similarly important to handle the loss that might cause when a risk occurs. Therefore measurements must cover the evaluations for the fund needs near the size of the risk and evaluations of the conditions that caused it. By using the methods of scenario and stress test, it is possible to see risk levels and needs of funds that can be generated from different circumstances and risky conditions.

In addition to the results of market risk measurements using standard method, which calculated in monthly periods, other daily risk dependencies can be also calculated by using internal model. There are daily back testings occurred in order to examine the trustworthiness and performance of the model results. Besides, there are also scenario analyzes and stress tests are happening in order to backing up the standard method and internal models. In addition to this, in order to limit the market risks, daily limit implementation and limit implementation in accordance with the early warning system can be monitored on daily basis.

#### Market Risk- Standardized approach

|   |   | Current Period | Prior Period |
|---|---|----------------|--------------|
|   |   | RWA            | RWA          |
|   | Outright products                         |                |              |
| 1 | Interest rate risk (general and specific) | 267,113        | 305,400      |
| 2 | Stock risk (general and specific)         | 15,206         | 20,127       |
| 3 | Foreign exchange risk                     | 483,713        | 307,162      |
| 4 | Commodity risk                            | -              | -            |
|   | Options                                   |                |              |
| 5 | Simplified approach                       | -              | -            |
| 6 | Delta-plus method                         | 33,828         | 300          |
| 7 | Scenario approach                         | -              | -            |
| 8 | Securitization                            | -              | -            |
| 9 | Total                                     | 799,860        | 632,989      |

#### TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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#### 7. Explanations on Operational Risk

The "Basic Indicator Method" that is mentioned in "Regulation on Measurement and Assessment of Capital Adequacy of Banks" Communiqué published in the Official Gazette no. 29511 on October 23, 2015 is used in the operational risk calculation of the Group. Under the scope of the calculation, the value found by multiplying the average of the fifteen percent of the year-end gross income amounts realized by the Group over the last three years by twelve and half is considered as the operational risk.

Annual gross revenue is calculated by deduction of profit/loss derived from the sale of available-for-sale assets and held-to maturity securities, extraordinary income and indemnity insurance gains from the total of net interest income and non-interest income.

The whole Parent bank personnel is responsible from the deduction and control of the operational risks in the context of their mission and work processes. All of the units of the Parent bank are obligated to take precautions about the risk deduction aspect related with their on operations via insurance and other risk transfer mechanisms.

|  | Total/Positive GI |           |                       |                   |           |            |
|--|-------------------|-----------|-----------------------|-------------------|-----------|------------|
| Current Period                                   | 2PP               | 1PP       | <b>Current Period</b> | year number       | Ratio (%) | Total      |
| Gross income                                     | 6,443,949         | 7,355,711 | 9,438,300             | 7,745,987         | 15        | 1,161,898  |
| Amount subject to Operational Risk (Amount*12,5) | -                 | -         | -                     | -                 | -         | 14,523,725 |
|  |                   |           | -                     | otal /Positive GI |           |            |

|   | Total/Tositive di |           |                       |             |           |            |
|---|-------------------|-----------|-----------------------|-------------|-----------|------------|
| Prior Period  | 2PP               | 1PP       | <b>Current Period</b> | year number | Ratio (%) | Total      |
| Gross income  | 5,893,893         | 6,411,206 | 7,287,478             | 6,530,859   | 15        | 979,629    |
| Amount subject to Operational Risk<br>(Amount*12,5) | -                 | -         | -                     | -           | -         | 12,245,361 |

#### 8. Interest Rate Risk Related to Banking Book

The Parent Bank has evaluated to interest rate risk arising from on-balance sheet and off-balance sheet positions in banking accounts in accordance within accordance with "Regulation on Measurement and Evaluation of Interest Rate Risk in Banking Accounts with Standard Shock Method" performs and reports on these measurement based results and analyzes on weekly and monthly periods. In addition, in the Asset-Liability Management Committee meetings, the sensitivity of the active, passive and off-balance sheet items to the interest rate is evaluated taking into consideration the market developments.

In line with the management of interest rate risk arising from banking accounts; Scenario analysis, gap analysis to date of re-pricing, behavioral analysis, core demand deposit level, duration and maturity mismatch metrics, option risk, base risk and yield curve risk components are followed together.

| Current<br>Period | Currency                    | Applied Shock<br>(+/- x basis points) |                         | Equity Losses/<br>Shareholders' Equity |
|-------------------|-----------------------------|---------------------------------------|-------------------------|--|
| 1                 | TRY                         | 500/(400)                             | (2,370,615) / 2,318,845 | (%8.22) / %8.04                        |
| 2                 | EURO                        | 200/(200)                             | (537,399) / 364,920     | (%1.86) / %1.27                        |
| 3                 | USD                         | 200/(200)                             | 513,644 / (536,219)     | %1.78 / (%1.86)                        |
|                   | Total (for negative shocks) | -                                     | 2,147,546               | %7.45                                  |
|                   | Total (for positive shocks) | -                                     | (2,394,370)             | (%8.30)                                |

Gains / Sharahaldars'

| Prior<br>Period | Currency                    | Applied Shock<br>(+/- x basis points) | Gains/Losses            | Gains / Shareholders'<br>Equity Losses/<br>Shareholders' Equity |
|-----------------|-----------------------------|---------------------------------------|-------------------------|---|
| 1               | TRY                         | 500/(400)                             | (2,210,943) / 2,186,994 | (%9.45)/%9.34   |
| 2               | EURO                        | 200/(200)                             | 388,955/1,240           | %1.66/%0.01   |
| 3               | USD                         | 200/(200)                             | 603,486/(601,248)       | %2.58/(%2.57)   |
|                 | Total (for negative shocks) | -                                     | 1,586,986               | 6.78%   |
|                 | Total (for positive shocks) | -                                     | (1,218,502)             | (5.21%)   |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### **SECTION FIVE**

#### DISCLOSURE AND FOOTNOTES ON THE CONSOLIDATED FINANCIAL STATEMENTS

#### I. INFORMATION AND DISCLOSURES RELATED TO CONSOLIDATED ASSETS

#### 1. Information on cash and balances with the Central Bank

|  | Current Period |            | Pric      | or Period  |
|--|----------------|------------|-----------|------------|
|  | TL             | FC         | TL        | FC         |
| Cash                                       | 1,395,384      | 595,490    | 1,281,060 | 508,933    |
| Central Bank of the Republic of Turkey (*) | 2,275,103      | 24,001,997 | 2,892,154 | 19,433,355 |
| Other                                      | 350,955        | 37,317     | 235,950   | 17,863     |
| Total                                      | 4,021,442      | 24,634,804 | 4,409,164 | 19,960,151 |

<sup>(1)</sup> TL 20,815,769 (December 31, 2016: TL 14,977,543) of the foreign currency deposit at Central Bank of the Republic of Turkey consists of foreign currency reserve deposits.

In accordance with "Announcement on Reserve Deposits" of CBRT numbered 2013/15, all banks operating in Turkey shall provide a reserve rate ranging from 4% to 10.5% (December 31, 2016: ranging from 4% to 10.5%). For foreign currency liabilities, all banks shall provide a reserve rate ranging from 4% to 24% in US Dollar or Euro (December 31, 2016: ranging from 4.5% to 24.5%).

According to 2014-72 numbered and October 21, 2014 dated announcement of Central Bank of the Republic of Turkey, interest has been started to be paid for Turkish Lira reserve deposit beginning from November 2014.

According to 2015-35 numbered and May 2, 2015 dated announcement of Central Bank of the Republic of Turkey, interest has started to be paid for US Dollar denominated reserve deposits beginning from May 2015.

#### Balances with the Central Bank of the Republic of Turkey

|                              | Current Period |            | Prid      | or Period  |
|------------------------------|----------------|------------|-----------|------------|
|                              | TL             | FC         | TL        | FC         |
| Unrestricted demand deposits | 2,209,475      | 3,186,228  | 2,861,879 | 2,647,870  |
| Unrestricted time deposits   | -              | -          | -         | -          |
| Restricted time deposits     | -              | -          | -         | 1,807,942  |
| Reserve Deposits             | 65,628         | 20,815,769 | 30,275    | 14,977,543 |
| Total                        | 2,275,103      | 24,001,997 | 2,892,154 | 19,433,355 |

#### 2. Further information on classified as financial assets at fair value through profit/loss

#### Financial assets at fair value through profit/loss given as collateral or blocked

|  | Current Period |       | Prior Period |        |
|--|----------------|-------|--------------|--------|
|  | TL             | FC    | TL           | FC     |
| Equity shares                                | -              | -     | -            | -      |
| Bonds, treasury bills and similar marketable |                |       |              |        |
| securities                                   | -              | 1,552 | 68,526       | 10,647 |
| Other  | -              | -     | -            | -      |
| Total  | -              | 1,552 | 68,526       | 10,647 |

#### Trading securities subject to repurchase agreements

None.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### Positive differences on derivative financial assets held for trading purpose

|                      | Current Period |         | Prior     | Period  |
|----------------------|----------------|---------|-----------|---------|
|                      | TL             | FC      | TL        | FC      |
| Forward transactions | 20,577         | 5,365   | 18,625    | 4,254   |
| Swap transactions    | 1,780,873      | 138,506 | 1,455,133 | 129,105 |
| Futures              | -              | -       | -         | -       |
| Options              | 433            | 497     | 107       | 328     |
| Other                | -              | -       | -         |         |
| Total                | 1,801,883      | 144,368 | 1,473,865 | 133,687 |

#### 3. Information on banks

|                                   | Current Period |            | Prior Period |           |
|-----------------------------------|----------------|------------|--------------|-----------|
|                                   | TL             | FC         | TL           | FC        |
| Banks                             |                |            |              |           |
| Domestic                          | 1,176,047      | 1,957,624  | 1,180,083    | 301,055   |
| Foreign                           | 849            | 10,189,279 | 15,703       | 3,778,648 |
| Foreign Head Offices and Branches | -              | -          | -            | -         |
| Total                             | 1,176,896      | 12,146,903 | 1,195,786    | 4,079,703 |

Due from foreign banks

|                           | Unrestricted Balance |              | Restrict       | ed Balances <sup>(**)</sup> |
|---------------------------|----------------------|--------------|----------------|-----------------------------|
|                           | Current Period       | Prior Period | Current Period | Prior Period                |
| EU Countries              | 916,102              | 418,643      | -              | -                           |
| USA, Canada               | 8,563,253            | 2,753,327    | 339,989        | 308,742                     |
| OECD Countries (*)        | 91,584               | 89,546       | -              | -                           |
| Off-shore Banking Regions | 1,223                | 1,059        | -              | -                           |
| Others                    | 277,977              | 223,034      | -              | -                           |
| Total                     | 9,850,139            | 3,485,609    | 339,989        | 308,742                     |

<sup>(\*)</sup> EU countries, OECD countries except USA and Canada.

#### 4. Information on available-for-sale financial assets

Available-for-sale financial assets given as collateral or blocked

|  | Currer    | nt Period | Prior Period |           |
|--|-----------|-----------|--------------|-----------|
| -  | TL        | FC        | TL           | FC        |
| Equity shares                                | -         | -         | -            | -         |
| Bonds, treasury bills and similar marketable |           |           |              |           |
| securities                                   | 8,553,659 | 344,646   | 1,882,699    | 2,051,546 |
| Other  | -         | -         | -            | -         |
| Total  | 8,553,659 | 344,646   | 1,882,699    | 2,051,546 |

<sup>(\*\*)</sup> Restricted balances that occur from securization loans and other common banking activities

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Available-for-sale financial assets subject to repurchase agreements

|                                     | Current Period |         | Prior Period |           |
|-------------------------------------|----------------|---------|--------------|-----------|
|                                     | TL             | FC      | TL           | FC        |
| Government bonds                    | 1,682,275      | -       | 3,775,304    | -         |
| Treasury bills                      | -              | -       | -            | -         |
| Other debt securities               | -              | 156,751 | -            | 2,113,320 |
| Bonds issued or guaranteed by banks | -              | -       | -            | -         |
| Asset backed securities             | -              | -       | -            | -         |
| Total                               | 1,682,275      | 156,751 | 3,775,304    | 2,113,320 |

Information on available-for-sale financial assets

| Current Period | Prior Period  |
|----------------|---|
| 14,649,567     | 18,832,215  |
| 14,649,567     | 18,832,215  |
| -              | -   |
| 43,370         | 27,610  |
| -              | -   |
| 43,370         | 27,610  |
| 122,553        | 240,745   |
| 14,570,384     | 18,619,080  |
|                | 14,649,567<br>14,649,567<br>-<br>43,370<br>-<br>43,370<br>122,553 |

#### 5. Information on loans

Information on all types of loans and advances given to shareholders and employees of the Parent Bank

|   | Current Period |          | Prio    | r Period |
|---|----------------|----------|---------|----------|
|   | Cash           | Non-Cash | Cash    | Non-Cash |
| Direct loans provided to the shareholders   | -              | 38,243   | -       | 31,720   |
| Legal entities                              | -              | 38,243   | -       | 31,720   |
| Real persons                                | -              | -        | -       | -        |
| Indirect loans provided to the shareholders | -              | -        | -       | -        |
| Loans provided to the employees             | 140,344        | 313      | 117,544 | 41       |
| Total                                       | 140,344        | 38,556   | 117,544 | 31,761   |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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Information about loans classified in the first and second group and other receivables and loans that have been restructured or rescheduled

|                                 | Standard lo     | ans and other receivab | les          |                 | other receivables unde<br>lose monitoring | er<br>er     |
|---------------------------------|-----------------|------------------------|--------------|-----------------|---|--------------|
| _                               | Loans and other |                        |              | Loans and other |   |              |
| Cash Loans                      | receivables     | Agreement conditi      | ons modified | receivables     | Agreement conditi                         | ons modified |
|                                 |                 | Payment plan           |              |                 | Payment plan                              |              |
|                                 |                 | extensions             | <b>Other</b> |                 | extensions                                | Other 0      |
| Non-specialized loans           | 175,748,884     | 2,664,938              | -            | 5,443,050       | 1,558,327                                 | -            |
| Loans given to enterprises      | 61,848,581      | 1,837,235              | -            | 2,454,411       | 1,228,903                                 | -            |
| Export loans                    | 7,126,444       | 10,902                 | -            | 190,861         | -   | -            |
| Import loans                    | -               | -                      | -            | -               | -   | _            |
| Loans given to financial sector | 2,136,947       | -                      | -            | 4,480           | -   |              |
| Consumer loans                  | 40,450,594      | 365,935                | -            | 1,509,321       | 274,776                                   | _            |
| Credit cards                    | 6,788,760       | 46,501                 | -            | 260,850         | 26,744                                    | _            |
| Other                           | 57,397,558      | 404,365                | -            | 1,023,127       | 27,904                                    | -            |
| Specialized lending             | -               | -                      | -            | -               | -   | _            |
| Other receivables               | 27,331          | =                      | -            | -               | =   | -            |
| Total                           | 175,776,215     | 2,664,938              | -            | 5,443,050       | 1,558,327                                 | -            |

Information related to the changes in the payment plans of loans and other receivables:

| Number of modifications to extend payment plans | Standard Loans<br>and Other<br>Receivables (*) | Loans and other receivables under close monitoring (*) |  |
|---|--|--|--|
| Extended for 1 or 2 times                       | 2,664,938                                      | 1,278,943  |  |
| Extended for 3,4 or 5 times                     | -  | -  |  |
| Extended for more than 5 times                  | -  | -  |  |

| Extended period of time | Standard Loans<br>and Other<br>Receivables (*) | Loans and<br>other receivables<br>under close<br>monitoring (°) |
|-------------------------|--|---|
| 0-6 Months              | 11,488   | 1,035   |
| 6-12 Months             | 113,343  | 8,606   |
| 1-2 Years               | 58,323   | 23,959  |
| 2-5 Years               | 1,163,249                                      | 977,007   |
| 5 Years and Over        | 1,318,535                                      | 268,336   |

The a and b paragraph of the 4th article of the 5th paragraph is the loan balances which change in contract conditions according to the scope of the "Regulation on Accounting Applications for Banks and Safeguarding of Documents" published in the Official Gazette no.27947 dated May 28, 2011.

#### Maturity analysis of cash loans

| Cash loans                                    | Performing Loans and<br>Other Receivables |   | Loans under Follow-Up and Other<br>Receivables |   |
|---|---|---|--|---|
|   | Loans and Other                           | Restructured<br>or Rescheduled<br>Loans and Other | Loans and Other                                | Restructured<br>or Rescheduled<br>Loans and Other |
|   | Receivables                               | Receivables                                       | Receivables                                    | Receivables                                       |
| Short-term Loans and Other Receivables        | 40,281,664                                | 30,278  | 2,043,156                                      | 62,739  |
| Loans   | 40,281,664                                | 30,278  | 2,043,156                                      | 62,739  |
| Specialization loans                          | -   | -   | -  | -   |
| Other Receivables                             | -   | -   | -  | -   |
| Medium, Long-term Loans and Other Receivables | 135,494,551                               | 2,634,660   | 3,399,894                                      | 1,495,588   |
| Loans   | 135,467,220                               | 2,634,660   | 3,399,894                                      | 1,495,588   |
| Specialization loans                          | -   | -   | -  | -   |
| Other Receivables                             | 27,331                                    | -   | -  | -   |

# **TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS**FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### Consumer loans, retail credit cards, personnel loans and personnel credit cards

|  | Short-Term | Medium and<br>Long-Term | Total      |
|--|------------|-------------------------|------------|
| Consumer loans – TL                            | 573,114    | 39,344,936              | 39,918,050 |
| Housing loans                                  | 16,254     | 18,950,268              | 18,966,522 |
| Automobile loans                               | 6,463      | 423,169                 | 429,632    |
| General purpose loans                          | 550,397    | 19,971,499              | 20,521,896 |
| Other  | -          | -                       |            |
| Consumer loans – FC indexed                    | -          | _                       |            |
| Housing loans                                  | -          | _                       |            |
| Automobile loans                               | -          | _                       |            |
| General purpose loans                          | -          |                         |            |
| Other  | -          | -                       |            |
| Consumer loans – FC                            | 1,878      | 5,035                   | 6,913      |
| Housing loans                                  | -          | -                       |            |
| Automobile loans                               | _          |                         |            |
| General purpose loans                          | 1,878      | 5,035                   | 6,913      |
| Other  | -          | -                       |            |
| Retail credit cards – TL                       | 5,174,880  | 93,414                  | 5,268,294  |
| With instalment                                | 2,271,719  | 82,305                  | 2,354,024  |
| Without instalment                             | 2,903,161  | 11,109                  | 2,914,270  |
| Retail credit cards - FC                       | 12,071     | -                       | 12,071     |
| With instalment                                | -          | -                       |            |
| Without instalment                             | 12,071     |                         | 12,071     |
| Personnel loans – TL                           | 4,477      | 57,389                  | 61,866     |
| Housing loans                                  | -          | -                       |            |
| Automobile loans                               | -          | -                       | -          |
| General purpose loans                          | 4,477      | 57,389                  | 61,866     |
| Other  | -          | -                       | -          |
| Personnel loans – FC indexed                   | -          | -                       | -          |
| Housing loans                                  | -          | -                       | -          |
| Automobile loans                               | -          | -                       | -          |
| General purpose loans                          | -          | -                       | -          |
| Other  | -          | -                       | -          |
| Personnel loans – FC                           | -          | -                       | -          |
| Housing loans                                  | -          | -                       | -          |
| Automobile loans                               | -          | -                       | -          |
| General purpose loans                          | -          | -                       | -          |
| Other  | -          | -                       | -          |
| Personnel credit cards – TL                    | 77,776     | 454                     | 78,230     |
| With instalment                                | 30,276     | 411                     | 30,687     |
| Without instalment                             | 47,500     | 43                      | 47,543     |
| Personnel credit cards – FC                    | 248        | -                       | 248        |
| With instalment                                | -          | -                       | -          |
| Without instalment                             | 248        | -                       | 248        |
| Overdraft Checking Accounts – TL (Real person) | 2,613,639  | -                       | 2,613,639  |
| Overdraft Checking Accounts – FC (Real person) | 158        | -                       | 158        |
| Total  | 8,458,241  | 39,501,228              | 47,959,469 |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### Instalment based commercial loans and corporate credit cards

Direct loans to associates and subsidiaries Indirect loans to associates and subsidiaries

Total

|  | el · ·     | Medium and     | <b>.</b>     |
|--|------------|----------------|--------------|
| Instalment have decreased linear TI                  | Short-Term | Long-Term      | Tota         |
| Instalment-based commercial loans - TL               | 1,169,354  | 43,812,223     | 44,981,577   |
| Real estate loans                                    | 1,154      | 1,049,786      | 1,050,940    |
| Automobile loans                                     | 88,063     | 1,940,882      | 2,028,945    |
| General purpose loans                                | 1,080,137  | 40,821,555     | 41,901,692   |
| Other Instalment-based commercial loans – FC indexed | 3.007      | 4 (22 054      | 4 (27 02)    |
|  | 3,987      | 1,633,951      | 1,637,938    |
| Real estate loans                                    | <u> </u>   | 177.074        | 177.07       |
| Automobile loans                                     | - 2.007    | 177,864        | 177,864      |
| General purpose loans                                | 3,987      | 1,456,087      | 1,460,074    |
| Other  |            | -              | 40.000.00    |
| Instalment-based commercial loans – FC               | 33,525     | 10,943,718     | 10,977,243   |
| Real estate loans                                    | -          | -              |              |
| Automobile loans                                     | -          | -              | 10.224.173   |
| General purpose loans                                | 10,888     | 10,225,284     | 10,236,172   |
| Other  | 22,637     | 718,434        | 741,071      |
| Corporate credit cards – TL                          | 1,761,150  | 1,708          | 1,762,858    |
| With instalment                                      | 451,980    | 1,708          | 453,688      |
| Without instalment                                   | 1,309,170  | -              | 1,309,170    |
| Corporate credit cards – FC                          | 1,154      | -              | 1,154        |
| With instalment                                      | -          | -              |              |
| Without instalment                                   | 1,154      | -              | 1,154        |
| Overdraft Checking Accounts - TL (Corporate)         | 1,844,329  | -              | 1,844,329    |
| Overdraft Checking Accounts – FC (Corporate)         | -          |                |              |
| Total  | 4,813,499  | 56,391,600     | 61,205,099   |
| Allocation of loan customers                         |            |                |              |
|  |            | Current Period | Prior Period |
| Public Sector  |            | 3,032,772      | 2,537,136    |
| Private Sector                                       |            | 182,409,758    | 145,867,358  |
| Total  |            | 185,442,530    | 148,404,494  |
| Allocation of domestic and overseas loans            |            |                |              |
|  |            | Current Period | Prior Period |
| Domestic loans                                       |            | 184,512,099    | 147,783,305  |
| Foreign loans  |            | 930,431        | 621,189      |
| Total  |            | 185,442,530    | 148,404,494  |
|  |            | · ·            | •            |
| Loans to associates and subsidiaries                 |            |                |              |
|  |            |                |              |

**Current Period** 

**Prior Period** 

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# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### Specific provisions for loans

| Specific Provisions                                | Current Period | Prior Period |
|--|----------------|--------------|
| Loans and receivables with limited collectability  | 153,441        | 389,259      |
| Loans and receivables with doubtful collectability | 430,333        | 553,966      |
| Uncollectible loans and receivables                | 6,253,158      | 4,589,383    |
| Total  | 6,836,932      | 5,532,608    |

#### Information on non-performing loans (Net)

Information on non-performing loans and other receivables restructured or rescheduled

|  | Group III   | Group IV  | Group V                                   |
|--|---|---|---|
|  | Loans and receivables with limited collectability | Loans and<br>receivables<br>with doubtful<br>collectability | Uncollectible<br>loans and<br>receivables |
| Current period                                     | 80,662  | 118,684   | 135,790                                   |
| (Gross amounts before the specific reserves)       | -   | -   | -   |
| Loans and other receivables which are restructured | -   | -   | -   |
| Rescheduled loans and other receivables            | 80,662  | 118,684   | 135,790                                   |
| Prior period                                       | 137,005   | 176,551   | 78,606                                    |
| (Gross amounts before the specific reserves)       | -   | -   | -   |
| Loans and other receivables which are restructured | -   | -   | -   |
| Rescheduled loans and other receivables            | 137,005   | 176,551   | 78,606                                    |

#### Movements in non-performing loan groups

|  | Group III   | Group IV   | Group V                                |
|--|---|--|--|
|  | Loans and receivables with limited collectability | Loans and receivables with doubtful collectability | Uncollectible loans<br>and receivables |
| Balance at the beginning of the period                         | 946,968   | 1,107,117  | 4,649,298                              |
| Additions (+)  | 2,847,948   | 148,142  | 220,657                                |
| Transfers from other categories of loans under follow-up (+)   | -   | 2,515,964  | 2,240,565                              |
| Transfers to other categories of loans under follow-up (-) (*) | 2,692,529   | 2,556,278  | 119,519                                |
| Collections (-)  | 338,335   | 340,677  | 699,155                                |
| Write-offs (-)   | -   | -  | 4,054                                  |
| Corporate and commercial loans                                 | -   | -  | 4,054                                  |
| Retail loans   | -   | -  | -                                      |
| Credit cards   | -   | -  | -                                      |
| Other  | -   | -  | -                                      |
| Currency differences   | -   | -  | 17,074                                 |
| Balance at the end of the period                               | 764,052   | 874,268  | 6,304,866                              |
| Specific provisions (-) (**)                                   | 153,441   | 430,333  | 6,253,158                              |
| Net balance on balance sheet                                   | 610,611   | 443,935  | 51,708                                 |

<sup>(°)</sup> Loans that are transferred from non-performing loans to restructured loans are presented in the transfers to other categories of loans under follow-up lines.
(°) After taking the collaterals of the loans amounting TL 32,026, that are classified in group IV, as from December 31, 2017 into account, the Parent Bank had recorded provision over the remaining amount.

Uncollectible loans and other receivables are collected through liquidation of collaterals and legal follow-up.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Information on non-performing loans and other receivables in foreign currencies

|                                  | Group III   | Group IV  | Group V                                   |
|----------------------------------|---|---|---|
|                                  | Loans and receivables with limited collectability | Loans and<br>receivables<br>with doubtful<br>collectability | Uncollectible<br>loans and<br>receivables |
| Current Period                   |   |   |   |
| Balance at the end of the period | 43,425  | 12,519  | 581,510                                   |
| Specific provision (-)           | 9,094   | 7,242   | 540,597                                   |
| Net balance on balance sheet     | 34,331  | 5,277   | 40,913                                    |
| Prior Period                     |   |   |   |
| Balance at the end of the period | 64,048  | 17,087  | 423,134                                   |
| Specific provision (-)           | 52,069  | 8,807   | 382,751                                   |
| Net balance on balance sheet     | 11,979  | 8,280   | 40,383                                    |

Non-performing loans due to foreign currency denominated loans provided by the Parent Bank or domestic financial subsidiaries are followed in TL accounts, while non-performing loans provided by subsidiaries in abroad are followed in foreign currency accounts.

#### Explanation on Write-off Policy

The Group writes off a loan balance (and any related allowances for impairment losses) when it is concluded that those loans are uncollectible. This conclusion is given after considering information such as the occurrence of significant changes in the borrower / issuer's financial position such that the borrower / issuer can no longer pay the obligation, or that proceeds from collateral will not be sufficient to pay back the entire exposure. For smaller balance standardized loans, charge off decisions generally are based on a product specific past due status.

The gross and net amounts of non-performing loans according to user groups

|                                       | Group III                      | Group IV                        | Group V                                |
|---------------------------------------|--------------------------------|---------------------------------|--|
|                                       | Loans and receivables Loa      | ns and receivables              |  |
|                                       | with limited<br>collectability | with doubtful<br>collectability | Uncollectible<br>loans and receivables |
| Current Period (Net)                  | 610,611                        | 443,935                         | 51,708                                 |
| Consumer and Commercial Loans (Gross) | 763,928                        | 872,720                         | 6,206,914                              |
| Specific Provision (-)                | 153,416                        | 429,559                         | 6,155,206                              |
| Consumer and Commercial Loans (Net)   | 610,512                        | 443,161                         | 51,708                                 |
| Banks (Gross)                         | -                              | -                               | 1,551                                  |
| Specific Provision (-)                | -                              | -                               | 1,551                                  |
| Banks (Net)                           | -                              | -                               | -                                      |
| Other Loans and Receivables (Gross)   | 124                            | 1,548                           | 96,401                                 |
| Specific Provision (-)                | 25                             | 774                             | 96,401                                 |
| Other Loans and Receivables (Net)     | 99                             | 774                             | -                                      |
| Prior Period (Net)                    | 557,437                        | 552,560                         | 60,778                                 |
| Consumer and Commercial Loans (Gross) | 946,563                        | 1,097,026                       | 4,551,110                              |
| Specific Provision (-)                | 389,232                        | 549,216                         | 4,490,332                              |
| Consumer and Commercial Loans (Net)   | 557,331                        | 547,810                         | 60,778                                 |
| Banks (Gross)                         | -                              | -                               | 8,761                                  |
| Specific Provision (-)                | -                              | -                               | 8,761                                  |
| Banks (Net)                           | -                              | -                               | -                                      |
| Other Loans and Receivables (Gross)   | 133                            | 9,500                           | 90,290                                 |
| Specific Provision (-)                | 27                             | 4,750                           | 90,290                                 |
| Other Loans and Receivables (Net)     | 106                            | 4,750                           | -                                      |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### 6. Information on held-to-maturity investments

#### Held-to-maturity debt securities issued by the governments

|  | Current Period |           | Prior Perio |    |
|--|----------------|-----------|-------------|----|
|  | TL             | FC        | TL          | FC |
| Government bonds                           | 12,235,406     | 2,022,702 | 8,039,914   | -  |
| Treasury bills                             | -              | -         | -           | -  |
| Other securities issued by the governments | -              | 2,263,925 | -           | -  |
| Total                                      | 12,235,406     | 4,286,627 | 8,039,914   | -  |

#### Information on held-to-maturity investment securities

|                             | Current Period | Prior Period |
|-----------------------------|----------------|--------------|
| Debt Securities             | 16,766,071     | 8,187,293    |
| Quoted at stock exchanges   | 16,652,591     | 8,046,672    |
| Unquoted at stock exchanges | 113,480        | 140,621      |
| Impairment losses (-)       | -              | 6,758        |
| Total                       | 16,766,071     | 8,180,535    |

#### The movement table of the held-to-maturity investments

| Current Period | Prior Period  |
|----------------|---|
| 8,180,535      | 7,677,729   |
| 116,077        | 7,371   |
| 2,423,358      | 1,873,688   |
| 7,501,432      | -   |
| (2,186,864)    | (1,673,758)   |
| 6,758          | (537)   |
| 724,775        | 296,042   |
| 16,766,071     | 8,180,535   |
|                | 8,180,535<br>116,077<br>2,423,358<br>7,501,432<br>(2,186,864)<br>6,758<br>724,775 |

<sup>(1)</sup> Changes in the amortized costs of the marketable securities also include rediscount differences in marketable securities.

#### Information on held-to-maturity investments

|  |            | Cost      | Carry      | ing Value |
|--|------------|-----------|------------|-----------|
| Current Period                               | TL         | FC        | TL         | FC        |
| Collateralized/blocked investment securities | 5,856,554  | 1,879,125 | 6,591,740  | 1,886,904 |
| Investments subject to repurchase agreements | 4,581,632  | 2,242,632 | 5,510,791  | 2,256,226 |
| Held for structural position                 | -          | -         | -          | -         |
| Receivable from security borrowing markets   | -          | -         | -          | -         |
| Collateral for security borrowing markets    | -          | -         | -          | -         |
| Other (*)                                    | 107,882    | 384,828   | 132,875    | 387,535   |
| Total  | 10,546,068 | 4,506,585 | 12,235,406 | 4,530,665 |

<sup>(\*)</sup> The securities held as free that are not subject to collateral/blockage or other transactions are presented in the "Other" line.

<sup>(\*\*)</sup> The Parent Bank had classified TL 7,166,704 nominal value of marketable securities, which was followed under available for sale securities portfolio, to held to maturity portfolio on different dates in 2017. These marketable securities are included in the held to maturity portfolio with TL 7,501,432 book value, representing the fair value of the securities as from the dates when the classification occurred. The revaluation differences amounting to TL 63,966 as from the dates when the classification occurred are now being followed under equity, and the composed revaluation differences will be transferred to terminal accounts until the end of the maturity of the securities.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|  | C         | ost     | Carryi    | ng Value |
|--|-----------|---------|-----------|----------|
| Prior Period                                 | TL        | FC      | TL        | FC       |
| Collateralized/blocked investment securities | 556,248   | 140,600 | 576,573   | 140,621  |
| Investments subject to repurchase agreements | 4,680,338 | -       | 5,323,556 | -        |
| Held for structural position                 | -         | -       | -         | -        |
| Receivable from security borrowing markets   | -         | -       | -         | -        |
| Collateral for security borrowing markets    | -         | -       | -         | -        |
| Other <sup>(*)</sup>                         | 1,821,464 | -       | 2,139,785 | -        |
| Total  | 7,058,050 | 140,600 | 8,039,914 | 140,621  |

<sup>(\*)</sup> The securities held as free that are not subject to collateral/blockage or other transactions are presented in the "Other" line.

#### 7. Investments in associates

#### Unconsolidated investments in associates

|   | Title   | Address<br>(City/ Country) | Parent Bank's<br>Share – If Different,<br>Voting Rights (%) | Bank Risk<br>Group's Share (%) |
|---|---|----------------------------|---|--------------------------------|
| 1 | Roketsan Roket Sanayi ve Ticaret AŞ <sup>(*)</sup>  | Ankara/Turkey              | 9.93  | 9.93                           |
| 2 | Bankalararası Kart Merkezi AŞ                       | İstanbul/Turkey            | 9.70  | 9.70                           |
| 3 | KKB Kredi Kayıt Bürosu AŞ                           | İstanbul/Turkey            | 9.09  | 9.09                           |
| 4 | Güçbirliği Holding AŞ                               | İzmir/Turkey               | 0.07  | 0.07                           |
| 5 | İzmir Enternasyonel Otelcilik AŞ                    | İstanbul/Turkey            | 5.00  | 5.00                           |
| 6 | İstanbul Takas ve Saklama Bankası AŞ <sup>(*)</sup> | İstanbul/Turkey            | 4.37  | 4.37                           |
| 7 | Kredi Garanti Fonu AŞ <sup>(*)</sup>                | Ankara/Turkey              | 1.54  | 1.54                           |
| 8 | Tasfiye Halinde World Vakıf UBB Ltd.                | Lefkoşa/TRNC               | 82.00   | 85.32                          |

|                       | Total Assets                    | Equity                           | Tangible<br>Assets         | Interest<br>Income | Income on<br>Securities<br>Portfolio | Current Year's<br>Profit/(Loss) | Prior Period's<br>Profit/Loss | Fair Value |
|-----------------------|---------------------------------|----------------------------------|----------------------------|--------------------|--------------------------------------|---------------------------------|-------------------------------|------------|
| 1                     | 4,185,749                       | 1,062,721                        | 716,013                    | 13,978             | -                                    | 173,897                         | 128,591                       | _          |
| 2                     | 90,246                          | 49,094                           | 47,325                     | 1,656              | -                                    | 9,004                           | 10,403                        | -          |
| 3                     | 282,149                         | 183,485                          | 179,270                    | 6,467              | -                                    | 44,798                          | 34,759                        | -          |
| 4                     | 144,158                         | (45,685)                         | 88,005                     | 360                | -                                    | (10,162)                        | (3,360)                       | -          |
| 5                     | 120,766                         | (27,699)                         | 83,574                     | 4                  | -                                    | (6,271)                         | (21,798)                      | -          |
| 6                     | 9,913,087                       | 1,170,007                        | 97,419                     | 281,518            | 7,404                                | 201,251                         | 162,178                       | -          |
| 7                     | 486,557                         | 462,323                          | 10,969                     | 21,449             | -                                    | 127,873                         | 17,738                        | -          |
| 8                     | 1,104                           | (125,554)                        | -                          | 66                 | -                                    | (12,193)                        | (8,988)                       | _          |
| 4<br>5<br>6<br>7<br>8 | 120,766<br>9,913,087<br>486,557 | (27,699)<br>1,170,007<br>462,323 | 83,574<br>97,419<br>10,969 | 281,518<br>21,449  | -                                    | (6,271)<br>201,251<br>127,873   | (21,798)<br>162,178<br>17,738 |            |

<sup>(\*)</sup> The financial statement information provided for these associates is taken from the financial statements dated September 30, 2017.

In the current period, subsequent to the approval of the decision to increase the paid-in capital of Kredi Garanti Fonu AŞ from TL 278,439 to TL 318,282. The share of the Bank amounting to TL 177 is presented in the movement table of investments in associates as bonus shares received. During the capital increase, the share of the Bank decreased from 1.69% to 1.54% due to the participation of new banks in the association.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

The title of World Vakıf Off Shore Banking Ltd, a subsidiary of the Bank, was changed as World Vakıf UBB. Ltd. on February 4, 2009. Pursuant to the March 4, 2010 dated and 764 numbered decision of Board of Directors of Central Bank of Turkish Republic of Northern Cyprus, the official authorization of World Vakıf UBB Ltd., operating in NCTR, is abrogated due to incompliance with the 7th and 9th articles of 41/2008 numbered Law of International Banking Units. According to May 24, 2010 dated decision of the Nicosia Local Court, World Vakıf UBB Ltd. will be liquidated and NCTR Company Registrar is appointed to carry out liquidation process. In year 2010, due to loss of control over Company, World Vakıf UBB Ltd. has been reclassified as "Investments in associates". The liquidation process of World Vakıf UBB Ltd, an associate of the Bank, has been carried out by NCTR Collecting and Liquidation Office. The application of the company for cancellation of the liquidation has been rejected and the decision of liquidation has been agreed on August 27, 2013. Thus, the company's title has been changed as "World Vakıf UBB Ltd in Liquidation".

#### Unconsolidated associates, reasons for not consolidating such investments and accounting treatments applied for such investments:

Istanbul Takas ve Saklama Bankası AŞ and Kredi Garanti Fonu AŞ have not been consolidated since their total assets and net operating profit/loss) individually or as a whole, do not comprise a material portion within the consolidated totals. Since Bankalararası Kart Merkezi AŞ, Kredi Kayıt Bürosu AŞ, Roketsan Roket Sanayi ve Ticaret AŞ, Güçbirliği Holding AŞ and İzmir Enternasyonel AŞ are not financial associates; these associates have not been consolidated. These associates have been accounted for as per TAS-39 in the consolidated financial statements.

#### Consolidated investments in associates

|   |   | Address         | Parent Bank's<br>Share – If Different, | Bank Risk         |
|---|---|-----------------|--|-------------------|
|   | Title                                       | (City/ Country) | Voting Rights (%)                      | Group's Share (%) |
| 1 | Kıbrıs Vakıflar Bankası Ltd. <sup>(*)</sup> | Lefkoşa/TRNC    | 15.00                                  | 15.00             |
| 2 | Türkiye Sınai Kalkınma Bankası AŞ           | İstanbul/Turkey | 8.38                                   | 8.38              |

|   | Total Assets | EquityTan | gible Assets | Interest<br>Income | Income on<br>Securities<br>Portfolio | Current Year's<br>Profit/Loss | Prior Period's<br>Profit/Loss | Fair Value |
|---|--------------|-----------|--------------|--------------------|--------------------------------------|-------------------------------|-------------------------------|------------|
| 1 | 1,047,132    | 88,271    | 7,571        | 59,475             | 3,603                                | 5,231                         | 3,640                         | _          |
| 2 | 29,917,636   | 3,711,341 | 871,378      | 1,440,834          | 438,839                              | 611,177                       | 443,431                       | 3,488,552  |

<sup>(\*)</sup> The financial statement information provided for these associates is taken from the financial statements dated September 30, 2017.

In the current period, subsequent to the approval of the decision to increase the paid-in capital of Türkiye Sınai Kalkınma Bankası AŞ from TL 2,050,000 to TL 2,400,000 in the Ordinary General Meeting of the Company dated March 23, 2017. The share of the Bank amounting to TL 29,321 is presented in the movement table of investments in associates as bonus shares received.

In the prior period, subsequent to the approval of the decision to increase the paid-in capital of Kıbrıs Vakıflar Bankası LTD. from TL 40,000 to TL 70,000 in the Extraordinary General Meeting of the Company dated May 12, 2016. The share of the Bank amounting to TL 4,500 is presented in the movement table of investments in associates as bonus shares received.

In the prior period, subsequent to the approval of the decision to increase the paid-in capital of Türkiye Sınai Kalkınma Bankası AŞ from TL 1,750,000 to TL 2,050,000 in the Ordinary Meeting of General Assembly of the Company dated March 24, 2016, the share of the Bank amounting to TL 25,132 is presented in the movement table of investments in associates as bonus shares received.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### Movement of consolidated investments in associates

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Balance at the beginning of the period    | 253,457        | 224,269      |
| Movements during the period               | 49,502         | 29,188       |
| Transfers                                 | -              | -            |
| Acquisitions                              | -              | -            |
| Bonus shares received                     | 29,321         | 29,632       |
| Share of current year profit              | -              | -            |
| Sales/liquidations                        | -              | -            |
| Fair value changes                        | 20,181         | (444)        |
| Impairment losses                         | -              | -            |
| Balance at the end of the period          | 302,959        | 253,457      |
| Capital commitments                       | -              | -            |
| Share percentage at the end of period (%) | -              | -            |

#### Sectoral distribution of consolidated investments and associates

|                            | Current Period | <b>Prior Period</b> |
|----------------------------|----------------|---------------------|
| Banks                      | 302,959        | 253,457             |
| Insurance companies        | -              | -                   |
| Factoring companies        | -              | -                   |
| Leasing companies          | -              | -                   |
| Financing companies        | -              | -                   |
| Other financial associates | -              | -                   |
| Total                      | 302,959        | 253,457             |

#### **Quoted associates**

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Quoted at domestic stock exchanges      | 292,341        | 242,838      |
| Quoted at international stock exchanges | -              | -            |
| Total                                   | 292,341        | 242,838      |

#### Investments in associates disposed during the period

There is not any associate disposed by the Parent Bank in the current period.

#### Investments in associates acquired during the period

There is not any associate acquired by the Parent Bank in the current period.

# **CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017** TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

# 8. Investments in subsidiaries

Information on significant subsidiaries

|  |                               |                               | Vakıf Yatırım         |                       |                     | Vakıf                    |                              | Vakıf                       | Vakıf Menkul          |
|--|-------------------------------|-------------------------------|-----------------------|-----------------------|---------------------|--------------------------|------------------------------|-----------------------------|-----------------------|
|  | Vakıfbank<br>International AG | Vakıf Finansal<br>Kiralama Aş | Menkul<br>Değerler Aş | Vakıf<br>Faktoring Aş | Güneş<br>Sigorta Aş | Emeklilik ve<br>Hayat AŞ | Vakıf Portföy<br>Yönetimi Aş | Gayrimenkul<br>Yat. Ort. Aş | Kıymet<br>Yat.Ort. Aş |
| Paid in Capital  | 114,483                       | 109,000                       | 35,000                | 70,000                | 270,000             | 26,500                   | 12,000                       | 217,500                     | 20,000                |
| Share Premium  | 1                             | 1                             | 1                     | 1                     | 655                 | 1                        | 1                            | 246,731                     | 1                     |
| Adjustment to paid-in capital  | 1                             | 206                           | (109)                 | 51                    | (2,369)             | 5,832                    | 74                           | 21,600                      | 63                    |
| Valuation changes in marketable securities   | 38,306                        | 3,821                         | 92,327                | 352                   | 413,605             | 698                      | 1                            | 1                           | 1                     |
| Profit on sale of associates, subsidiaries and buildings                               |                               | 16,596                        | ,                     | 1                     | 218,237             | 50,005                   |                              | 547                         |                       |
| Bonus shares from investment and associates, subsidiaries and joint ventures (business |                               |                               |                       |                       |                     |                          |                              |                             |                       |
| partners)  |                               | 1,094                         | •                     | •                     | 4,010               | 191                      | •                            | 1                           | •                     |
| Legal Reserves   | 10,614                        | 6,286                         | 6,128                 | 5,824                 | 17,179              | 18,385                   | 1,347                        | 7,543                       | 395                   |
| Extraordinary Reserves   |                               | 33,523                        | 7,368                 | 45,624                | 19,246              | 104,880                  | 7,050                        | 108,125                     | '                     |
| Other Profit Reserves  | 352,474                       |                               | 2,308                 | ,                     | 1                   | 1                        | 1                            | 1                           | 1                     |
| Profit/Loss  | 157,216                       | 34,514                        | 21,246                | 23,195                | (331,590)           | 155,164                  | 608'2                        | 5,469                       | (3,007)               |
| Prior Period's Profit/Loss   | 129,784                       | (18)                          | 1,623                 | i i                   | (439,449)           | 73,393                   | 1                            | 1                           | (3,008)               |
| Current Period's Profit/Loss   | 27,432                        | 34,532                        | 19,623                | 23,195                | 107,859             | 81,771                   | 608'2                        | 5,469                       | -                     |
| Minority Rights  |                               | 86                            | 1                     | 1                     | 1                   |                          |                              | 1                           |                       |
| Total Core Capital   | 673,093                       | 205,138                       | 164,268               | 145,046               | 608,973             | 361,826                  | 28,280                       | 607,515                     | 17,451                |
| SUPPLEMENTARY CAPITAL  |                               |                               |                       | •                     |                     |                          |                              |                             | '                     |
| CAPITAL  | 673,093                       | 205,138                       | 164,268               | 145,046               | 608,973             | 361,826                  | 28,280                       | 607,515                     | 17,451                |
| NET AVAILABLE EQUITY   | 673,093                       | 205,138                       | 164,268               | 145,046               | 608,973             | 361,826                  | 28,280                       | 607,515                     | 17,451                |

<sup>(\*)</sup> Reviewed BRSA financial statements as of December 31, 2017 are considered.

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(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Vakıf Yatırım Menkul Değerler AŞ, which is one of the consolidated subsidiaries of the Parent Bank, calculates capital adequacy in accordance with "Communiqué on Capital and Capital Adequacy of Intermediary Firms" serial V, No:34 of Capital Markets Board as six months periods. Güneş Sigorta AŞ and Vakıf Emeklilik ve Hayat AŞ, which are the consolidated subsidiaries of the Parent Bank operating in insurance sector, calculate capital adequacy in accordance with "Communiqué on Capital Adequacy Measurement and Assessment for Insurance, Reinsurance and Pension Firms" published by Republic of Turkey Undersecretariat of Treasury as six months periods. According to the calculations at December 31, 2017, there is no capital requirement for the subsidiaries mentioned.

#### Unconsolidated investments in subsidiaries

| Title  | Address<br>(City / Country) | Bank's Share –<br>If Different,<br>Voting Rights (%) | Bank's<br>Risk Group<br>Share (%) |
|--|-----------------------------|--|-----------------------------------|
| 1 Vakıf Enerji ve Madencilik AŞ (**)         | Ankara/Turkey               | 65.50  | 85.52                             |
| 2 Taksim Otelcilik AŞ <sup>(*)</sup>         | İstanbul/Turkey             | 51.00  | 51.69                             |
| 3 Vakıf Pazarlama Sanayi ve Ticaret AŞ (***) | İstanbul/Turkey             | 69.33  | 76.18                             |
| 4 Vakıf Gayrimenkul Değerleme AŞ (*)         | Ankara/Turkey               | 54.29  | 58.73                             |

|   |                 |         |                    |                    | Income on               |                                 |                               |            |
|---|-----------------|---------|--------------------|--------------------|-------------------------|---------------------------------|-------------------------------|------------|
|   | Total<br>Assets | Equity  | Tangible<br>Assets | Interest<br>Income | Securities<br>Portfolio | Current Year's<br>Profit/(Loss) | Prior Years'<br>Profit/(Loss) | Fair Value |
| 1 | 25,851          | 12,062  | 1,043              | 530                | -                       | 404                             | 280                           | 14,494     |
| 2 | 371,463         | 356,839 | 221,749            | 8,132              | -                       | 5,653                           | 504                           | 403,062    |
| 3 | 59,791          | 49,796  | 1,710              | 3,948              | -                       | 6,422                           | 3,587                         | 49,458     |
| 4 | 31,550          | 25,967  | 280                | 2,811              | -                       | (178)                           | 1,269                         | 26,479     |

<sup>(\*)</sup> The financial statement information provided for these subsidiaries is taken from the financial statements dated September 30, 2017.

# Unconsolidated subsidiaries, reasons for not consolidating such investments and accounting treatments applied for such investments:

Vakıf Enerji ve Madencilik AŞ, Taksim Otelcilik AŞ, Vakıf Pazarlama Sanayi ve Ticaret AŞ and Vakıf Gayrimenkul Değerleme AŞ have not been consolidated since they are not among the financial subsidiaries of the Bank. Therefore, the subsidiaries whose fair value can be reliably measured are reflected in the consolidated financial statements at their fair values.

#### Investments in consolidated subsidiaries

| Address<br>(City / Country) | Bank's Share –<br>If Different<br>Voting Rights (%)   | Bank's<br>Risk Group<br>Share (%)   |
|-----------------------------|---|---|
|                             |   | 48.02   |
|                             | 53.90   | 79.67   |
| istanbul/Turkey             | 78.39   | 88.68   |
| İstanbul/Turkey             | 58.71   | 66.23   |
| İstanbul/Turkey             | 99.00   | 99.48   |
| Vienna/Austria              | 90.00   | 90.00   |
| İstanbul/Turkey             | 100.00  | 100.00  |
| İstanbul/Turkey             | 22.89   | 34.55   |
| İstanbul/Turkey             | 38.70   | 40.86   |
|                             | (City / Country) istanbul/Turkey istanbul/Turkey istanbul/Turkey istanbul/Turkey istanbul/Turkey Vienna/Austria istanbul/Turkey istanbul/Turkey | Address (City / Country)  Istanbul/Turkey 48.02 Istanbul/Turkey 53.90 Istanbul/Turkey 78.39 Istanbul/Turkey 58.71 Istanbul/Turkey 99.00 Vienna/Austria 90.00 Istanbul/Turkey 100.00 Istanbul/Turkey 22.89 |

|   | Total<br>Assets | Equity  | Tangible<br>Assets | Interest<br>Income Sec | Income on<br>urities Portfolio | Current Year's<br>Profit / (Loss) | Prior Period's<br>Profit / (Loss) | Fair Value |
|---|-----------------|---------|--------------------|------------------------|--------------------------------|-----------------------------------|-----------------------------------|------------|
| 1 | 2,167,689       | 677,599 | 718,869            | 83,947                 | 1,419                          | 26,493                            | (48,066)                          | 449,781    |
| 2 | 6,618,429       | 308,951 | 127,457            | 36,713                 | 196                            | 73,260                            | 38,512                            | 1,149,195  |
| 3 | 2,246,286       | 145,045 | 3,156              | 189,406                | -                              | 23,194                            | 16,098                            | 157,611    |
| 4 | 2,095,369       | 205,138 | 21,591             | 139,151                | -                              | 33,847                            | 23,281                            | 232,724    |
| 5 | 493,702         | 164,268 | 2,491              | 35,659                 | 28                             | 19,623                            | 8,568                             | 186,870    |
| 6 | 4,005,275       | 579,208 | 1,988              | 61,159                 | 23,491                         | 16,637                            | 17,711                            | 402,497    |
| 7 | 29,555          | 28,280  | 446                | 3,294                  | 42                             | 7,809                             | 6,855                             | 81,031     |
| 8 | 18,021          | 17,450  | 24                 | 330                    | 1,488                          | 1                                 | (237)                             | 27,963     |
| 9 | 1,152,183       | 940,321 | 749,372            | 12,671                 | -                              | 75,357                            | 42,425                            | 568,147    |

<sup>(\*)</sup> Financial information as at September 30, 2017 has been presented for these subsidiaries.

<sup>(\*\*)</sup> The financial statement information provided for these subsidiaries is taken from the financial statements dated June 30, 2017

<sup>(&</sup>quot;") The financial statement information provided for these subsidiaries is taken from the financial statements dated December 31, 2016.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### Movement table of consolidated investments in subsidiaries in consolidated financial statements

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Balance at the beginning of the period        | 1,528,228      | 1,350,170    |
| Movements during the period                   | 421,910        | 178,058      |
| Transfers                                     | -              | -            |
| Acquisitions                                  | -              | 76,155       |
| Bonus shares received                         | 51,974         | 24,858       |
| Share of current year profit                  | (16,825)       | (1,314)      |
| Sales and liquidations                        | (232)          | -            |
| Fair value changes                            | 373,209        | 72,033       |
| Impairment losses                             | 13,784         | 6,326        |
| Balance at the end of the period              | 1,950,138      | 1,528,228    |
| Capital commitments                           | -              | -            |
| Share percentage at the end of the period (%) | <u>-</u>       | -            |

#### Valuation of consolidated subsidiaries in unconsolidated financial statements

|                             | Current Period | Prior Period |
|-----------------------------|----------------|--------------|
| Measured at cost            | -              | -            |
| Measured at fair value      | 1,950,138      | 1,528,228    |
| Equity method of accounting | -              | -            |
| Total                       | 1,950,138      | 1,528,228    |

#### Sectoral distribution of consolidated investments in financial subsidiaries

|                              | Current Period | Prior Period |
|------------------------------|----------------|--------------|
| Banks                        | 362,247        | 434,112      |
| Insurance companies          | 835,401        | 568,089      |
| Factoring companies          | 123,551        | 74,498       |
| Leasing companies            | 136,632        | 79,019       |
| Financing companies          | -              | -            |
| Other financial subsidiaries | 492,307        | 372,510      |
| Total                        | 1,950,138      | 1,528,228    |

#### Quoted consolidated subsidiaries

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Quoted at domestic stock exchanges      | 578,891        | 410,160      |
| Quoted at international stock exchanges | -              | -            |
| Total                                   | 578,891        | 410,160      |

#### Consolidated subsidiaries disposed during the period

There is not any disposal in the consolidated subsidiaries in the current year.

#### Consolidated investments in subsidiaries acquired during the period

The Parent Bank does not have any subsidiary that are purchased in the current period in the scope of consolidation.

In the current period, denomination of Vakıf Emeklilik AŞ has changed to "Vakıf Emeklilik ve Hayat AŞ" on July 26, 2017, respective alteration is registered officially in trade registry.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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In the current period, at the Ordinary General Assembly Meeting held on July 13, 2017, Vakıf Faktoring AŞ, an affiliate of our Bank, has resolved to increase its capital through bonus issues from TL 22,400 to TL 70,000. TL 37,315, corresponding to our Bank's shareholding are presented in the Bonus Shares in the movement table for the affiliates.

In the current period, it is decided to sell Güneş Sigorta AŞ's 500,000 shares, that are traded in the stock market. After the selling, the bank's share had decreased to TL 129,643 from 130,143 TL. The sold shares, amounting TL 232, are presented in the Sales, in the movement table for the affiliates. After the selling, the bank's share in Güneş Sigorta AŞ had decreased to 48.02% from 48.20%.

In the current period, subsequent to the approval of the decision to increase the paid-in capital of Vakıf Gayrimenkul Yatırım Ortaklığı AŞ from TL 213,000 to TL 217,500 by a bonus increase of TL 4,500 in the Ordinary General Meeting of the Company dated June 16, 2017. The share of the Bank amounting to TL 1,742 is presented in the movement table of investments in associates as bonus shares received.

In the current period, subsequent to the approval of the decision to increase the paid-in capital of Vakıf Finansal Kiralama AŞ from TL 87,000 to TL 109,000 by a bonus increase of TL 22,000 in the Ordinary General Meeting of the Company dated June 14, 2017. The share of the Bank amounting to TL 12,917 is presented in the movement table of investments in associates as bonus shares received.

In the prior period, within the registered capital ceiling of TL 300,000 of Güneş Sigorta AŞ, the paid-in capital increased from TL 150,000 to TL 270,000 by increasing TL 120,000. In this context, our fair value was fully used in the capital increase of the Company and our Bank's current nominal share was TL 43,619. In addition, TL 32,536 has been paid for the premiums not used by other shareholders (from the shares offered to the public on the BiAŞ share market) for the nominal 32,000,000 shares purchased from the prices formed in the BiAŞ Primary Market. Total share capital of the Bank amounting to TL 76,155 is included in Purchases in the movement table of subsidiaries. After the capital increase, our nominal share of TL 54,524 in the capital of Güneş Sigorta AŞ has increased to TL 130,143 and our share of 36.35% has increased to 48.20%.

In the prior period, subsequent to the approval of the decision to increase the paid-in capital of Vakif Portföy Yönetimi AŞ from TL 3,000 to TL 12,000 by a bonus increase of TL 9,000. After the capital increase, Bank's current nominal share has been increased from TL 3,000 to TL 12,000 by bonus increase of 9,000 and Bank's share percentage has been remained the same (100.00%). The share of the Bank amounting to TL 9,000 is presented as bonus shares received in the movement table of investments in subsidiaries.

In the prior period, subsequent to approval of the decision to increase the paid-in capital of Vakif Gayrimenkul Yatırım Ortaklığı AŞ from TL 205,400 to TL 213,000 by a bonus increase of TL 7,600 in the Ordinary Meeting of General Assembly of the Company dated April 15, 2016. After the capital increase, Bank's current nominal share has been increased from TL 79,495 to TL 82,436 by bonus increase of 2,941 and Bank's share percentage has been remained the same (38.70%). The share of the Bank amounting to TL 2,941 is presented as bonus shares received in the movement table of investments in subsidiaries.

In the prior period, subsequent to approval of the decision to increase the paid-in capital of Vakıf Finansal Kiralama AŞ from TL 65,000 to TL 87,000 by a bonus increase of TL 22,000 in the Ordinary Meeting of General Assembly of the Company dated April 12, 2016. After the capital increase, Bank's current nominal share has been increased from TL 38,163 to TL 51,080 by bonus increase of 12,917 and Bank's share percentage has been remained the same (58.71%). The share of the Bank amounting to TL 12,917 is presented as bonus shares received in the movement table of investments in subsidiaries.

#### 9. Investments in joint-ventures

There is not any investment in joint-ventures of the Group within current and prior period.

#### 10. Information on finance lease receivables (net)

#### Finance lease receivables disclosed according to remaining maturities

|                     | Current Period |           | Prior Period |           |
|---------------------|----------------|-----------|--------------|-----------|
|                     | Gross          | Net       | Gross        | Net       |
| Less than 1 year    | 329,412        | 315,471   | 127,815      | 124,560   |
| Between 1-4 years   | 1,268,523      | 1,092,496 | 1,069,370    | 940,008   |
| Longer than 4 years | 579,828        | 472,233   | 591,496      | 481,841   |
| Total               | 2,177,763      | 1,880,200 | 1,788,681    | 1,546,409 |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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#### Net investments in finance lease receivables

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Gross finance lease receivables                  | 2,177,763      | 1,788,681    |
| Unearned income on finance lease receivables (-) | 297,563        | 242,272      |
| Terminated lease contracts (-)                   | -              | -            |
| Net finance lease receivables                    | 1,880,200      | 1,546,409    |

#### Finance lease agreements

Sum of the minimum lease payments including interest and principal amounts are stated under the "finance lease receivables" as gross. The difference between the total of rent payments and the cost of the related fixed assets is reflected to the "unearned income" account. If the lease payments are made, the lease principal amount is deducted from the "finance lease receivables" as the interest component of the payment is reflected to interest income on the consolidated statement of income.

#### 11. Information on hedging purpose derivatives

Positive differences on derivative financial instruments held for risk management purposes

None.

#### 12. Information on tangible assets

|  | Real Estates | Leased<br>Tangible Assets | Vehicles | Other<br>Tangible Assets | Total     |
|--|--------------|---------------------------|----------|--------------------------|-----------|
| Balance at the end of the prior year:                              | Redi Estates | rangible /ibsets          | Temates  | rongiore /issets         | 10101     |
| Cost   | 1,196,829    | 120,731                   | 29,140   | 1,317,756                | 2,664,456 |
| Accumulated depreciation(-)  | 11,399       | 113,222                   | 24,091   | 806,410                  | 955,122   |
| Impairment(-)  | 6,231        | -                         | -        | -                        | 6,231     |
| Net book value   | 1,179,199    | 7,509                     | 5,049    | 511,346                  | 1,703,103 |
| Balance at the end of the current year:                            | -            | -                         | -        | -                        | -         |
| Net book value at the beginning of the current year                | 1,179,199    | 7,509                     | 5,049    | 511,346                  | 1,703,103 |
| Additions  | 29,501       | -                         | 3,402    | 157,142                  | 190,045   |
| Cost of the disposals  | 11,008       | -                         | 8,818    | 21,815                   | 41,641    |
| Classification Among the Tangible Fixed Assets                     | -            | (111,890)                 | -        | 111,890                  | -         |
| Depreciation of the disposals (-)                                  | 1,866        | -                         | 8,501    | 19,928                   | 30,295    |
| Depreciation of the current year                                   | 10,279       | 1,919                     | 1,678    | 132,218                  | 146,094   |
| Classification Among the Depreciation of the Tangible Fixed Assets | -            | (109,022)                 | -        | 109,022                  | -         |
| Impairment (-)   | 603          | -                         | -        | 4,821                    | 5,424     |
| Exchange differences related to foreign associates                 | -            | -                         | 26       | 1,099                    | 1,125     |
| Cost at the end of the current year                                | 1,215,322    | 120,731                   | 23,750   | 1,454,182                | 2,813,985 |
| Accumulated depreciation at the end of the year (-)                | 19,812       | 115,141                   | 17,268   | 918,700                  | 1,070,921 |
| Impairment (-)   | 6,834        | -                         | -        | 4,821                    | 11,655    |
| Net book value at the end of the current year                      | 1,188,676    | 5,590                     | 6,482    | 530,661                  | 1,731,409 |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### 13. Information on intangible assets

Group's intangible assets consist of computer softwares and licenses. The estimated useful life of intangible assets is 5 years. Intangible assets are amortized on a straight-line basis through the estimated useful lives over their costs adjusted for inflation for the items purchased before December 31, 2004, over their initial costs for the items purchased after December 31, 2004.

In the current year an intangible asset that presents severity for the financial statements does not exist.

Additionally the Group does not have intangible assets, which are obtained by government incentives, recorded at fair value, have utilization restrictions or have been pledged.

The Group has not declared a commitment to purchase intangible assets.

#### 14. Information on investment properties

As of December 31, 2017, the Group has investment properties that have book amount of its subsidiaries which are operating in the insurance business is TL 8,377 (December 31, 2016: TL 8,877) and its subsidiaries which are operating in real estate investment business is TL 415,121 (December 31, 2016: TL 345,508).

#### 15. Information on tax assets

#### a) Current tax assets

As at December 31, 2017 the current tax asset of the Group amounts to TL 1,016 (December 31, 2016: TL 835).

#### b) Deferred tax assets

Items generating deferred tax assets or liabilities are listed below as at December 31, 2017 and December 31, 2016:

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Provision for employee termination benefits and unused vacations        | 103,455        | 97,828       |
| Other provisions  | 57,514         | 93,646       |
| Valuation differences of associates and subsidiaries                    | 55,424         | 27,488       |
| Deductible financial losses   | 24,099         | 26,418       |
| Investment incentives   | 373            | 4,314        |
| Valuation differences of financial assets and liabilities               | 80,160         | 82,263       |
| Reporting Standards - Tax Code depreciation differences                 | -              | 6,330        |
| Other differences   | 17,108         | 16,268       |
| Deferred tax assets   | 338,133        | 354,555      |
| Net-off of the deferred tax assets and liabilities from the same entity | (275,537)      | (157,468)    |
| Deferred tax assets, (net)  | 62,596         | 197,087      |
| Valuation differences of financial assets and liabilities               | 254,360        | 119,153      |
| Valuation difference for associates and subsidiaries                    | 21,501         | 17,511       |
| Valuation differences of properties                                     | 51,801         | 39,593       |
| Other differences   | 22,939         | 4,235        |
| Deferred tax liabilities  | 350,601        | 180,492      |
| Net-off of the deferred tax assets and liabilities from the same entity | (275,537)      | (157,468)    |
| Deferred tax liabilities, (net)   | 75,064         | 23,024       |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

As at December 31, 2017 and December 31, 2016, items generating deferred tax assets or liabilities movement table is listed below:

|   | Current Period | Previous Period |
|---|----------------|-----------------|
| As of 1 January                             | 174,063        | 116,095         |
| Deferred tax income/loss                    | (160,372)      | 17,554          |
| Deferred tax that is accounted under equity | (21,448)       | 44,360          |
| Other                                       | (4,711)        | (3,946)         |
| Deferred tax asset/(liability)              | (12,468)       | 174,063         |

The reconciliation of the deferred tax on the assets directly related to the equity is as follows as of December 31, 2017 and December 31, 2016:

|                               | Current period | Prior Period |
|-------------------------------|----------------|--------------|
| Securities available for sale | (15,709)       | 48,081       |
| Associates and subsidiaries   | 234            | (1,371)      |
| Tangible assets               | (18)           | (1,911)      |
| Actuarial gains and losses    | (5,955)        | (439)        |
| Total                         | (21,448)       | 44,360       |

#### 16. Information on assets held for sale and assets related to the discontinued operations

As at December 31, 2017, net book value of assets held for sale of the Group is amounting to TL 1,312,728 (December 31, 2016: TL 1,228,102).

#### 17. Information on other assets

As at December 31, 2017 and December 31, 2016, the details of other assets are as follows:

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Receivables from insurance operations                 | 1,352,349      | 928,905      |
| Receivables from credit card payments                 | 1,173,158      | 988,257      |
| Prepaid expenses                                      | 1,097,170      | 522,306      |
| Guarantees given for repurchase agreements            | 151            | -            |
| Guarantees given for derivative financial instruments | 2,749,121      | 1,876,321    |
| Receivables from term sale of assets                  | 11,116         | 21,746       |
| Receivables from reinsurance companies                | 60,613         | 27,240       |
| Deferred commission expenses                          | 43,083         | 59,891       |
| Other   | 2,248,364      | 1,158,351    |
| Total   | 8,735,125      | 5,583,017    |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### II. INFORMATION AND DISCLOSURES RELATED TO CONSOLIDATED LIABILITIES

#### 1. Information on maturity profile of deposits

| Current Period            | Demand     | 7 Days<br>Notice | Up to<br>1 Month | 1-3<br>Months | 3-6<br>Months | 6-12<br>Months | Ao<br>1 Year<br>and Over | ccumulating<br>Deposit<br>Accounts | Total       |
|---------------------------|------------|------------------|------------------|---------------|---------------|----------------|--------------------------|------------------------------------|-------------|
| Saving deposits           | 6,056,971  | -                | 3,050,910        | 31,050,795    | 2,289,658     | 270,480        | 177,229                  | 2,178                              | 42,898,221  |
| Foreign currency deposits | 7,190,052  | -                | 2,538,293        | 24,512,375    | 1,965,662     | 2,017,138      | 7,100,230                | -                                  | 45,323,750  |
| Residents in Turkey       | 6,808,852  | -                | 2,536,245        | 24,058,549    | 1,430,203     | 720,911        | 998,723                  | -                                  | 36,553,483  |
| Residents in abroad       | 381,200    | -                | 2,048            | 453,826       | 535,459       | 1,296,227      | 6,101,507                | -                                  | 8,770,267   |
| Public sector deposits    | 7,188,859  | -                | 6,443,410        | 7,672,161     | 1,141,489     | 4,439,864      | 176,770                  | -                                  | 27,062,553  |
| Commercial deposits       | 3,761,274  | -                | 5,698,290        | 10,001,770    | 2,281,607     | 190,433        | 8,957                    | -                                  | 21,942,331  |
| Other                     | 3,834,320  | -                | 982,513          | 3,345,561     | 1,163,948     | 21,913         | 32,402                   | -                                  | 9,380,657   |
| Precious metal deposits   | 1,600,963  | -                | -                | -             | -             | -              | -                        | -                                  | 1,600,963   |
| Bank deposits             | 491,073    | -                | 7,033,739        | 2,058,712     | 18,565        | 59,147         | 118,155                  | -                                  | 9,779,391   |
| Central Bank              | 1,349      | -                | -                | -             | -             | -              | -                        | -                                  | 1,349       |
| Domestic banks            | 140,492    | -                | 6,644,460        | 947,960       | 18,565        | -              | -                        | -                                  | 7,751,477   |
| Foreign banks             | 256,993    | -                | 200,144          | 768,660       | -             | 59,147         | 41,441                   | -                                  | 1,326,385   |
| Participation banks       | 92,239     | -                | 189,135          | 342,092       | -             | -              | 76,714                   | -                                  | 700,180     |
| Other                     | -          | -                | -                | -             | -             | -              | -                        | -                                  | -           |
| Total                     | 30,123,512 | -                | 25,747,155       | 78,641,374    | 8,860,929     | 6,998,975      | 7,613,743                | 2,178                              | 157,987,866 |

| Prior Period              | Demand     | 7 Days<br>Notice | Up to<br>1 Month | 1-3<br>Months | 3-6<br>Months | 6-12<br>Months | A<br>1 Year<br>and Over | ccumulating<br>Deposit<br>Accounts | Total       |
|---------------------------|------------|------------------|------------------|---------------|---------------|----------------|-------------------------|------------------------------------|-------------|
| Saving deposits           | 5,705,688  | -                | 1,680,889        | 25,414,440    | 1,642,146     | 289,813        | 164,353                 | 268                                | 34,897,597  |
| Foreign currency deposits | 5,459,945  | -                | 2,646,284        | 18,828,852    | 1,782,652     | 1,397,067      | 5,744,196               | -                                  | 35,858,996  |
| Residents in Turkey       | 4,811,159  | -                | 2,639,895        | 18,521,686    | 1,479,501     | 544,129        | 943,203                 | -                                  | 28,939,573  |
| Residents in abroad       | 648,786    | -                | 6,389            | 307,166       | 303,151       | 852,938        | 4,800,993               | -                                  | 6,919,423   |
| Public sector deposits    | 5,358,931  | -                | 5,219,406        | 6,965,059     | 768,349       | 2,589,066      | 115,942                 | -                                  | 21,016,753  |
| Commercial deposits       | 2,896,213  | -                | 6,103,794        | 7,131,196     | 1,488,185     | 312,555        | 9,299                   | -                                  | 17,941,242  |
| Other                     | 4,168,961  | -                | 1,901,192        | 3,401,011     | 881,451       | 85,146         | 20,450                  | -                                  | 10,458,211  |
| Precious metal deposits   | 1,010,609  | -                | -                | -             | -             | -              | -                       | -                                  | 1,010,609   |
| Bank deposits             | 243,644    | -                | 3,239,174        | 1,395,631     | 98,703        | 23,363         | 75,386                  | -                                  | 5,075,901   |
| Central Bank              | 1,117      | -                | -                | -             | -             | -              | -                       | -                                  | 1,117       |
| Domestic banks            | 10,075     | -                | 2,934,647        | 913,292       | 98,703        | 2,144          | 4,323                   | -                                  | 3,963,184   |
| Foreign banks             | 169,476    | -                | 93,469           | 288,852       | -             | 21,219         | 71,063                  | -                                  | 644,079     |
| Participation banks       | 62,976     | -                | 211,058          | 193,487       | -             | -              | -                       | -                                  | 467,521     |
| Other                     | -          | -                | -                | -             | -             | -              | -                       | -                                  |             |
| Total                     | 24,843,991 | -                | 20,790,739       | 63,136,189    | 6,661,486     | 4,697,010      | 6,129,626               | 268                                | 126,259,309 |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Information on saving deposits insured by Saving Deposit Insurance Fund and the total amounts of the deposits exceeding the insurance coverage limit

|  | Covered by Deposit<br>Insurance Fund |              | Exceeding the Deposit<br>Insurance Limit |              |
|--|--------------------------------------|--------------|--|--------------|
|  | Current Period                       | Prior Period | Current Period                           | Prior Period |
| Saving deposits                                    | 21,807,725                           | 19,306,192   | 21,090,496                               | 15,591,405   |
| Foreign currency saving deposits                   | 6,571,401                            | 5,092,943    | 15,854,203                               | 14,160,086   |
| Other saving deposits                              | -                                    | -            | -  | -            |
| Foreign branches' deposits under foreign insurance |                                      |              |  |              |
| coverage   | -                                    | -            | -  | -            |
| Off-Shore deposits under foreign insurance         |                                      |              |  |              |
| coverage   | -                                    | -            | -  | -            |
| Total  | 28,379,126                           | 24,399,135   | 36,944,699                               | 29,751,491   |

#### Saving deposits out of insurance coverage limits

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Deposits and other accounts at foreign branches  | 22,958         | 37,431       |
| Deposits and other accounts, which belong to controlling shareholders, their parents, wives/husbands, and children   | -              | _            |
| Deposits and other accounts, which belong to Board of Director members, chairman, general manager, his/her assistants, their parents, wives/husbands, and children | 2,399          | 4,957        |
| Deposits and other accounts under scope of TCC law 5237 article no 282, dated 26/9/2004  | -              | -            |
| Deposits in Deposit Banks of Turkey, which are solely established for off-shore banking  | -              | -            |

#### 2. Information on derivative financial liabilities held for trading purpose

Negative differences related to the derivative financial liabilities held for trading purpose

|          | Current Period |         | Prior Period |         |
|----------|----------------|---------|--------------|---------|
|          | TL             | FC      | TL           | FC      |
| Forwards | 19,903         | 5,240   | 22,407       | 4,202   |
| Swaps    | 961,269        | 162,879 | 894,453      | 194,876 |
| Futures  | <del>-</del>   | -       | -            | -       |
| Options  | 30,336         | 915     | 38,159       | 327     |
| Other    | -              | -       | -            | -       |
| Total    | 1,011,508      | 169,034 | 955,019      | 199,405 |

#### 3. Information on banks and other financial institutions

|  | Current Period |            | Pri       | or Period  |
|--|----------------|------------|-----------|------------|
|  | TL             | FC         | TL        | FC         |
| Central Bank of the Republic of Turkey | =              | 235,102    | -         | -          |
| Domestic banks and institutions        | 1,321,299      | 1,452,085  | 1,081,208 | 1,023,229  |
| Foreign banks, institutions and funds  | 936,242        | 27,443,060 | 639,606   | 23,555,387 |
| Total                                  | 2,257,541      | 29,130,247 | 1,720,814 | 24,578,616 |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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#### Maturity information of funds borrowed

|                          | Current Period |            | Prior Period |            |
|--------------------------|----------------|------------|--------------|------------|
|                          | TL             | FC         | TL           | FC         |
| Short-term (*)           | 1,341,505      | 3,012,169  | 715,655      | 2,342,821  |
| Medium and Long-term (*) | 916,036        | 26,118,078 | 1,005,159    | 22,235,795 |
| Total                    | 2,257,541      | 29,130,247 | 1,720,814    | 24,578,616 |

<sup>(\*)</sup> Maturity profile of funds borrowed has been prepared in accordance with their original maturities.

Funds borrowed comprise syndication and securitization loans bearing various interest rates and maturities and account for 12.20% (December 31, 2016: 13.08%) of the Group's liabilities. There is no risk concentration on funding sources of the Group.

On April 20, 2016, Parent Bank's loan has been renewed with a new syndicated loan amounting to US Dollar 207 million and Euro 631.5 million with the interest rate of US Libor + 0.85% and Euribor + 0.75% at a maturity of 367 days with participation of 30 banks, Wells Fargo Bank, London Branch and National Bank of Abu Dhabi PJSC acting as coordinator and agent bank. On April 24, 2017, the loan has been renewed with a new syndicated loan amounting to US Dollar 188.5 million and Euro 716.5 million with the interest rate of US Libor + 1.15% and Euribor + 1.05% at a maturity of 367 days with participation of 37 banks, Bank of America Merrill Lynch International Limited and Emirates NBD Bank PJSC and National Bank of Abu Dhabi PJSC acting as coordinator and agent bank.

On September 26, 2016, Parent Bank's loan has been renewed with a new syndicated loan amounting to 224.5 million US Dollar and 544 million Euros with the interest rate of US Libor + 1.10% and Euribor + 1.00% at a maturity of 367 days with participation of 22 banks, ING Bank, London Branch and National Bank of Abu Dhabi PJSC acting as coordinator and ING Bank, London Branch acting as agent bank. On September 25, 2017, the mentioned loan has been renewed with a new syndicated loan amounting to 131 Million US Dollars and 634 Million Euros with the interest rate of US Libor + 1.35% and Euribor + 1.25% with a maturity of 367 days and with participation of 22 banks from 12 countries, where the ING Bank and Emirates NBD acted as common coordinator banks and ING Bank London Branch acted as the agent bank.

On December 19, 2014, the Parent Bank has obtained securitization loan at the amount of US Dollar 928.6 million related to foreign transfers and treasury transactions in Euro and US Dollar. Loan amounting to US Dollar 500 million has been obtained related to foreign transfers at a maturity of five years and loan at the amount of US Dollar 428.6 million has been obtained related to treasury transactions at a maturity of seven years in seven different segments in total.

The loan obtained from European Bank for Reconstruction and Development (EBRD) amounting to US Dollar 125 million in 2014-A segment in order to finance medium term loans including to meet the needs of agricultural enterprises and support woman entrepreneurs.2014-B segment of the loan has been obtained from Wells Fargo Bank, N.A., 2014-C segment of the loan has been obtained from Raiffeisen Bank International AG, 2014-D segment of the loan has been obtained from Standard Chartered Bank, 2014-E segment of the loan has been obtained from Societe Generale, 2014-G segment of the loan has been obtained from Bank of America, N.A. and 2014-F segment of the loan related to treasury transactions has been obtained from JP Morgan Securities plc. in the scope of programme.

On October 4, 2016, the Parent Bank carried out a securitization transaction in the amount of USD 890 million equivalent in Euros and US Dollars based on foreign money transfers and treasury transactions as part of the securitization program. A total of USD 310 million was provided for 5 years and USD 535 million based on treasury financing transactions was provided with 7 years maturity, based on foreign delegations of the loan provided in seven separate segments. Within the program, 2016-A segment was collected from SMBC, 2016-B segment from Wells Fargo Bank, 2016-C segment from Credit Suisse, 2016-D segment from Standard Chartered Bank, 2016-E segment from EBRD, 2016-F segment from JP Morgan and 2016-G segment from ING Bank. EBRD participated in the securitization loan with the TurSEFF II and TurSEFF III projects. As of December 31, 2017, the sum of the securitization loans amounted to USD 1.347 million and EUR 258 million.

On March 3, 2017, under the coordination of ICBC Turkey AŞ, the Parent Bank signed a bilateral loan agreement with ICBC Dubai amounting USD 250 million with 3 years maturity which will be used for trade finance purposes together with general purpose financial needs.

#### Information on securities issued

Within the context of Global Medium Term Notes (GMTN), the Parent Bank has issued Turkey's first Eurobond apart from Republic of Turkey Undersecretariat of Treasury. The bond has been issued in GMTN programme on June 17, 2014 has a nominal value of 500 million Euros, maturity date on June 17, 2019 with fixed rate, 5 years maturity and annually coupon paid with 3.65% return and coupon rate 3.50%.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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Within the context of Global Medium Term Notes (GMTN), the Parent Bank has issued Eurobond. The bond has been issued in GMTN programme on October 27, 2016 has a nominal value of US Dollar 500 million, maturity date on October 27, 2021 with fixed rate, 5 years maturity and semi-annually coupon paid and coupon rate 5.50%.

Within the context of Global Medium Term Notes (GMTN), the Parent Bank has issued Eurobond. The bond has been issued in GMTN programme on May 30, 2017 has a nominal value of US Dollar 500 million, maturity date on May 30, 2022 with fixed rate, 5 years maturity and semi-annually coupon paid and coupon rate 5.625%.

The context of Global Medium Term Notes (GMTN), the Bank has issued 230 private placements with 19 different banks from 2013 June on .This private placements have issued several currencies as of (US Dollar, Euro, Swiss Franc and Japanese Yen) and the maturities are 3 months, 6 months, 1 year and 2 years. Bank has issued 4.860 million US Dollar private placements as of the date of December 31, 2017. The total private placements are 123.7 million US Dollar as of the same date on.

The Parent Bank has issued Turkey's first Euro covered bond on May 4, 2016. The bond has been issued on May 4, 2016 has nominal value of 500 million Euros, maturity date on May 4, 2021 with fixed rate, 5 years maturity and annually interest paid with coupon rate 2.375% and 2.578% return.

On October 9, 2017, the Parent Bank had issued a private placement for the qualified foreign institutional investor within the context of Global Medium Term Notes (GMTN), with 5.5 years of maturity, and a nominal value of 1.333 million Turkish Liras.

The Parent Bank had realized the second Global Medium Term Notes (GMTN) on December 14, 2017 with HSBC Bank Plc with with 5 years of maturity, and a nominal value of 1.333 million Turkish Liras.

|                | TL             |                             | FC     |            |
|----------------|----------------|-----------------------------|--------|------------|
| Current Period | Short Term Med | Short Term Medium-Long Term |        |            |
| Nominal        | 4,189,913      | 2,816,000                   | 98,149 | 12,697,366 |
| Cost           | 4,016,622      | 2,816,000                   | 98,149 | 12,625,204 |
| Net Book Value | 4,090,998      | 2,876,546                   | 98,742 | 12,804,473 |

|                | TL                | FC         |                |                |
|----------------|-------------------|------------|----------------|----------------|
| Prior Period   | Short Term Medium | -Long Term | Short Term Med | dium-Long Term |
| Nominal        | 3,437,915         | -          | 152,903        | 11,060,179     |
| Cost           | 3,320,629         | -          | 152,903        | 10,979,708     |
| Net Book Value | 3,373,519         | -          | 154,695        | 11,154,610     |

4. Components of "other external resources payable" in the consolidated financials that comprise at least 20% of the account, if the account exceeds 10% of total liabilities and equity excluding off-balance sheet commitments.

Other external resources payable in the consolidated financials do not exceed 10% of total liabilities and equity.

5. Criteria used in the determination of lease instalments in the finance lease contracts, renewal and purchase options, restrictions, and significant burdens imposed on the bank on such contracts

Obligations under finance leases

None.

6. Information on derivative financial liabilities held for risk management purpose

Negative differences related to the derivative financial liabilities held for risk management purpose

None.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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#### 7. Information on provisions

#### Information on general provisions

|   | Current Period | <b>Prior Period</b> |
|---|----------------|---------------------|
| Provisions for loans and receivables in Group I             | 1,527,551      | 1,796,316           |
| -Additional provision for loans with extended payment plans | 67,249         | 50,986              |
| Provisions for loans and receivables in Group II            | 181,119        | 222,879             |
| -Additional provision for loans with extended payment plans | 32,611         | 33,725              |
| Provisions for non-cash loans                               | 137,421        | 124,718             |
| Other   | 39,402         | 23,530              |
| Total   | 1,885,493      | 2,167,443           |

#### Information on employee rights

According to the TAS-19- Judgments of benefits that are provided to employees, bank accounts and calculate provision to obligations of severance pay and allowance rights.

As of December 31, 2017, TL 413,371 (December 31, 2016: TL 395,650) provision for severance pay and TL 107,986 (December 31, 2016: TL 98,026) provision for unused vacation are stated in financial statements under employee rights provision.

Movement of severance pay provision in the period:

|   | Current Period | Previous Period |
|---|----------------|-----------------|
| Opening balance   | 395,650        | 369,078         |
| Current service cost  | 39,480         | 43,060          |
| Previous service cost   | 8,866          | -               |
| Interest cost   | 40,470         | 35,121          |
| Paid compensation   | (42,544)       | (51,300)        |
| Payment/Reduction of benefits/Layoff accordingly composed loss/(gain) | (569)          | 1,637           |
| Actuary loss/(gain)   | (28,363)       | (2,107)         |
| Net foreign exchange differences from foreign subsidiaries            | 381            | 161             |
| Closing balance   | 413,371        | 395,650         |

#### Information on pension rights

The Fund's technical financial statements are inspected by an actuary who is registered to the actuaries registry, in accordance with the Insurance Law no. 5684, article 21, and the "Actuaries Regulations" published referring to the mentioned article. According to the actuary report dated January 2018, there are no technical or actual deficits that requires making any provision.

| Transferable retirement and health liabilities                        | Current Period | <b>Previous Period</b> |
|---|----------------|------------------------|
| Net Present Value of Transferable Retirement Liabilities              | (5,495,589)    | (4,843,316)            |
| Net Present Value of Transferable Retirement and Health Contributions | 4,317,510      | 3,352,762              |
| General Administration Expenses                                       | (99,503)       | (86,552)               |
| Present Value of Pension and Medical Benefits Transferable to SSF (1) | (1,277,583)    | (1,577,107)            |
| Fair Value of Plan Assets (2)   | 5,360,551      | 4,299,662              |
| Asset Surplus over Transferable Benefits ((2)-(1)=(3))                | 4,082,968      | 2,722,555              |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Actuarial assumptions used in valuation of Non Transferable Benefits based on IAS 19 are as follows:

| Discount Rates               | Current Period | <b>Previous Period</b> |
|------------------------------|----------------|------------------------|
| Benefits Transferable to SSI | 9.80%          | 9.80%                  |
| Non Transferable Benefits    | 2.50%          | 2.50%                  |

#### Distribution of total assets of the Retirement Fund as of December 31, 2017 and December 31, 2016 is presented below:

|  | Current Period | Previous Period |
|--|----------------|-----------------|
| Bank placements  | 2,290,956      | 2,210,265       |
| Government Bonds and Treasury Bill, Fund and Accrual Interest Income | 362,512        | 110,880         |
| Tangible assets*   | 2,517,925      | 1,750,695       |
| Other  | 189,158        | 227,822         |
| Total  | 5,360,551      | 4,299,662       |

<sup>(\*)</sup> The Tangible assets value indicates all the stocks' and real estate properties' market values, as of December, 31, 2017.

#### Provision for currency exchange loss on foreign currency indexed loans

|  | <b>Current Period</b> | <b>Previous Period</b> |
|--|-----------------------|------------------------|
| Provision for currency exchange loss on foreign currency indexed loans | 10,253                | 297                    |

The Group has recorded provision amounting to TL 10,253 (December 31, 2016: TL 297) for foreign exchange losses on principal amounts of foreign currency indexed loans and reflected the related foreign exchange loss amount in the financial statements by offsetting from related

#### Provisions for non-cash loans that are not indemnified and not converted into cash

As of December 31, 2017, the Parent Bank has recorded TL 75,942 (December 31, 2016: TL 59,816) as provisions for non-cash loans that are not indemnified or converted into cash.

#### Information on insurance technical provisions

|                             | Current Period | Prior Period |
|-----------------------------|----------------|--------------|
| Unearned Premium Reserves   | 961,880        | 791,429      |
| Outstanding Claims Reserves | 1,353,675      | 1,232,257    |
| Life Mathematical Reserves  | 304,770        | 273,162      |
| Other                       | 25,193         | 21,497       |
| Total                       | 2,645,518      | 2,318,345    |

#### Information on other provisions

#### Information on other provisions exceeding 10% of total provisions

|  | Current Period | Prior period |
|--|----------------|--------------|
| Provisions for credits                   | 3,207          | 184,902      |
| Specific provisions for non-cash loans   | 75,942         | 59,816       |
| Provision for cheques                    | 5,871          | 7,662        |
| Provisions for lawsuits against the Bank | 79,112         | 66,959       |
| Provisions for credit card promotions    | 9,768          | 9,595        |
| Other provisions                         | 566,592        | 52,976       |
| Total                                    | 740,492        | 381,910      |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### Information on provision for possible risks

The Parent Bank recognized free provision in the current year amounting to TL 500,000 in line with the conservatism principle considering the circumstances that may arise from possible changes in the economy and financial markets.

#### 8. Taxation

#### Current Taxes

As at and for the year ended December 31, 2017, the tax liability of the Group is amounting to TL 323,837 (December 31, 2016: TL 157,549).

#### Information on taxes payable

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Corporate taxes payable                      | 323,837        | 157,549      |
| Taxation on securities                       | 160,257        | 151,546      |
| Capital gains tax on property                | 3,493          | 2,676        |
| Banking and Insurance Transaction Tax (BITT) | 124,488        | 92,730       |
| Taxes on foreign exchange transactions       | -              | -            |
| Value added tax payable                      | 6,100          | 5,937        |
| Other  | 59,620         | 49,051       |
| Total  | 677,795        | 459,489      |

#### Information on premiums payable

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Social security premiums- employee share                    | 1,407          | 1,000        |
| Social security premiums- employer share                    | 4,488          | 3,689        |
| Bank pension fund premium- employee share                   | -              | -            |
| Bank pension fund premium- employer share                   | 32             | 25           |
| Pension fund membership fees and provisions- employee share | -              | -            |
| Pension fund membership fees and provisions- employer share | 7              | -            |
| Unemployment insurance- employee share                      | 918            | 763          |
| Unemployment insurance- employer share                      | 2,106          | 1,768        |
| Other   | 50             | 29           |
| Total   | 9,008          | 7,274        |

#### Information on deferred tax liabilities

Information on deferred tax liabilities is presented in disclosure 15 of information and disclosures related to assets.

#### 9. Information on payables for assets held for resale and tangible assets related to discounted activities

None.

#### 10. Information on subordinated loans

The Parent Bank has issued bond having the secondary subordinated loan quality to be sold to non-resident natural and legal persons. The bond has been issued at the nominal value of US Dollar 500 million with the maturity of 10 years and 6.0% coupon rate. In addition to the bond issued on November 1, 2012, on December 3, 2012 the Parent Bank has realized second trance at nominal value of US Dollar 400 million, has the same due date and maturity of 10 years and 5.5% coupon rate.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

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The Bank has issued secondary subordinated loan (Tier-II bond) as at January 2015 which contains Basel-III criteria. In this context, the bond has been issued at the nominal value of US Dollar 500 million with the maturity date of February 3, 2025 and early call option date of February 3, 2020. The bond has fixed interest, 10 years and one day maturity, two times interest payment in a year with coupon rate of 6.875% and issue yield of 6.95%.

In 2012, the Parent Bank carried out the sale of bond issued abroad with a maturity of 2022 maturities of USD 900 million. Regulations and amendments made within the scope of BRSA's Regulation on Equities of Banks have made it possible to comply with Basel III regulations in the capital adequacy calculations of banks as contributions capital. In this context, the effect on the capital of the Bank which has issued Basel II compliant subordinated loan provisions issued in 2012 has decreased. In this context, the operational process of the swap transaction of bonds with a total nominal value of USD 227,605,000 which issued abroad, with the new Basel III compliant conditions, was completed on February 13, 2017 and the redemption date of the bonds to be exchanged was determined as November 1, 2027, with a maturity of 10 years (recall option in 2022) and coupon rate as 8.00%.

On September 2017, the Parent Bank had issued a floating rated subordinated bond (secondary capital) for the qualified domestic institutional investor with nominal value of 525 million Turkish Liras, that has the maturity of 10 years, that is recallable in 5 years, and has quarterly coupon payments.

Stated bonds' total balance sheet value is TL 5,917,137 as of December 31, 2017 (December 31, 2016: TL 5,014,700).

#### 11. Information on shareholders' equity

#### Paid-in capital

|                 | Current Period | Prior Period |
|-----------------|----------------|--------------|
| Common stock    | 2,500,000      | 2,500,000    |
| Preferred stock | -              | -            |

Paid-in capital of the Parent Bank amounted to TL 2,500,000 is divided into groups comprised of 43.0% Group (A), 15.6 % Group (B), 16.2% Group (C) and 25.2% Group (D).

Board of Directors' members; one member is appointed by the Prime Minister representing The General Directorate of the Foundations (Group A), three members are appointed representing Group (A), one member is appointed representing Group (B), and two members are appointed representing Group (C), and one member is appointed among the nominees offered by the shareholders at the General Assembly. Preference of Group (D) is primarily taken into account in the selection of the last mentioned member.

Paid-in capital amount, explanation as to whether the registered share capital system is applicable at the parent bank; if so the amount of registered share capital

|                           |                 | Ceiling per<br>Registered |  |
|---------------------------|-----------------|---------------------------|--|
| Capital System            | Paid-in Capital | Share Capital             |  |
| Registered capital system | 2,500,000       | 10,000,000                |  |

At the resolutions of Board of Directors dated January 2, 2015 and 61st Ordinary Meeting of the General Assembly dated March 30, 2015, the Parent Bank's ceiling per registered share capital has been increased from TL 5,000,000 to TL 10,000,000.

Information on share capital increases and their sources; other information on any increase in capital shares during the current period

There is no share capital increase in the current year and previous year.

Information on share capital increases from revaluation funds

None.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Capital commitments for current financial year and following period and its general purpose and estimated sources that are required for commitments

None

Prior period indicators of the Parent Bank's income, profitability and liquidity; and possible effects of the predictions on equity, considering the ambiguity of the indicators

None.

Information on the privileges given to stocks representing the capital

None.

Valuation differences of the marketable securities

|   | Current Period |         | Prior Period |        |
|---|----------------|---------|--------------|--------|
|   | TL             | FC      | TL           | FC     |
| Associates, subsidiaries and joint ventures             | 61,709         | -       | 64,288       | -      |
| Fair value differences of available-for-sale securities | (302,087)      | 177,252 | (245,897)    | 50,440 |
| Foreign exchange differences                            | -              | -       | -            | -      |
| Total   | (240,378)      | 177,252 | (181,609)    | 50,440 |

#### III. INFORMATION AND DISCLOSURES RELATED TO CONSOLIDATED OFF-BALANCE SHEET ITEMS

#### 1. Disclosures related to other contingent liabilities

Type and amount of consolidated irrevocable commitments

|                                    | Current Period | Prior Period |
|------------------------------------|----------------|--------------|
| Commitments for credit card limits | 10,534,862     | 8,682,835    |
| Loan granting commitments          | 11,918,133     | 9,851,597    |
| Commitments for cheque payments    | 2,542,741      | 2,154,102    |
| Asset purchase sale commitments    | 1,755,169      | 2,864,752    |
| Other                              | 3,609,820      | 2,184,230    |
| Total                              | 30,360,725     | 25,737,516   |

#### Type and amount of possible losses from off-balance sheet items

Guarantees, bills of exchange and acceptances and other letters of credit which can be counted as financial collateral

The Parent Bank provided specific provision amounting to TL 169,355 (December 31, 2016: TL 165,159) for non-cash loans that are not indemnified or converted to cash recorded under off-balance sheet items, amounting to TL 75,942 (December 31, 2016: TL 59,816).

#### Final guarantees, provisional guarantees, sureties and similar transactions

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Final letters of guarantee                   | 14,073,061     | 11,547,141   |
| Letters of guarantee for advances            | 6,684,317      | 4,843,148    |
| Letters of guarantee given to custom offices | 1,053,872      | 1,059,516    |
| Provisional letters of guarantee             | 1,180,248      | 994,372      |
| Other letters of guarantee                   | 17,179,490     | 13,872,150   |
| Total  | 40,170,988     | 32,316,327   |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### 2. Non-cash loans

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Non-cash loans given for cash loan risks   | 3,771,138      | 2,788,811    |
| With original maturity of 1 year or less   | 1,216,243      | 1,126,734    |
| With original maturity of more than 1 year | 2,554,895      | 1,662,077    |
| Other non-cash loans                       | 47,552,564     | 37,871,540   |
| Total                                      | 51,323,702     | 40,660,351   |

#### 3. Sectoral risk concentrations of non-cash loans

|            | Current  | Period   |   |  | Prior P   | eriod   |   |
|------------|--|--|---|--|---|---|---|
| TL         | %  | FC   | %   | TL   | %   | FC  | %   |
| 40,142     | 0.12   | 20,449   | 0.11  | 81,809   | 0.30  | 382,403   | 2.79  |
| 35,606     | 0.11   | 20,449   | 0.11  | 69,203   | 0.26  | 378,930   | 2.76  |
| 3,213      | 0.01   | -  | -   | 11,601   | 0.04  | 3,473   | 0.03  |
| 1,323      | -  | -  | -   | 1,005  | -   | -   | -   |
| 12,256,698 | 37.53  | 7,292,016  | 39.06   | 10,907,710   | 40.35   | 7,157,290   | 52.18   |
| 281,602    | 0.86   | 175,494  | 0.94  | 1,157,275  | 4.29  | 144,199   | 1.05  |
| 7,930,683  | 24.29  | 6,505,402  | 34.85   | 6,697,549  | 24.73   | 6,606,838   | 48.17   |
| 4,044,413  | 12.38  | 611,120  | 3.27  | 3,052,886  | 11.33   | 406,253   | 2.96  |
| 4,855,489  | 14.87  | 1,577,187  | 8.45  | 4,216,428  | 15.77   | 2,323,864   | 16.96   |
| 13,929,661 | 42.66  | 5,399,060  | 28.92   | 9,412,571  | 34.94   | 2,602,185   | 18.97   |
|            |  |  |   |  |   |   |   |
| 5,412,904  | 16.58  | 3,084,829  | 16.53   | 4,056,016  | 15.05   | 1,556,974   | 11.35   |
|            |  |  |   |  |   |   |   |
| 269,673    | 0.83   | 18,654   | 0.10  | 112,775  | 0.42  | 663   |   |
|            |  |  |   |  |   |   |   |
| 1,530,254  | 4.69   | 754,908  | 4.04  | 1,330,694  | 4.94  | 876,095   | 6.39  |
| 3,537,700  | 10.83  | 437,710  | 2.34  | 2,492,659  | 9.25  | 66,679  | 0.49  |
|            |  |  |   |  |   |   |   |
| 1,558,909  | 4.77   | 408,524  | 2.19  | 358,074  | 1.33  | 28,456  | 0.21  |
| 1,439,047  | 4.41   | 682,660  | 3.66  | 700,053  | 2.60  | 66,033  | 0.48  |
| 37,182     | 0.11   | 8,202  | 0.04  | 18,627   | 0.07  | 1,588   | 0.01  |
| 143,992    | 0.44   | 3,573  | 0.02  | 343,673  | 1.28  | 5,697   | 0.04  |
| 1,574,354  | 4.82   | 4,378,646  | 23.46   | 2,327,606  | 8.64  | 1,248,485   | 9.10  |
| 32,656,344 | 100.00   | 18,667,358   | 100.00  | 26,946,124   | 100.00  | 13,714,227  | 100.00  |
|            | 40,142<br>35,606<br>3,213<br>1,323<br>12,256,698<br>281,602<br>7,930,683<br>4,044,413<br>4,855,489<br>13,929,661<br>5,412,904<br>269,673<br>1,530,254<br>3,537,700<br>1,558,909<br>1,439,047<br>37,182<br>143,992<br>1,574,354 | TL         %           40,142         0.12           35,606         0.11           3,213         0.01           1,323         -           12,256,698         37.53           281,602         0.86           7,930,683         24.29           4,044,413         12.38           4,855,489         14.87           13,929,661         42.66           5,412,904         16.58           269,673         0.83           1,530,254         4.69           3,537,700         10.83           1,558,909         4.77           1,439,047         4.41           37,182         0.11           143,992         0.44           1,574,354         4.82 | 40,142         0.12         20,449           35,606         0.11         20,449           3,213         0.01         -           1,323         -         -           281,602         0.86         175,494           7,930,683         24.29         6,505,402           4,044,413         12.38         611,120           4,855,489         14.87         1,577,187           13,929,661         42.66         5,399,060           5,412,904         16.58         3,084,829           269,673         0.83         18,654           1,530,254         4.69         754,908           3,537,700         10.83         437,710           1,558,909         4.77         408,524           1,439,047         4.41         682,660           37,182         0.11         8,202           143,992         0.44         3,573           1,574,354         4.82         4,378,646 | TL         %         FC         %           40,142         0.12         20,449         0.11           35,606         0.11         20,449         0.11           3,213         0.01         -         -           1,323         -         -         -           12,256,698         37.53         7,292,016         39.06           281,602         0.86         175,494         0.94           7,930,683         24.29         6,505,402         34.85           4,044,413         12.38         611,120         3.27           4,855,489         14.87         1,5777,187         8.45           13,929,661         42.66         5,399,060         28.92           5,412,904         16.58         3,084,829         16.53           269,673         0.83         18,654         0.10           1,530,254         4.69         754,908         4.04           3,537,700         10.83         437,710         2.34           1,558,909         4.77         408,524         2.19           1,439,047         4.41         682,660         3.66           37,182         0.11         8,202         0.04 | TL         %         FC         %         TL           40,142         0.12         20,449         0.11         81,809           35,606         0.11         20,449         0.11         69,203           3,213         0.01         -         -         11,601           1,323         -         -         -         1,005           12,256,698         37.53         7,292,016         39.06         10,907,710           281,602         0.86         175,494         0.94         1,157,275           7,930,683         24.29         6,505,402         34.85         6,697,549           4,044,413         12.38         611,120         3.27         3,052,886           4,855,489         14.87         1,577,187         8.45         4,216,428           13,929,661         42.66         5,399,060         28.92         9,412,571           5,412,904         16.58         3,084,829         16.53         4,056,016           269,673         0.83         18,654         0.10         112,775           1,530,254         4.69         754,908         4.04         1,330,694           3,537,700         10.83         437,710         2.34         < | TL         %         FC         %         TL         %           40,142         0.12         20,449         0.11         81,809         0.30           35,606         0.11         20,449         0.11         69,203         0.26           3,213         0.01         -         -         1,601         0.04           1,323         -         -         -         1,005         -           12,256,698         37.53         7,292,016         39.06         10,907,710         40.35           281,602         0.86         175,494         0.94         1,157,275         4.29           7,930,683         24.29         6,505,402         34.85         6,697,549         24.73           4,044,413         12.38         611,120         3.27         3,052,886         11.33           4,855,489         14.87         1,577,187         8.45         4,216,428         15.77           13,929,661         42.66         5,399,060         28.92         9,412,571         34.94           5,412,904         16.58         3,084,829         16.53         4,056,016         15.05           269,673         0.83         18,654         0.10         112,775 | TL         %         FC         %         TL         %         FC           40,142         0.12         20,449         0.11         81,809         0.30         382,403           35,606         0.11         20,449         0.11         69,203         0.26         378,930           3,213         0.01         -         -         11,601         0.04         3,473           1,323         -         -         -         1,005         -         -           12,256,698         37.53         7,292,016         39.06         10,907,710         40.35         7,157,290           281,602         0.86         175,494         0.94         1,157,275         4.29         144,199           7,930,683         24.29         6,505,402         34.85         6,697,549         24.73         6,606,838           4,044,413         12.38         611,120         3.27         3,052,886         11.33         406,253           4,855,489         14.87         1,577,187         8.45         4,216,428         15.77         2,323,864           13,929,661         42.66         5,399,060         28.92         9,412,571         34.94         2,602,185           5,412,90 |

#### 4. Information on the non-cash loans classified as first and second group $% \left\{ 1\right\} =$

|   | G          | iroup I    | Group II |         |  |
|---|------------|------------|----------|---------|--|
| Current Period                              | TL         | FC         | TL       | FC      |  |
| Letters of guarantee                        | 31,630,753 | 8,022,283  | 240,831  | 110,773 |  |
| Confirmed bills of exchange and acceptances | 44,700     | 1,510,854  | -        | -       |  |
| Letters of credit                           | 30,161     | 8,959,467  | -        | 4,523   |  |
| Endorsements                                | -          | -          | -        | -       |  |
| Purchase guarantees for securities issued   | -          | -          | -        | -       |  |
| Factoring guarantees                        | 225,380    | 7,528      | -        | -       |  |
| Other guarantees and sureties               | 321,042    | 46,052     | -        | -       |  |
| Total Non-Cash Loans                        | 32,252,036 | 18,546,184 | 240,831  | 115,296 |  |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|   | (          | iroup I    | Group II |        |  |
|---|------------|------------|----------|--------|--|
| Prior Period                                | TL         | FC         | TL       | FC     |  |
| Letters of guarantee                        | 26,226,670 | 5,580,727  | 308,947  | 45,257 |  |
| Confirmed bills of exchange and acceptances | 53,702     | 1,142,668  | -        | 272    |  |
| Letters of credit                           | 1,762      | 6,887,315  | -        | 16,960 |  |
| Endorsements                                | -          | -          | -        | -      |  |
| Purchase guarantees for securities issued   | -          | -          | -        | -      |  |
| Factoring guarantees                        | 202,668    | 7,682      | -        | -      |  |
| Other guarantees and sureties               | -          | 20,562     | -        | -      |  |
| Total Non-Cash Loans                        | 26,484,802 | 13,638,954 | 308,947  | 62,489 |  |

#### 5. Information on the non-cash loans classified as first and second group

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Trading Derivatives                                  |                |              |
| Foreign Currency Related Derivative Transactions (I) | 28,048,820     | 39,674,975   |
| Currency Forwards                                    | 2,770,498      | 1,615,985    |
| Currency Swaps                                       | 24,420,686     | 37,185,682   |
| Currency Futures                                     | -              | -            |
| Currency Options                                     | 857,636        | 873,308      |
| Interest Rate Derivative Transactions (II)           | 16,961,096     | 17,066,824   |
| Interest Rate Forwards                               | -              | -            |
| Interest Rate Swaps                                  | 16,961,096     | 17,066,824   |
| Interest Rate Options                                | -              | -            |
| Securities Call Put Options                          |                |              |
| Interest Rate Futures                                | -              | -            |
| Other Trading Derivatives (III)                      | 16,340,947     | 11,037,611   |
| A. Total Trading Derivatives (I+II+III)              | 61,350,863     | 67,779,410   |
| Hedging Derivatives                                  |                |              |
| Fair Value Hedges                                    | -              | -            |
| Cash Flow Hedges                                     | -              | -            |
| Hedges for Foreign Currency Investments              | -              | -            |
| B. Total Hedging Derivatives                         | -              | -            |
| Derivative Transactions (A+B)                        | 61,350,863     | 67,779,410   |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

|                                     |               |            | December 3  | 1, 2017    |                     |            |
|-------------------------------------|---------------|------------|-------------|------------|---------------------|------------|
|                                     | Up to 1 Month | 1-3 Months | 3-12 Months | 1-5 Years  | 5 Years<br>and Over | Tota       |
| Currency swaps:                     | op to 1 month | 1 5 Months | 5 12 Months | 1 5 10015  | diid Over           | 1010       |
| Purchase                            | 3,321,304     | 3,044,756  | 908,460     | 271,380    | -                   | 7,545,900  |
| Sale                                | 718,359       | 795,056    | 899,832     | 287,826    | -                   | 2,701,073  |
| Currency forwards:                  |               |            |             |            |                     |            |
| Purchase                            | 191,078       | 237,194    | 861,239     | 96,150     |                     | 1,385,661  |
| Sale                                | 190,999       | 237,075    | 860,677     | 96,086     | -                   | 1,384,837  |
| Cross currency interest rate swaps: |               |            |             |            |                     |            |
| Purchase                            | 264,597       | 37,800     | 303,700     | 6,677,071  | 140,118             | 7,423,280  |
| Sale                                | 161,595       | 25,580     | 303,700     | 6,126,870  | 132,682             | 6,750,427  |
| Interest rate swaps:                |               |            |             |            |                     |            |
| Purchase                            | 100,000       | 100,000    | -           | 4,262,921  | 4,017,627           | 8,480,548  |
| Sale                                | 100,000       | 100,000    | -           | 4,262,921  | 4,017,627           | 8,480,548  |
| Options:                            |               |            |             |            |                     |            |
| Purchase                            | 333,265       | 19,141     | 73,700      | -          | -                   | 426,106    |
| Sale                                | 336,538       | 19,392     | 75,600      | -          | -                   | 431,530    |
| Other trading derivatives:          |               |            |             |            |                     |            |
| Purchase                            | 38,820        | 75,600     | 415,800     | 2,683,002  | 3,430,128           | 6,643,350  |
| Sale                                | 2,646,434     | 2,316,290  | 326,755     | 1,945,000  | 2,463,118           | 9,697,597  |
| Total purchases                     | 4,249,064     | 3,514,491  | 2,562,899   | 13,990,524 | 7,587,873           | 31,904,851 |
| Total sales                         | 4,153,925     | 3,493,393  | 2,466,564   | 12,718,703 | 6,613,427           | 29,446,012 |
| Total                               | 8,402,989     | 7,007,884  | 5,029,463   | 26,709,227 | 14,201,300          | 61,350,863 |
|                                     |               |            | December 3  | 1, 2016    |                     |            |
|                                     | Up to 1 Month | 1-3 Months | 3-12 Months | 1-5 Years  | 5 Years<br>and Over | Tota       |
| Currency swaps:                     | •             |            |             |            |                     |            |
| Purchase                            | 8,131,383     | 4,142,976  | 59,393      | 333,432    |                     | 12,667,184 |
| Sale                                | 5,967,447     | 3,320,505  | 57,412      | 406,566    | -                   | 9,751,930  |
| Currency forwards:                  |               |            |             |            |                     |            |
| Purchase                            | 91,264        | 240,192    | 436,920     | 39,781     | -                   | 808,157    |
| Sale                                | 91,595        | 240,137    | 436,440     | 39,656     | -                   | 807,828    |
| Cross currency interest rate swaps: |               |            |             |            |                     |            |
| Purchase                            | -             | -          | 826,025     | 7,055,829  | -                   | 7,881,854  |
| Sale                                | -             | -          | 434,479     | 6,450,235  | -                   | 6,884,714  |
| Interest rate swaps:                |               |            |             |            |                     |            |
| Purchase                            | -             | _          | 1,231,927   | 3,384,843  | 3,916,642           | 8,533,412  |
| Sale                                | -             | -          | 1,231,927   | 3,384,842  | 3,916,643           | 8,533,412  |
| Ontine                              |               |            |             |            |                     |            |
| Options: Purchase                   | 407,926       | 20,002     | -           |            | -                   | 427,928    |
| Sale                                | 424,764       | 20,616     | -           | -          | -                   | 445,380    |
| Other trading derivatives:          |               |            |             |            |                     |            |
| Purchase                            | 70,300        | 210,900    | 246,049     | 1,922,502  | 1,883,038           | 4,332,789  |
| Sale                                | 2,700,249     | 1,037,023  | 215,525     | 1,521,775  | 1,230,250           | 6,704,822  |
| Total purchases                     | 8,700,873     | 4,614,070  | 2,800,314   | 12,736,387 | 5,799,680           | 34,651,324 |
| Total sales                         | 9,184,055     | 4,618,281  | 2,375,783   | 11,803,074 | 5,146,893           | 33,128,086 |
| Total                               | 17,884,928    | 9,232,351  | 5,176,097   | 24,539,461 | 10,946,573          | 67,779,410 |
|                                     | ,,            | ,,         | ., -,       | , ,        | ., ,                | . , ,      |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### 6. Contingent assets and liabilities

Group allocates TL 5,871 as provision for lawsuits against the Group (December 31, 2016: TL 7,662).

#### 7. Services rendered on behalf of third parties

The Parent Bank acts as an investment agent for banking transactions on behalf of its customers and provides custody services. Such transactions are followed under off-balance sheet accounts. The Parent Bank's custody services and banking transactions on behalf of individuals and corporate customers do not present a material portion.

#### IV. INFORMATION ON DISCLOSURES RELATED TO THE CONSOLIDATED STATEMENT OF INCOME

#### 1. Interest income

#### Information on interest income received from loans

|  | Current Period |           | Pr         | ior Period |
|--|----------------|-----------|------------|------------|
|  | TL             | FC        | TL         | FC         |
| Short-term loans   | 4,818,618      | 214,105   | 4,375,361  | 207,352    |
| Medium and long-term loans                               | 10,638,423     | 2,507,378 | 7,535,971  | 1,880,672  |
| Non-performing loans                                     | 137,052        | -         | 269,572    | -          |
| Premiums received from resource utilization support fund | -              | -         | -          | -          |
| Total  | 15,594,093     | 2,721,483 | 12,180,904 | 2,088,024  |

#### Information on interest income received from banks

|  | Current Period |        | Prior Period |        |
|--|----------------|--------|--------------|--------|
|  | TL             | FC     | TL           | FC     |
| Central Bank of the Republic of Turkey | -              | 6      | -            | 198    |
| Domestic Banks                         | 164,088        | 5,711  | 95,516       | 1,851  |
| Foreign Banks                          | 651            | 40,240 | 342          | 23,274 |
| Foreign Head Office and Branches       | -              | -      | -            | -      |
| Total                                  | 164,739        | 45,957 | 95,858       | 25,323 |

#### Information on interest income received from marketable securities portfolio

|   | Current Period |         | Prior Period |         |
|---|----------------|---------|--------------|---------|
|   | TL             | FC      | TL           | FC      |
| Financial assets held for trading   | 18,182         | 869     | 7,891        | 1,055   |
| Financial assets where fair value change is reflected to income statement | -              | -       | -            | -       |
| Financial assets available for sale                                       | 1,481,282      | 253,931 | 1,225,597    | 287,852 |
| Investments held to maturity  | 1,111,569      | 48,705  | 706,281      | 1,463   |
| Total   | 2,611,033      | 303,505 | 1,939,769    | 290,370 |

#### Information on interest income received from associates and subsidiaries

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Interest Received from Associates and Subsidiaries | -              | 8            |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### 2. Interest Expense

#### Interest expense on funds borrowed

|  | Current Period |         | Prior   | Period  |
|--|----------------|---------|---------|---------|
|  | TL             | FC      | TL      | FC      |
| Banks                                  | 192,335        | 594,784 | 134,386 | 329,113 |
| Central Bank of the Republic of Turkey | -              | 99      | -       | -       |
| Domestic Banks                         | 114,994        | 25,392  | 59,952  | 19,416  |
| Foreign Banks                          | 77,341         | 569,293 | 74,434  | 309,697 |
| Foreign Head Offices and Branches      | -              | -       | -       |         |
| Other Institutions                     | -              | 53,953  | -       | 44,617  |
| Total                                  | 192,335        | 648,737 | 134,386 | 373,730 |

#### Interest expense paid to associates and subsidiaries

|   | <b>Current Period</b> | Prior Period |
|---|-----------------------|--------------|
| Interests paid to the associates and subsidiaries | 132,348               | 24,678       |

#### Interest expense on securities issued

As at and for the year ended at December 31, 2017, interest paid to securities issued is TL 1,059,739 (December 31, 2016: TL 691,897).

|                                       | Current Period |         | Prior Period |         |
|---------------------------------------|----------------|---------|--------------|---------|
|                                       | TL             | FC      | TL           | FC      |
| Interest expense on securities issued | 532,626        | 527,113 | 321,968      | 369,929 |

#### Maturity structure of the interest expense on deposits

|                                   |                    |                  |                   | Time Depo         | sits            |                     |                       |           |
|-----------------------------------|--------------------|------------------|-------------------|-------------------|-----------------|---------------------|-----------------------|-----------|
| Current Period                    | Demand<br>Deposits | Up to<br>1 Month | Up to<br>3 Months | Up to<br>6 Months | Up to<br>1 Year | More than<br>1 Year | Cumulative<br>deposit | Total     |
| TL                                |                    |                  |                   |                   |                 |                     |                       |           |
| Interbank deposits                | -                  | 4,583            | 181,129           | 3,707             | -               | -                   | -                     | 189,419   |
| Saving deposits                   | -                  | 278,663          | 3,336,384         | 226,701           | 32,556          | 16,695              | 119                   | 3,891,118 |
| Public sector deposits            | 9,611              | 362,078          | 699,671           | 111,071           | 375,522         | 20,612              | -                     | 1,578,565 |
| Commercial deposits               | 87                 | 509,951          | 1,211,479         | 247,147           | 22,461          | 793                 | -                     | 1,991,918 |
| Other deposits                    | -                  | 84,740           | 374,560           | 154,694           | 7,720           | 1,302               | -                     | 623,016   |
| Deposits with 7 days notification | -                  | -                | -                 | -                 | -               | -                   | -                     | _         |
| Total                             | 9,698              | 1,240,015        | 5,803,223         | 743,320           | 438,259         | 39,402              | 119                   | 8,274,036 |
| FC                                |                    |                  |                   |                   |                 |                     |                       |           |
| Foreign Currency<br>deposits      | 21,775             | 25,633           | 641,645           | 47,405            | 29,271          | 112,830             | -                     | 878,559   |
| Interbank deposits                | 2,812              | 6,046            | 19,432            | 464               | 5,313           | 13,958              | -                     | 48,025    |
| Deposits with 7 days notification | -                  | -                | -                 | -                 | -               | -                   | -                     | -         |
| Precious metal deposits           | -                  | -                | -                 | -                 | -               | -                   | -                     | -         |
| Total                             | 24,587             | 31,679           | 661,077           | 47,869            | 34,584          | 126,788             | -                     | 926,584   |
| Grand Total                       | 34,285             | 1,271,694        | 6,464,300         | 791,189           | 472,843         | 166,190             | 119                   | 9,200,620 |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

| Time Deposits                     |                    |                  |                   |                   |                 |                     |                       |           |
|-----------------------------------|--------------------|------------------|-------------------|-------------------|-----------------|---------------------|-----------------------|-----------|
| Prior Period                      | Demand<br>Deposits | Up to<br>1 Month | Up to<br>3 Months | Up to<br>6 Months | Up to<br>1 Year | More than<br>1 Year | Cumulative<br>deposit | Total     |
| TL                                | рерозиз            | 1 MOIIII         | 3 Months          | O MOIICIIS        | 1 1601          | 1 1601              | черози                | 10(01     |
| Interbank deposits                | -                  | 50,936           | 124,957           | -                 | 5,449           | 12,337              | -                     | 193,679   |
| Saving deposits                   | -                  | 60,356           | 2,763,745         | 172,556           | 29,617          | 12,540              | -                     | 3,038,814 |
| Public sector deposits            | 22,342             | 356,076          | 662,052           | 62,623            | 179,128         | 21,863              | -                     | 1,304,084 |
| Commercial deposits               | 89                 | 412,802          | 938,081           | 140,868           | 15,856          | 450                 | -                     | 1,508,146 |
| Other deposits                    | 4                  | 89,305           | 324,753           | 91,558            | 7,164           | 1,849               | -                     | 514,633   |
| Deposits with 7 days notification | -                  | -                | -                 | -                 | -               | -                   | -                     | -         |
| Total                             | 22,435             | 969,475          | 4,813,588         | 467,605           | 237,214         | 49,039              | -                     | 6,559,356 |
| FC                                |                    |                  |                   |                   |                 |                     | -                     |           |
| Foreign Currency deposits         | 24,182             | 25,417           | 410,909           | 31,379            | 19,459          | 98,917              | -                     | 610,263   |
| Interbank deposits                | 663                | 1,730            | 12,364            | 2,147             | 1,184           | 7,060               | -                     | 25,148    |
| Deposits with 7 days notification | -                  | -                | -                 | -                 | -               | -                   | -                     | -         |
| Precious metal deposits           | -                  | -                | -                 | -                 | -               | -                   | -                     | -         |
| Total                             | 24,845             | 27,147           | 423,273           | 33,526            | 20,643          | 105,977             | -                     | 635,411   |
| Grand Total                       | 47,280             | 996,622          | 5,236,861         | 501,131           | 257,857         | 155,016             | -                     | 7,194,767 |

#### 3. Dividend Income

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Trading Purpose Financial Assets                      | 80             | 73           |
| Financial Assets at Fair Value through Profit or Loss | -              | -            |
| Available-for-Sale Financial Assets                   | 234            | 22,443       |
| Others  | 47,167         | 39,220       |
| Total   | 47,481         | 61,736       |

#### 4. Information on trading income/losses

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Income                                       | 14,405,506     | 9,373,771    |
| Income from capital market operations        | 5,126,139      | 3,246,495    |
| Income from derivative financial instruments | 3,763,265      | 3,364,513    |
| Foreign exchange gains                       | 5,516,102      | 2,762,763    |
| Losses                                       | (14,211,059)   | (8,868,733)  |
| Loss from capital market operations          | (5,077,693)    | (3,222,444)  |
| Loss from derivative financial instruments   | (3,778,946)    | (3,009,715)  |
| Foreign exchange loss                        | (5,354,420)    | (2,636,574)  |
| Net trading profit/loss                      | 194,447        | 505,038      |

Net loss arising from changes in foreign exchange rate that relate to the Group's derivative financial instruments based on foreign exchange rate is TL 110,499 as at and for the year ended December 31, 2017 (December 31, 2016: net profit of TL 345,690).

# >> CONVENIENCE TRANSLATION OF PUBLICLY ANNOUNCED CONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH, SEE IN NOTE I. OF SECTION THREE TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### 5. Other operating income

|  | Current Period | <b>Prior Period</b> |
|--|----------------|---------------------|
| Income from reversal of the specific provisions for loans from prior periods | 937,669        | 668,315             |
| Earned insurance premiums (net of reinsurance share)                         | 1,207,630      | 892,467             |
| Communication income   | 43,602         | 40,316              |
| Gain on sale of assets   | 149,607        | 165,307             |
| Income from private pension business   | 102,575        | 78,307              |
| Rent income  | 770            | 987                 |
| Other income   | 643,392        | 158,637             |
| Total  | 3,085,245      | 2,004,336           |

#### 6. Provision expenses for losses on loans and other receivables

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Specific provisions on loans and other receivables     | 2,214,490      | 1,963,013    |
| Loans and receivables in Group III                     | 495,617        | 743,731      |
| Loans and receivables in Group IV                      | 595,073        | 526,966      |
| Loans and receivables in Group V                       | 1,123,800      | 692,316      |
| Non-performing commissions and other receivables       | -              | -            |
| General provision expenses                             | 208            | 213,855      |
| Provision for possible losses                          | 500,000        | -            |
| Impairment losses on securities                        | 550            | 4,688        |
| Trading securities                                     | 126            | 6            |
| Investment securities available-for-sale               | 424            | 4,682        |
| Impairment losses from associates, subsidiaries, joint |                |              |
| ventures and marketable securities held to maturity    | 29,147         | 25,297       |
| Associates   | -              | -            |
| Subsidiaries   | 2,525          | -            |
| Joint ventures   | -              | -            |
| Investment securities held-to-maturity                 | 26,622         | 25,297       |
| Other (*)  | 98,163         | 126,756      |
| Total  | 2,842,558      | 2,333,609    |

Other provision expenses amounting to TL 98,163 is comprised of provision for non-cash loans that are not indemnified or converted into cash and provision for cheques amounting to TL 48,866, other provision expenses related to loans amounting to TL 14,793 and other provision expenses amounting to TL 34,504. (Other provision expenses amounting to TL 126,756 is comprised of provision for non-cash loans that are not indemnified or converted into cash and provision for cheques amounting to TL 44,085, other provision expenses related to loans amounting to TL 22,896 and other provision expenses amounting to TL 59,775, as of December 31, 2016.)

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### 7. Other operating expenses

|  | Current Period | <b>Prior Period</b> |
|--|----------------|---------------------|
| Personnel costs                                | 1,979,798      | 1,663,884           |
| Reserve for employee termination benefits      | 49,531         | 30,847              |
| Provision for deficit in pension funds         | -              | -                   |
| Impairment losses on tangible assets           | -              | -                   |
| Depreciation expenses on tangible assets       | 150,160        | 140,921             |
| Impairment losses on intangible assets         | -              | 409                 |
| Amortization expenses on intangible assets     | 30,270         | 25,756              |
| Impairment losses on assets to be disposed     | -              | 5,278               |
| Depreciation expenses on assets to be disposed | -              | 19,723              |
| Impairment losses on assets held for sale      | -              | -                   |
| Other operating expenses                       | 2,413,794      | 1,984,578           |
| Operational lease related expenses             | 258,477        | 232,514             |
| Repair and maintenance expenses                | 68,416         | 52,947              |
| Advertisement expenses                         | 129,056        | 94,760              |
| Other expenses                                 | 1,957,845      | 1,604,357           |
| Loss on sale of assets                         | 2,302          | 3,351               |
| Other <sup>(*)</sup>                           | 1,108,292      | 1,031,957           |
| Total  | 5,734,147      | 4,906,704           |

Other operating expenses amounting to TL 1,108,292 (December 31, 2016: TL 1,031,957) is comprised of provision expenses for dividends to the personnel amounting to TL 168,500 (December 31, 2016: TL 147,970), tax, fees and funds expenses amounting to TL 163,010 (December 31, 2016: TL 141,588), Saving Deposits Insurance Fund expenses amounting to TL 168,783 (December 31, 2016: TL 138,469), Compensation pensions amounting to TL 9,807 (December 31, 2016: TL 47,034), cumulative/noncumulative commission expenses amounting to TL 91,727 (December 31, 2016: TL 79,694), production commission expenses to TL 251,574 (December 31, 2016: TL 240,676) and other expenses amounting to TL 254,891 (December 31, 2016: TL 236,526)

#### 8. Information on income/loss from discontinued and continuing operations

Information and detailed tables on profit before tax from continuing operations are presented in disclosures 1-7 in this section. The Group has no discontinued operations.

#### 9. Information on tax provision from discontinued and continuing operations

Information on provision for taxes on income from continuing operations is presented in disclosure 11 in this section. The Group has no discontinued operations.

#### 10. Information on net profit/loss from discontinued and continuing operations

Information on net profit/loss from continuing operations is presented in disclosures 1-13 in this section. The Group has no discontinued operations.

#### 11. Provision for taxes

#### Current year taxation benefit or charge and deferred tax benefit or charge

In the current period, the Group recorded a tax provision of TL 831,655 (December 31, 2016: TL 741,888) from the operating profit in accordance with the Corporate Tax Law and other laws and regulations.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### Deferred tax charge arising from temporary differences, tax losses and unused tax credits

| Sources of deferred tax benefit/charge                                   | Current Period | Prior Period |
|--|----------------|--------------|
| Arising from Origination/ (Reversal) of Deductible Temporary Differences | (48,316)       | 26,473       |
| Arising from (Origination)/ Reversal of Taxable Temporary Differences    | (112,056)      | (8,919)      |
| Arising from Origination/ (Reversal) of Tax Losses                       | -              | -            |
| Arising from Tax Rate Change   | -              |              |
| Total  | (160,372)      | 17,554       |

The table of the tax provision reconciliation related with the group for the years December 31, 2017 and December 31, 2016 is as below.

|                    | Current Period     | Prior Period |  |
|--------------------|--------------------|--------------|--|
| Profit before tax  | 4,957,892          | 3,395,524    |  |
| Additions          | 1,646,277          | 1,090,863    |  |
| Reductions         | (1,517,989)        | (172,535)    |  |
| Other              | (985,237)          | (694,457)    |  |
| Basis              | 4,166,181          | 3,619,395    |  |
| Corporate tax rate | %20 <sup>(*)</sup> | 20%          |  |
| Tax calculated     | 804,637            | 723,879      |  |
| Other corrections  | 187,390            | (31,397)     |  |
| Tax expense        | 992,027            | 692,482      |  |

<sup>(\*)</sup>Different tax rates are used in our subsidiary operating abroad.

#### 12. Net profit and loss

#### Any further explanation on operating results needed for a proper understanding of the Bank's performance

Group has incurred TL 22,045,179 interest income and TL 13,073,305 interest expense, also incurred TL 1,235,550 amount of net fee and commission income from its ordinary banking operations (December 31, 2016: TL 16,964,189 interest income, TL 9,727,956 interest expense, TL 912,483 net fee and commission income).

Any changes in estimations, that might have a material effect on current and subsequent period, is indicated

None.

#### 13. Income/loss related to non-controlling interest

|   | Current Period | <b>Prior Period</b> |
|---|----------------|---------------------|
| Income/(losses) related to non-controlling interest | 84,914         | 2,528               |

## 14. Information related to the sub-accounts which constitute at least 20% of other items, in case of the components of other items in the income statement exceeding 10% of the group total

Other fees and commission income of the Group mainly consist of credit card fees and commissions, money transfer commissions, research fees

Other fees and commission expenses of the Group mainly consist of credit card fees and commissions, commission paid for funds borrowed from foreign banks.

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### V. INFORMATION AND DISCLOSURES RELATED TO STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

#### 1. Information on increases that occur after revaluation of available-for-sale investments

Movement tables related to revaluation differences of available-for-sale investments where valuation differences arising from the fair value measurement of available-for-sale assets, subsidiaries and affiliates are recorded are as follows:

| oir value changes in the current year aluation differences transferred to the statement of income fect of deferred and corporate taxes | Current Period | Prior Period |
|--|----------------|--------------|
| Valuation differences at the beginning of the year   | (195,457)      | (9,331)      |
| Fair value changes in the current year   | 120,429        | (227,237)    |
| Valuation differences transferred to the statement of income   | (34,098)       | (6,970)      |
| Effect of deferred and corporate taxes   | (15,709)       | 48,081       |
| Valuation differences at the end of the year   | (124,835)      | (195,457)    |
| Valuation Difference of the Subsidiaries and Affiliates  | Current Period | Prior Period |
| Valuation differences at the beginning of the year   | 64,288         | 39,342       |
| Fair value changes in the current year   | (2,813)        | 26,317       |
| Valuation differences transferred to the statement of income   |                |              |

# Fair value changes in the current year (2,813) 26,317 Valuation differences transferred to the statement of income Effect of deferred and corporate taxes 234 (1,371) Valuation differences at the end of the year 61,709 64,288

#### 2. Information on increases in cash flow hedges

None.

#### 3. Reconciliation of the beginning and end of the year balances of foreign exchange differences

As of December 31, 2017, foreign currency translation differences of (27,252) TL (December 31, 2016: 59,217 TL), which occurred from converting abroad subsidiaries' financial statements to TL for consolidation purpose, is accounted under other reserves in the enclosed consolidated financial statements.

#### 4. Information on correction differences of shareholders' equity accounts due to inflation

In compliance with BRSA's Circular on April 28, 2005 on ceasing the inflation accounting application, the balances resulted from the inflation accounting application as at December 31, 2004 and booked according to the Uniform Chart of Accounts and the related Articles, are transferred to the main accounts that were subject to the inflation accounting adjustments except for "capital reserves from inflation adjustments". The balance of "capital reserves from inflation adjustments" account is transferred to "other capital reserves" account. In 2006, the Bank has increased its paid in capital through "other capital reserves" by TL 605,763.

#### 5. Information on profit distribution

As per the resolution of 63 Annual General Assembly held on June 9, 2017, the net profit of the year 2016 which amounts to TL 2,683,101 after deferred tax income deducted is decided to be distributed as legal reserves amounting to TL 268,310, extraordinary reserves amounting to TL 2,245,347, special funds amounting to TL 49,444 and dividends to equity holders of the Parent Bank amounting to TL 120,000.

#### 6. Information on decreases of revaluation of available-for-sale investments

Revaluation differences of available-for-sale investments has resulted with increase in the current year. Detailed information about the increases is explained above in Note 1.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### VI. INFORMATION AND DISCLOSURES ON STATEMENT OF CASH FLOWS

## 1. Disclosures for "other" items in statement of cash flows and effect of change in foreign currency rates cash and cash equivalents

"Other" item under the "operating profit before changes in operating assets and liabilities" amounting to TL (2,718,309) (December 31, 2016: TL (2,889,842)) is comprised of other operating expense in the balance sheet, fees and commission expense, and cash amount of trading profit/loss.

"Net increase/decrease in other liabilities" amounting to TL 11,074,733 (December 31, 2016: TL 779,053) under "changes in operating assets and liabilities" is mainly comprised of find based cash inflows from repurchase agreements.

"Other" balance under "net cash flow from investing activities" amounting to TL (59,102) (December 31, 2016: TL (56,519)) is comprised of purchases of intangible assets.

When calculating exchange rate effect on cash and cash equivalents, related assests' high turnover rate are taken into consideration. Each exchange rate's arithmetic average of the last five days before the report date and provision of average TL that is calculated from the difference from current period's exchange rate are reflected as an effect of exchange rate change on the cash flow statement. Except for the above-mentioned, banks that have less than three months to maturity are accepted as cash equivalents and average TL provision is calculated by difference between related operation's per term exchange rate and current period's exchange rate. As of December 31, 2017 impact of the exchange rate change on cash and cash equivalents is TL (137,492) (December 31, 2016: TL 53,516).

#### 2. Cash flows from acquisition of associates, subsidiaries and joint-ventures

There is not any cash flow that is related with Bank's subsidiaries in the current and previous periods.

#### 3. Cash flows from the disposal of associates, subsidiaries and joint-ventures

The Parent Bank had realized the sale of its shares in Güneş Sigorta A.Ş, which amounts to TL 232, corresponding to its 500,000 number of shares in the current period.

#### 4. Information on cash and cash equivalents

Information on cash and cash equivalents at the beginning of the year

|   | Prior Period          | Prior Period                        |  |  |
|---|-----------------------|-------------------------------------|--|--|
|   | December 31, 2016 Dec | December 31, 2016 December 31, 2015 |  |  |
| Cash on hand  | 1,789,993             | 1,439,972                           |  |  |
| Cash in TL  | 1,285,044             | 1,162,866                           |  |  |
| Cash in foreign currency  | 504,949               | 277,106                             |  |  |
| Cash equivalents  | 10,631,411            | 7,617,155                           |  |  |
| CBRT  | 22,325,509            | 19,834,346                          |  |  |
| Banks   | 5,275,489             | 6,176,019                           |  |  |
| Receivables from money markets                                    | 5,232                 | 6,699                               |  |  |
| Other   | 253,813               | 215,596                             |  |  |
| Loans and advances to banks having maturity of more than 3 months | (97,573)              | (90,084)                            |  |  |
| Restricted cash and cash equivalents                              | (17,124,659)          | (18,518,574)                        |  |  |
| Unrealized foreign exchange rate differences on cash equivalents  | (6,400)               | (6,847)                             |  |  |
| Total   | 12,421,404            | 9,057,127                           |  |  |

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Information on cash and cash equivalents at the end of the year

|   | Current Period        | Prior Period                        |  |  |
|---|-----------------------|-------------------------------------|--|--|
|   | December 31, 2017 Dec | December 31, 2017 December 31, 2016 |  |  |
| Cash on hand  | 1,990,874             | 1,789,993                           |  |  |
| Cash in TL  | 1,406,685             | 1,285,044                           |  |  |
| Cash in foreign currency  | 584,189               | 504,949                             |  |  |
| Cash equivalents  | 19,771,933            | 10,631,411                          |  |  |
| CBT - Unrestricted demand deposit                                 | 26,277,100            | 22,325,509                          |  |  |
| Banks   | 13,323,799            | 5,275,489                           |  |  |
| Receivables from money markets                                    | 1,659,062             | 5,232                               |  |  |
| Other   | 388,272               | 253,813                             |  |  |
| Loans and advances to banks having maturity of more than 3 months | (639,854)             | (97,573)                            |  |  |
| Restricted cash and cash equivalents                              | (21,221,265)          | (17,124,659)                        |  |  |
| Unrealized foreign exchange rate differences on cash equivalents  | (15,181)              | (6,400)                             |  |  |
| Total   | 21,762,807            | 12,421,404                          |  |  |

## 5. Management comment on restricted cash and cash equivalents due to legal requirements or other reasons taking materiality principle into account

Reserve requirements at CBRT amounting to TL 20,881,397 as at December 31, 2017 (December 31, 2016: TL 16,815,760) has not been included in cash and cash equivalents.

Deposits of the Group amounting to TL 339,868 (December 31, 2016: TL 308,711) is blocked due to securitization loans and other ordinary operations of the Group.

#### VII. INFORMATION AND DISCLOSURES RELATED TO THE PARENT BANK'S RISK GROUP

1. Information on the volume of transactions with the Parent Bank's risk group, lending and deposits outstanding at year end and income and expenses in the current year

Information on loans and other receivables held by Parent Bank's risk group

| Current Period                       | Associates and S<br>and Joint-Ve |           | Bank's Direct and Indirect<br>Shareholders |          | Other Components<br>in Risk Group |          |
|--------------------------------------|----------------------------------|-----------|--|----------|-----------------------------------|----------|
|                                      | Cash                             | Non-Cash  | Cash                                       | Non-Cash | Cash                              | Non-Cash |
| Loans and other receivables          |                                  |           |  |          |                                   |          |
| Balance at the beginning of the year | 10                               | 1,024,338 | -  | 31,720   | 37,507                            | 22,446   |
| Balance at the end of the year       | 17                               | 1,190,628 | -  | 38,243   | 18,111                            | 34,799   |
| Interest and commission income       | -                                | 912       | -  | 38       | -                                 | 78       |

| Prior Period                         | Associates and S<br>and Joint-Ve |           | Bank's Direct ar<br>Sharehold |          | Other Components<br>in Risk Group |          |
|--------------------------------------|----------------------------------|-----------|-------------------------------|----------|-----------------------------------|----------|
|                                      | Cash                             | Non-Cash  | Cash                          | Non-Cash | Cash                              | Non-Cash |
| Loans and other receivables          |                                  |           |                               |          |                                   |          |
| Balance at the beginning of the year | 1,071                            | 811,349   | -                             | 28,550   | 822                               | 15,858   |
| Balance at the end of the year       | 10                               | 1,024,338 | -                             | 31,720   | 37,507                            | 22,446   |
| Interest and commission income       | 8                                | 651       | -                             | 32       | 424                               | 105      |

# TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

Information on deposits held by the Parent Bank's risk group

| The Parent Bank's Risk<br>Group | Associates and Subsidiaries and<br>Joint-Ventures |                     | Bank's Direct and Indirect<br>Shareholders |              | Other Comp<br>in Risk G |              |
|---------------------------------|---|---------------------|--|--------------|-------------------------|--------------|
|                                 | <b>Current Period</b>                             | <b>Prior Period</b> | <b>Current Period</b>                      | Prior Period | <b>Current Period</b>   | Prior Period |
| Deposits                        |   |                     |  |              |                         |              |
| Balance at the beginning of     |   |                     |  |              |                         |              |
| the year                        | 661,402   | 475,233             | 977,319                                    | 740,156      | 164,132                 | 104,508      |
| Balance at the end of the       |   |                     |  |              |                         |              |
| year                            | 884,201   | 661,402             | 1,100,243                                  | 977,319      | 241,646                 | 164,132      |
| Interest on deposits            | 132,348   | 24,678              | 106,934                                    | 46,267       | 486                     | 288          |

Information on forwards, options and other derivative transactions held by the Parent Bank's risk group

None.

#### 2. Disclosures of transactions with the Parent Bank's risk group

Relations with entities in the risk group of / or controlled by the Parent Bank regardless of the nature of relationship among the parties

Transactions with the risk group are made on an arms-length basis; terms are set according to the market conditions and in compliance with the Banking Law.

The branches of the Bank are agencies of Güneş Sigorta AŞ and Vakıf Emeklilik ve Hayat AŞ. Vakıf Yatırım Menkul Değerler AŞ engages with the management of the funds established by the Bank.

In addition to the structure of the relationship, type of transaction, amount, and share in total transaction volume, amount of significant items, and share in all items, pricing policy and other

The pricing of transactions with the risk group companies is set in compliance with the market prices. The ratio of cash and non-cash loans extended to the risk group to the overall cash and non-cash loans are 0.010%

(December 31, 2016: 0.025%) and 2.462% (December 31, 2016: 2.652 %) respectively.

| Current Period                |           | ncial Statement |
|-------------------------------|-----------|-----------------|
|                               | Amount    | Amount %        |
| Cash Loans                    | 18,128    | 0.010           |
| Non-Cash Loans                | 1,263,670 | 2.462           |
| Deposits                      | 2,226,090 | 1.409           |
| Forward and Option Agreements | -         | -               |

| Prior Period                  |           | npared with the<br>incial Statement |
|-------------------------------|-----------|-------------------------------------|
|                               | Amount    | Amount %                            |
| Cash Loans                    | 37,517    | 0.025                               |
| Non-Cash Loans                | 1,078,504 | 2.652                               |
| Deposits                      | 1,802,853 | 1.428                               |
| Forward and Option Agreements | -         | -                                   |

Compared with the

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

## VIII. INFORMATION ON DOMESTIC, FOREIGN AND OFF-SHORE BRANCHES OR INVESTMENTS AND FOREIGN REPRESENTATIVE OFFICES OF THE PARENT BANK

Domestic and foreign branches and representative offices

| Number of<br>Branches | Number of<br>Employees |  |  |  |
|-----------------------|------------------------|--|--|--|
| 924                   | 16,050                 |  |  |  |
|                       |                        | Country  |  |  |
|                       |                        |  |  |  |
|                       |                        |  | Total Assets   | Capital  |
| 1                     | 26                     | USA  | 10,881,965   | 62,370   |
| 1                     | 16                     | Iraq   | 329,145  | 189,000  |
| 1                     | 5                      | Bahrain  | 13,839,751   | -  |
|                       | Branches               | Branches         Employees           924         16,050           1         26 | Branches         Employees           924         16,050           Country           1         26         USA           1         16         Iraq | Branches         Employees           924         16,050           Country           Total Assets           1         26         USA         10,881,965           1         16         Iraq         329,145 |

<sup>(\*)</sup> Free zone branches in Turkey is included to domestic branches.

Opening or closing of domestic and foreign branches and representative offices and significant changes in organizational structure

During 2017, 7 new domestic branches (2016: 8 domestic branches) have been opened and 4 have been closed (2016: 4).

#### **SECTION SIX**

#### **OTHER DISCLOSURES AND FOOTNOTES**

#### I. OTHER DISCLOSURES ON THE PARENT BANK'S ACTIVITY

As per the resolution of 63rd Annual General Assembly held on June 9, 2017, the net profit of year 2016 has been decided to be distributed as follows:

|  | Profit Distribution<br>Table of Year 2016 |  |
|--|---|--|
| Bank's unconsolidated profit in its statutory financial statements       | 2,703,042                                 |  |
| Deferred tax credits   | (19,941)                                  |  |
| Net profit of the year subject to distribution                           | 2,683,101                                 |  |
| Legal reserves   | 268,310                                   |  |
| First Legal Reserves   | 134,155                                   |  |
| Reserves allocated according to banking law and articles of association. | 134,155                                   |  |
| Net profit of the year subject to distribution                           | 2,414,791                                 |  |
| Gain on sale of immovable and shares of associates and subsidiaries      | 49,444                                    |  |
| Extraordinary reserves   | 2,245,347                                 |  |
| Dividends to shareholders  | 120,000                                   |  |

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### II. INFORMATION ON THE PARENT BANK'S RATING GIVEN BY INTERNATIONAL CREDIT RATING INSTITUTIONS

| February 1, 2018 <sup>(*)</sup>             | Fitch Ratings              |
|---|----------------------------|
| Long Term Foreign Currency                  | BB+                        |
| Short Term Foreign Currency                 | В                          |
| Foreign Currency Outlook                    | Stable                     |
| Long Term Local Currency                    | BBB-                       |
| Short Term Local Currency                   | F3                         |
| Local Currency Outlook                      | Stable                     |
| National Long Term                          | AAA (tur)                  |
| National Outlook                            | Stable                     |
| Support                                     | 3                          |
| Support Rating Floor                        | BB+                        |
| Viability Note                              | bb+                        |
|   |                            |
| February 2, 2018 <sup>(*)</sup>             | Moody's Investors' Service |
| Baseline Credit Assessment                  | ba2                        |
| Local Currency Deposit Rating               | Ba1/NP                     |
| Local Currency Outlook                      | Negative                   |
| Foreign Currency Deposit Rating             | Ba2/NP                     |
| Foreign Currency Outlook                    | Negative                   |
| December 12, 2017 (*)                       | Standard&Poors             |
| December 12, 2017 (*)                       |                            |
| Foreign Currency Counterparty Credit Rating |                            |
| Foreign Currency Outlook                    | Negative                   |
| Local Currency Counterparty Credit Rating   | BB/B                       |
| Local Currency Outlook                      | Negative                   |
| Turkey National Scale                       | trAA- / trA-1              |

<sup>(\*)</sup> Dates represent last report dates.

#### III. SIGNIFICANT EVENTS AND MATTERS SUBSEQUENT TO BALANCE SHEET DATE THAT ARE NOT RESULTED

The Parent Bank has issued and offered to public a Vakıfbank bond, which has a value date of January 26, 2018, with nominal value of 400,000,000 (Full TL), with 154 days maturity, and maturity date of June 29, 2018, on January 22-23-24, 2018, and as a result of the realized issue, The Vakıfbank bond with the ISIN Code TRFVKFB61828, is determined with 201,773,448 (Full TL) nominal value, with 154 days maturity and maturity date of June 29, 2018, 13.8236% annual compound interest, 13.3082% simple interest and TL 94,684 issue price.

Book-building process in relation to issuance of the Eurobond has been completed by the Parent Bank. Coupon rate has been set at 5.75% with a yield of 5.85% in respect of USD 650 million fixed rate notes with semi-annual interest payment, having a maturity on January 30, 2023 with a term of 5 years.

The Parent Bank has issued and offered to public a Vakifbank bond, which has a value date of February 23, 2018, with nominal value of TL 200 million (Full TL), with 126 days maturity, and maturity date of June 29, 2018, on February 19-20-21, 2018, and as a result of the realized issue, The Vakifbank bond with the ISIN Code TRFVKFB61836, is determined with 267,253,694 (Full TL) nominal value, with 126 days maturity and maturity date of June 29, 2018, 13.7488% annual compound interest, 13.1730% simple interest and TL 95,650 issue price.

The Parent Bank has issued and offered to public a Vakıfbank bond, which has a value date of February 23, 2018, with nominal value of TL 100 million (Full TL), with 210 days maturity, and maturity date of September 21, 2018, on February 19-20-21, 2018, and as a result of the realized issue, The Vakıfbank bond with the ISIN Code TRFVKFB91817, is determined with 46,272,511 (Full TL) nominal value, with 210 days maturity and maturity date of September 21, 2018, 14.0756% annual compound interest, 13.6809% simple interest and TL 92,703 issue price.

## TÜRKİYE VAKIFLAR BANKASI TÜRK ANONIM ORTAKLIĞI AND ITS FINANCIAL SUBSIDIARIES EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2017

(Amounts expressed in thousands of Turkish Lira ("TL") unless otherwise stated.)

#### **SECTION SEVEN**

#### **INDEPENDENT AUDITORS' REVIEW REPORT**

#### I. INFORMATION ON LIMITED REVIEW REPORT

The consolidated financial statements and footnotes of the Bank and its financial subsidiaries as at and for the year ended December 31, 2017, have been audited by PwC Bağımsız Denetim ve Serbest Muhasebeci Mali Müşavirlik AŞ. It was noted in their review report dated March 2, 2018 that nothing material has come to their attention that caused them to believe that the accompanying consolidated interim financial statements do not give a true and fair view of the Group's financial position and results of its operations as at and for the year ended December 31, 2017.

#### II. EXPLANATIONS AND FOOTNOTES PREPARED BY INDEPENDENT AUDITOR

There are no important aspects and necessary explanations and footnotes that are not mentioned in the sections above that are related with the Parent Bank's operations.

## >> EVALUATION OF THE BANK'S FINANCIAL POSITION, PROFITABILITY AND SOLVENCY

Adopting a profitable, efficient and highquality growth strategy, VakıfBank, with its vision to be the Leader Bank of Strong Turkey, continues its services with 16,097 employees in 927 branches as of 2017 year end.

#### **» ASSESSMENT ON THE ASSETS**

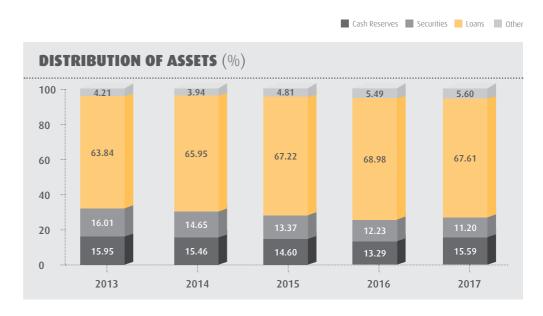
VakifBank continued the growth in its assets also in 2017 while its assets increased by 27.30% compared to the previous year-end and reached TL 270,572 million. When we examine the structure of the total assets we see that total loans with 67.61% share are the most important item in the assets. In 2017, VakıfBank's performing loans, the fundamental intermediary function in the banking sector, increased by 24.77% and reached TL 182,932 million. Some 73.79% of total performing loans are composed of commercial loans while 26.21% is composed of retail loans. VakıfBank increased its commercial loans by 27.84% while increasing retail loans by 16.85%. When we examine the structure of retail loans, we see that mortgage loans increased by 11.68% while auto loans increased by 4.19%, and general consumer loans increased by 21.07%.

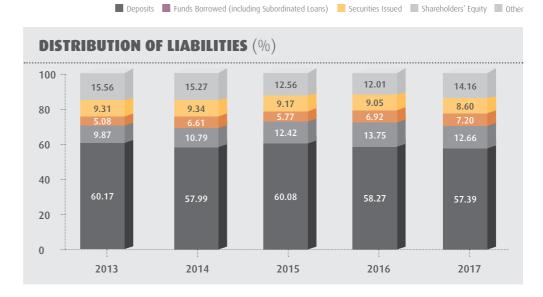
In 2017, VakıfBank's non-performing loans ratio was 4.01%. In the same period, VakıfBank's securities portfolio increased by 16.60% and reached TL 30,316 million. The share of the securities portfolio in the assets is 11.20%.

#### » ASSESSMENT ON THE LIABILITIES

In 2017, while VakifBank's total liabilities increased by 27.30%, the increase in deposits was 25.39%. The share of deposits in total liabilities amounted to 57.39%. The most important item in the funding structure is deposits amounting to TL 155,277 as of year-end 2017. Some 80.60% of the deposits are term deposits while 19.40% is demand deposits.

Diversifying the sources of funds and performing effective cost management, VakifBank increased the securities issued





## >> EVALUATION OF THE BANK'S FINANCIAL POSITION, PROFITABILITY AND SOLVENCY

to TL 19,485 million. The local and foreign investors' demand for the securities issued by the Bank, made a contribution to the diversification of funding sources and the extension of the maturity structure.

In 2017, VakifBank's shareholder's equity increased by 20.89% compared to the previous year end and reached TL 23,258 million. Moreover, the share of equity in the assets was 8.60%.

#### » ASSESSMENT ON PROFITABILITY

In 2017, VakifBank's net period profit reached TL 3,723 million increasing by 37.75% compared to the previous year end. In the same period, VakifBank's interest income reached TL 21,444 million while the interest expense was TL 12,823 million. Furthermore, VakifBank's net interest revenue was TL 8,621 million. Compared to the previous period, the interest income increased by 29.51% while the interest expense was increasing by 33.70%. Thus, the ratio of interest income to interest expenses was 167.24%.

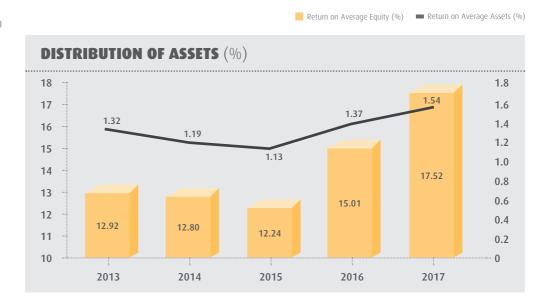
As of year-end 2017, VakifBank's return on average equity 17.52% while its return on average assets was 1.54%.

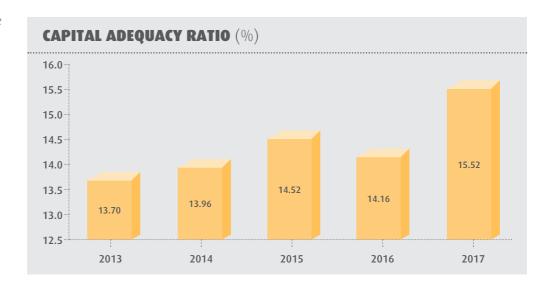
#### **Solvency Ratio**

Keeping the share of the interest bearing assets in the total assets at 92.64% in 2017, VakifBank continued its strong liquidity structure, and maintained its solvency ratio.

Continuing its growth in loans without compromising on risk control, VakıfBank's capital adequacy ratio, with 15.52%, which was above the legal limits and target ratio, was another indicator of its financial strength. The capital adequacy ratio's long term progress is given in the chart.

In the following period, VakifBank will expand its customer base and increase its product diversity while it continues to grow using potential growth opportunities in and outside the country.





## >> INTERNATIONAL CREDIT RATINGS

| February 2018 <sup>(*)</sup>                      | Fitch Ratings              |
|---|----------------------------|
| Long-Term Foreign Currency                        | BB+                        |
| Short-Term Foreign Currency                       | В                          |
| Foreign Currency Outlook                          | Stable                     |
| Long-Term Local Currency                          | BBB-                       |
| Short-Term Local Currency                         | F3                         |
| Local Currency Outlook                            | Stable                     |
| National Long-Term Rating                         | AAA (tur)                  |
| National Outlook                                  | Stable                     |
| Support Rating                                    | 3                          |
| Support Rating Floor                              | BB+                        |
| Viability Rating                                  | bb+                        |
|   |                            |
| 2 <sup>nd</sup> of February, 2018 <sup>(*)</sup>  | Moody's Investors' Service |
| BCA (Baseline Credit Assessment)                  | ba2                        |
| LC Deposit  | Ba1/NP                     |
| Outlook on LC                                     | Negative                   |
| FC Deposit  | Ba2/NP                     |
| Outlook on FC                                     | Negative                   |
|   |                            |
| 12 <sup>th</sup> of December, 2017 <sup>(*)</sup> | Standard&Poors             |
| FC Credit   | вв/в                       |
| Outlook on FC                                     | Negative                   |
| LC Credit   | BB/B                       |
| Outlook on LC                                     | Negative                   |
| National Rating                                   | trAA-/trA-1                |

<sup>(\*)</sup> Most recent dates of changes in credit ratings and outlooks.

**NET PROFIT OR LOSS FOR THE PERIOD** 

## >> FIVE-YEAR SUMMARY FINANCIAL INFORMATION

| ASSETS (TL MILLION)                                | 2013        | 2014        | 2015                                   | 2016        | 2017        |
|--|-------------|-------------|--|-------------|-------------|
| Cash and banks (including Interbank money markets) | 21,607,218  | 24,455,599  | 26,719,055                             | 28,255,619  | 42,184,754  |
| Securities   | 21,692,002  | 23,178,509  | 24,451,698                             | 25,999,793  | 30,316,048  |
| Loans  | 86,496,223  | 104,343,442 | 122,974,478                            | 146,618,992 | 182,932,228 |
| Commercial loans                                   | 56,008,662  | 71,492,889  | 86,363,710                             | 105,581,895 | 134,979,672 |
| Retail loans                                       | 30,487,561  | 32,850,553  | 36,610,768                             | 41,037,097  | 47,952,556  |
| Non-performing loans (net)                         | 255,994     | 240,075     | 806,175                                | 1,093,383   | 1,039,387   |
| Non-performing loans (gross)                       | 3,531,427   | 3,974,372   | 4,850,213                              | 6,413,503   | 7,638,206   |
| Special provisions (-)                             | 3,275,433   | 3,734,297   | 4,044,038                              | 5,320,120   | 6,598,819   |
| Affiliates and subsidiaries                        | 1,610,993   | 1,736,982   | 1,874,609                              | 2,096,602   | 2,563,016   |
| Tangible fixed assets                              | 1,223,535   | 1,454,883   | 2,378,114                              | 2,637,742   | 2,729,756   |
| Other assets                                       | 2,610,078   | 2,808,236   | 3,742,995                              | 5,837,774   | 8,806,521   |
| TOTAL ASSETS                                       | 135,496,043 | 158,217,726 | 182,947,124                            | 212,539,905 | 270,571,710 |
| LIABILITIES (TL MILLION)                           | 2013        | 2014        | 2015                                   | 2016        | 2017        |
| Deposits   | 81,532,814  | 91,756,968  | 109,922,534                            | 123,838,377 | 155,277,122 |
| Term deposits                                      | 67,855,955  | 74,944,145  | 89,644,574                             | 99,404,340  | 125,159,851 |
| Demand deposits                                    | 13,676,859  | 16,812,823  | 20,277,960                             | 24,434,037  | 30,117,271  |
| Interbank money market                             | 14,477,081  | 16,385,302  | 12,744,041                             | 12,895,334  | 22,270,837  |
| Funds borrowed                                     | 11,404,812  | 14,927,048  | 18,555,997                             | 24,193,770  | 28,307,621  |
| Subordinated loans                                 | 1,974,142   | 2,138,030   | 4,169,474                              | 5,031,213   | 5,935,969   |
| Securities issued                                  | 6,884,826   | 10,457,757  | 10,547,759                             | 14,707,745  | 19,485,098  |
| Provisions   | 2,014,284   | 2,437,139   | 2,923,772                              | 3,224,092   | 3,412,482   |
| Shareholders' equity                               | 12,616,321  | 14,771,750  | 16,767,548                             | 19,238,711  | 23,257,818  |
| Paid-in capital                                    | 2,500,000   | 2,500,000   | 2,500,000                              | 2,500,000   | 2,500,000   |
| Profit or loss                                     | 1,585,539   | 1,753,273   | 1,930,109                              | 2,703,042   | 3,723,383   |
| Last year's profit or loss                         | 0           | 0           | 0                                      | 0           | 0           |
| Net profit or loss                                 | 4,591,763   | 5,343,732   | 7,315,999                              | 9,410,663   | 12,625,763  |
| TOTAL LIABILITIES                                  | 135,496,043 | 158,217,726 | 182,947,124                            | 212,539,905 | 270,571,710 |
| PROFIT/LOSS (TL MILLION)                           | 2013        | 2014        | 2015                                   | 2016        | 2017        |
| Interest income                                    | 9,220,570   | 11,373,587  | 13,630,050                             | 16,557,626  | 21,444,094  |
| Interest expense                                   | 4,430,953   | 6,722,109   | 8,143,569                              | 9,590,985   | 12,822,668  |
| Net interest income                                | 4,789,617   | 4,651,478   | 5,486,481                              | 6,966,641   | 8,621,426   |
| Net fee and commission income                      | 686,511     | 709,334     | 921,084                                | 980,883     | 1,330,665   |
| Dividend income                                    | 54,001      | 66,288      | 62,219                                 | 91,753      | 93,561      |
| Capital market trading income (net)                | 259,065     | 123,513     | 32,951                                 | 379,677     | 19,128      |
| Foreign exchange gains (net)                       | -27,408     | 99,606      | 66,523                                 | 104,136     | 145,084     |
| Other operating income                             | 708,320     | 1,345,534   | 1,048,278                              | 954,031     | 1,673,529   |
| Total operating income                             | 6,470,106   | 6,995,753   | 7,617,536                              | 9,477,121   | 11,883,393  |
| Provisions for loans and other receivables (-)     | 1,671,867   | 1,537,060   | 2,246,514                              | 2,787,533   | 1,857,239   |
| Other operating expenses (-)                       | 2,629,953   | 3,110,210   | 3,610,183                              | 3,835,083   | 4,420,728   |
| Operating profit                                   | 1,982,914   | 2,213,676   | 2,470,293                              | 3,395,524   | 4,675,132   |
|  |             |             | ······································ | ·····       |             |

1,585,539

1,753,273

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| NET PROFIT OR LOSS                     | 6.43            | 7.12   | 7.41           | 7.20           | 7.59   |
|--|-----------------|--------|----------------|----------------|--------|
| Shareholders' Equity                   | 6.51            | 6.37   | 6.39           | 6.41           | 6.48   |
| Total Assets                           | 7.82            | 7.93   | 7.76           | 7.78           | 8.31   |
| Guarantees and Commitments             | 6.99            | 7.46   | 7.21           | 7.32           | 7.71   |
| Total Funds Borrowed                   | 5.74            | 6.26   | 6.57           | 7.15           | 6.83   |
| Demand Deposits                        | 7.72            | 8.47   | 8.51           | 8.27           | 8.29   |
| Term Deposits                          | 8.83            | 8.77   | 8.90           | 8.58           | 9.29   |
| Deposits                               | 8.62            | 8.72   | 8.83           | 8.52           | 9.08   |
| Special Provisions (-)                 | 14.49           | 13.88  | 11.40          | 11.81          | 13.00  |
| Non-Performing Loans (Gross)           | 11.92           | 10.91  | 10.20          | 11.03          | 11.94  |
| Non-Performing Loans (Net)             | 3.64            | 2.52   | 6.67           | 8.33           | 7.85   |
| Retail Loans                           | 9.18            | 9.23   | 9.51           | 9.77           | 9.82   |
| Commercial Loans                       | 7.83            | 8.08   | 7.85           | 8.03           | 8.38   |
| Loans                                  | 8.26            | 8.41   | 8.28           | 8.45           | 8.72   |
| Securities Portfolio                   | 7.72            | 7.79   | 7.69           | 7.85           | 7.55   |
| MARKET SHARE (%)                       | 2013            | 2014   | 2015           | 2016           | 2017   |
|  | 12.72           | 12.00  | 12.27          | 13.01          | 17.32  |
| Return on Average Equity               | 12.92           | 12.80  | 12.24          | 15.01          | 17.52  |
| Return on Average Assets               | 1.32            | 1.19   | 1.13           | 1.37           | 1.54   |
| Capital Adequacy Ratio                 | 13.70           | 13.96  | 14.52          | 14.16          | 15.52  |
| Funds Borrowed/Total Liabilities       | 8.42            | 9.43   | 10.14          | 11.38          | 10.46  |
| Shareholders' Equity/Total Liabilities | 9.31            | 9.34   | 9.17           | 9.05           | 8.60   |
| Demand Deposits/Total Deposits         | 16.77           | 18.32  | 18.45          | 19.73          | 19.40  |
| Deposits/Total Liabilities             | 60.17           | 57.99  | 60.08          | 58.27          | 57.39  |
| Non-performing Loans/Total Loans       | 3.92            | 3.67   | 3.79           | 4.19           | 4.01   |
| Commercial Loans/Loans                 | 64.75           | 31.48  | 29.77<br>70.23 | 27.99<br>72.01 | 73.79  |
| Loans/Deposits                         | 106.09<br>35.25 | 113.72 | 111.87         | 118.40         | 117.81 |
| Loans/Total Assets                     | 63.84           | 65.95  | 67.22          | 68.98          | 67.21  |
| Securities/Total Assets                | 16.01           | 14.65  | 13.37          | 12.23          | 11.20  |
| C / / / / 1 / A                        | 4 4 0 4         | 44.65  | 40.07          | 42.22          | 44.00  |

**KEY RATIOS (%)** 





