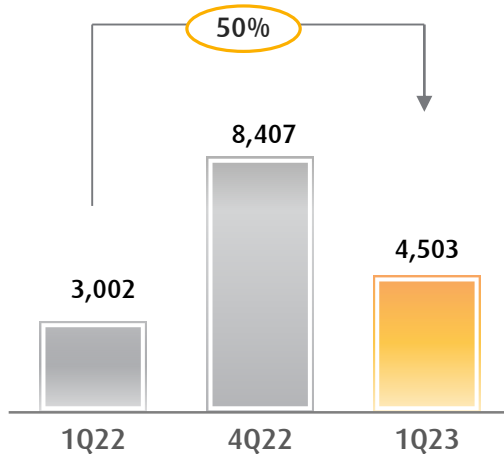


Earnings Presentation BRSA Bank-Only 1Q23 May 15, 2023



1Q23 Earnings and profitability

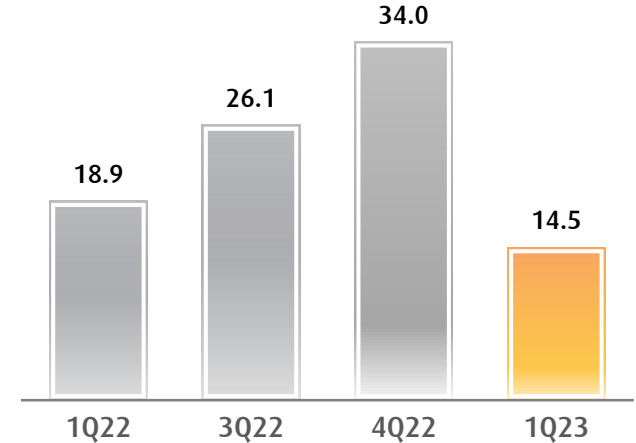
Net Income (TL million)



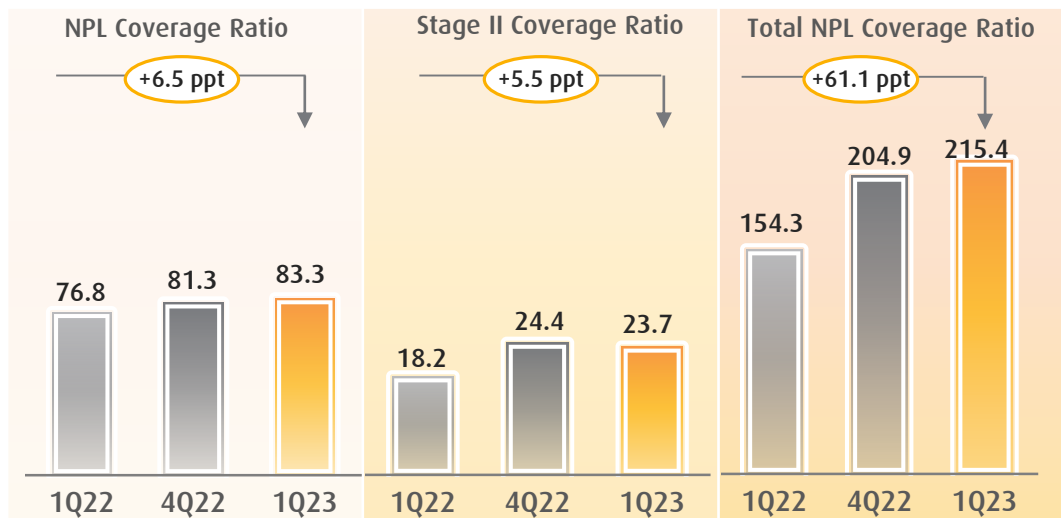
TL 12 billion
donation for the
earthquake region
vs.
TL 12 billion
free provision
release in 1Q23

No P/L impact

ROAE(%)



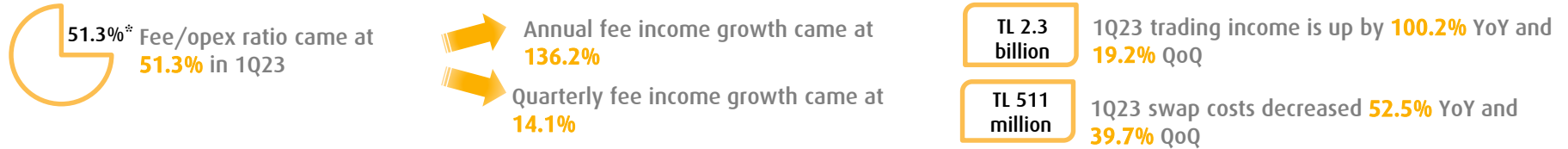
Coverage Ratios (%)



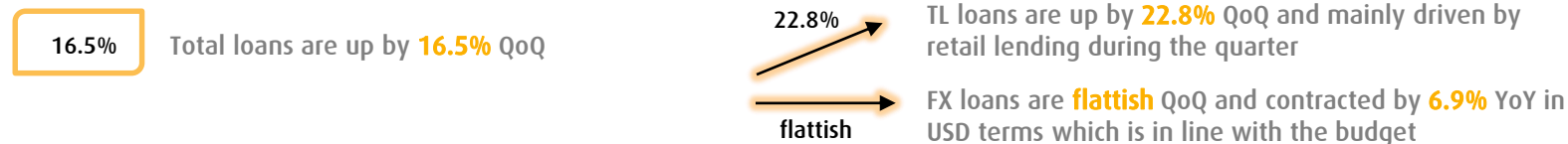
Free Provisions	
YE22	TL 19 billion
1Q23	-TL 12 billion
Total	TL 7 billion still in the B/S

Key highlights of 1Q23

Robust total revenue growth thanks to eye-catching fee income & supportive trading income



Retail-heavy quarterly loan growth driven by earthquake support packages, credit cards and overdrafts



Strategic positioning on interest earning asset



Enhanced solvency ratios via CET1 injection



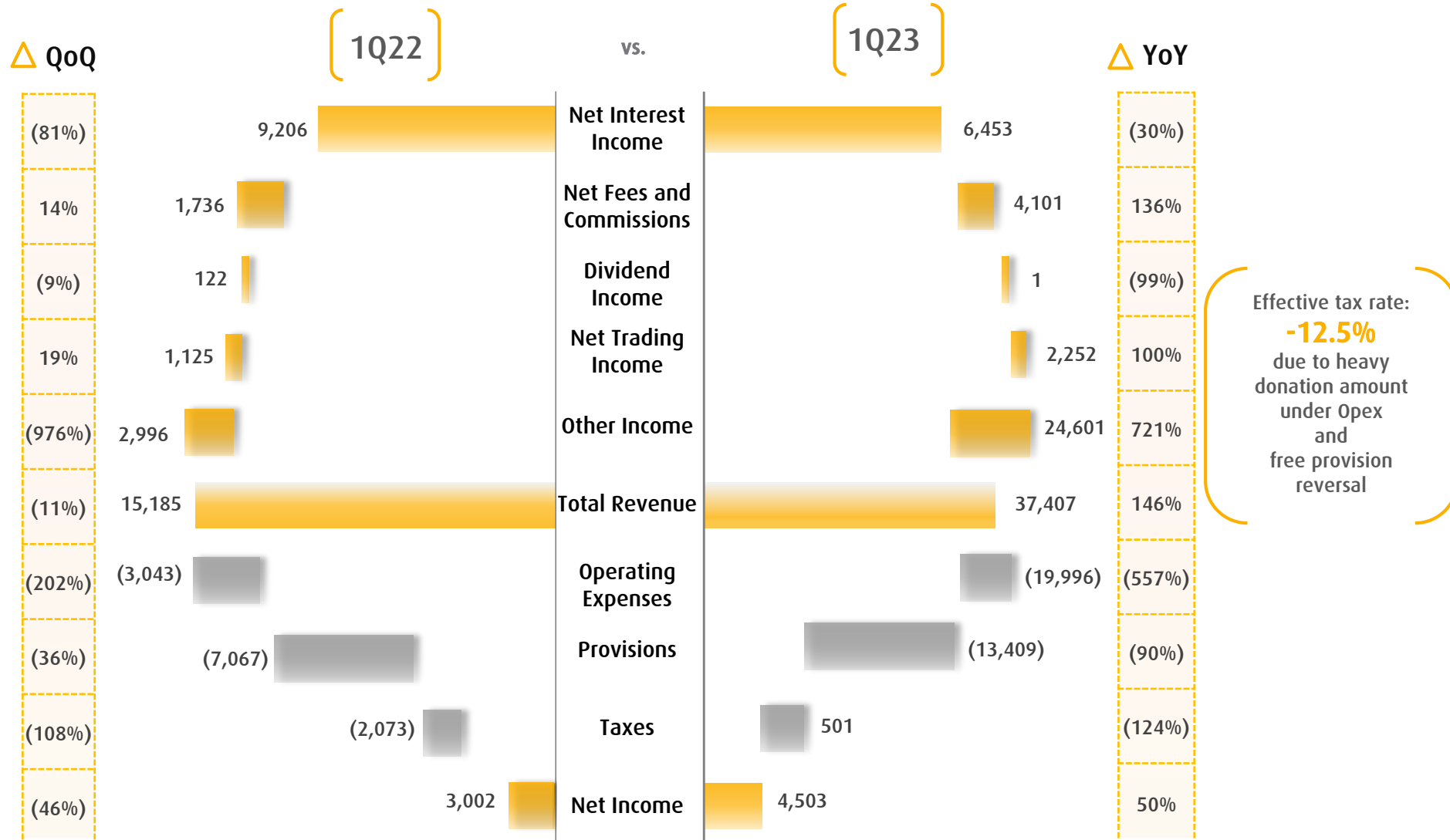
Solid liquidity levels



Remarkable international funding transactions

- The largest DPR transaction funding among Turkish banking sector amounting USD 2 billion
- Syndication facility renewal amounting USD 825 million with participation of 5 new banks in May/23
- USD 650 million eurobond redemption in January/23

1Q23 P&L details



NIM, CPI linkers and money market funding

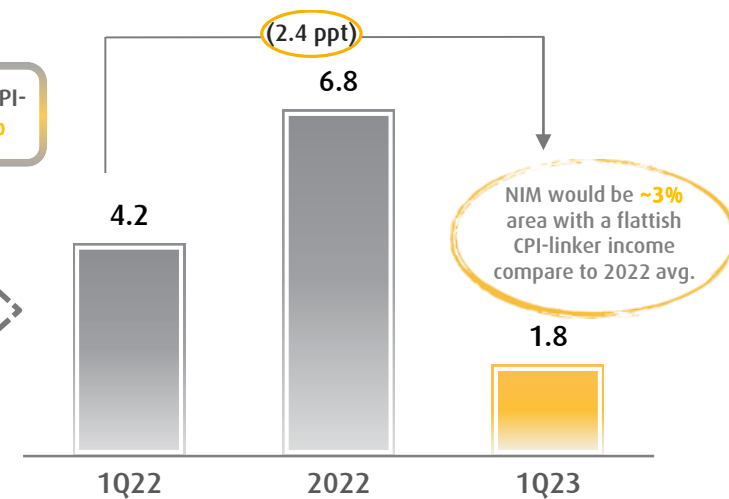
CPI Expectation

Oct-Oct CPI	2Q22 CPI 58.2%	3Q22 CPI 58.2%	4Q22 CPI 85%	1Q23 CPI 34%	2Q23 CPI Exp. 34%
CPI linker Income	TL 9.5 billion	TL 11.2 billion	TL 29.8 billion	TL 9.7 billion	~TL 9.8 billion

Average real rate for CPI-linkers portfolio ~2%

CPI-linkers portfolio share in equity is **104%**

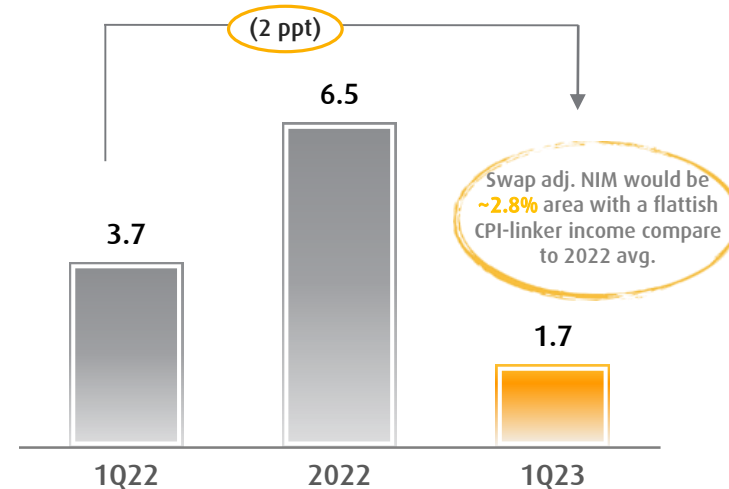
Net Interest Margin (NIM%)



Total Money Market Funding

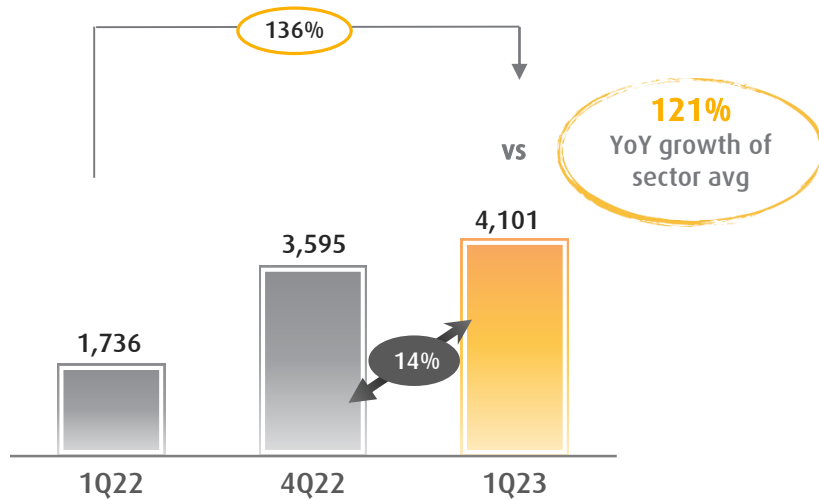
	1Q22	2Q22	3Q22	4Q22	1Q23
Quarterly average total money market funding	TL 120 billion	TL 119 billion	TL 102 billion	TL 75 billion	TL 67 billion
Quarterly average cost of money market funding	14.06%	13.94%	13.23%	9.85%	8.91%
Average swap usage	TL 32 billion	TL 15 billion	TL 40 billion	TL 48 billion	TL 42 billion
Swap cost	TL 1,076 million	TL 461 million	TL 1 billion	TL 849 million	TL 511 million

Swap Adjusted Net Interest Margin (%)

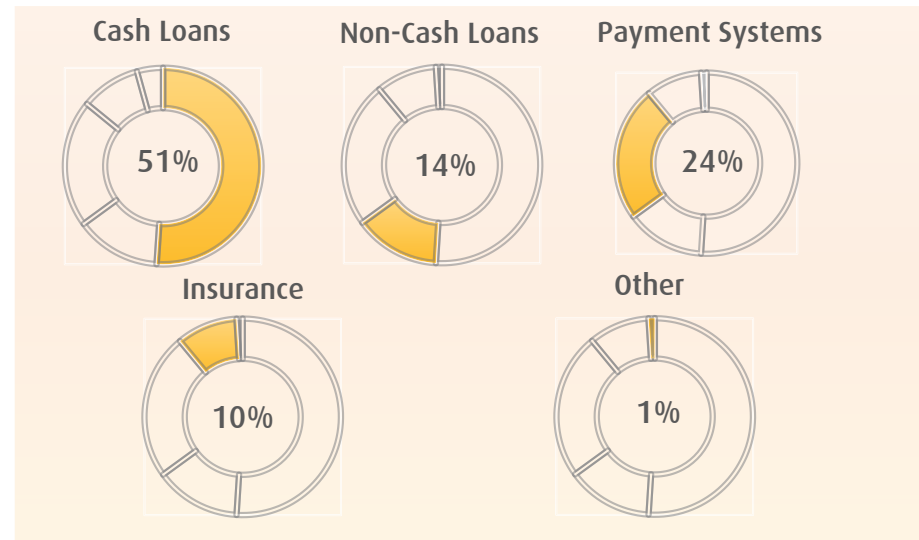


Eye-catching fee & commission income growth across the board

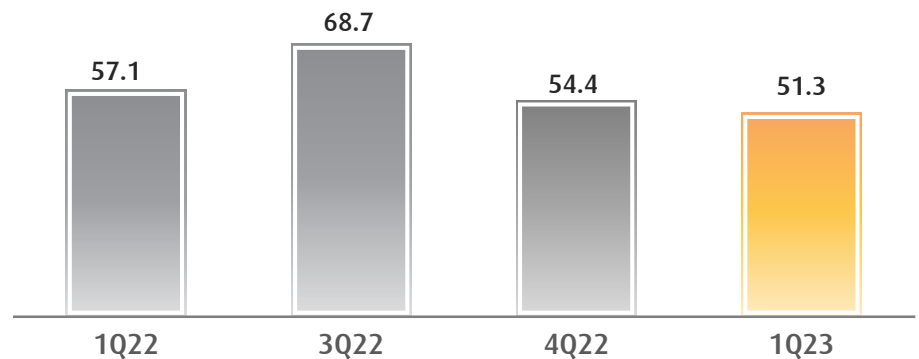
Net Fee & Commission Income (TL million)



Net Fee & Commission Income Breakdown



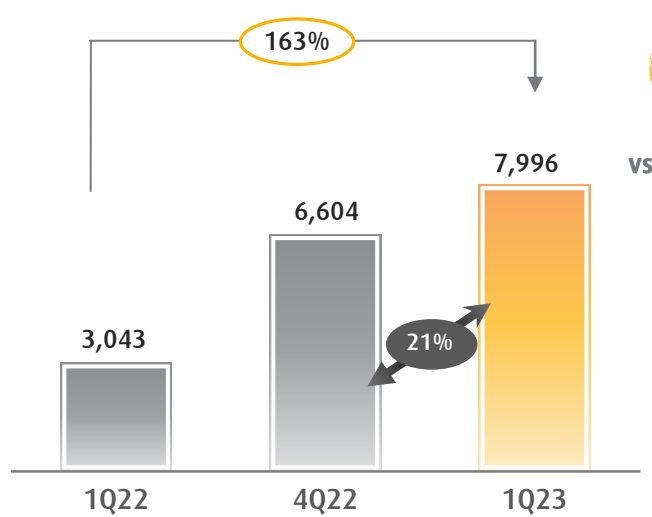
Fee/Opex Ratio (%)*



	Quarterly Growth	Annual Growth
Payment Systems	11%	102%
Cash Loans	13%	174%
Non-Cash Loans	10%	63%

Opex growth in line with sector average

Opex (TL million)*

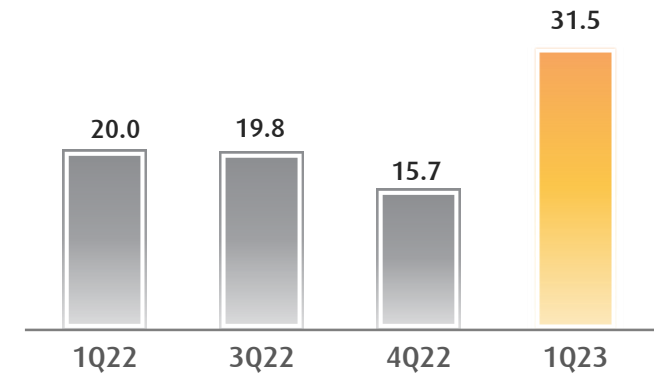


~150%
YoY growth of
sector avg.

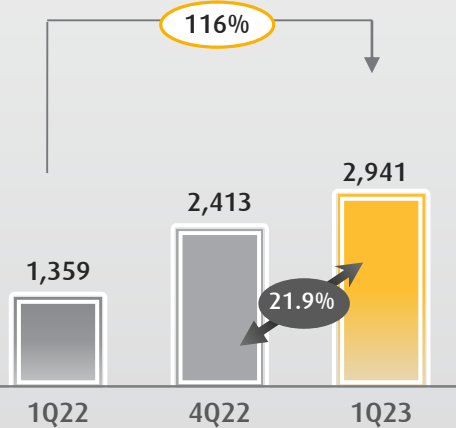


TL 12 billion
earthquake
donation
in 1Q23

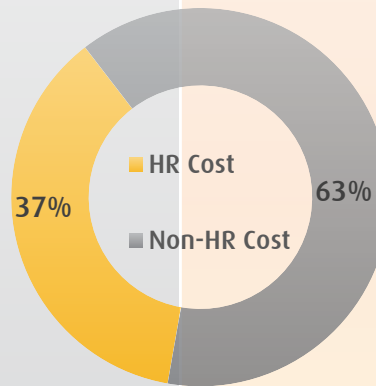
Cost/Income Ratio (%)**



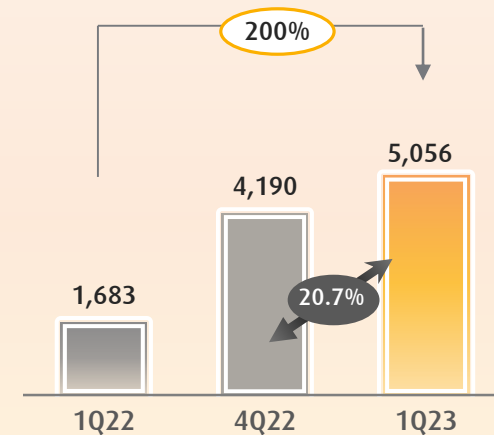
HR Cost (TL million)



Breakdown of Opex *

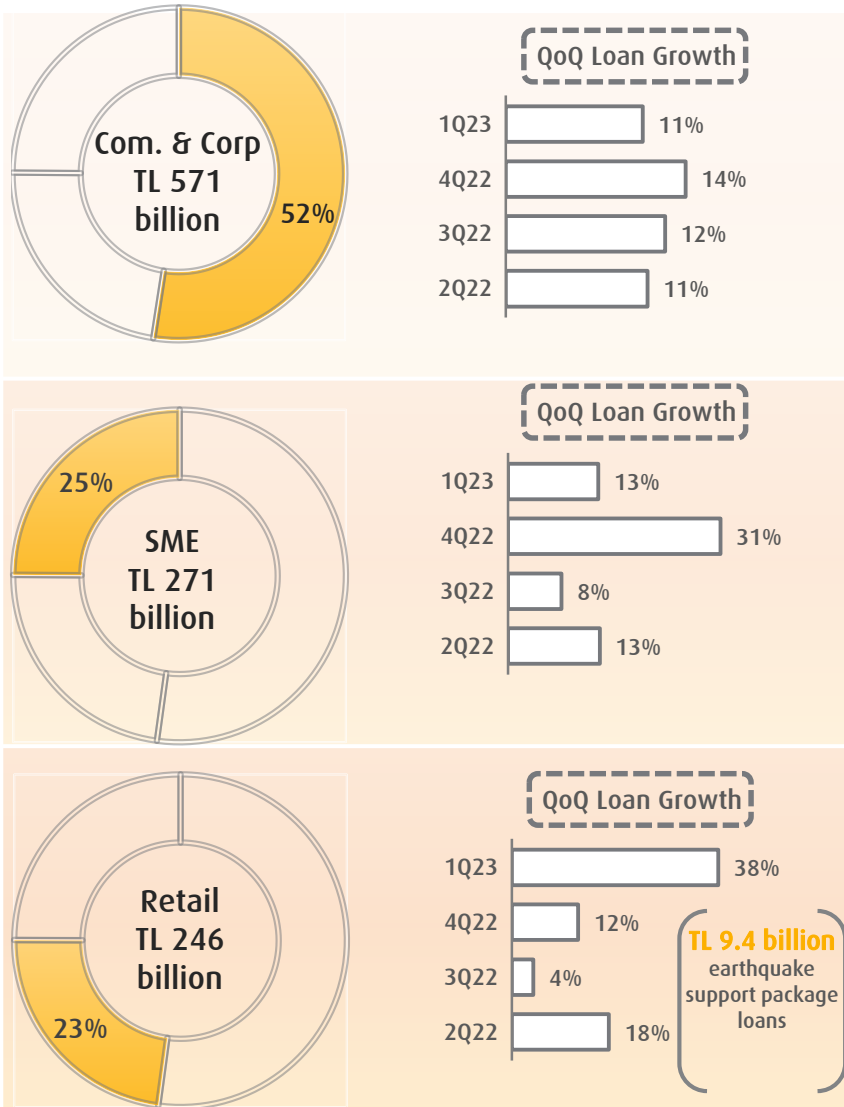


Non-HR Cost (TL million) *

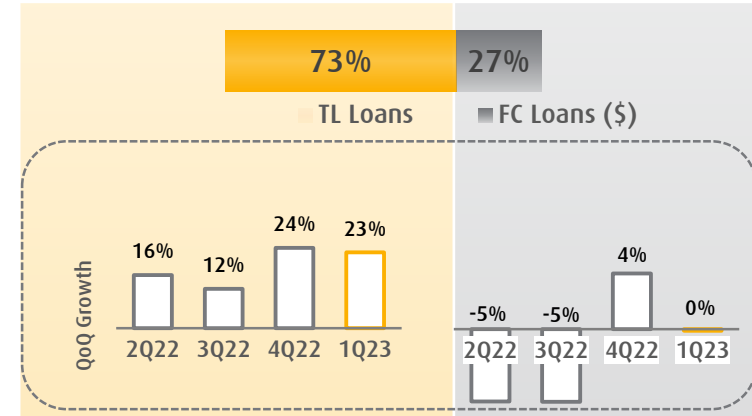


Retail-heavy quarterly loan growth driven by earthquake support packages, credit cards and overdrafts

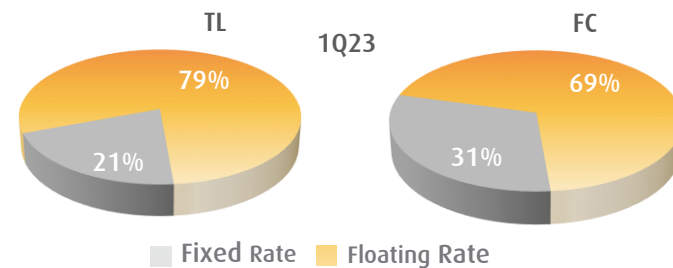
Portfolio Breakdown



Currency Breakdown



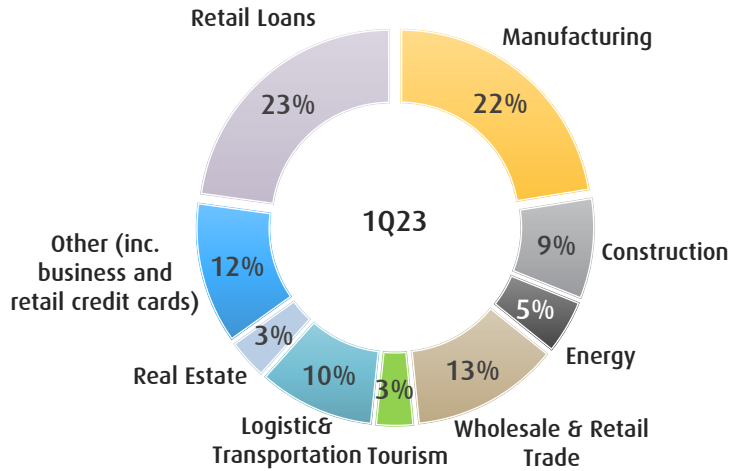
Loans by Interest Structure



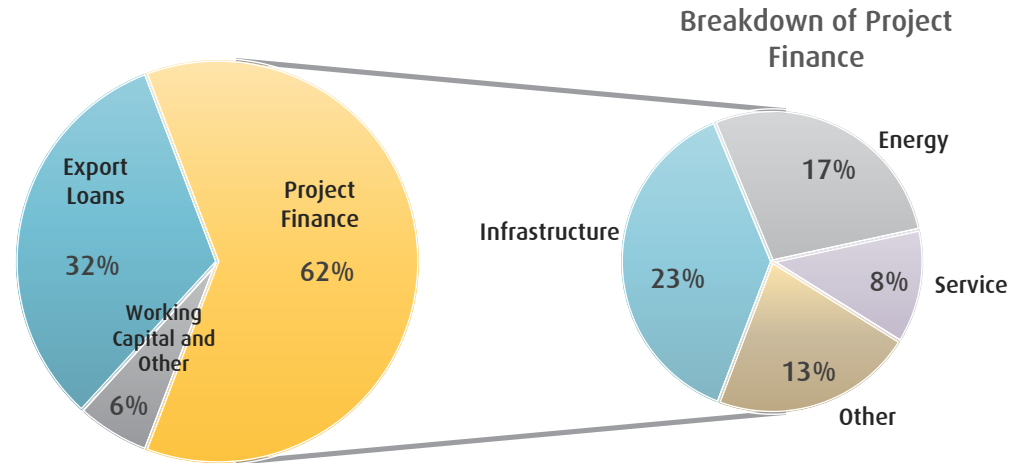
	VB QoQ (%)	Sector QoQ (%)	VB YoY (%)	Sector YoY (%)	Market Share (%)	Ranking
Total Loan Growth	16.5	12.4	69.2	54.8	12.8	#2
TL Loan Growth	22.8	17.3	97.9	86.1	13.2	#3
FC Loan Growth (\$)	(0.1)	(0.4)	(6.9)	(15.4)	11.7	#2

Breakdown of loan portfolio

Sectoral Breakdown of Cash Loans



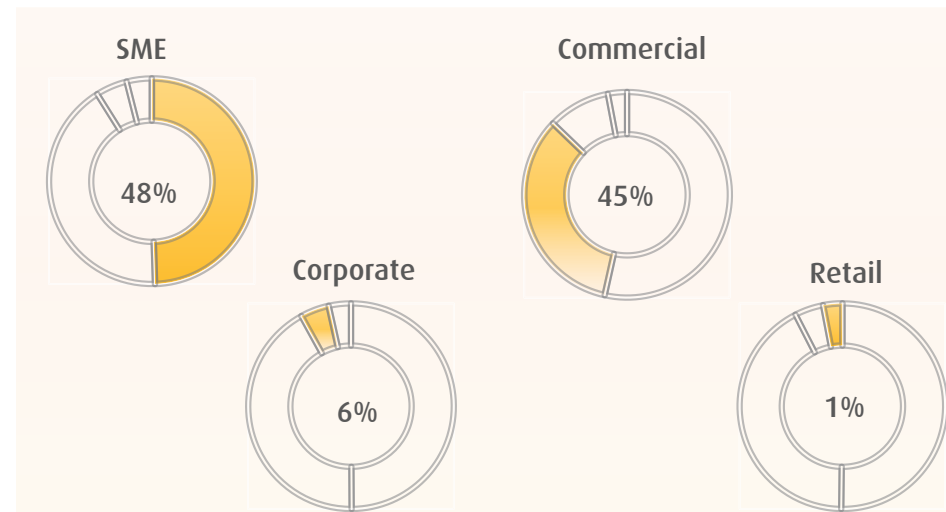
Breakdown of FC Loans



CGF Loans (TL billion)

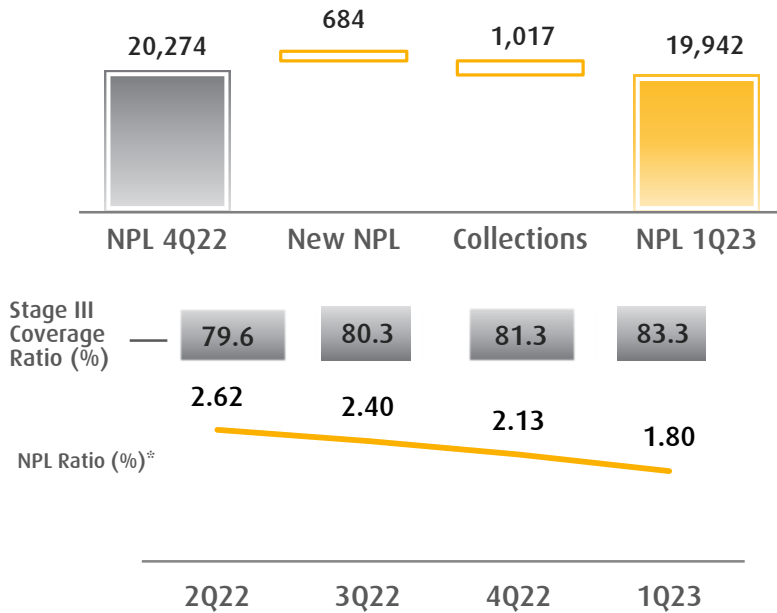
	1Q22	4Q22	1Q23
Earthquake Related CGF Loans	-	-	TL 1 billion
Covid Related CGF Loans	TL 28.5 billion	TL 12.4 billion	TL 11 billion
Other CGF Loans	TL 7.2 billion	TL 9 billion	TL 16.4 billion
Total CGF Loans	TL 35.7 billion	TL 21.4 billion	TL 28.4 billion

Segment Breakdown of CGF Loans

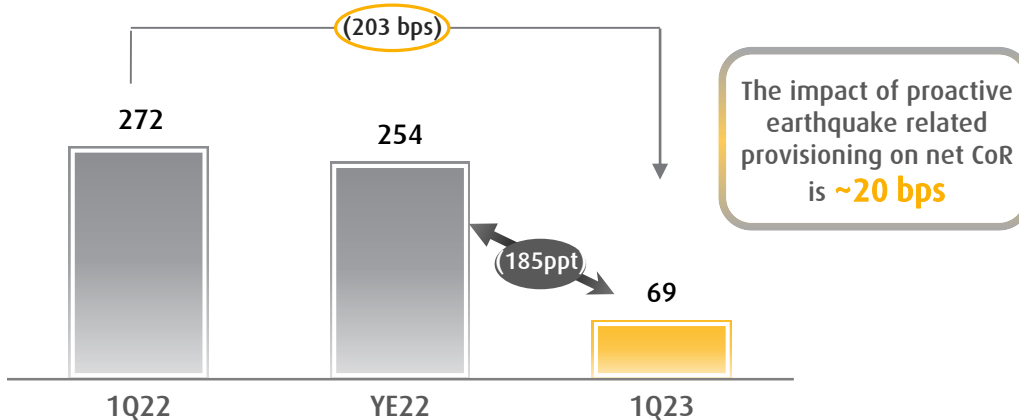


Further increased coverage ratios

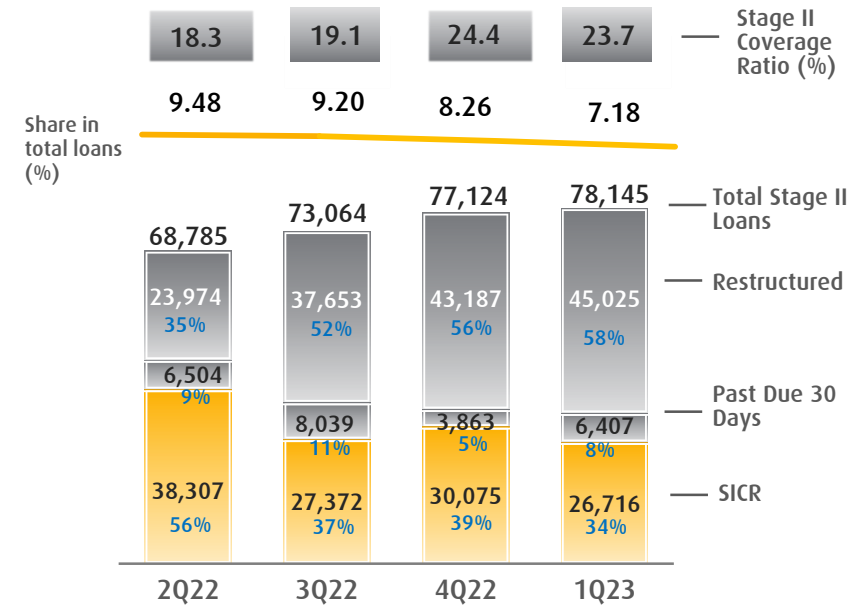
NPL (TL million)*



Net Cost of Risk (bps)



Stage II Loans Breakdown (TL million)

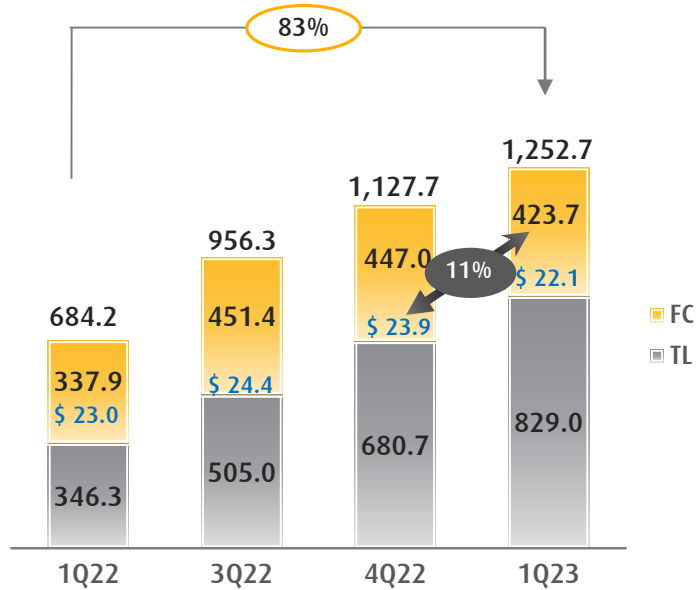


Net Expected Credit Losses (TL thousand)

	2022	1Q23
Stage I+II+III ECL	26,865,264	13,321,019
Provision Reversals (Stage I+II+III)	7,758,397	11,576,272
Net Expected Credit Losses	19,106,867	1,744,747
Net CoR	254 bps	69 bps

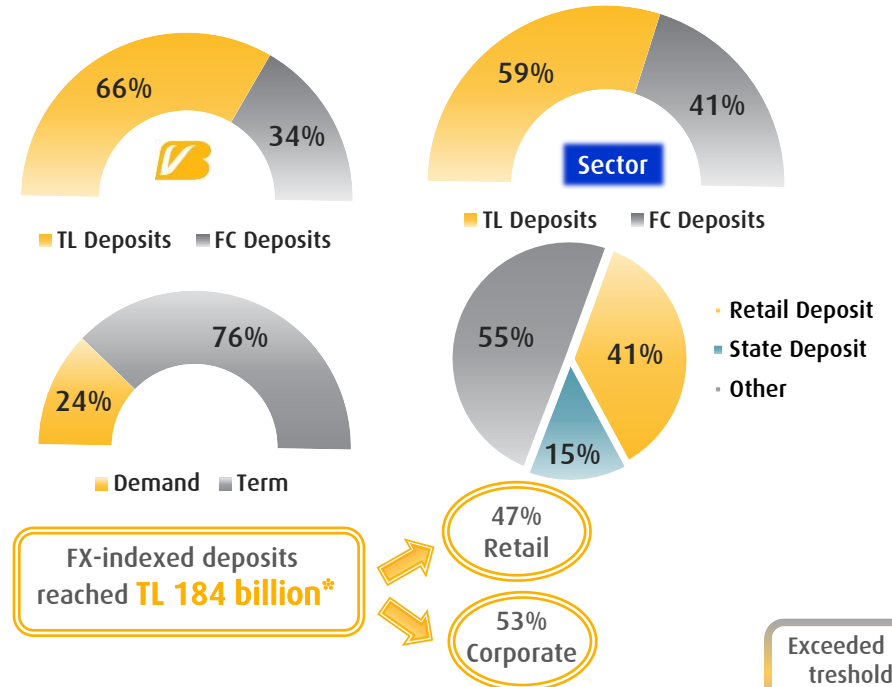
Well-balanced deposit portfolio

Total Deposits (TL billion)



	VB QoQ (%)	Sector QoQ (%)	VB YoY (%)	Sector YoY (%)	Market Share (%)	Ranking
Total Deposits Growth	11.1	12.3	83.1	66.7	12.6	#3
TL Deposits Growth	21.8	23.5	139.4	135.8	14.1	#2
FC Deposits Growth (\$)	(7.5)	(3.0)	(4.1)	(10.6)	10.4	#4

Breakdown of Deposits

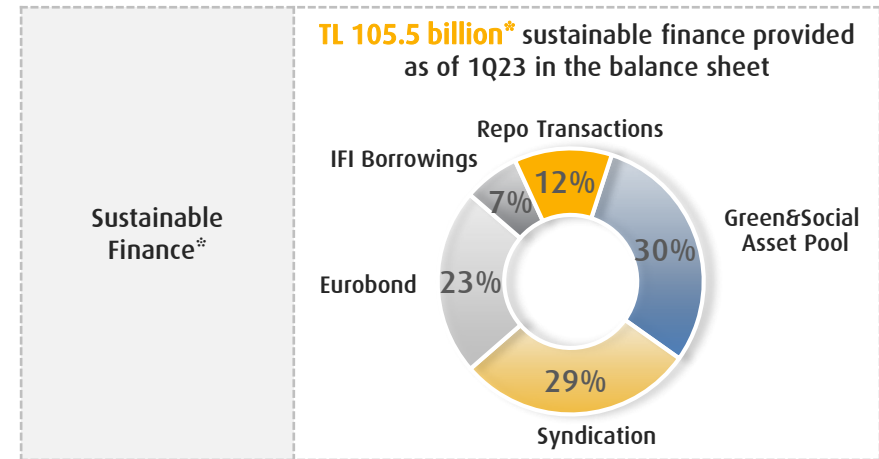
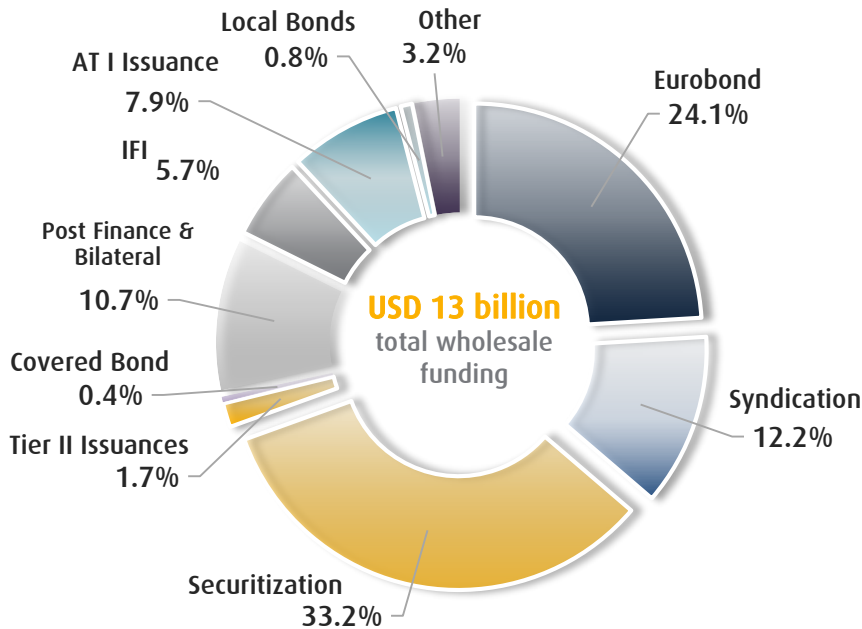


In line with CBRT regulations, TL deposits/total deposits share for retail and commercial segments are **62%** and **64%**, respectively as of 1Q23

Enhanced Liquidity	1Q22	1Q23
Total loan to deposit ratio	93.95%	86.82%
TL loan to deposit ratio	115.75%	95.68%
FC loan to deposit ratio	71.61%	69.48%

The largest DPR transaction funding among Turkish banking sector

Breakdown of Wholesale Funding



The largest DPR transaction funding among Turkish banking sector amounting **USD 2 billion**



Syndication facility renewal amounting **USD 825 million** with participation of **5 new banks** in May/23



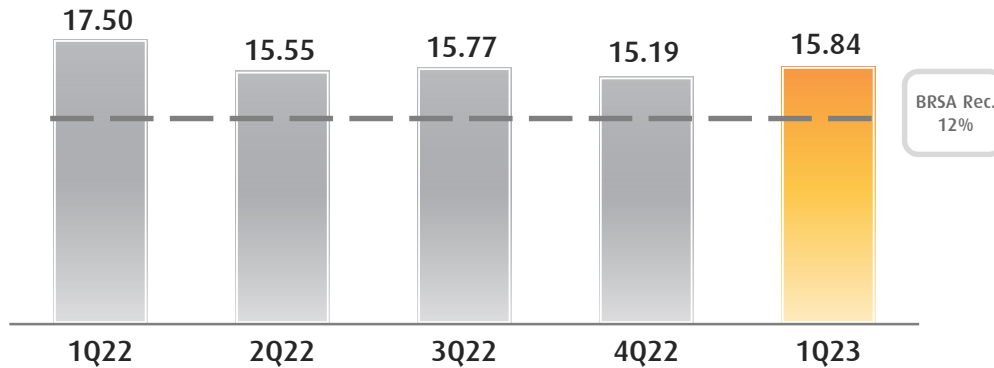
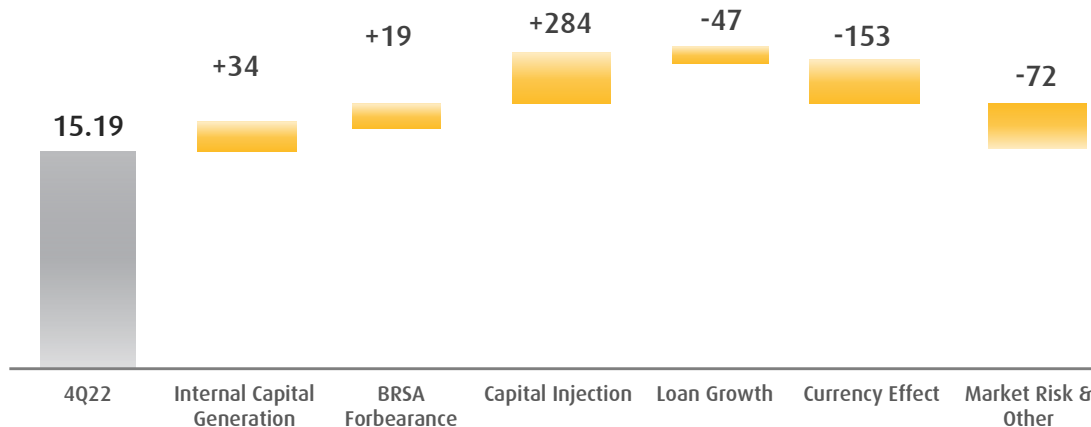
USD 650 million eurobond redemption in January/23



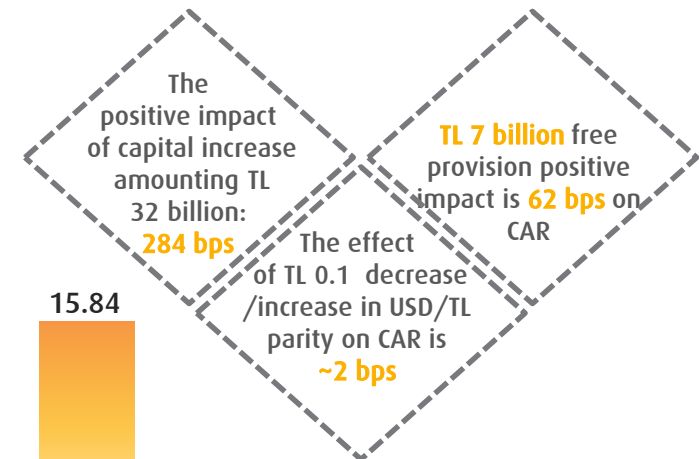
~USD 11.9 billion total international funding

Solvency ratios

Capital Adequacy Ratio (%)

BRSA Rec.
12%

(%)	Solvency ratios without BRSA forbearance	Solvency ratios including free provision amount of TL 7 billion
CAR	15.58	16.46
Tier I	14.07	14.94
CET I	12.35	13.20



Appendix

Pg. 15	Sustainable banking approach
Pg. 16	Sustainable loan products
Pg. 17	The first Turkish bank incorporated sustainability approach to its provisioning policy
Pg. 18	Improved efficiency with enhanced digital platforms
Pg. 19	Composition of assets & liabilities
Pg. 20	Well-positioned security portfolio
Pg. 21	Retail lending portfolio
Pg. 22	Diversified funding sources via non-deposit funding
Pg. 23	Unconsolidated key financial ratios
Pg. 24	Unconsolidated balance sheet
Pg. 25	Unconsolidated income statement

Sustainable banking approach

Indices



Initiatives



United Nations
Global Compact

In support of



SCIENCE
BASED
TARGETS

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

**WOMEN'S
EMPOWERMENT
PRINCIPLES**

Established by UN Women and the
UN Global Compact Office

Sustainability Rating



Moody's | ESG Solutions

MSCI
ESG RATINGS



S&P Global

Score: 48 in 2022

- Climate *B Score in 2022*
- 1st assessment in 2015*
- Water *B- Score in 2022*
- 1st assessment in 2022*



CCC B BB **BBB** A AA AAA

RATING ACTION DATE: October 29, 2020
LAST REPORT UPDATE: January 17, 2023

Sustainability Reporting



INTEGRATED
REPORTING **<IR>**



TCFD TASK FORCE ON
CLIMATE-RELATED
FINANCIAL
DISCLOSURES



Sustainable loan products



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



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



Environment-Friendly Auto Loan

- For retail customers; hybrid and electrical vehicles which have much less carbon emissions



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



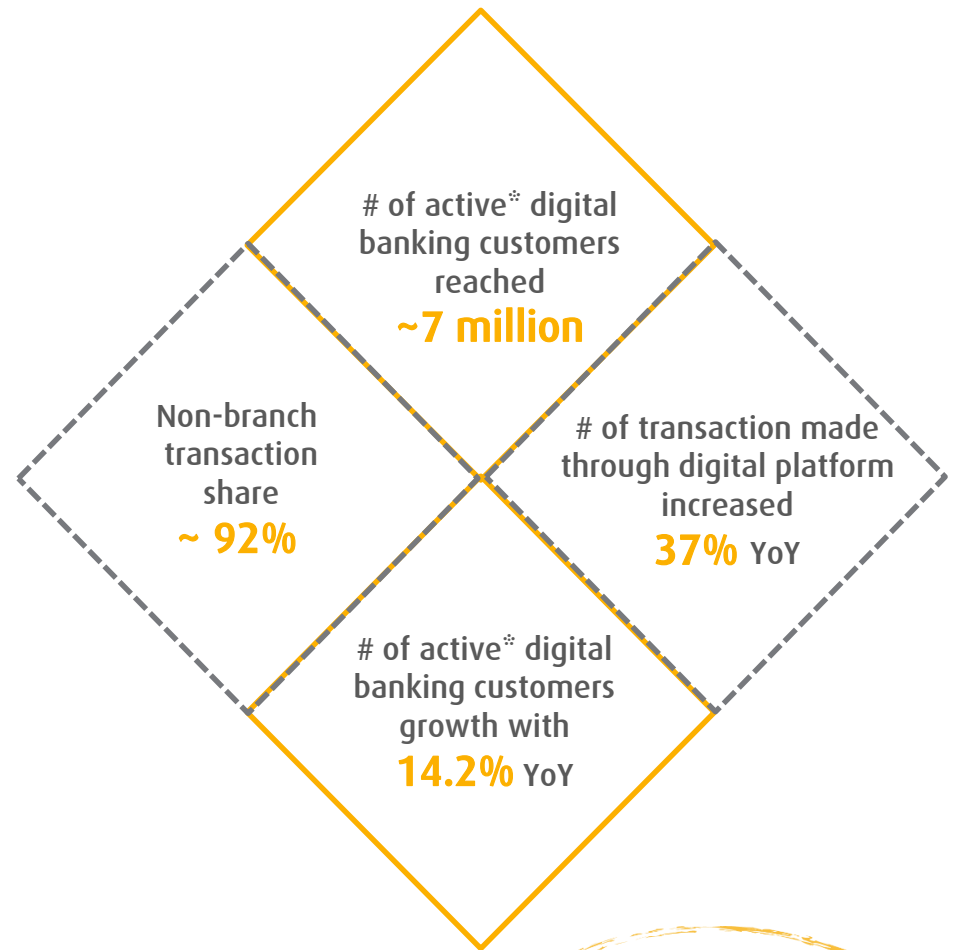
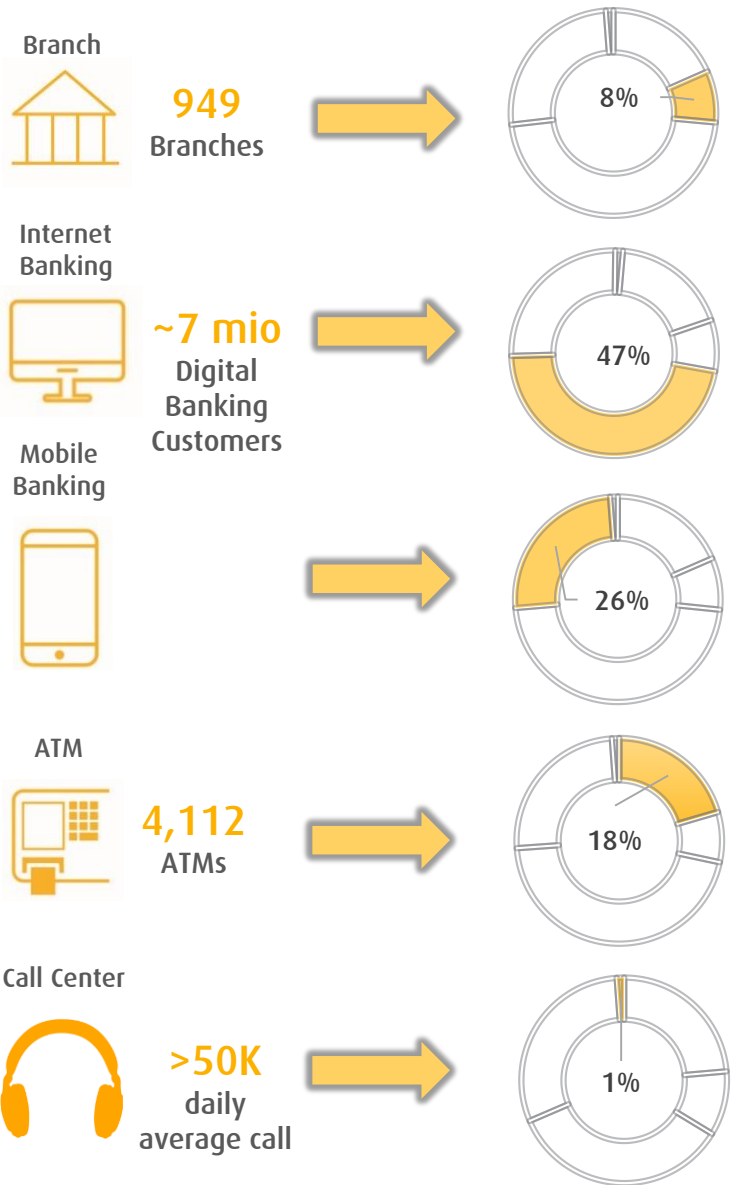
To eliminate the transformation risk of these companies, VakıfBank set aside **100% additional provisioning** for carbon-intensive industries such as cement, electricity, fertilizers, iron-steel and aluminium.



50% less provisioning requirement for renewable energy loans

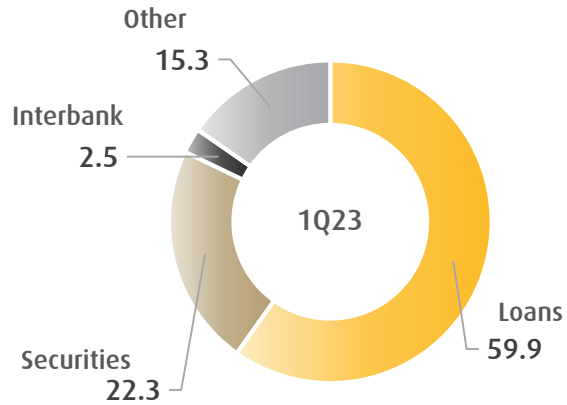


Improved efficiency with enhanced digital platforms



Composition of asset & liabilities

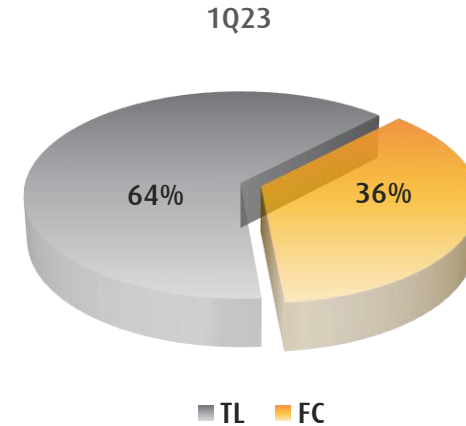
Breakdown of Assets (%)



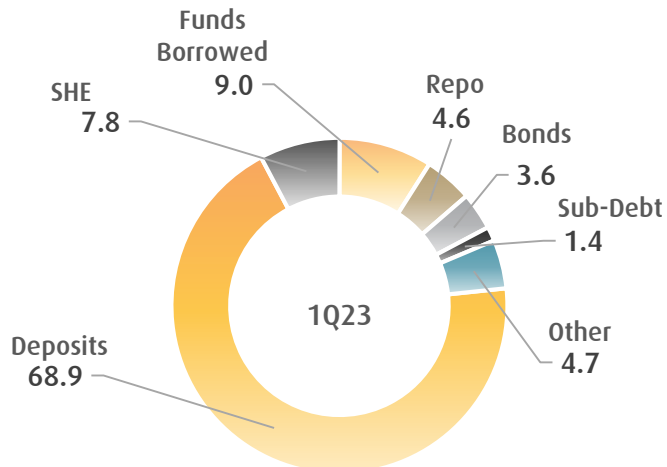
The biggest listed bank in terms of asset size with **11.5%** market share among Turkish banks

The share of IEA **85%** in total assets

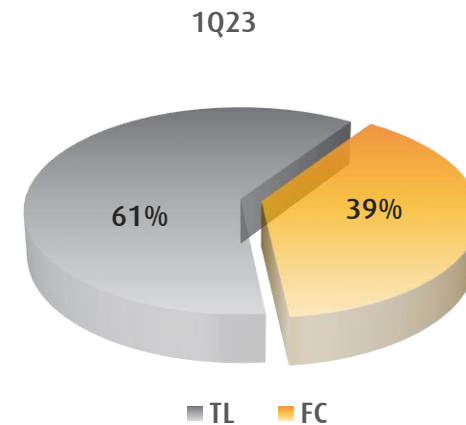
Currency Breakdown of Total Assets



Breakdown of Liabilities (%)

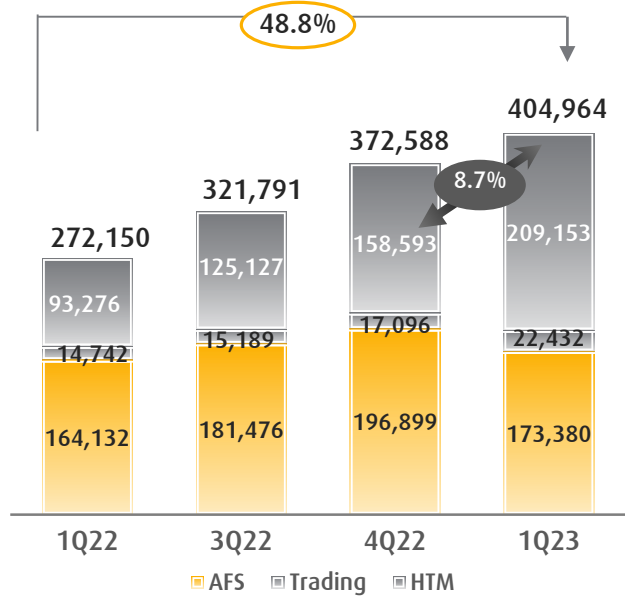


Currency Breakdown of Total Liabilities

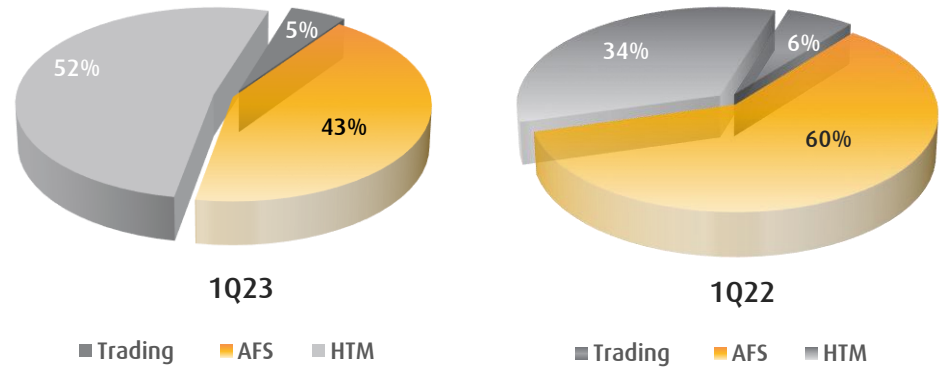


Well-positioned security portfolio

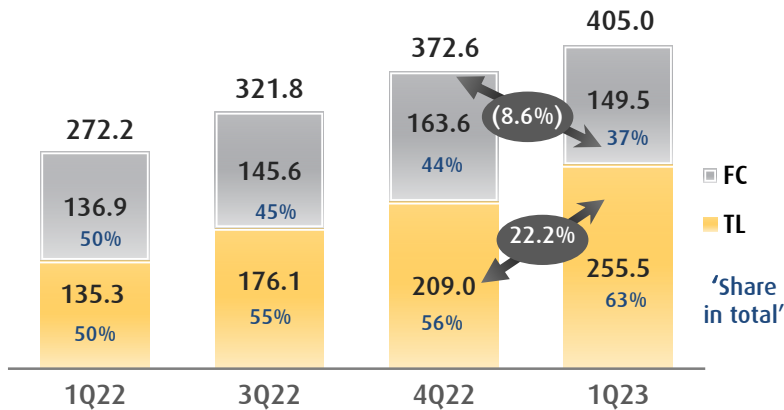
Total Securities (TL million)



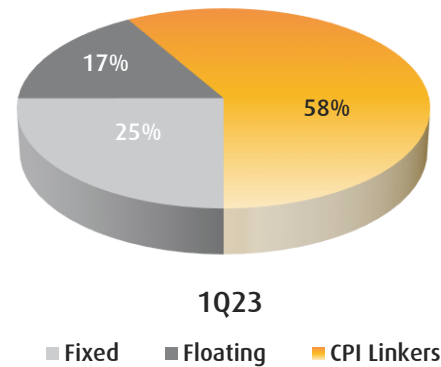
Portfolio Structure



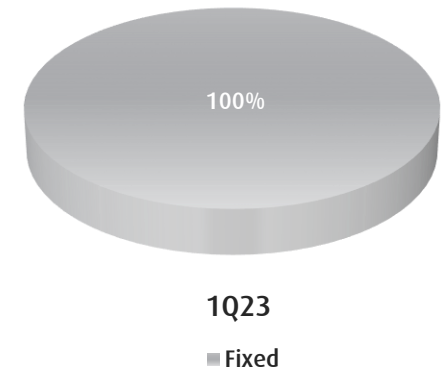
Security Breakdown (TL billion)



Breakdown of TL Securities

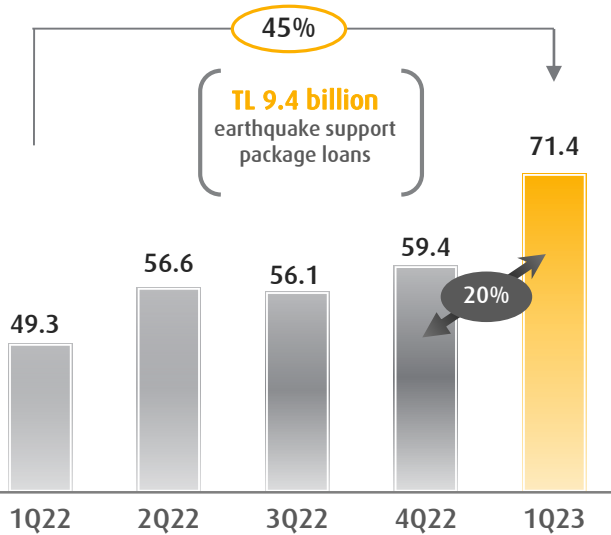


Breakdown of FC Securities

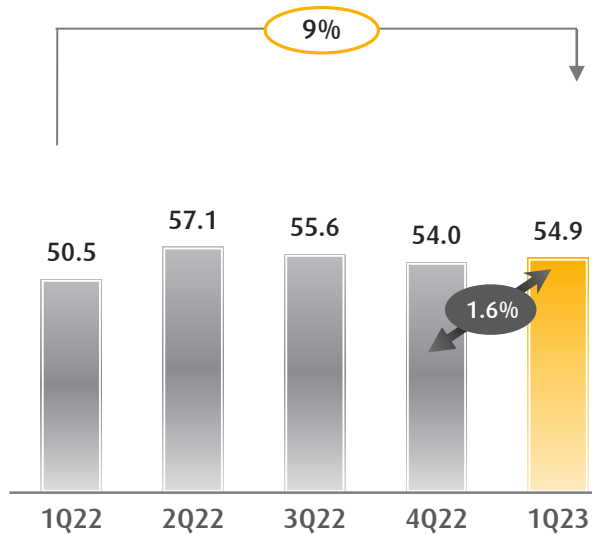


Retail lending driven quarterly loan growth due to earthquake support package, credit cards and overdrafts

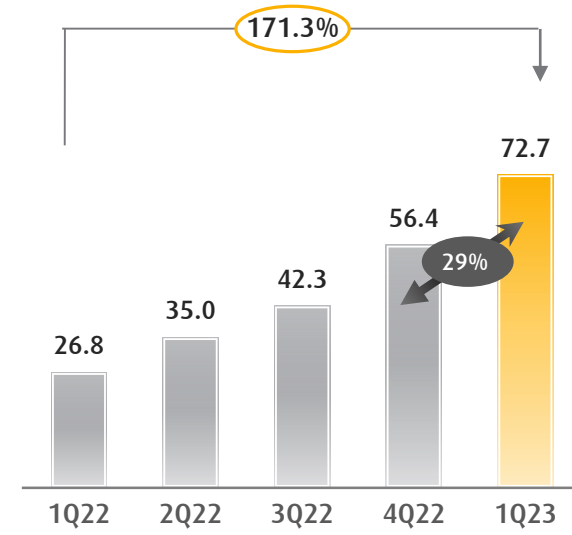
General Purpose Consumer (TL billion)



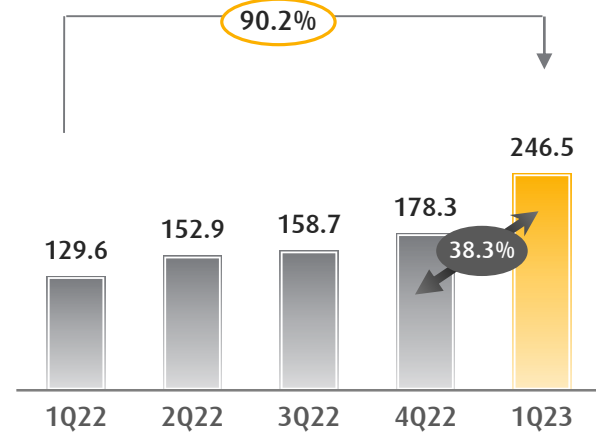
Residential Mortgages (TL billion)



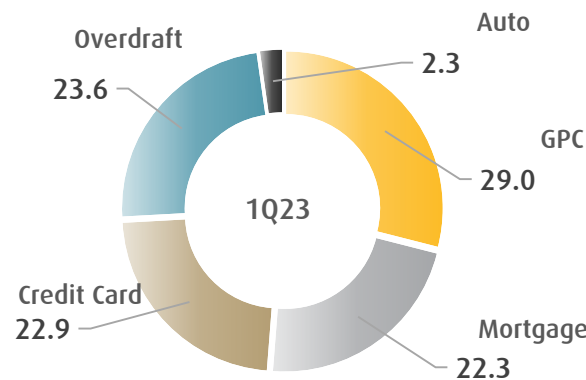
Credit Card Loans (TL billion)**



Total Retail (TL billion)



Breakdown of Retail Loans (%)



Total Retail Customers 22 million

Total Payroll Customers 2 million

Diversified funding sources via non-deposit funding

Syndication

USD 2.3 billion outstanding

- **May'23:** USD 825 million equivalent syndicated loan, SOFR +4.25%, Euribor +4.00% for 1 year, 36 banks from 20 countries
- **Nov'22:** USD 560 million equivalent syndicated loan, SOFR +4.25%, Euribor +4.00% for 1 year, 21 banks from 16 countries
- **Apr'22:** USD 1 billion equivalent syndicated loan, Libor +2.75%, Euribor +2.10% for 1 year, 37 banks from 16 countries

Subordinated Bonds

TL 4,250 million outstanding Tier II and TL 5 billion & EUR 700 million Tier I

- **Oct'22:** TL 1,725 million floating rate Tier II notes, 10 years maturity, call option at the end of 5th year
- **Oct'22:** TL 1,250 million floating rate Tier II notes, 10 years maturity, call option at the end of 5th year
- **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

IFI Borrowing

USD 746.9 million outstanding

- **World Bank:** outstanding funding USD 321 million
- **EBRD:** outstanding funding USD 6.3 million (USD 2.8 million under DPR Program included)
- **EIB:** outstanding funding USD 156.1 million
- **KFW:** outstanding funding USD 87 million
- **AFD:** outstanding funding USD 176.5 million

Post Finance & Bilateral

USD 1,491 million outstanding

- **Post Finance:** EUR 139 million and USD 455.7 million outstanding
- **Mar'20:** USD 325 million bilateral loan with ICBC, 3 years maturity
- **Dec'21:** CNY 3.2 billion bilateral loan with China Development Bank, 3 years maturity

Eurobonds and Private Placements

USD 2.6 billion outstanding Eurobonds and USD 632.5 million outstanding Private Placements

- **Jan'23-Mar'23:** USD 551.3 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

DPR Securitizations

USD 4.3 billion outstanding

- **Feb'23 - Mar'23** USD 2 billion equivalent (USD and Euro), 7 tranches, 5 years maturity
- **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

Covered Bond

TL 1 billion outstanding

- **Dec'18:** TL 1 billion, 5 years maturity

Local Bonds

TL 2 billion outstanding

Unconsolidated Key Financial Ratios

	1Q22	2Q22	3Q22	4Q22	1Q23
Profitability					
ROAE	18.9%	36.0%	26.1%	34.0%	14.5%
ROAA	1.1%	2.4%	1.7%	2.2%	1.0%
Cost / Income	20.0%	19.6%	19.8%	15.7%	31.5% ^{**}
Cost / Assets	1.1%	1.2%	1.3%	1.6%	4.4%
Fee / Cost	57.1%	62.6%	68.7%	54.4%	51.3% ^{**}
NIM	4.2%	5.8%	5.6%	10.9%	1.8%
Swap-adj NIM	3.7%	5.6%	5.2%	10.7%	1.7%
Liquidity					
Loans / Deposits	94.0%	92.2%	83.1%	82.8%	86.8%
<i>TL Loans / Deposits</i>	<i>115.8%</i>	<i>120.1%</i>	<i>103.0%</i>	<i>94.9%</i>	<i>95.7%</i>
Liquidity Coverage Ratio (Total)	184.9%	195.0%	182.4%	197.8%	176.6%
FC Liquidity Coverage Ratio	532.3%	353.4%	431.8%	450.7%	465.7%
Asset Quality					
NPL Ratio	2.9%	2.6%	2.4%	2.1%	1.8%
Stage II Ratio	10.0%	9.5%	9.2%	8.3%	7.2%
Stage II Coverage	18.2%	18.3%	19.1%	24.4%	23.7%
Stage III Coverage Ratio	76.8%	79.6%	80.3%	81.3%	83.3%
Net Cost of Risk	272 bps	205 bps	71 bps	468 bps	69 bps
Solvency					
CAR	17.5%	15.6%	15.8%	15.2%	15.8%
Tier I Ratio	15.6%	13.7%	13.9%	13.6%	14.3%
CET 1 Ratio	12.8%	11.4%	11.7%	11.5%	12.6%
Leverage	13.7x	14.9x	14.3x	14.7x	11.9x

Unconsolidated Balance Sheet

	(TL-thousand, %)		1Q22		4Q22		1Q23		TL		USD	
			TL	USD equivalent	TL	USD equivalent	TL	USD equivalent	ΔYoY	ΔQoQ	ΔYoY	ΔQoQ
Assets	Cash & Balances with Central Bank		132,831,962	9,048,499	268,935,221	14,358,528	212,922,730	11,098,367	60.3%	(20.8%)	22.7%	(22.7%)
	Interbank		23,928,989	1,630,040	40,641,494	2,169,861	45,822,414	2,388,444	91.5%	12.7%	46.5%	10.1%
	Securities		272,150,037	18,538,831	372,587,589	19,892,557	404,964,415	21,108,333	48.8%	8.7%	13.9%	6.1%
	Loans		642,825,319	43,789,191	933,450,970	49,837,211	1,087,639,550	56,692,036	69.2%	16.5%	29.5%	13.8%
	Subsidiaries & Investments		6,997,918	476,697	14,201,803	758,238	11,889,797	619,743	69.9%	(16.3%)	30.0%	(18.3%)
	Property & Equipment		5,131,790	349,577	11,991,371	640,223	12,760,052	665,104	148.6%	6.4%	90.3%	3.9%
	Other		21,438,239	1,460,371	39,252,175	2,095,685	41,191,895	2,147,083	92.1%	4.9%	47.0%	2.5%
	Total Assets		1,105,304,254	75,293,205	1,681,060,623	89,752,302	1,817,190,853	94,719,110	64.4%	8.1%	25.8%	5.5%
Liabilities & SHE	Deposits		684,211,846	46,608,436	1,127,701,975	60,208,328	1,252,725,686	65,296,973	83.1%	11.1%	40.1%	8.5%
	Funds Borrowed		94,316,343	6,424,819	130,746,242	6,980,579	163,006,657	8,496,546	72.8%	24.7%	32.2%	21.7%
	Repo		105,517,515	7,187,842	132,113,364	7,053,570	84,499,052	4,404,422	(19.9%)	(36.0%)	(38.7%)	(37.6%)
	Securities Issued		64,648,362	4,403,839	69,854,008	3,729,525	65,646,560	3,421,756	1.5%	(6.0%)	(22.3%)	(8.3%)
	Other		46,462,187	3,164,999	65,951,110	3,521,148	73,713,201	3,842,221	58.7%	11.8%	21.4%	9.1%
	Subordinated Loans		31,034,562	2,114,071	24,043,286	1,283,678	24,937,483	1,299,839	(19.6%)	3.7%	(38.5%)	1.3%
	Shareholders' Equity		75,250,828	5,126,078	106,984,889	5,711,953	141,108,205	7,355,113	87.5%	31.9%	43.5%	28.8%
Off-B.S.	Guarantees		222,191,457	15,135,658	274,248,526	14,642,206	297,988,682	15,532,338	34.1%	8.7%	2.6%	6.1%
	Commitments		202,985,630	13,827,359	341,017,330	18,207,012	436,275,459	22,740,387	114.9%	27.9%	64.5%	24.9%
	Derivatives		305,075,370	20,781,701	403,311,547	21,532,918	458,806,954	23,914,817	50.4%	13.8%	15.1%	11.1%

Unconsolidated Income Statement

(TL thousand, %)	1Q22	4Q22	1Q23	YoY	QoQ
Net Interest Income (Inc. Swap Cost)	8,129,337	33,480,990	5,941,206	(26.9%)	(82.3%)
<i>Swap Cost</i>	<i>-1,076,403</i>	<i>-848,615</i>	<i>-511,322</i>	<i>(52.5%)</i>	<i>(39.7%)</i>
Net Fee & Com. Income	1,736,323	3,594,559	4,100,531	136.2%	14.1%
Dividend Income	122,358	723	660	(99.5%)	(8.7%)
Net Trading Income (Exc. Swap Cost)	1,125,038	2,737,887	2,251,914	100.2%	(17.7%)
Other Income	468,936	625,809	1,025,142*	118.6%	63.8%
Operating Expenses	-3,042,851	-6,603,660	-7,996,483*	162.8%	21.1%
Pre-Provision Profit	8,539,141	33,836,308	5,322,970	(37.7%)	(84.3%)
Net Provisions	-4,134,433	-10,109,308	-1,744,747	(57.8%)	(82.7%)
<i>Expected Credit Loss</i>	<i>-6,661,003</i>	<i>-11,768,718</i>	<i>-13,321,019</i>	<i>100.0%</i>	<i>13.2%</i>
<i>Provisions Reversals</i>	<i>2,526,570</i>	<i>1,659,410</i>	<i>11,576,272</i>	<i>358.2%</i>	<i>597.6%</i>
Other Provisions	-2,301,130	-15,456,365	500,739	(121.8%)	(103.2%)
<i>Tax Provisions</i>	<i>-2,073,130</i>	<i>-5,956,365</i>	<i>500,739</i>	<i>(124.2%)</i>	<i>(108.4%)</i>
<i>Free Provisions</i>	<i>-228,000</i>	<i>-9,500,000</i>	<i>-</i>	<i>-</i>	<i>-</i>
Net Income	3,002,181	8,407,116	4,502,598	50.0%	(46.4%)



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Investor Relations
Saray Mahallesi Dr. Adnan Buyukdeniz Cad.
A1 Blok
No: 7a Umraniye/Istanbul
E-mail: investorrelations@vakifbank.com.tr
Tel (90-216) 724 2685
Fax (90-216) 724 3941
www.vakifbank.com.tr

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