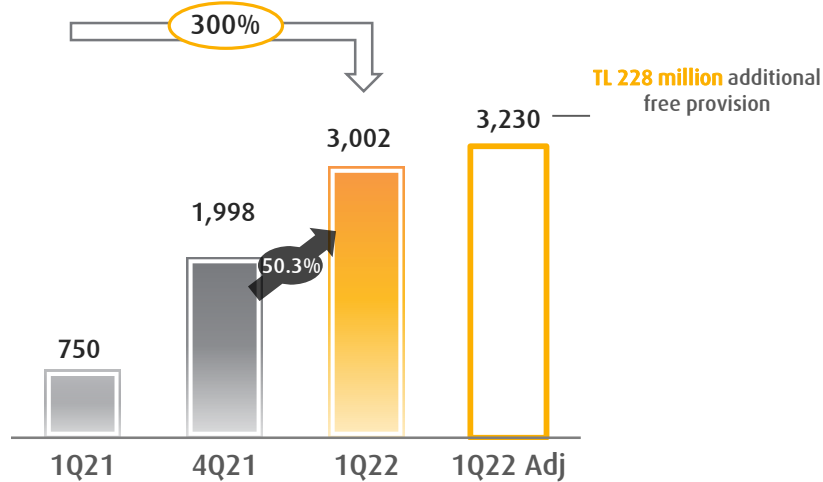




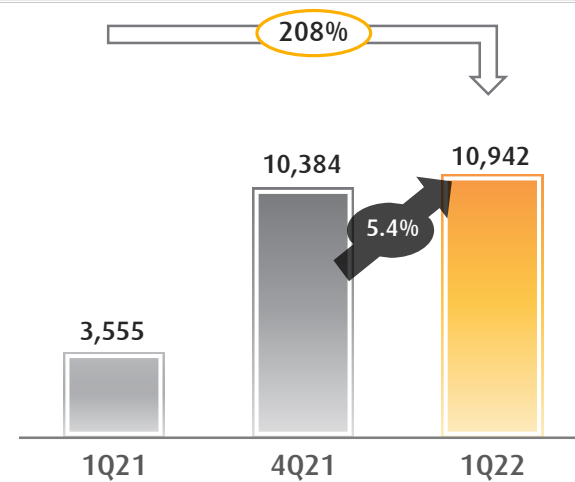
Earnings Presentation BRSA Bank-Only 1Q22 May 10, 2022

1Q22 Earnings and Profitability

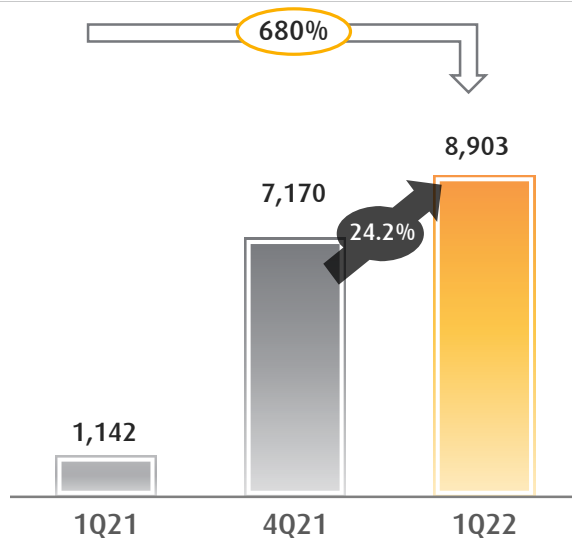
Net Income (TL million)



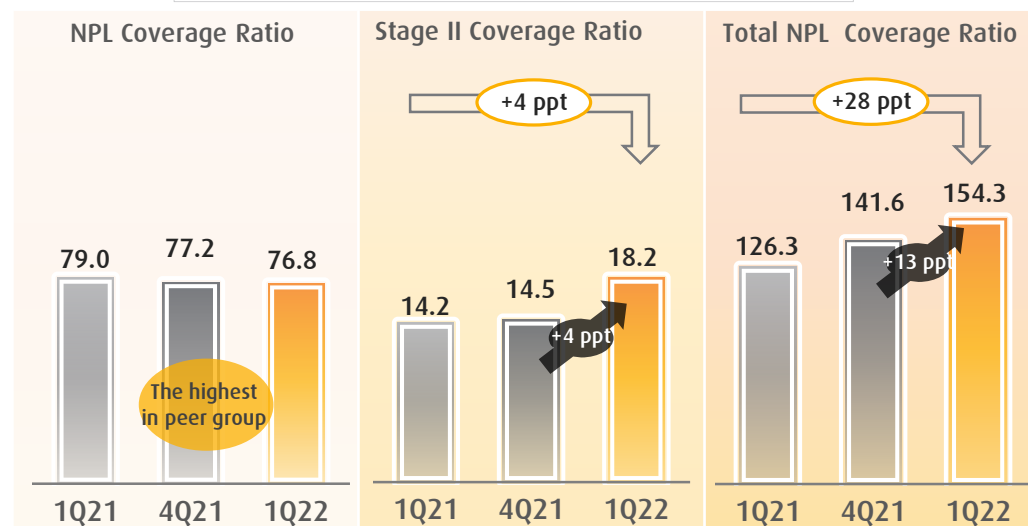
Core Banking Revenue (TL million)*



Pre-Provisions Profit**

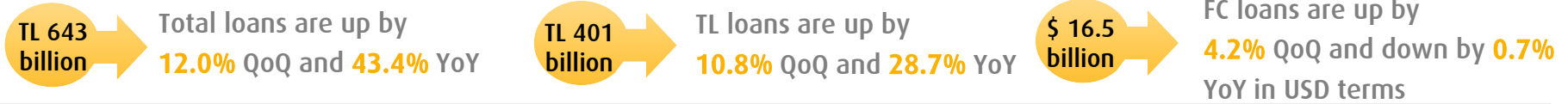


Coverage Ratios (%)

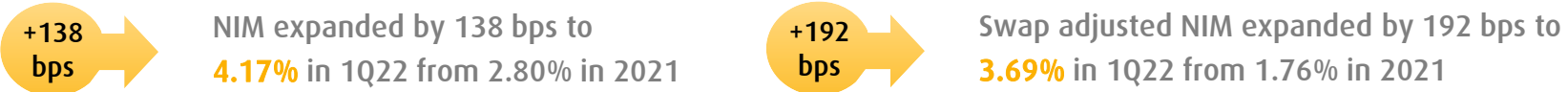


Key Highlights of 1Q22

Commercial loan driven quarterly lending activity



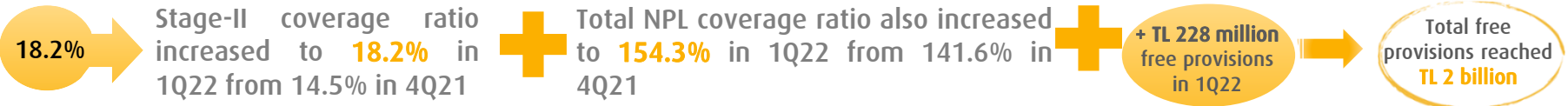
Effective NIM management



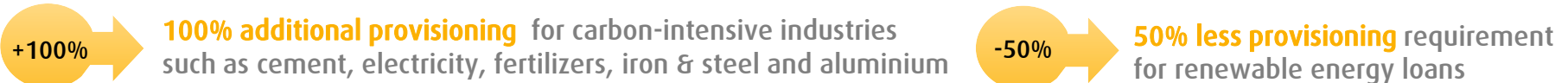
All time low cost/income ratio



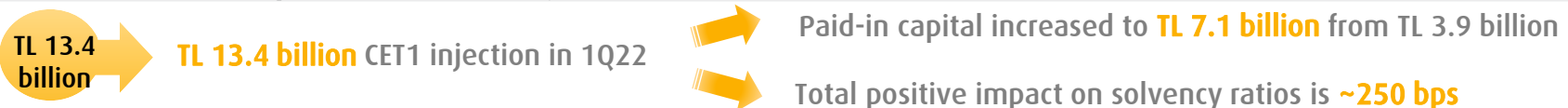
Further increased coverage ratios



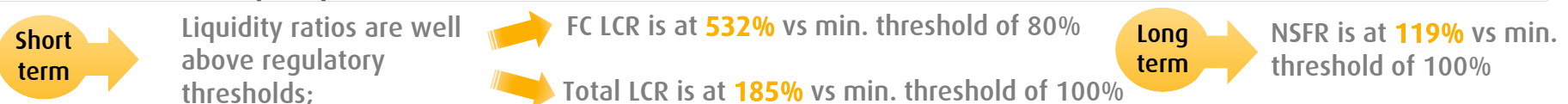
The first Turkish bank incorporated sustainability approach to its provisioning policy



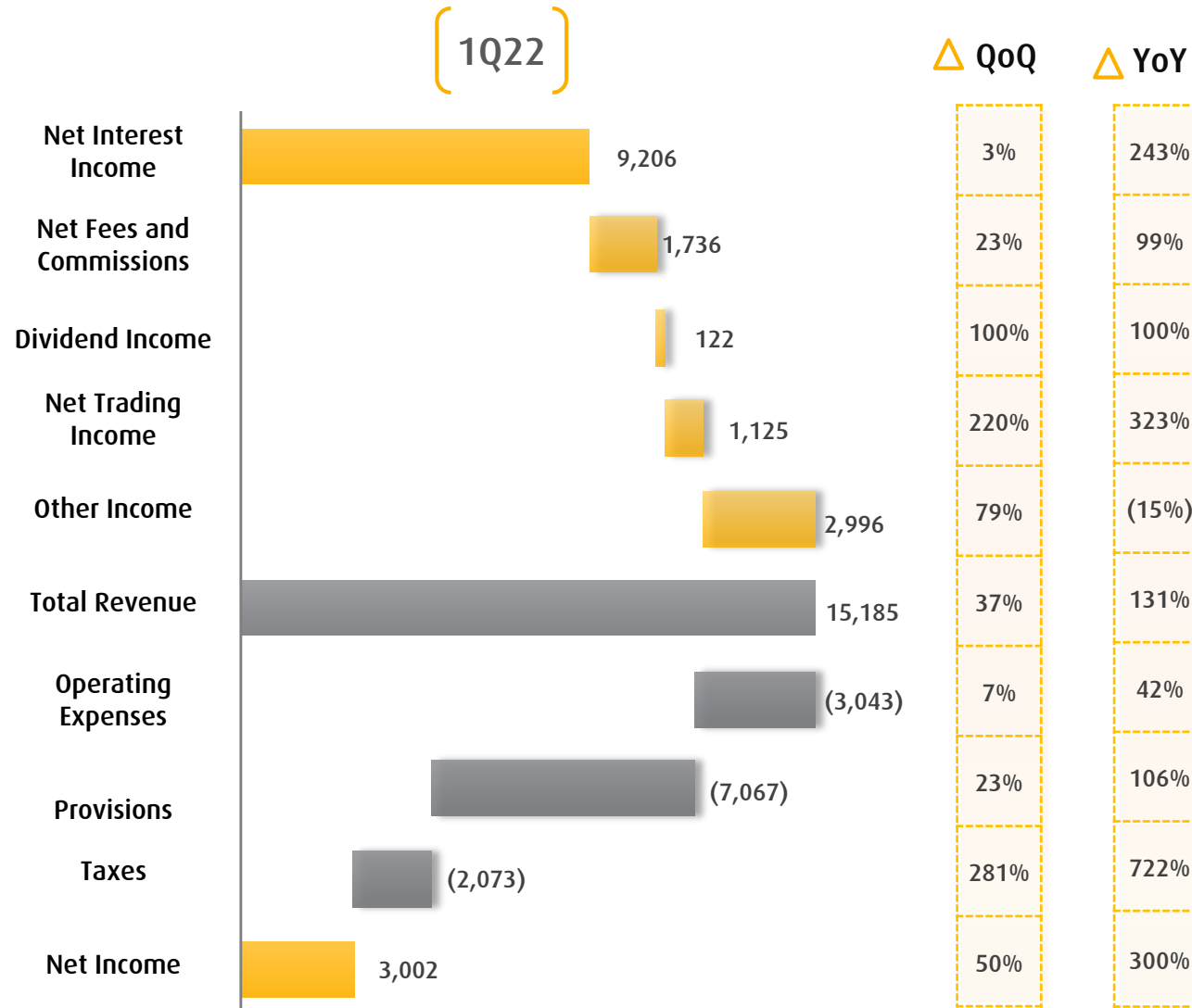
Enhanced solvency ratios via CET1 injection



Comfortable FX liquidity levels



1Q22 P&L Details

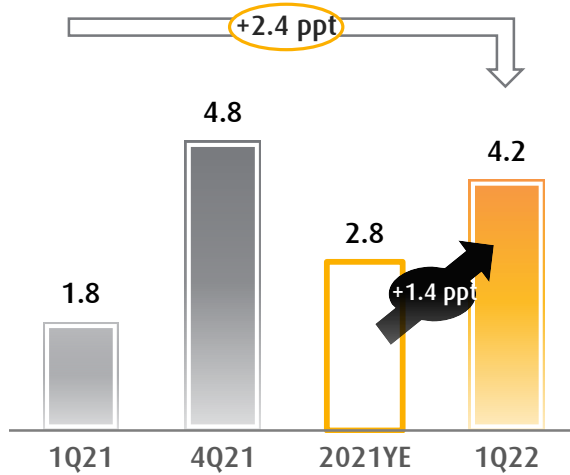


| Free Provisions | |
|-----------------|---------------------|
| 2017 | +TL 500 mio |
| 2018 | +TL 530 mio |
| 2019 | -TL 178 mio |
| 2020 | +TL 220 mio |
| 2021 | +TL 700 mio |
| 1Q22 | +TL 228 mio |
| Total | TL 2 billion |

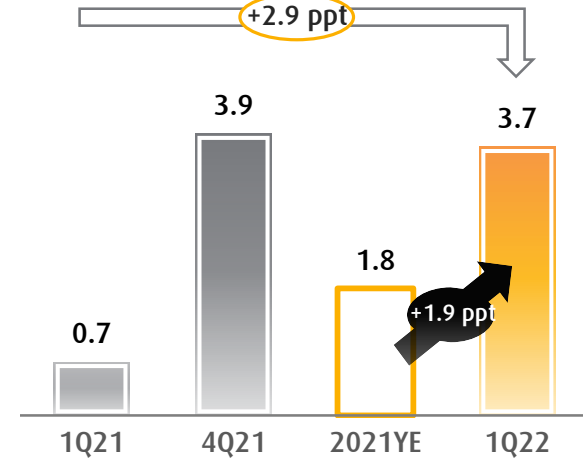
41%
Effective Tax
Rate

Effective NIM management

Net Interest Margin (NIM %)



Swap Adjusted Net Interest Margin (%)



CPI Expectations

| 1Q22 Oct-Oct CPI 39.9% | 2Q22 Oct-Oct CPI 58.2% |
|------------------------------|------------------------------|
|------------------------------|------------------------------|

CPI
linker
Income

TL 5.4
billion

TL 11.9
billion

CPI
amount

TL 85
billion

TL 90
billion*

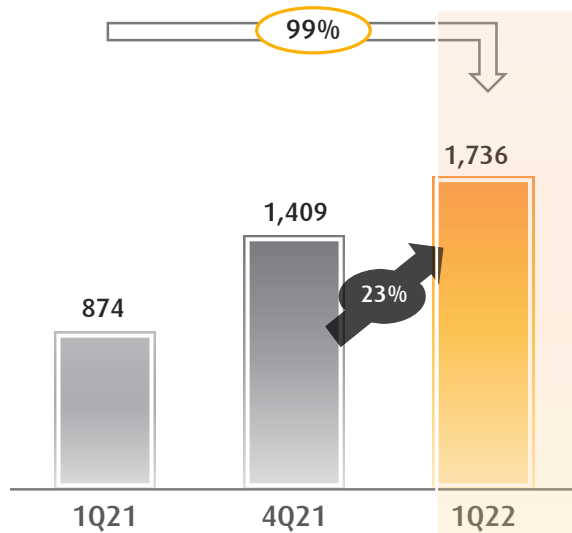
CPI-linkers
reaching
112%
of equity

Total Money Market Funding

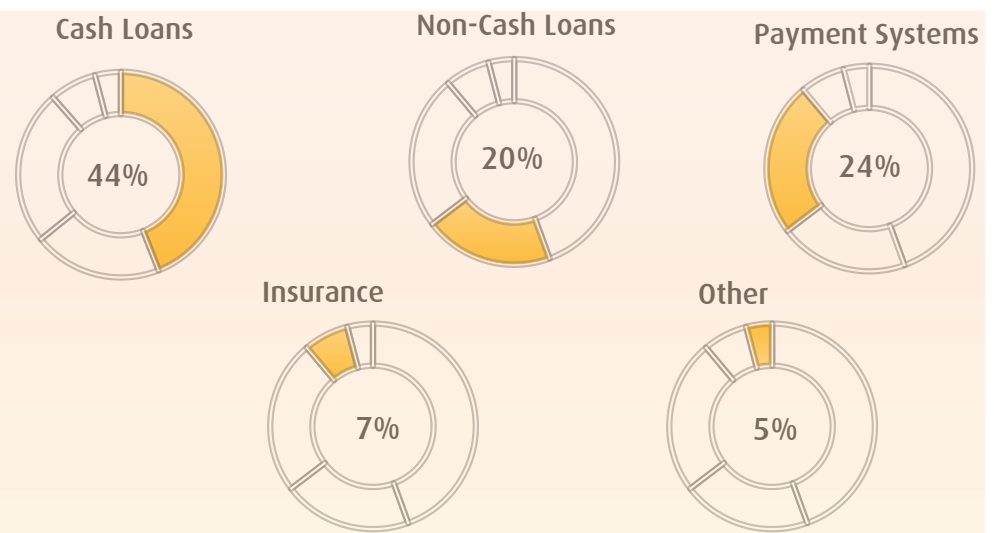
| | 1Q21 | 2Q21 | 3Q21 | 4Q21 | 1Q22 |
|--|------------------|------------------|------------------|------------------|------------------|
| Quarterly average total money market funding | TL 103.4 billion | TL 112.6 billion | TL 122.1 billion | TL 129.7 billion | TL 119.8 billion |
| Quarterly average cost of money market funding | 16.38% | 18.55% | 18.85% | 16.23% | 14.06% |
| Average Swap Usage | TL 44.2 billion | TL 42.4 billion | TL 47.6 billion | TL 41.1 billion | TL 32.2 billion |
| Swap Cost | TL1,583 million | TL 1,782 million | TL 2,148 million | TL1,708 million | TL1,076 million |

Net Fee & Commission Income Breakdown

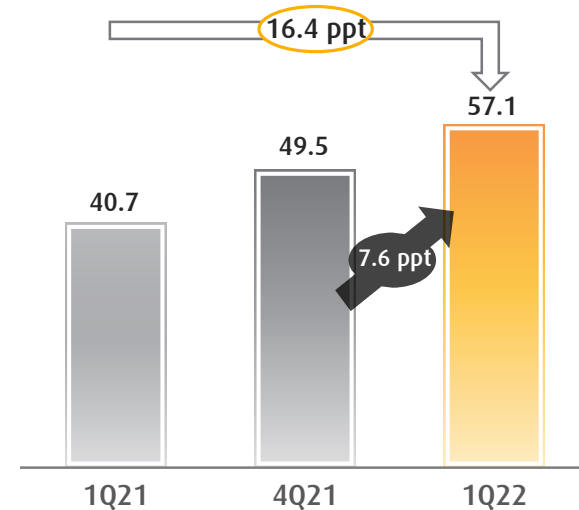
Net Fee & Commission Income (TL million)



Net Fee & Commission Income Breakdown



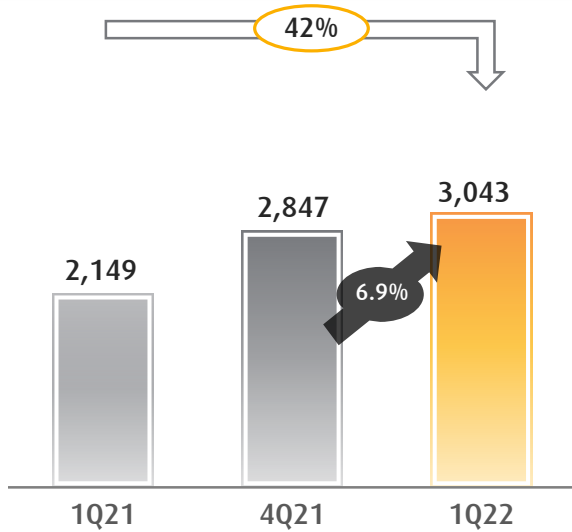
Fee/Opex Ratio (%)



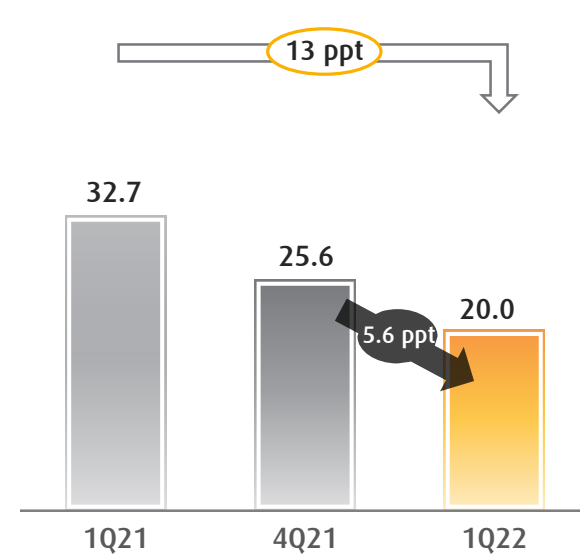
| | Quarterly Growth | Annual Growth |
|------------------|------------------|---------------|
| Payment Systems | 4% | 81% |
| Cash Loans | 37% | 168% |
| Non - Cash Loans | 32% | 72% |

All-time low cost/income ratio

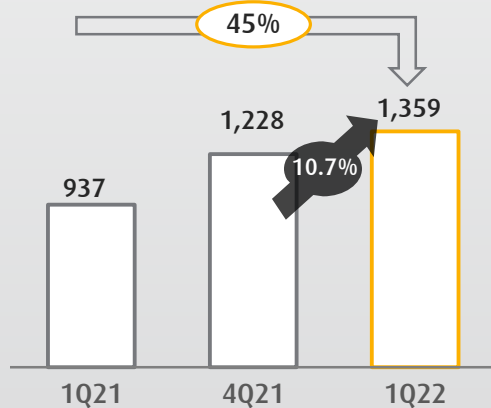
Opex (TL million)



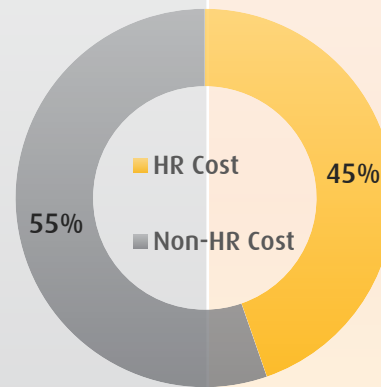
Cost/Income Ratio (%)



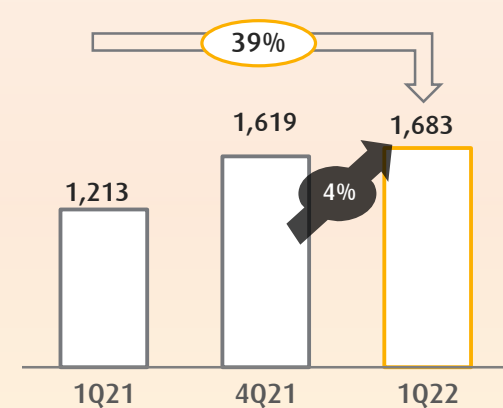
HR Cost (TL million)



Breakdown of OPEX

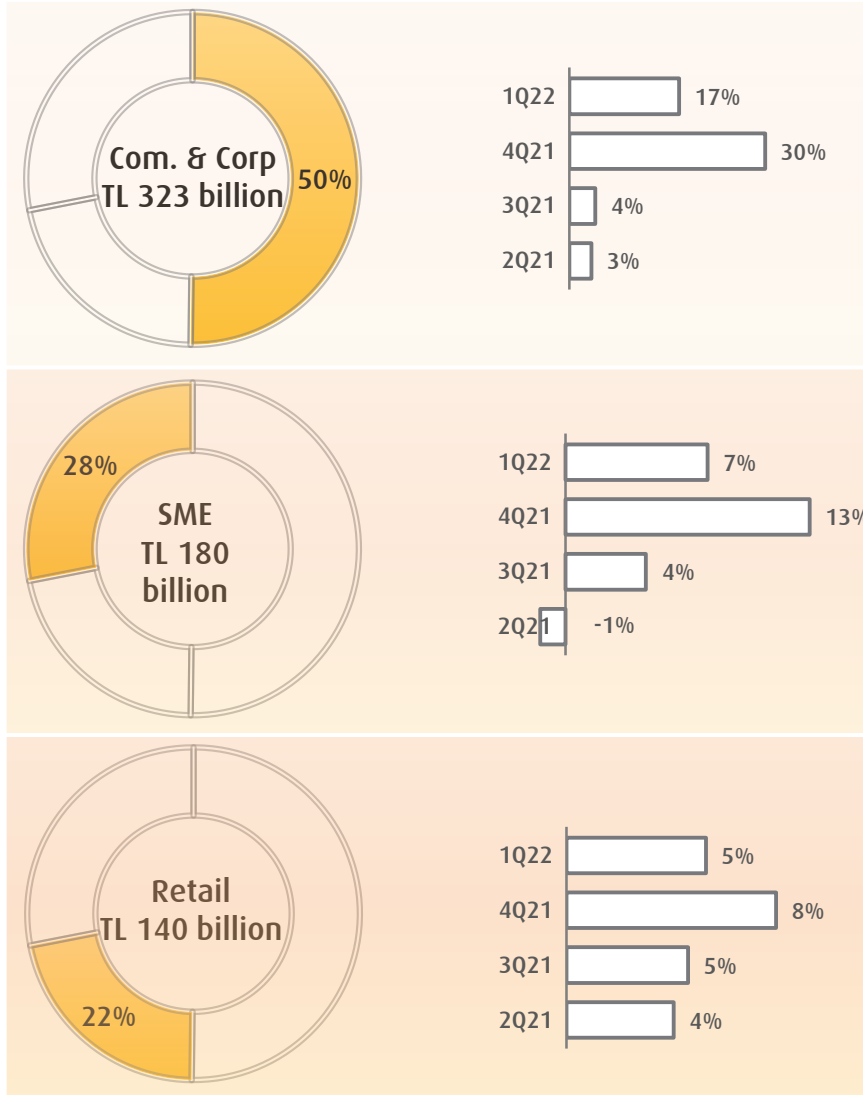


Non-HR Cost (TL million)

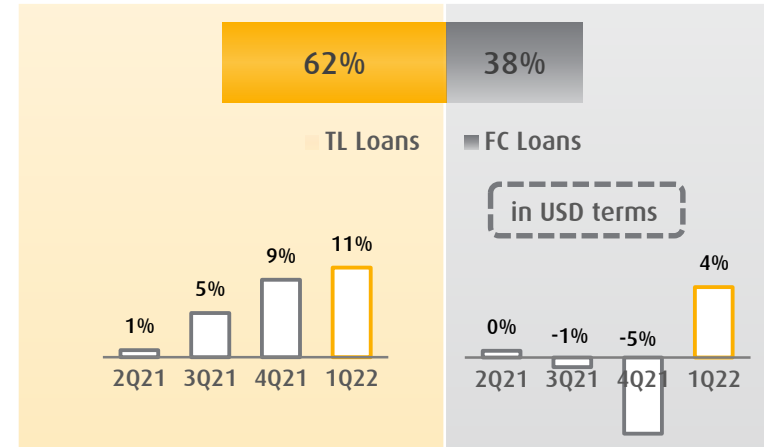


Well-diversified & stable loan breakdown

Portfolio Breakdown (%)



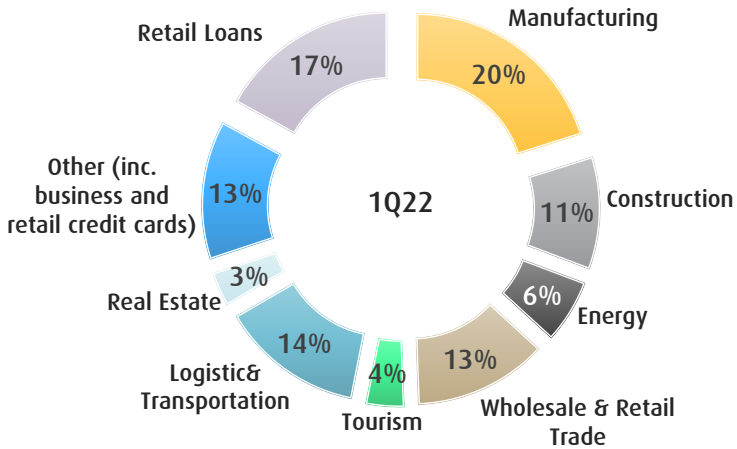
Portfolio Breakdown (%)



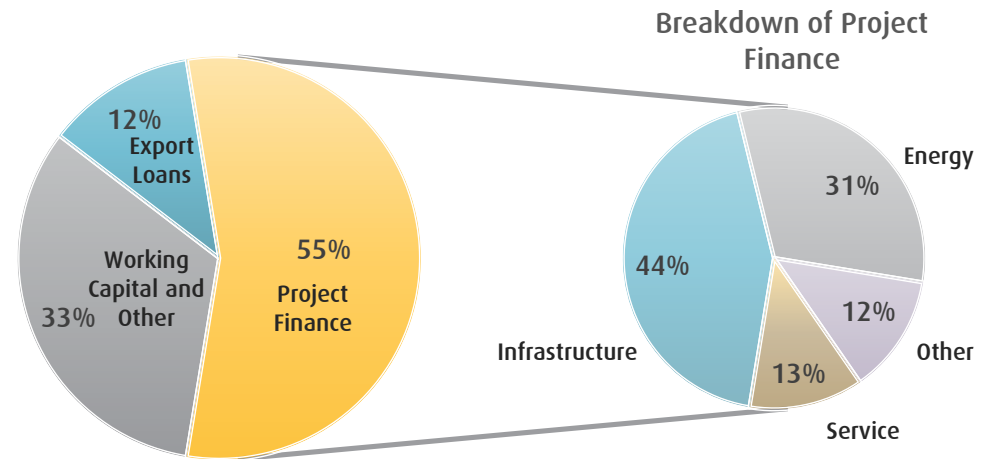
| | VB QoQ | Sector QoQ | VB YoY | Sector YoY | Market Share |
|---------------------|--------|------------|--------|------------|--------------|
| Total Loan Growth | 12.0% | 12.3% | 43.4% | 45.7% | 11.7% |
| TL Loan Growth | 10.8% | 13.7% | 28.7% | 33.2% | 12.4% |
| FC Loan Growth (\$) | 4.2% | 0.7% | (0.7%) | (5.8%) | 10.6% |

Breakdown of loan portfolio

Sector Breakdown of Cash Loans



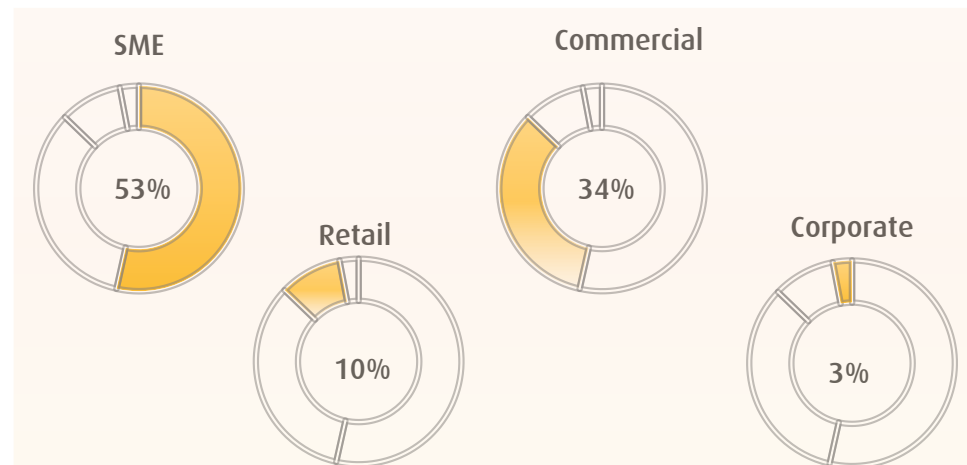
Breakdown of FC Loans



CGF Loans (TL billion)

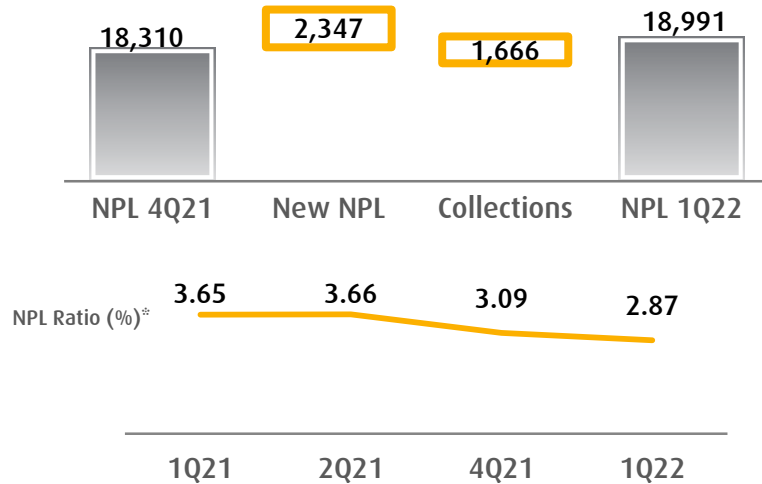
| | 2Q21 | 3Q21 | 4Q21 | 1Q22 |
|------------------------------------|------------------------|------------------------|------------------------|------------------------|
| Covid Related Non-Retail CGF Loans | TL 35.0 billion | TL 31.0 billion | TL 27.5 billion | TL 27.5 billion |
| Covid Related Retail CGF Loans | TL 7.3 billion | TL 6.0 billion | TL 4.6 billion | TL 3.5 billion |
| Pre-Covid CGF Loans | TL 8.1 billion | TL 6.8 billion | TL 6.1 billion | TL 4.7 billion |
| Total CGF Loans | TL 50.4 billion | TL 43.8 billion | TL 38.2 billion | TL 35.7 billion |

Segment Breakdown of CGF Loans

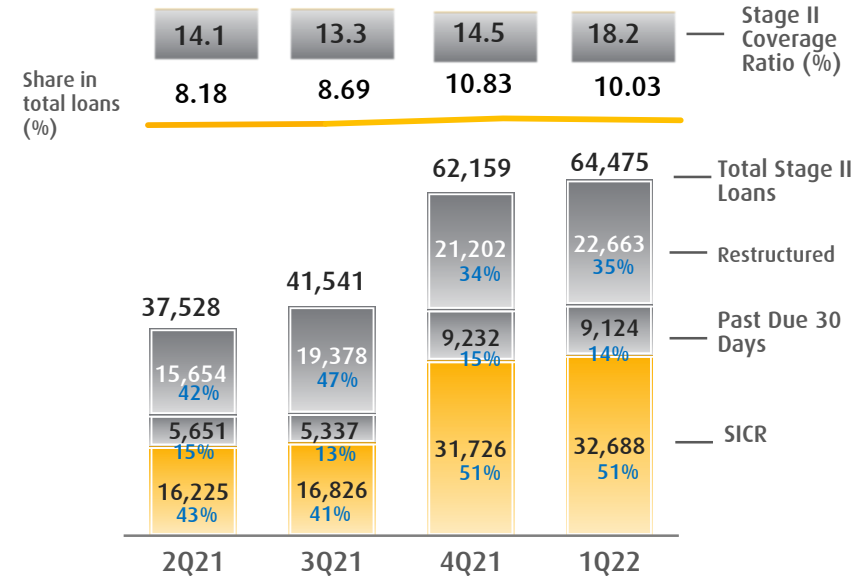


Further increased coverage ratios

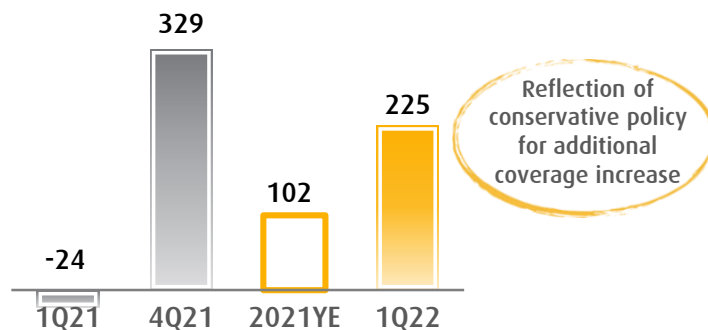
NPL (TL million)**



Stage II Loans Breakdown (TL million)



Net Cost of Risk (bps)



Net Expected Credit Losses (TL thousand)

| | 1Q22 |
|--|------------------|
| Expected Credit Losses | 6,661,003 |
| Provision Reversals under other income | 3,238,763 |
| Net Expected Credit Losses | 3,422,240 |
| Net CoR | 225 bps |

The first Turkish bank incorporated sustainability approach to its provisioning policy



Proactive provisioning policy in accordance with CBAM (Carbon Border Adjustment Mechanism) and 'Fit for 55' principles



To eliminate the transformation risk of these companies, VakıfBank set aside **100% additional provisioning** for carbon-intensive industries such as cement, electricity, fertilizers, iron-steel and aluminium.



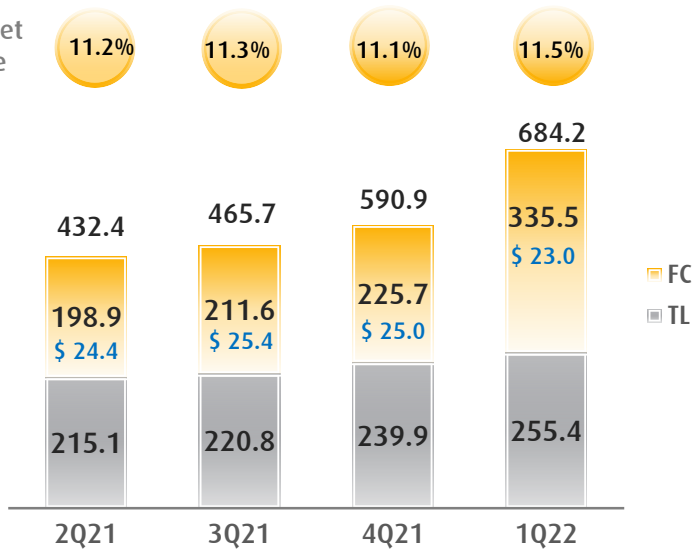
50% less provisioning requirement for renewable energy loans



Well-balanced deposit portfolio

Total Deposits (TL billion)

Market Share



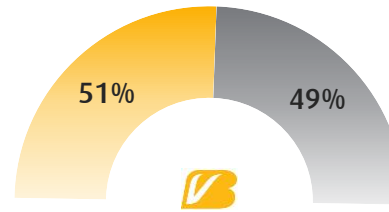
VB QoQ Sector QoQ VB YoY Sector YoY

Total Deposits Growth 15.8% 12.6% 59.0% 63.9%

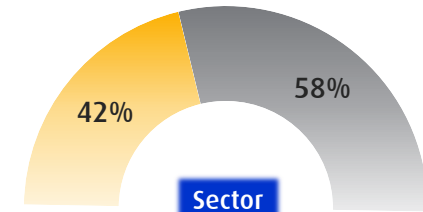
TL Deposits Growth 35.6% 33.0% 60.1% 52.9%

FC Deposits Growth (\$) (8.1%) (7.4%) (11.4%) (2.9%)

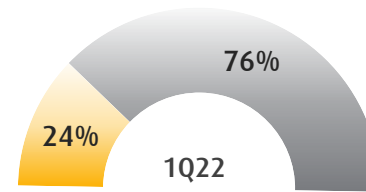
Breakdown of Deposits



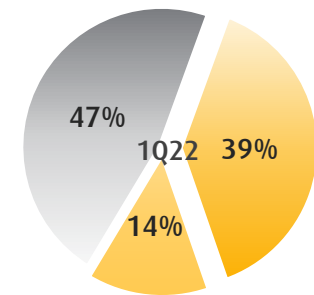
TL Deposits FC Deposits



TL Deposits FC Deposits



Demand Term

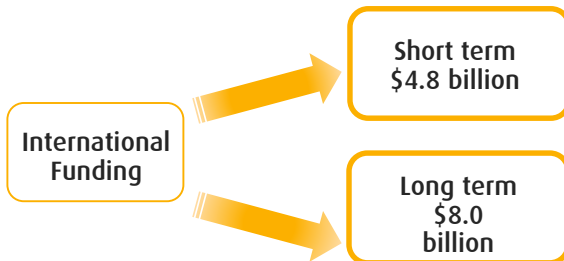
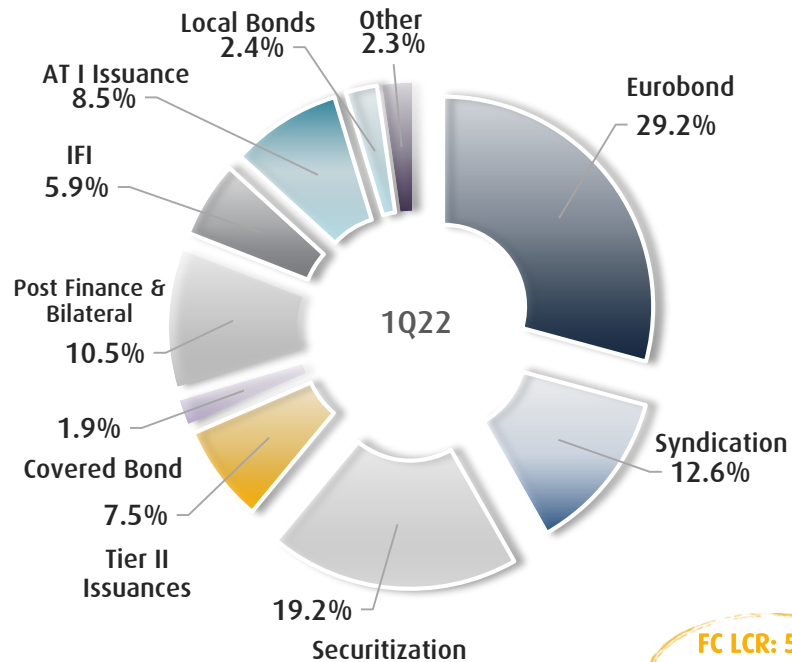


Retail Deposit State Deposit Other

FX-indexed deposits
>TL 100 billion

Well diversified external funding

Breakdown of Wholesale Funding



FC LCR: 532%
vs 80% minimum threshold

NSFR: 119%
vs 100% minimum threshold

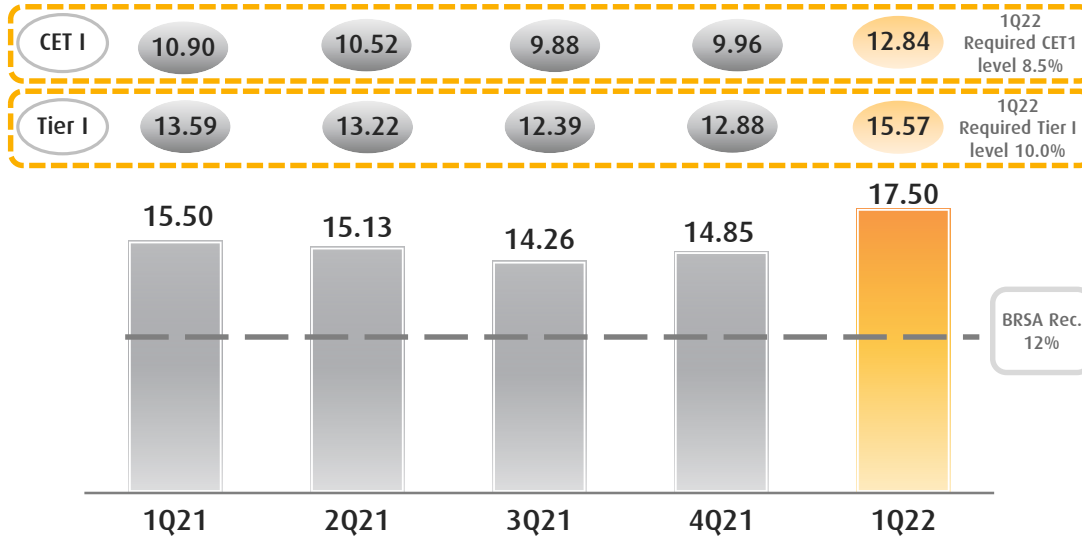
~USD 12.8 billion total international funding

USD 500 million YtD fresh international funding via mostly post financing & bilateral loans.

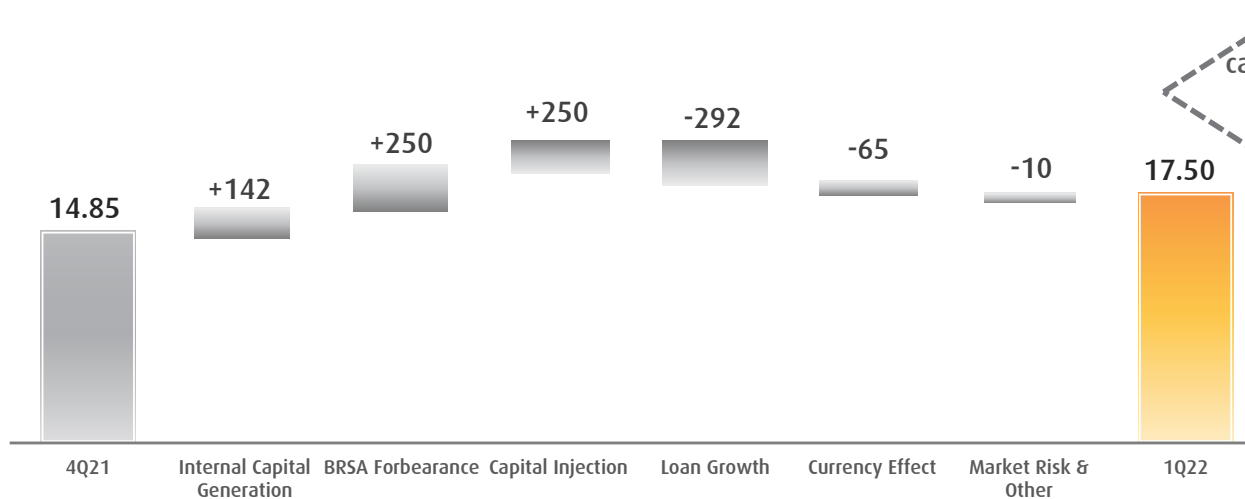
| | |
|------------------------------|--|
| Sustainable Finance* | <p>TL 62.4 billion sustainable finance provided as of 1Q22 in the balance sheet</p> |
| Sustainable Syndication Loan | <p>Entire syndication loan amount has been transformed into ESG-linked.</p> <p>In April/22, sustainable syndication amounting USD 1.0 billion with above 100% roll over ratio.</p> |
| Sustainable EuroBond | <p>USD 750 million issuance in Dec/20</p> <p>USD 500 million issuance in Sep/21</p> <p>USD 1.250 million the highest amount of sustainable Eurobond issuance in Turkey</p> |

Enhanced solvency ratios via CET1 injection

Capital Adequacy Ratio (%)



| Solvency ratios without BRSA forbearance (% - 1Q22) | |
|---|-------|
| CAR | 14.58 |
| Tier I | 12.77 |
| CET I | 10.53 |



The effect of TL 0.1 decrease / increase in USD/TL parity on CAR is **~5 bps**

TL 13.4 billion capital injection impact on solvency ratios is around **~250 bps**

The effect of 100 bps interest rate increase / decrease on CAR is **~13 bps**

Appendix

| | |
|--------|---|
| Pg. 16 | Sustainable banking approach |
| Pg. 17 | Sustainability governance |
| Pg. 18 | Sustainable loan products |
| Pg. 19 | Improved efficiency with enhanced digital platforms |
| Pg. 20 | Composition of assets & liabilities |
| Pg. 21 | Well-positioned security portfolio |
| Pg. 22 | Retail Lending Portfolio |
| Pg. 23 | Diversified funding sources via non-deposit funding |
| Pg. 24 | Unconsolidated Key Financial Ratios |
| Pg. 25 | Unconsolidated Balance Sheet |
| Pg. 26 | Unconsolidated Income Statement |

Sustainable banking approach

Indices



Initiatives



United Nations
Global Compact



SCIENCE
BASED
TARGETS

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

In support of

**WOMEN'S
EMPOWERMENT
PRINCIPLES**

Established by UN Women and the
UN Global Compact Office

Sustainability Rating



- ☐ B Score in 2021
- ☐ 1st assessment in 2015



ESG Risk Rating

19.8 Low Risk



MSCI
ESG RATINGS



CCC B BB **BBB** A AA AAA

LAST UPDATE: November 19, 2021

S&P Global

- ☐ Score: 47 in 2021

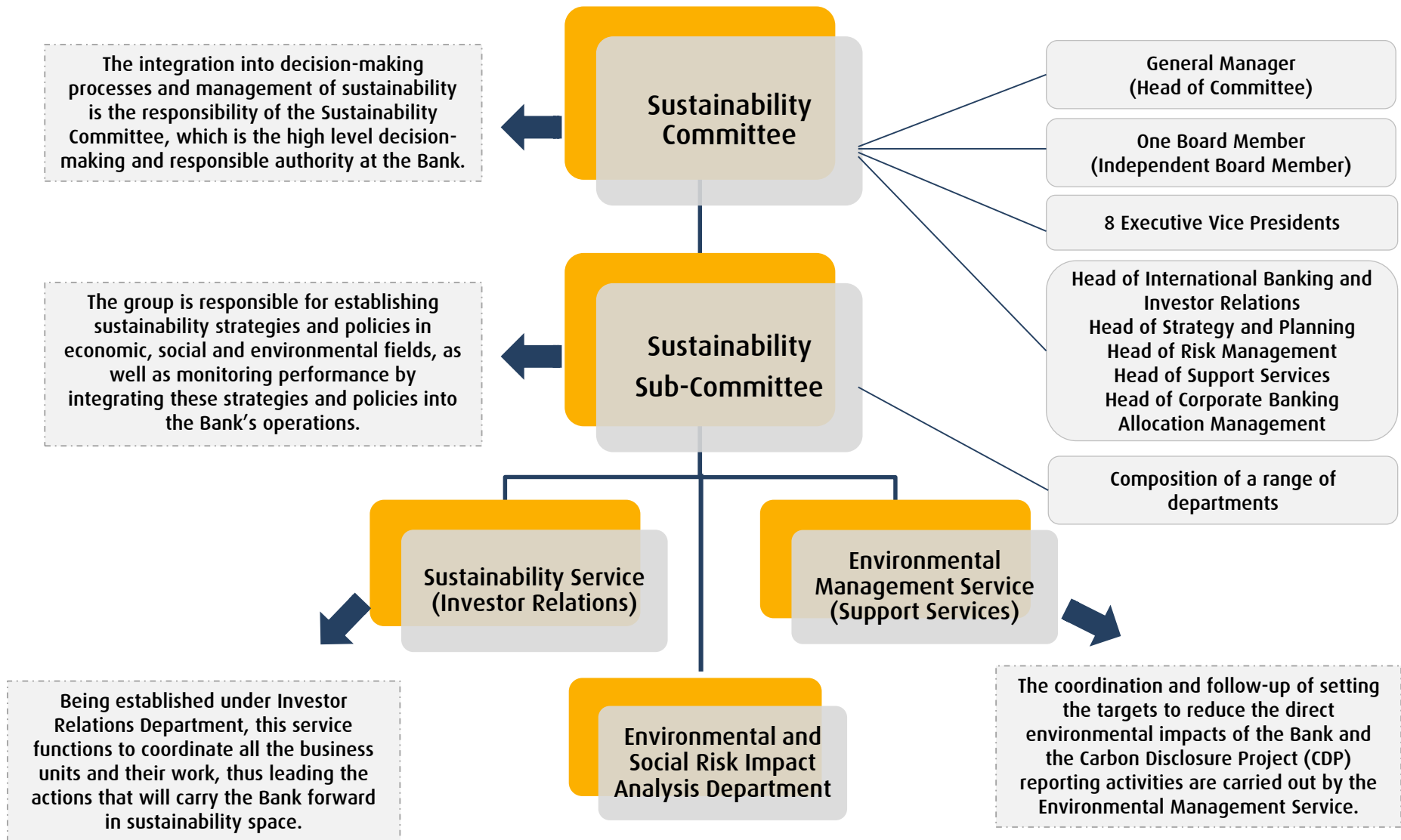
Sustainability Reporting



INTEGRATED
REPORTING <IR>



Sustainability Governance



Sustainable Loan Products

Women in Business Loan

- For a business that is managed or owned by women, having less than 250 employees and completing the year with a profit with attractive interest rates



Green Mortgage Loan

- Aiming to support the reduction of residential energy consumption and greenhouse gas emissions from the residential construction industry to accompany Turkey on a more sustainable development path.
- Energy efficient houses with A and B Energy Performance Certificate



Environment-Friendly Auto Loan

- For hybrid and electrical vehicles which have much less carbon emissions.

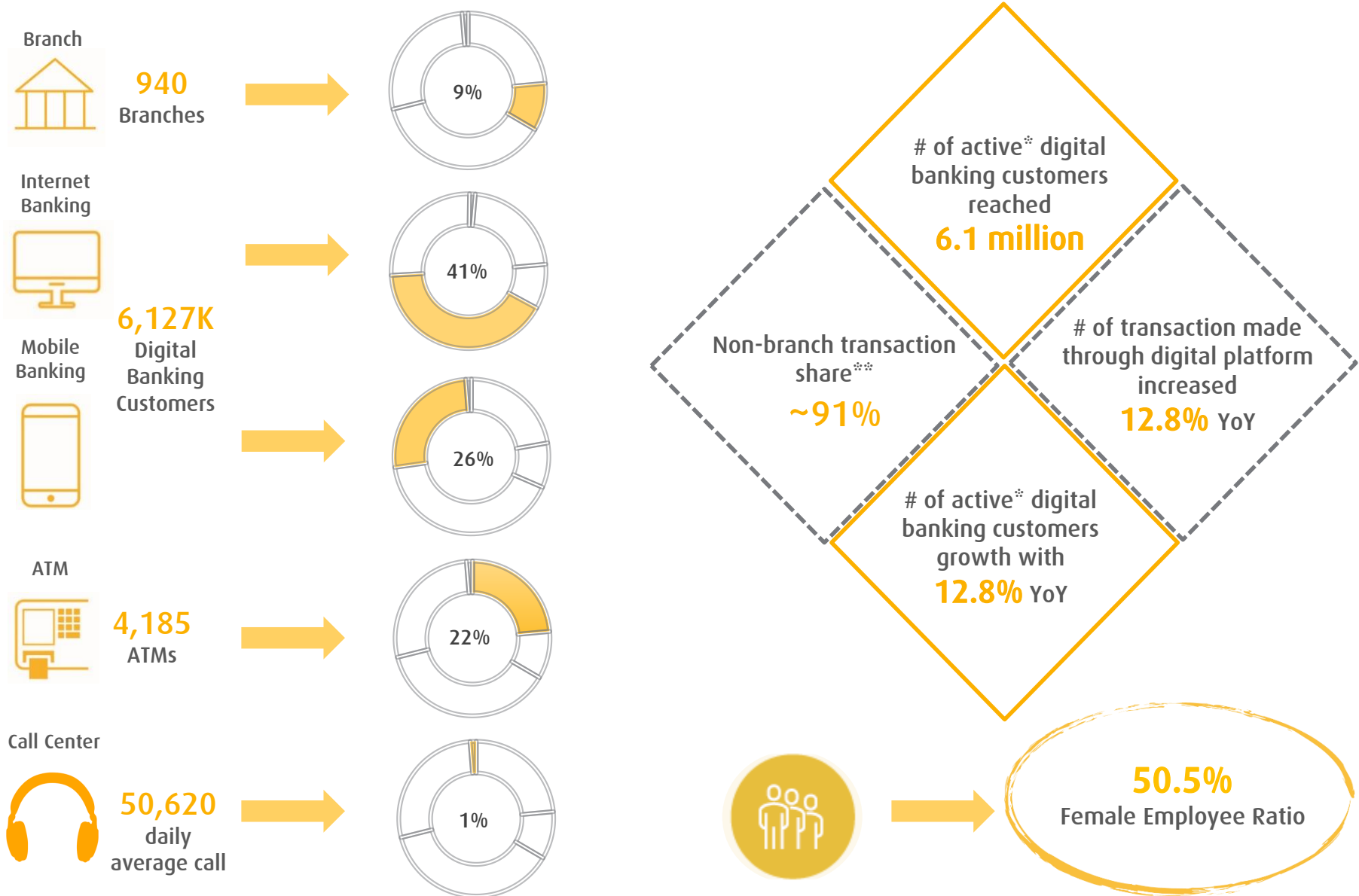


Sustainability and Resource Efficiency Loan

- Aiming to finance the sustainability and resource efficiency expenditures of commercial firms, regardless of segmentation.
- To ensure energy efficiency, water efficiency, waste water recovery and raw material efficiency.

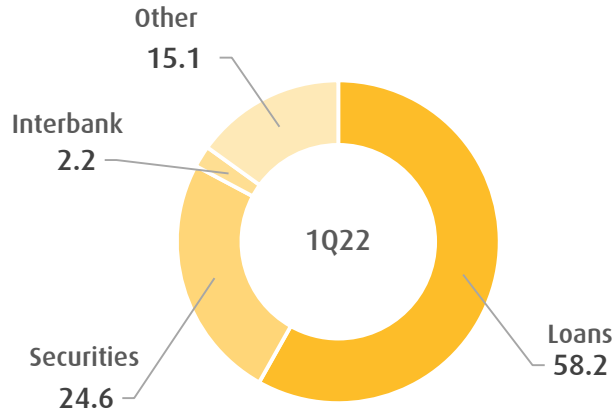


Improved efficiency with enhanced digital platforms



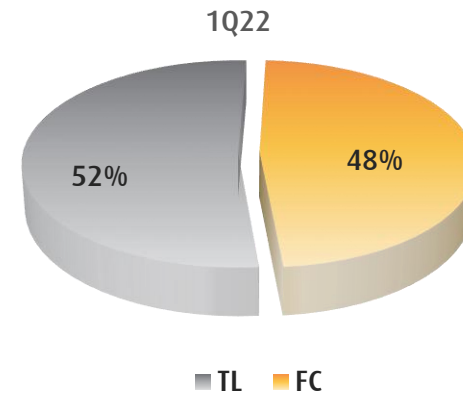
Composition of asset&liabilities

Breakdown of Assets (%)

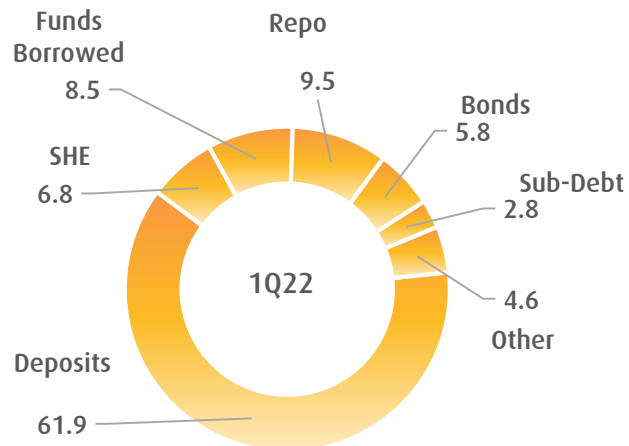


The share of IEA
85%
in total assets

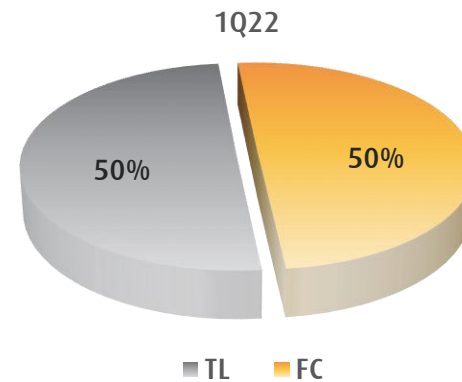
TL/FC Mix in Total Assets



Breakdown of Liabilities (%)

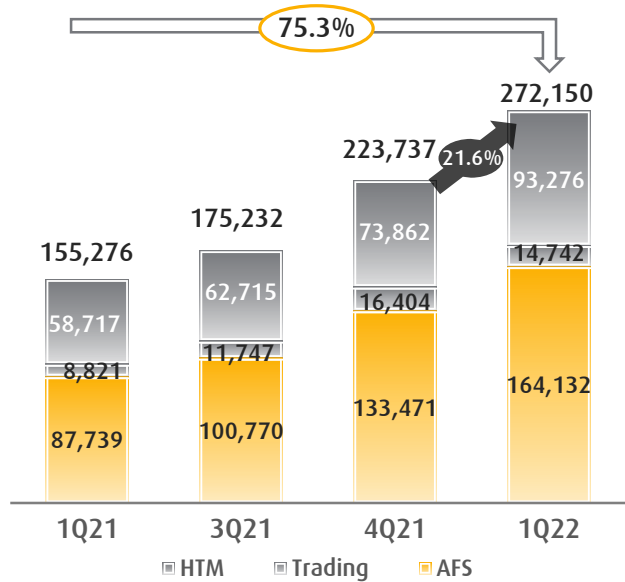


TL/FC Mix in Total Liabilities

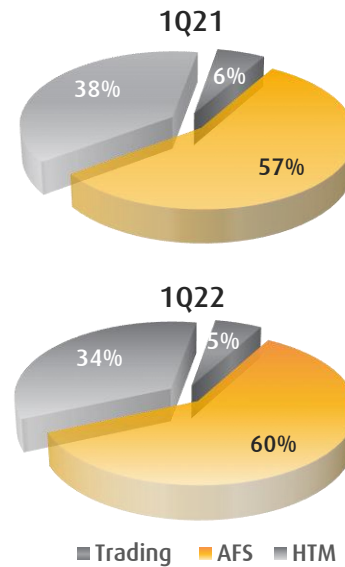


Well-positioned security portfolio

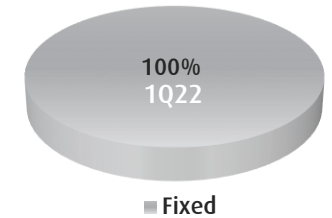
Total Securities (TL million)



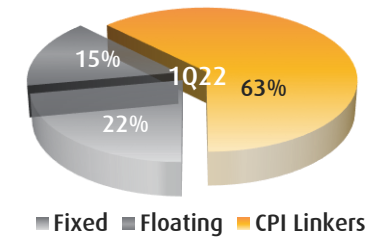
Portfolio Structure



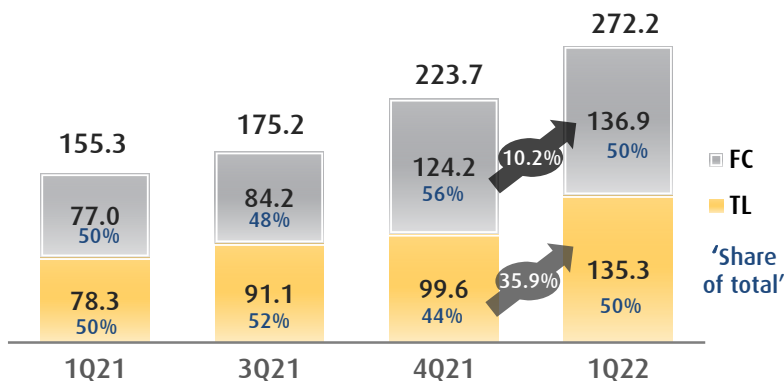
Breakdown of FC Securities



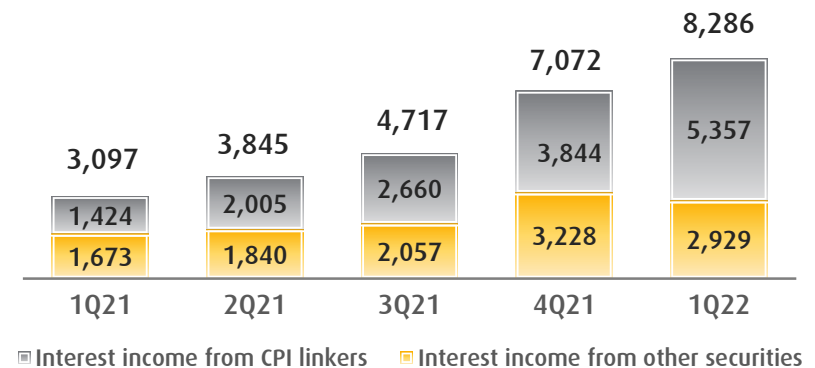
Breakdown of TL Securities



Security Breakdown (TL billion)



Breakdown of Interest Income from Securities (TL million)

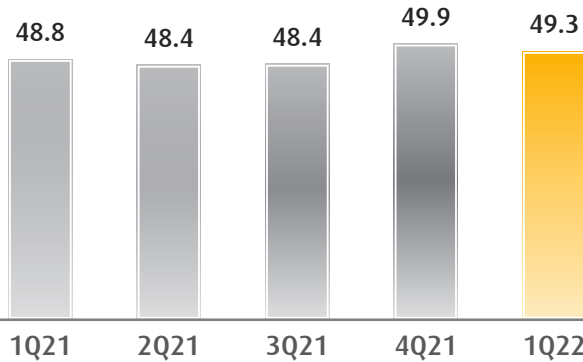


Retail Lending Portfolio

General Purpose Consumer (TL billion)

1.2%

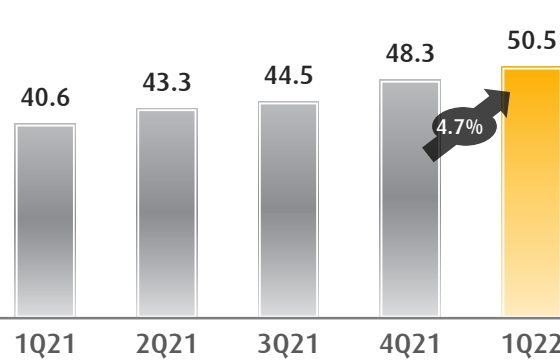
~70% of GPC loans
extended to payroll clients



Residential Mortgages (TL billion)

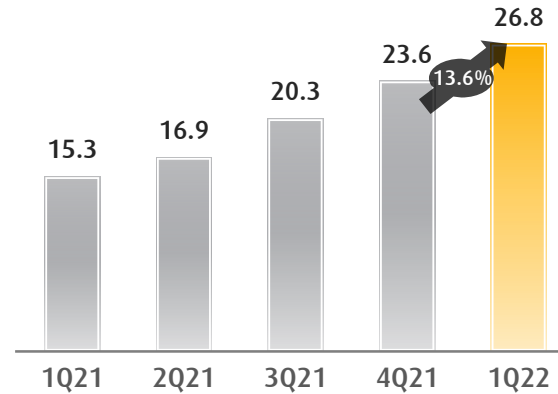
24.3%

~30% of mortgages
extended to payroll clients



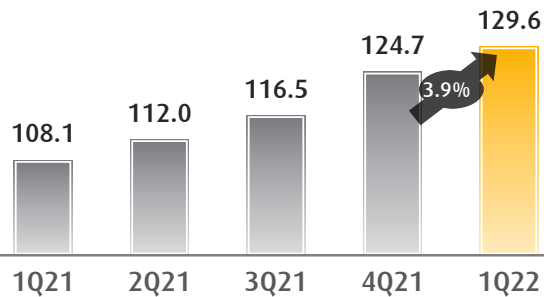
Credit Card Loans (TL billion)**

75.7%

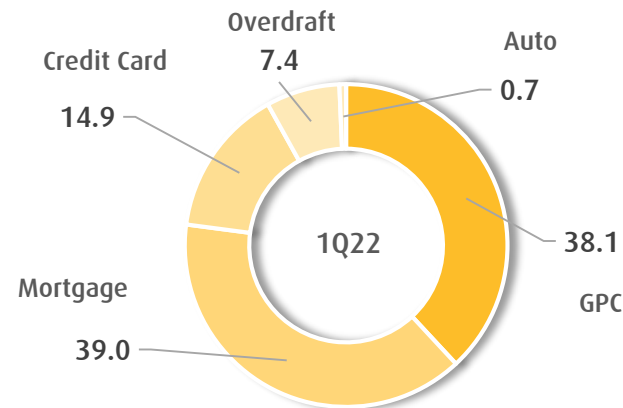


Total Retail (TL billion)

19.9%



Breakdown of Retail Loans (%)



Total Retail Customers 21.2 million

Total Payroll Customers 2.3 million

Diversified funding sources via non-deposit funding

Syndication

USD 1.8 billion outstanding

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

Subordinated Bonds

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

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

IFI Borrowing

USD 783.5 billion outstanding

- **World Bank:** outstanding funding USD 252.3 million
- **EBRD:** outstanding funding USD 18.8 million (USD 13.9 million under DPR Program included)
- **EIB:** outstanding funding USD 244.2 million
- **KfW:** outstanding funding USD 133.5 million
- **AFD:** outstanding funding USD 134.7 million

Post Finance & Bilateral

USD 1.4 billion outstanding

- **Post Finance:** EUR 215million and USD 322 million outstanding
- **Mar'20:** USD 325 million bilateral loan with ICBC, 3 years maturity
- **Dec'21:** CNY 3.5 billion bilateral loan with China Development Bank, 3 years maturity

Eurobonds and Private Placements

USD 4.3 billion outstanding Eurobonds and USD 89.3 million outstanding Private Placements

- **Jan'22 – Mar'22:** USD 63 million equivalent private placements
- **Sep'21:** USD 500 million, 5.50% coupon rate, 5 years maturity
- **Dec'20:** USD 750 million, 6.50% coupon rate, 5 years maturity
- **Feb'20:** USD 750 million, 5.25% coupon rate, 5 years maturity
- **Mar'19:** USD 600 million, 8.125% coupon rate, 5 years maturity
- **Jan'18:** USD 650 million, 5.75% coupon rate, 5 years maturity
- **May'17:** USD 500 million, 5.625% coupon rate, 5 years maturity

DPR Securitizations

USD 2.5 billion outstanding

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

Covered Bond

TL 3.7 billion outstanding

- **Dec'18:** TL 1 billion, 5 years maturity
- **Dec'17:** TL 1.3 billion, 5 years maturity
- **Oct'17:** TL 1.3 billion, 5.5 years maturity

Local Bonds

TL 4.7 billion outstanding

Unconsolidated Key Financial Ratios

| | 1Q21 | 2Q21 | 3Q21 | 4Q21 | 1Q22 |
|----------------------------------|--------|--------|--------|---------|---------|
| Profitability | | | | | |
| ROAE | 6.4% | 5.5% | 6.4% | 15.9% | 18.9% |
| ROAA | 0.4% | 0.4% | 0.4% | 0.9% | 1.1% |
| Cost / Income | 32.7% | 50.7% | 43.4% | 25.6% | 20.0% |
| Cost / Assets | 1.2% | 1.2% | 1.2% | 1.1% | 1.1% |
| Fee / Cost | 40.7% | 44.5% | 46.4% | 47.3% | 57.1% |
| NIM | 1.8% | 2.0% | 2.9% | 4.8% | 4.2% |
| Swap-adj NIM | 0.7% | 0.9% | 1.6% | 3.9% | 3.7% |
| Liquidity | | | | | |
| Loans / Deposits | 104.2% | 106.1% | 102.7% | 97.1% | 94.0% |
| <i>TL Loans / Deposits</i> | 144.0% | 142.3% | 137.9% | 141.7% | 115.8% |
| Liquidity Coverage Ratio (Total) | 121.6% | 124.5% | 131.4% | 143.1% | 184.9% |
| FC Liquidity Coverage Ratio | 301.5% | 269.6% | 372.8% | 341.0% | 532.3% |
| Asset Quality | | | | | |
| NPL Ratio | 3.7% | 3.7% | 3.5% | 3.1% | 2.9% |
| Stage II Ratio | 8.2% | 8.2% | 8.7% | 10.8% | 10.0% |
| Stage II Coverage | 14.2% | 14.1% | 13.3% | 14.5% | 18.2% |
| Stage III Coverage Ratio | 79.0% | 78.7% | 78.4% | 77.2% | 76.8% |
| Net Cost of Risk | 24 bps | 11 bps | 74 bps | 329 bps | 225 bps |
| Solvency | | | | | |
| CAR | 15.5% | 15.1% | 14.3% | 14.9% | 17.5% |
| Tier I Ratio | 13.6% | 13.2% | 12.4% | 12.9% | 15.6% |
| CET 1 Ratio | 10.9% | 10.5% | 9.9% | 10.0% | 12.8% |
| Leverage | 14.0x | 14.2x | 14.8x | 18.4x | 13.7x |

Unconsolidated Balance Sheet

| | (TL-thousand, %) | | 1Q21 | | 4Q21 | | 1Q22 | | TL | | USD | |
|------------------------------|-----------------------------------|-------------|--------------------|-------------------|----------------------|-------------------|----------------------|-------------------|--------|--------|--------|--------|
| | | | TL | USD | TL | USD | TL | USD | ΔYoY | ΔQoQ | ΔYoY | ΔQoQ |
| Assets | Cash & Balances with Central Bank | | 68,600,305 | 8,325,280 | 144,148,987 | 10,757,387 | 132,831,962 | 9,048,499 | 93.6% | -7.9% | 8.7% | -15.9% |
| | Interbank | | 16,732,623 | 2,030,658 | 28,220,738 | 2,106,025 | 23,928,989 | 1,630,040 | 43.0% | -15.2% | -19.7% | -22.6% |
| | Securities | | 155,276,496 | 18,844,235 | 223,736,789 | 16,696,775 | 272,150,037 | 18,538,831 | 75.3% | 21.6% | -1.6% | 11.0% |
| | Loans | | 448,295,616 | 54,404,808 | 573,799,672 | 42,820,871 | 642,825,319 | 43,789,191 | 43.4% | 12.0% | -19.5% | 2.3% |
| | Subsidiaries & Investments | | 6,973,978 | 846,357 | 6,697,833 | 499,838 | 6,997,918 | 476,697 | 0.3% | 4.5% | -43.7% | -4.6% |
| | Property & Equipment | | 5,169,599 | 627,379 | 4,866,852 | 363,198 | 5,131,790 | 349,577 | -0.7% | 5.4% | -44.3% | -3.8% |
| | Other | | 24,151,176 | 2,930,968 | 33,382,131 | 2,491,204 | 31,777,911 | 2,164,708 | 31.6% | -4.8% | -26.1% | -13.1% |
| | Total Assets | | 720,729,135 | 87,467,128 | 1,007,213,697 | 75,165,201 | 1,105,304,254 | 75,293,205 | 53.4% | 9.7% | -13.9% | 0.2% |
| Liabilities & SHE | Deposits | | 430,319,802 | 52,223,277 | 590,943,387 | 44,100,253 | 684,211,846 | 46,608,436 | 59.0% | 15.8% | -10.8% | 5.7% |
| | Funds Borrowed | | 57,091,768 | 6,928,613 | 91,430,530 | 6,823,174 | 94,316,343 | 6,424,819 | 65.2% | 3.2% | -7.3% | -5.8% |
| | Repo | | 66,710,785 | 8,095,969 | 137,805,660 | 10,284,004 | 105,517,515 | 7,187,842 | 58.2% | -23.4% | -11.2% | -30.1% |
| | Securities Issued | | 47,939,345 | 5,817,882 | 61,974,897 | 4,624,992 | 64,648,362 | 4,403,839 | 34.9% | 4.3% | -24.3% | -4.8% |
| | Other | | 26,206,880 | 3,180,447 | 34,213,084 | 2,553,215 | 46,462,187 | 3,164,999 | 77.3% | 35.8% | -0.5% | 24.0% |
| | Subordinated Loans | | 20,570,247 | 2,496,389 | 28,968,427 | 2,161,823 | 31,034,562 | 2,114,071 | 50.9% | 7.1% | -15.3% | -2.2% |
| | Shareholders' Equity | | 47,987,639 | 5,823,743 | 51,952,740 | 3,877,070 | 75,250,828 | 5,126,078 | 8.3% | 0.0% | -12.0% | 32.2% |
| | Guarantees | | 115,831,776 | 14,057,254 | 192,139,328 | 14,338,756 | 222,191,457 | 15,135,658 | 91.8% | 15.6% | 7.7% | 5.6% |
| Commitments | | 110,912,719 | 13,460,281 | 165,526,765 | 12,352,744 | 202,985,630 | 13,827,359 | 83.0% | 22.6% | 2.7% | 11.9% | |
| Derivatives | | 291,282,403 | 35,349,806 | 349,829,823 | 26,106,703 | 305,075,370 | 20,781,701 | 4.7% | -12.8% | -41.2% | -20.4% | |

Unconsolidated Income Statement

| (TL thousand, %) | 1Q21 | 4Q21 | 1Q22 | YoY | QoQ |
|---|-------------------|-------------------|-------------------|-----------------|---------------|
| Net Interest Income (Inc. Swap Cost) | 1,097,718 | 7,267,007 | 8,129,337 | 640.6% | 11.9% |
| <i>Income on CPI linkers</i> | <i>1,424,093</i> | <i>3,844,216</i> | <i>5,356,846</i> | <i>276.2%</i> | <i>39.3%</i> |
| <i>Swap Cost</i> | <i>-1,582,606</i> | <i>-1,708,109</i> | <i>-1,076,403</i> | <i>-32.0%</i> | <i>-37.0%</i> |
| Net Fee & Com. Income | 874,355 | 1,408,993 | 1,736,323 | 98.6% | 23.2% |
| Dividend Income | 15,764 | 397 | 122,358 | 100.0% | 100.0% |
| Net Trading Income (Exc. Swap Cost) | -505,334 | -936,170 | 1,125,038 | 322.6% | 220.2% |
| Other Income | 226,412 | 567,898 | -243,257 | -207.4% | -142.8% |
| Operating Expenses | -2,149,495 | -2,846,543 | -3,042,851 | 41.6% | 6.9% |
| Pre-Provision Profit | 1,142,026 | 7,169,691 | 8,903,351 | 679.6% | 24.2% |
| Net Provisions | -139,613 | -4,628,550 | -3,828,040 | -2641.9% | 17.3% |
| <i>Expected Credit Loss</i> | <i>-3,426,062</i> | <i>-5,731,704</i> | <i>-7,066,803</i> | <i>106.3%</i> | <i>23.3%</i> |
| <i>Provisions Reversals</i> | <i>3,286,449</i> | <i>1,103,154</i> | <i>3,238,763</i> | <i>-1.5%</i> | <i>193.6%</i> |
| Other Provisions | -652,289 | -843,550 | -2,301,130 | 252.8% | 172.8% |
| <i>Tax Provisions</i> | <i>-252,289</i> | <i>-543,550</i> | <i>-2,073,130</i> | <i>721.7%</i> | <i>281.4%</i> |
| <i>Free Provisions</i> | <i>-400,000</i> | <i>-300,000</i> | <i>-228,000</i> | <i>-43.0%</i> | <i>-24.0%</i> |
| Net Income | 750,124 | 1,997,591 | 3,002,181 | 300.2% | 50.3% |



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