



# 9M 2024 Results Presentation

31 October 2024



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## > Results highlights

The bank announced remarkable results with strong growth in non-risk income and highly efficient collection performance despite the ongoing headwinds.

TL  
**70.8 bn**  
Total Income  
^ +43% y-o-y  
(9M-23: TL 49.4 bn)

**39.6 %**  
Return on Average  
Equity %  
(9M-23: 47.0%)

TL  
**33.8 bn**  
Net Profit  
^ +52% y-o-y  
(9M-23: TL 22.3 bn)

**42.1 %**  
Cost to Income %  
(9M-23\*: 31.2%)  
(\*excluding earthquake support  
of TL 350 mn)

**14.23 %**  
Common Equity  
Tier 1 %  
(FY-23: 12.32%)  
(w/o forbearance: 12.42%)



# 01

## Macroeconomic Outlook & Banking Sector



# > Slower growth, gradual disinflation and declined external deficit

## ■ Economic Activity



Slowdown in growth with gradual moderation in domestic demand along with tighter monetary policy

Deceleration in annual inflation, services inflation remains elevated

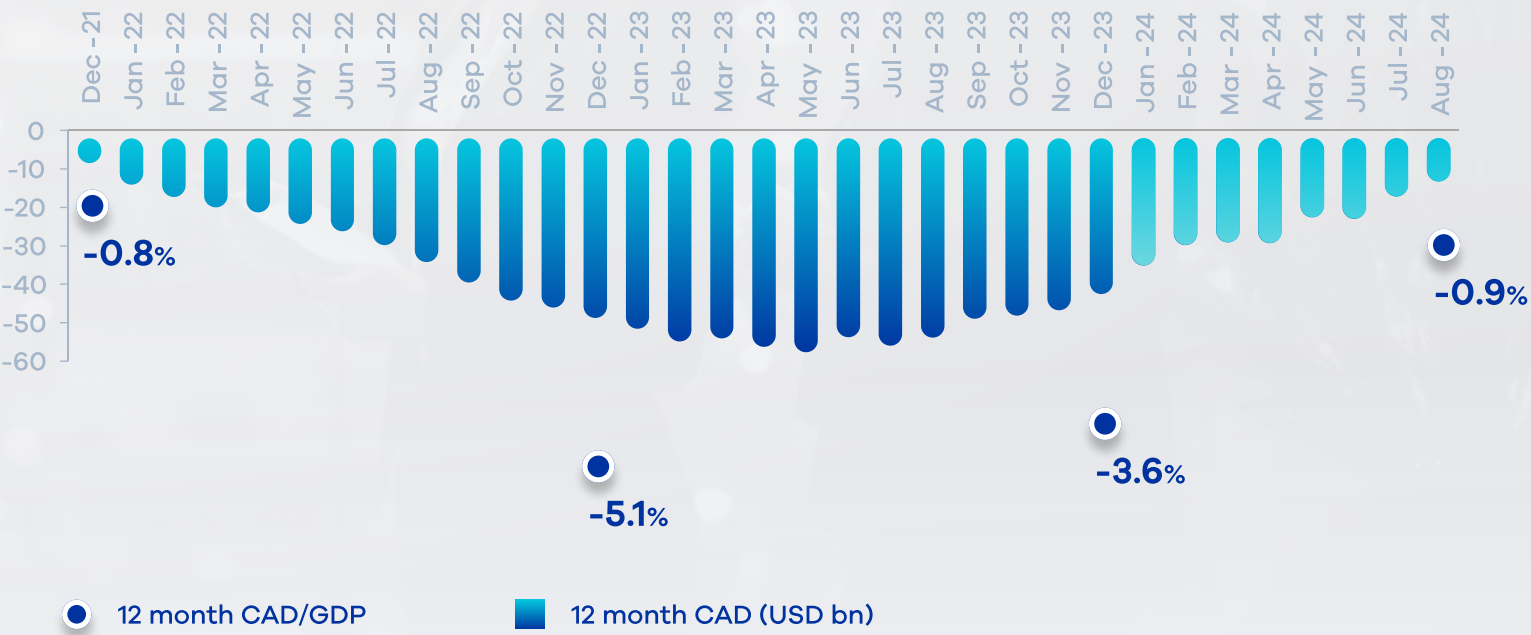
Lower current account deficit, significant improvement in external buffers

Fiscal consolidation targets excluding disaster spending

## ■ Inflation (CPI, YoY change)



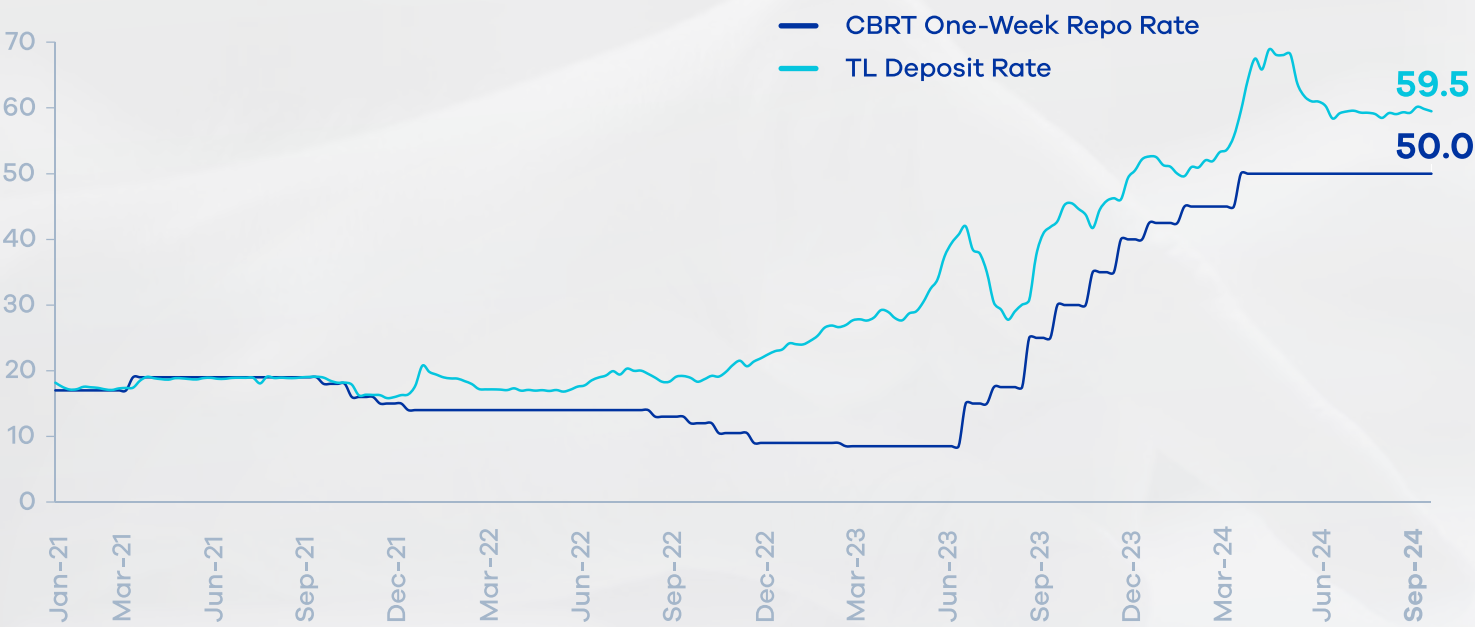
## ■ Current Account Deficit



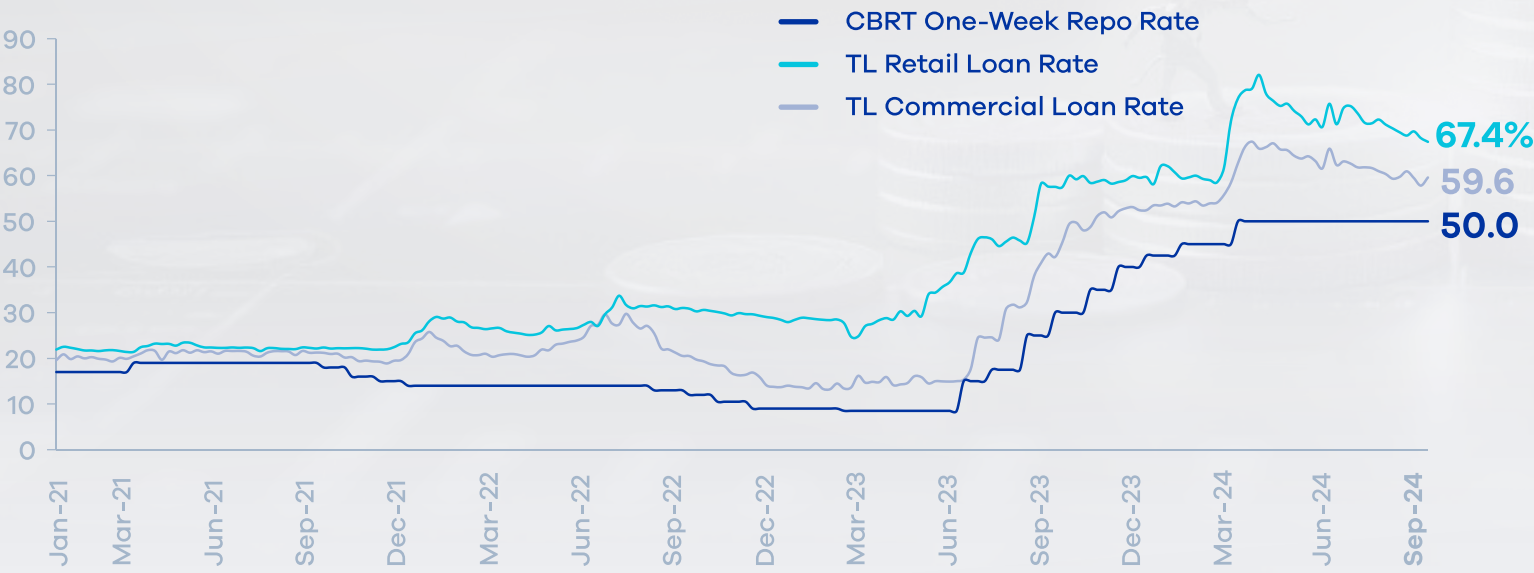


> Higher interest rates, slower credit growth

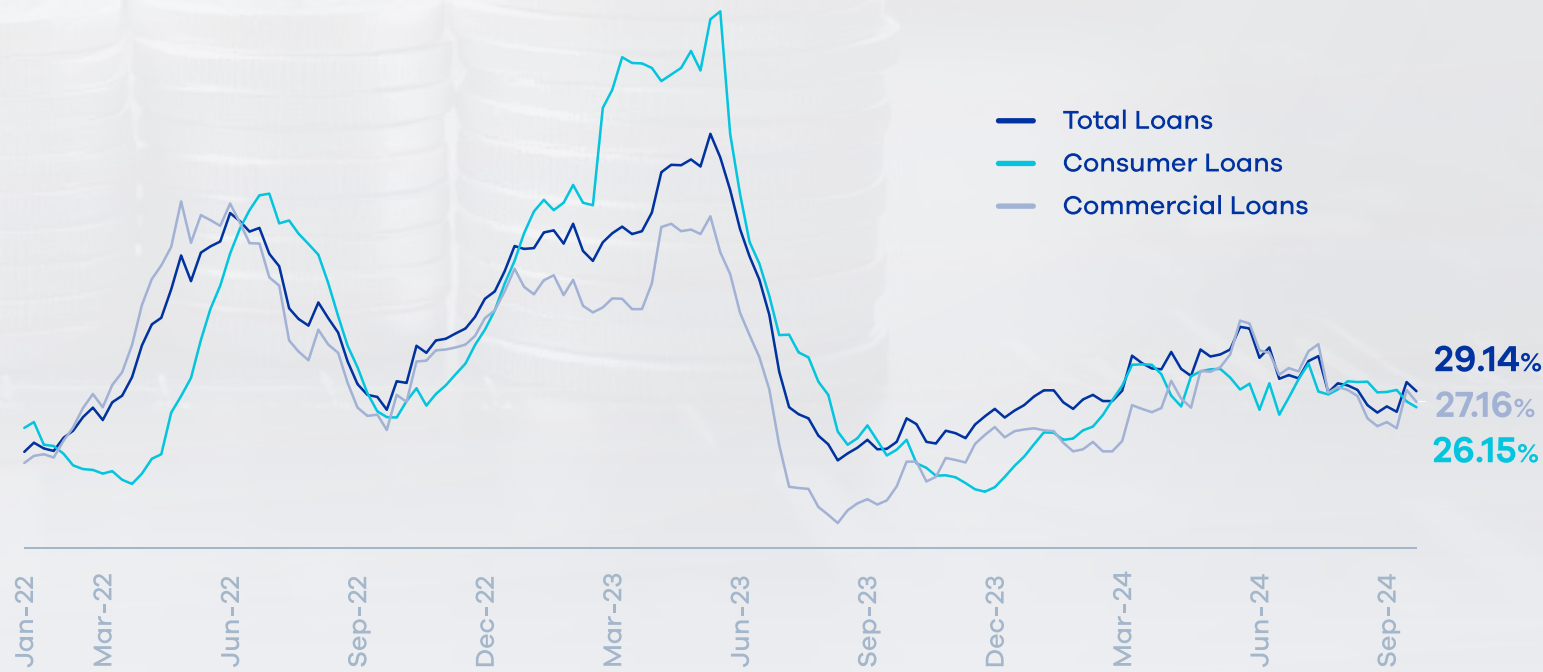
■ TL Deposit Rate (%)



■ TL Loan Rates (%)



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





# 02

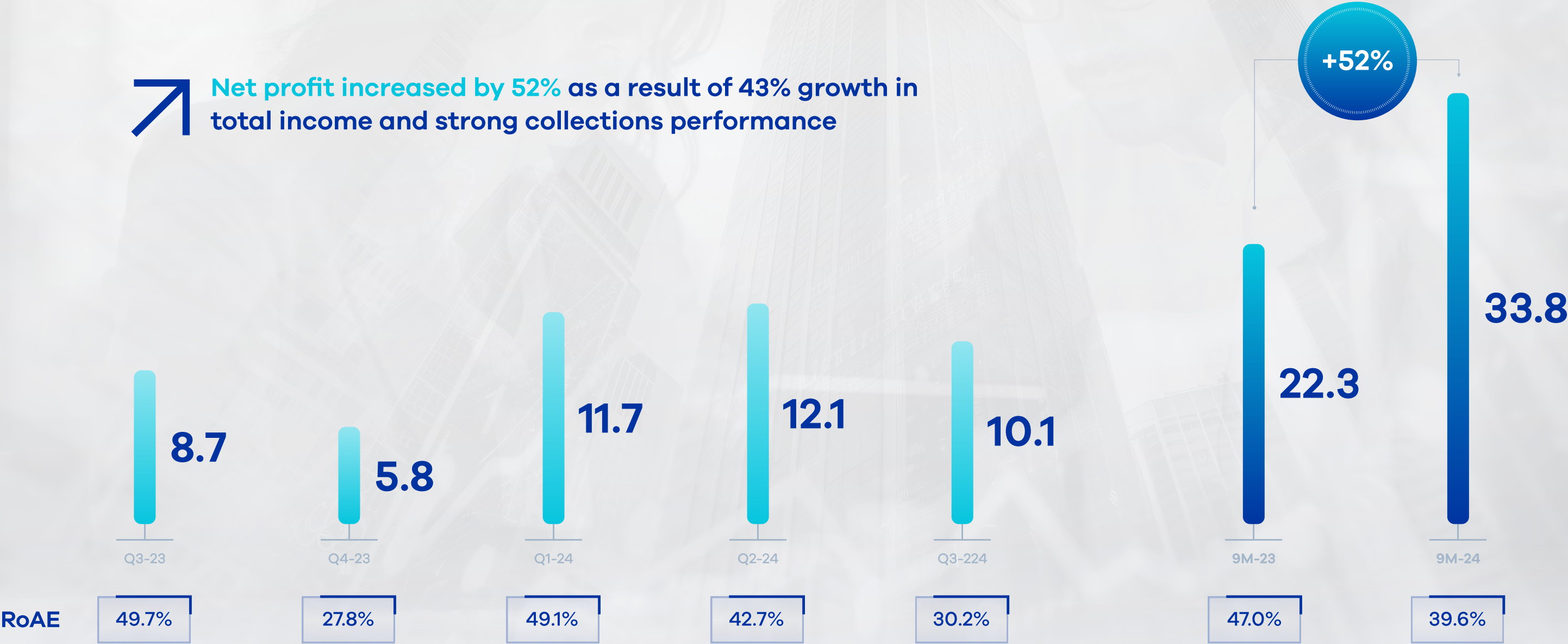
## Financial Performance



> Outstanding net profit growth, with impressive collection performance and non-interest revenues driven by doubled fee and commission income, resulting in a superior RoAE.

■ Net Profit (TL bn)

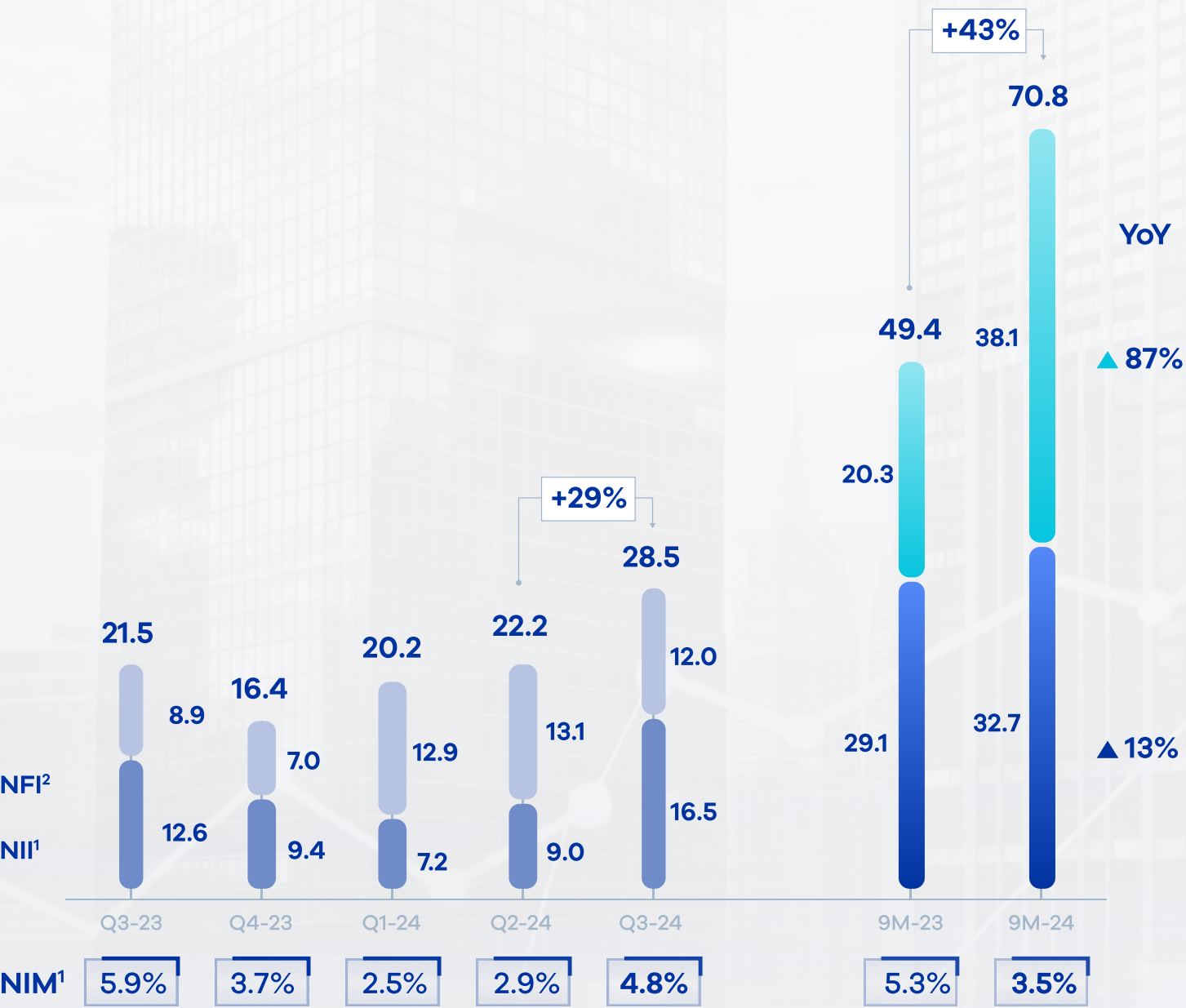
↗ Net profit increased by 52% as a result of 43% growth in total income and strong collections performance



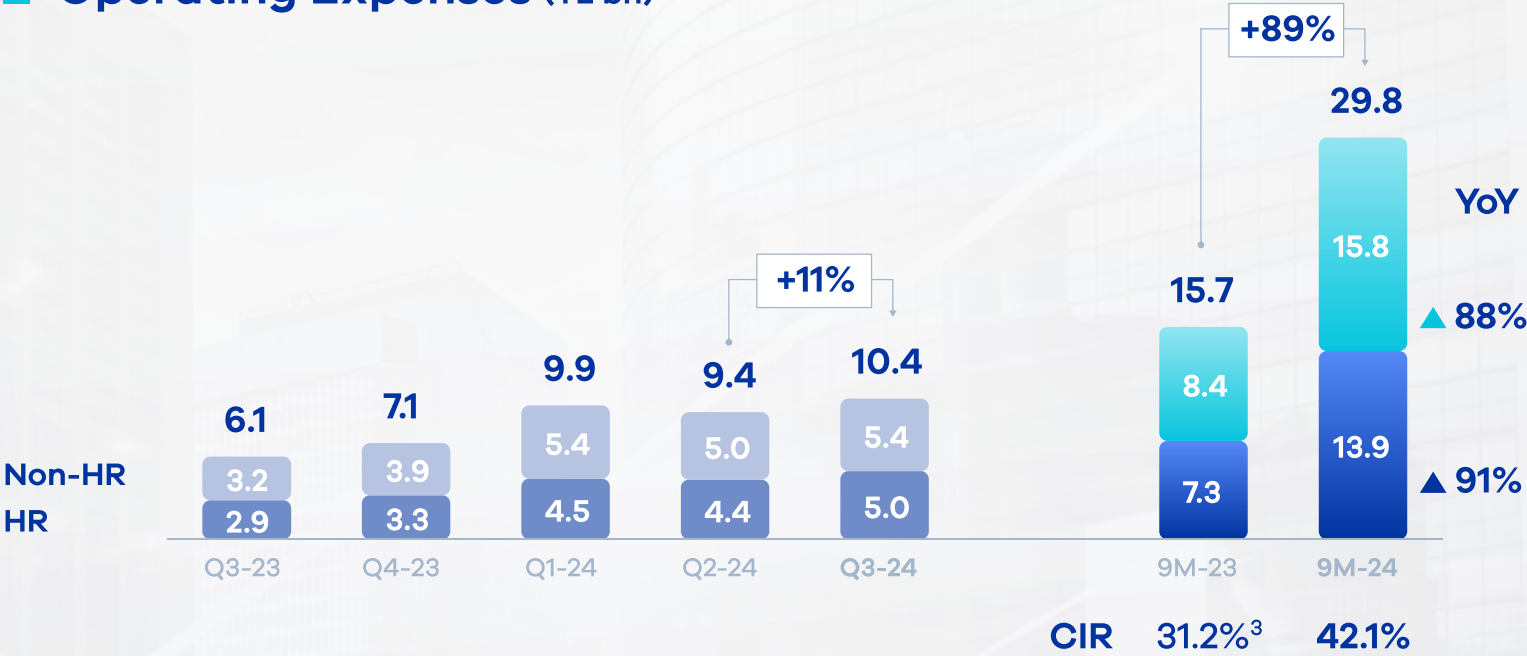


➤ Overall revenues supported by significant non funded income and rise in NII in Q3 with the relative stabilization in deposit rate

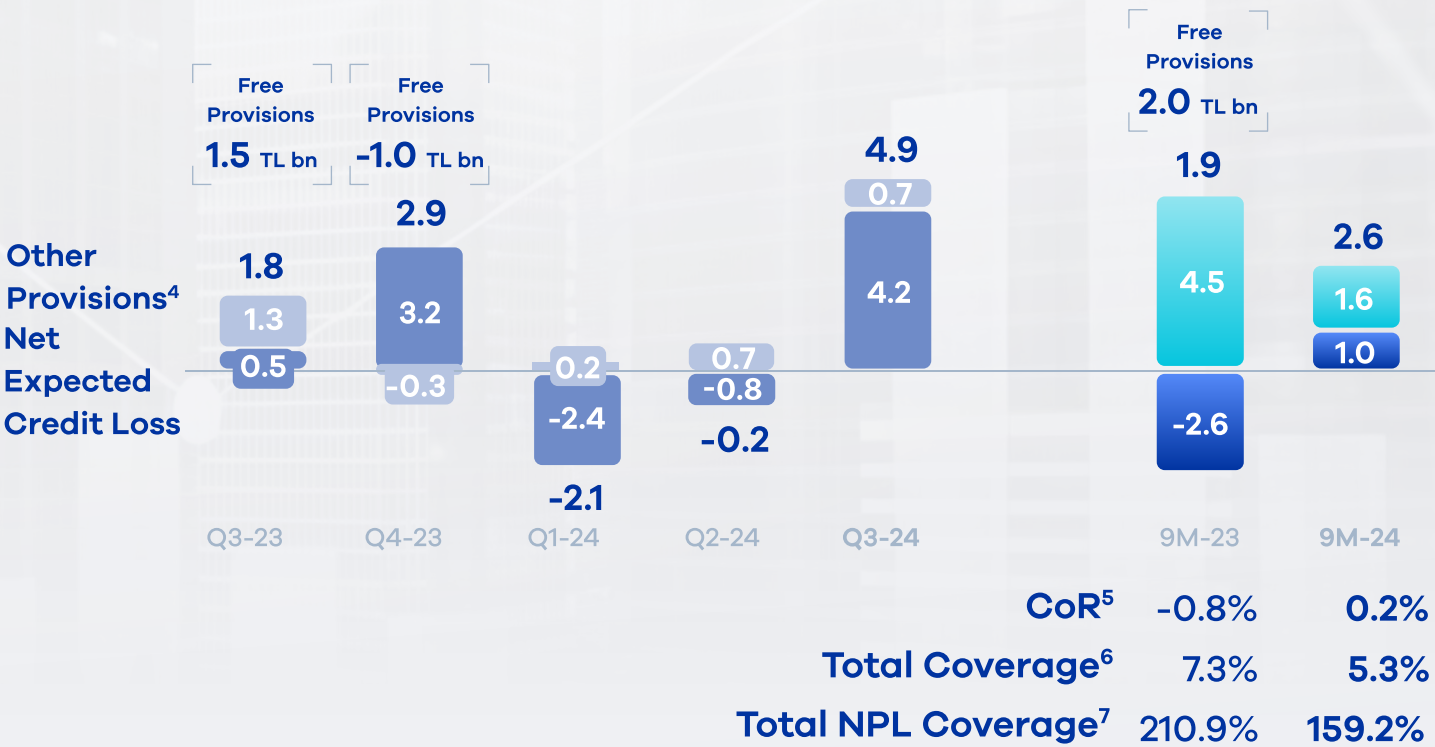
■ Total Income (TL bn)



■ Operating Expenses (TL bn)



■ Total Provisions (TL bn)



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



## ➤ 52% rise in net profit, supported by strong non funded income with agile balance sheet management despite ongoing headwinds.

Income Statement (All figures are in TL bn)	9M-24	9M-23	Better / (Worse)
Net interest income <sup>1</sup>	32.7	29.1	13%
Non-funded income	38.1	20.3	87%
<b>Total income</b>	<b>70.8</b>	<b>49.4</b>	<b>43%</b>
Operating expenses	-29.8	-15.7	(89%)
<b>Pre-provision operating profit</b>	<b>41.0</b>	<b>33.6</b>	<b>22%</b>
Total provisions	-2.6	-1.9	n.a.
<b>Operating profit</b>	<b>38.4</b>	<b>31.7</b>	<b>21%</b>
Taxation charge	(4.6)	(9.5)	51%
<b>Net profit<sup>2</sup></b>	<b>33.8</b>	<b>22.3</b>	<b>52%</b>
Cost: income ratio <sup>3</sup>	42.1%	31.2%	+10.9 pp
Net interest margin <sup>1</sup>	3.5%	5.3%	-1.8 pp
Balance Sheet (All figures are in TL bn)	Sep-24	Dec-23	Better / (Worse)
Total Assets	1,536.2	1,172.9	31%
Gross Loans <sup>4</sup>	799.5	608.2	31%
Deposits	926.2	737.9	26%
CET-1 (%)	14.23%	12.32%	+1.9 pp
LDR (%) <sup>5</sup>	82.3%	77.3%	+5.0 pp
NPL ratio (%)	3.3%	4.0%	-0.7 pp

<sup>1</sup> Swap adjusted <sup>2</sup> 9M-23 Includes TL 41 mn profit from discontinued operations related to liquidation of Eurodeniz  
<sup>3</sup> 9M-23 ratios is adjusted; excludes earthquake support <sup>4</sup> Includes leasing and factoring receivables  
<sup>5</sup> Loan to Deposit Ratio <sup>6</sup> According to the Bank's own segmentation of gross loans

### Key Highlights

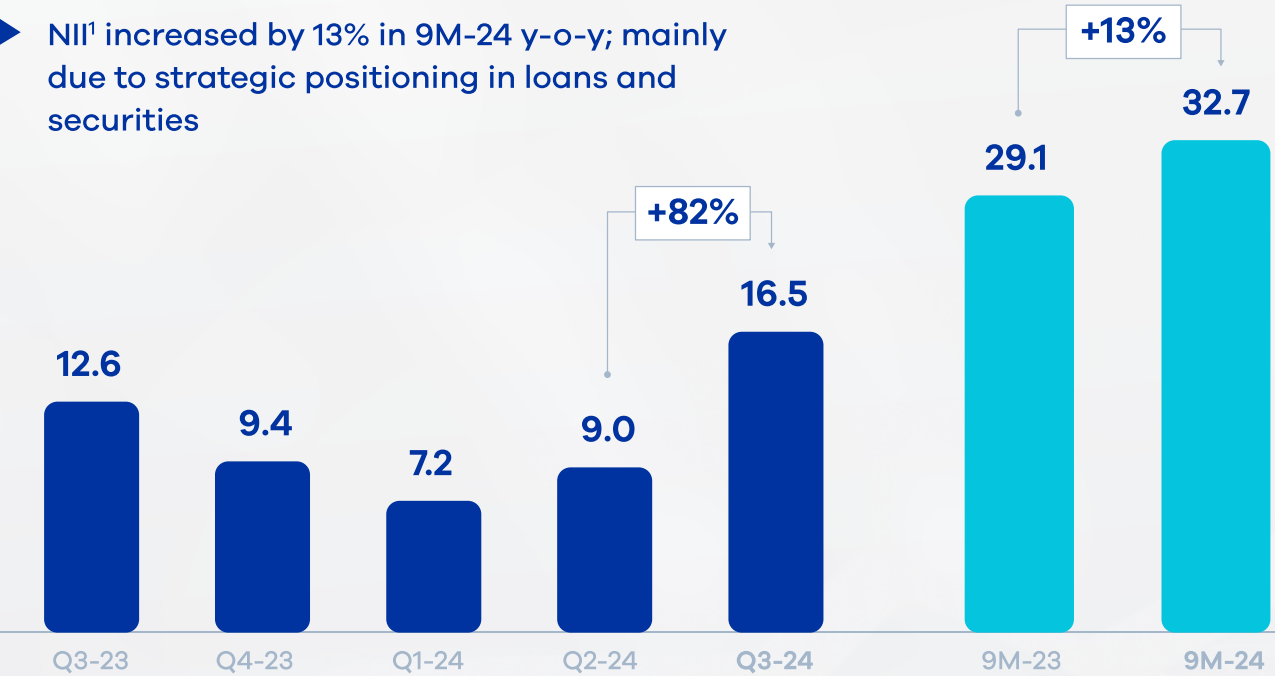
- ▶ 9M-24 net profit increased by 52%, mainly mainly due to strong performances of non risk income generation with higher commissions and collections.
- ▶ NIM<sup>1</sup> contracted by 180 bps with the higher funding costs downsizing the significant contribution of the growth in loans as a result of the focus on exempted segments.
  - 30% y-t-d rise in SME loans<sup>6</sup>
  - 172% y-t-d increase in agri loans<sup>6</sup>
  - 25% y-t-d growth in consumer loans<sup>6</sup>
- ▶ Net fees and commissions **doubled** as a result of solid contribution of payment systems with higher turnover and increased interchange fees due to the higher interest rates, bankassurance, brokerage and fund management fees.
- ▶ C/I ratio<sup>3</sup> is **42.1%** as a result of operating in an inflationary environment and caps and limits on growth and pricing stressing the NII.
- ▶ CoR realized at **0.2%**, supporting with strong collection performance.
  - Strategically managed loan growth, successful recovery amounts improved NPL ratio at 3.3% with 71 bps y-t-d decrease.
  - A strong level of Total NPL Coverage standing at **159.2%**.
- ▶ LDR increased to 82.3%, 503 bps increase y-t-d with active balance sheet actions to manage the NIM under pressure with growth limits in loans and conversion targets in deposits resulting in higher customer rates.
- ▶ CAR at **16.57%**, CET-1 at **14.23%** and LCR at **175.4%**, demonstrating solid solvency and healthy liquidity levels.



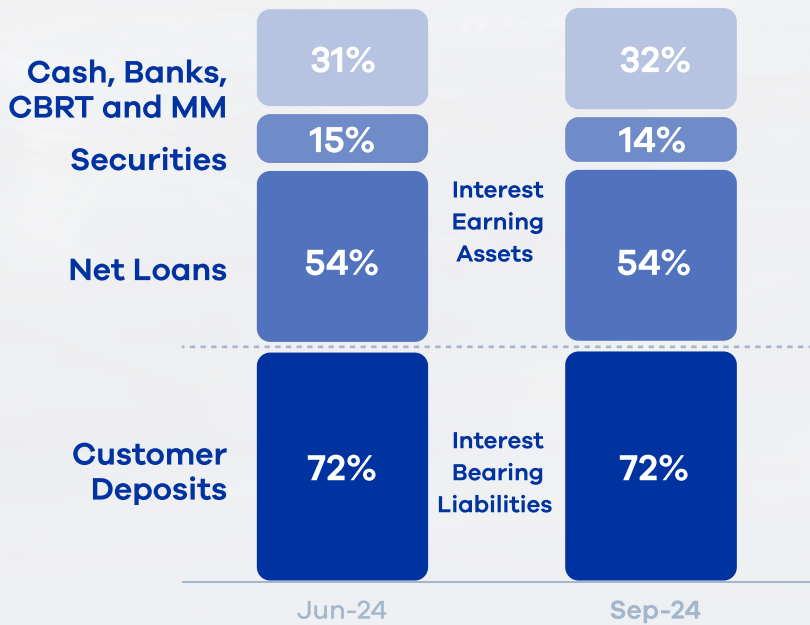
> NIM decreased to ~3.5% level with high funding costs offsetting the significant contribution of growth in selected segment's loans due to regulatory actions to stabilize the inflation

■ Net Interest Income<sup>1</sup> (TL bn)

► NII<sup>1</sup> increased by 13% in 9M-24 y-o-y; mainly due to strategic positioning in loans and securities

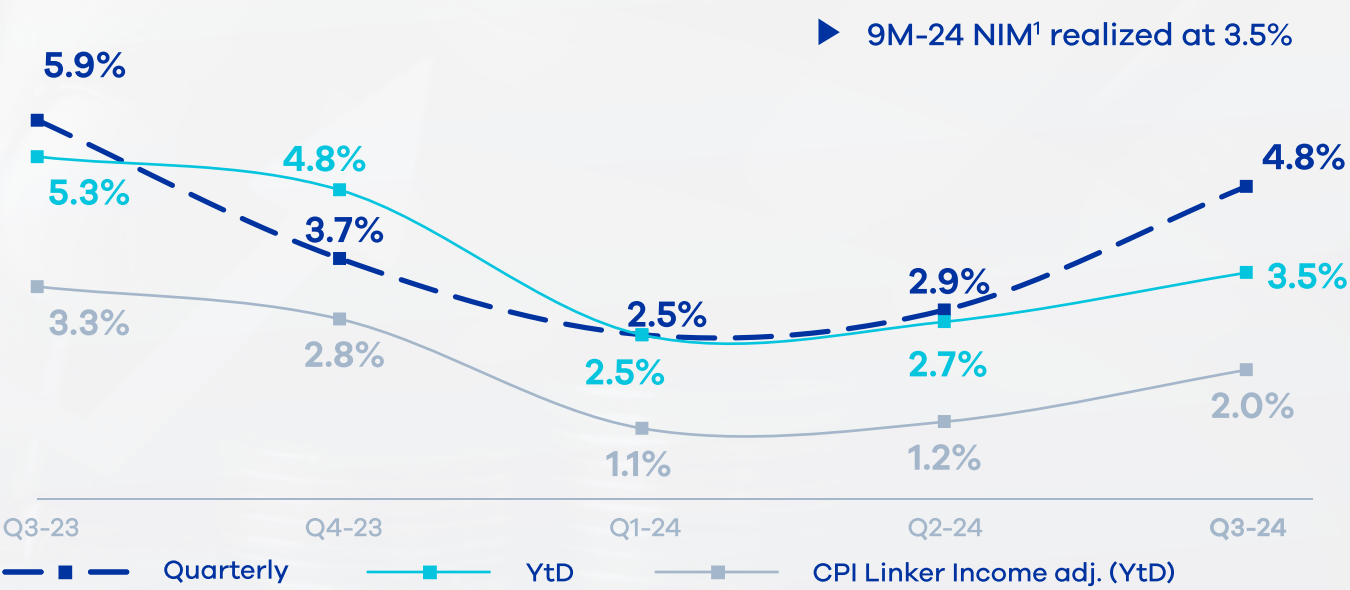


► Sum of liquid assets (cash, banks, CBRT and money market placements) and securities share in total assets is parallel to year end with 46%, and loans consist 54% of total assets.



■ Net Interest Margin<sup>1</sup> (%)

► 9M-24 NIM<sup>1</sup> realized at 3.5%



■ TL Loan Yields<sup>2</sup> (%)



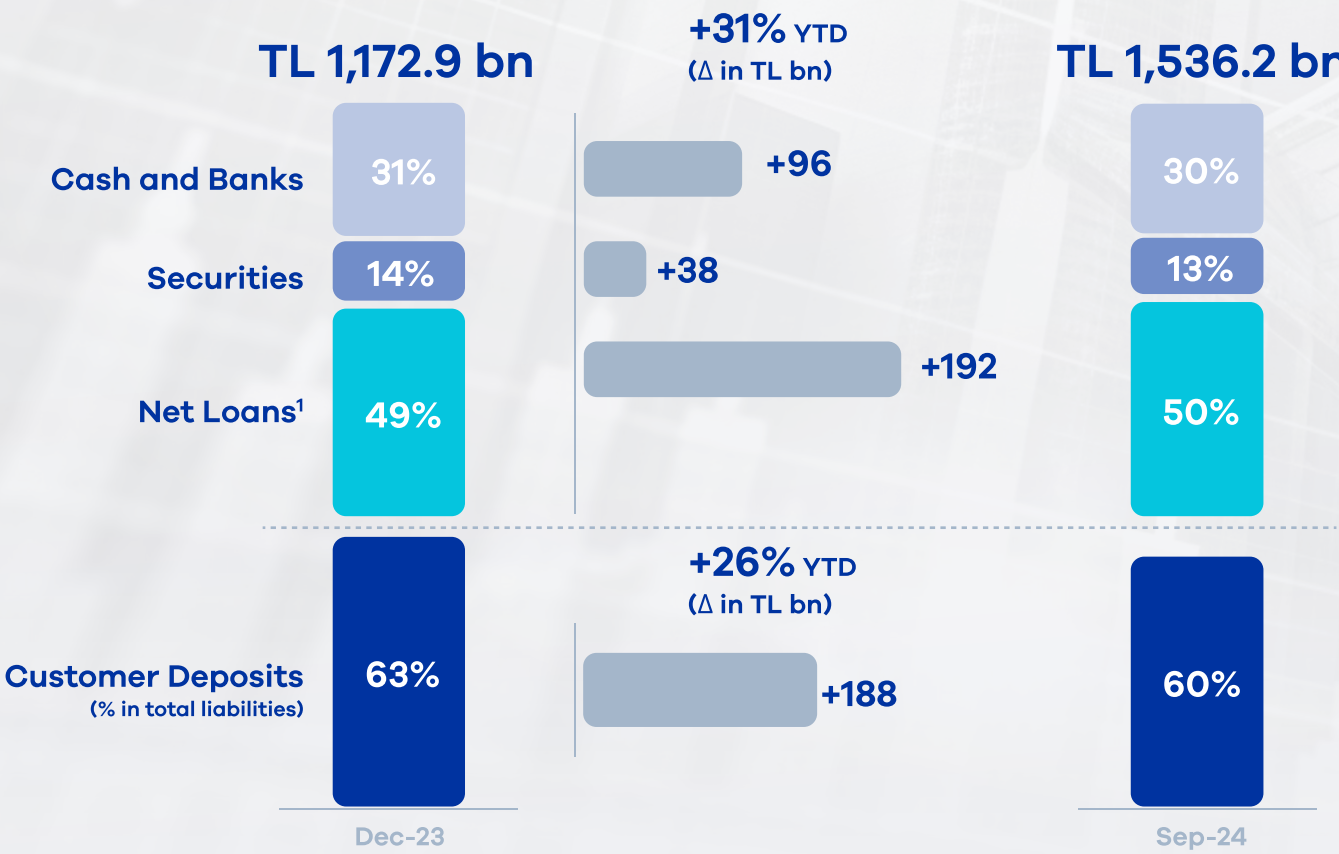
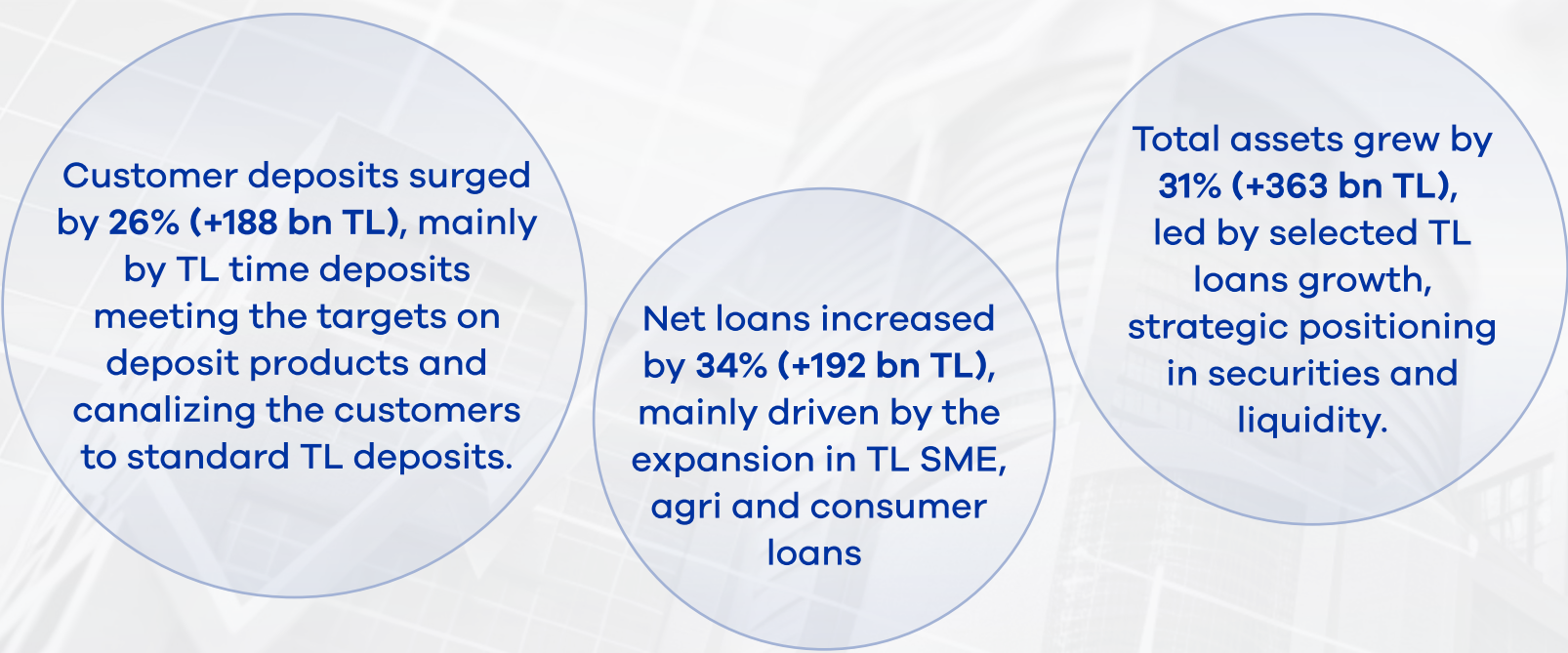
■ Cost<sup>3</sup> of TL Customer Deposits (%)



1 Swap adjusted    2 Consolidated MIS- Calculated with TL Performing Loans without CC    3 MIS solo rates for Q3 and Q4 23, Q1, Q2 and Q3 24



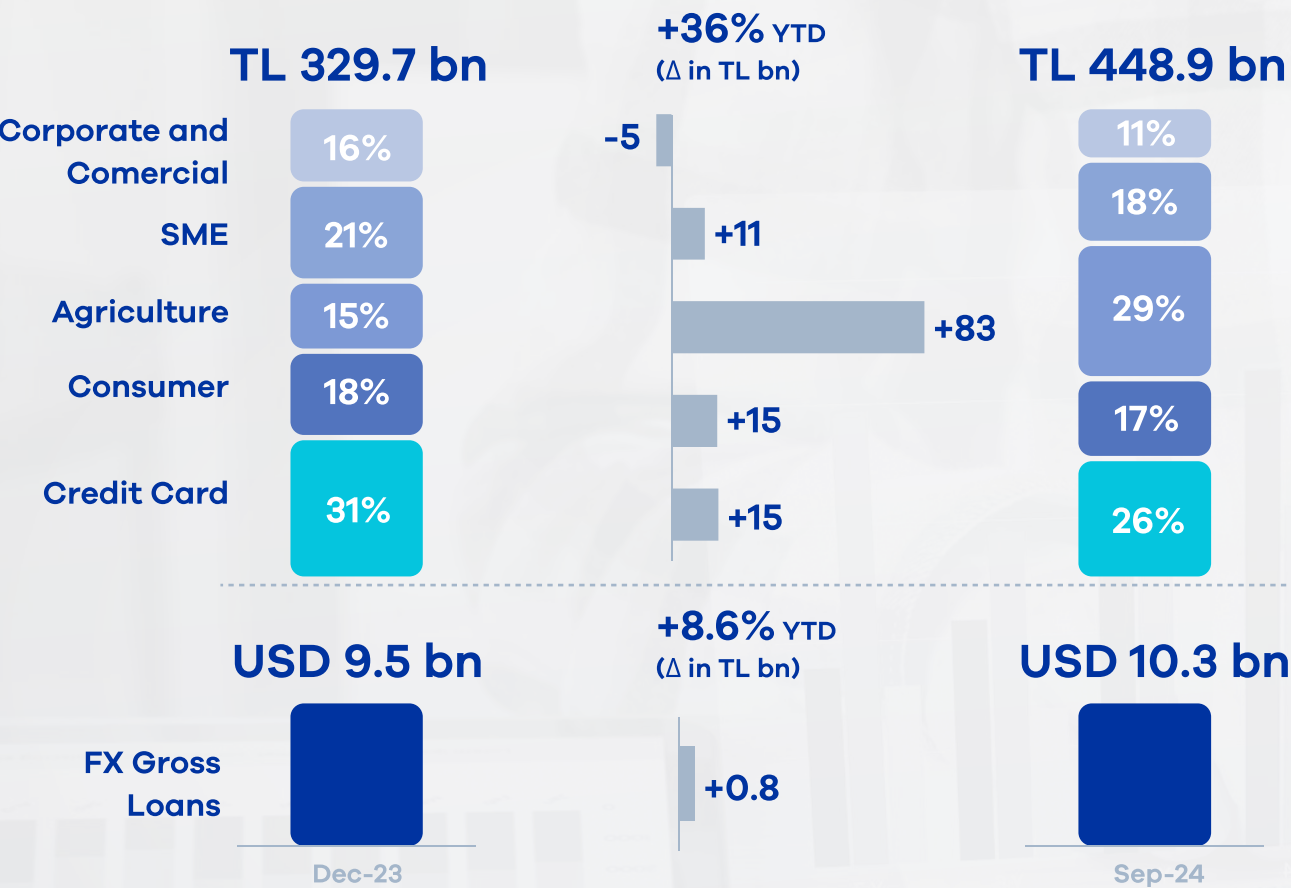
> Assets growth continued through the expansion of loans and securities portfolios





> TL gross<sup>1</sup> loans growth led by SME loans, agri and consumer loans performances

■ TL Gross<sup>1</sup> Loans



- ▶ TL gross<sup>1</sup> loans increased by 36% (+119 bn TL), mainly driven by the expansion in SME loans, agri and consumer loans.
- ▶ FX gross<sup>1</sup> loans increased by 9% (+0.8 bn USD), driven by commercial loans.

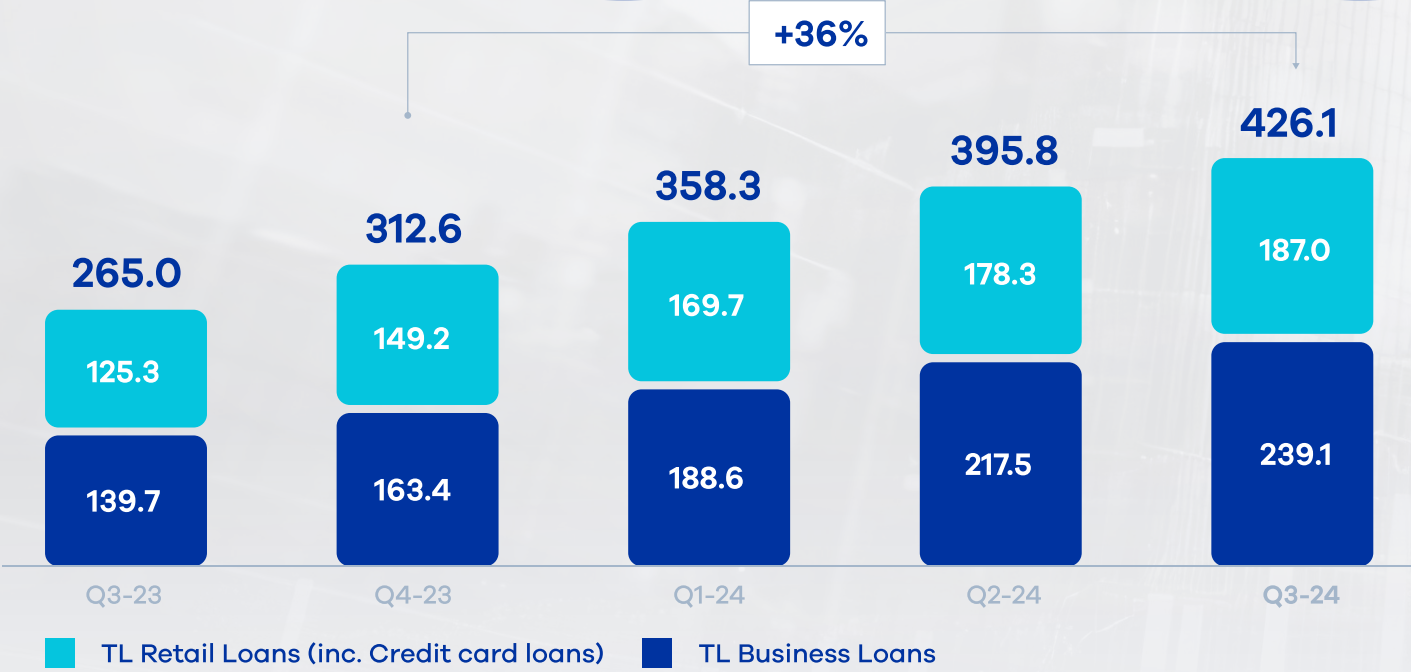
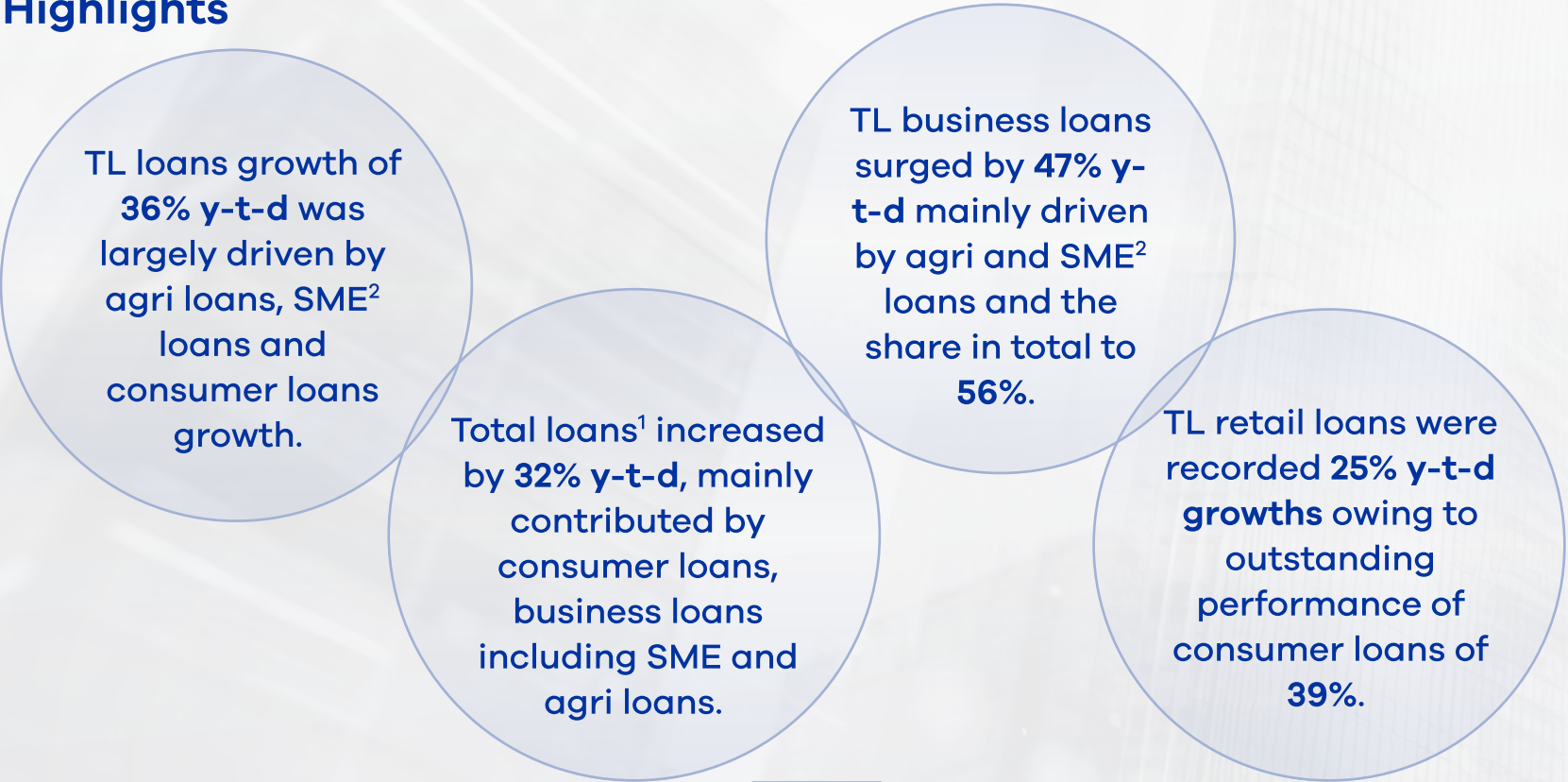
in TL bn	Sep-24	YoY%	YtD%	Quarterly Trend (last 5 quarters)
Gross Loans <sup>1</sup>	799.5	+51	+31	<div><div>528.3</div><div>608.2</div><div>676.2</div><div>735.3</div><div>799.5</div></div>
TL Gross Loans	448.9	+61	+36	<div><div>278.1</div><div>329.7</div><div>376.0</div><div>415.4</div><div>448.9</div></div>
Corporate & Commercial	48.4	+28	-9	<div><div>37.7</div><div>53.3</div><div>50.8</div><div>50.4</div><div>48.4</div></div>
SME	78.7	+30	+16	<div><div>60.6</div><div>67.7</div><div>81.3</div><div>83.7</div><div>78.7</div></div>
Agriculture	130.7	+185	+173	<div><div>45.9</div><div>47.9</div><div>63.8</div><div>93.1</div><div>130.7</div></div>
Consumer	75.2	+36	+25	<div><div>55.4</div><div>60.2</div><div>67.9</div><div>75.9</div><div>75.2</div></div>
Credit Card	116.0	+48	+15	<div><div>78.6</div><div>100.6</div><div>112.3</div><div>112.3</div><div>116.0</div></div>
in USD bn	Sep-24	YoY%	YtD%	Quarterly Trend (last 5 quarters)
FX Gross Loans	10.3	+12.4	+8.6	<div><div>9.1</div><div>9.5</div><div>9.3</div><div>9.7</div><div>10.3</div></div>

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

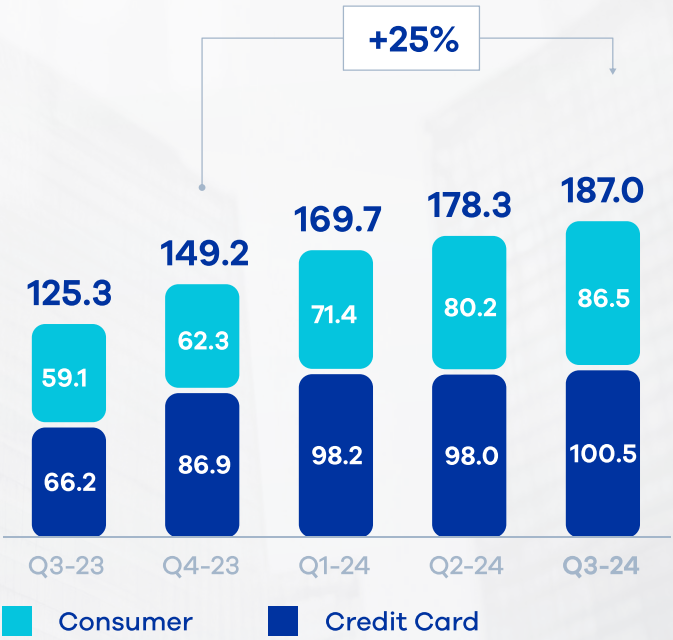


# > TL Performing Loans

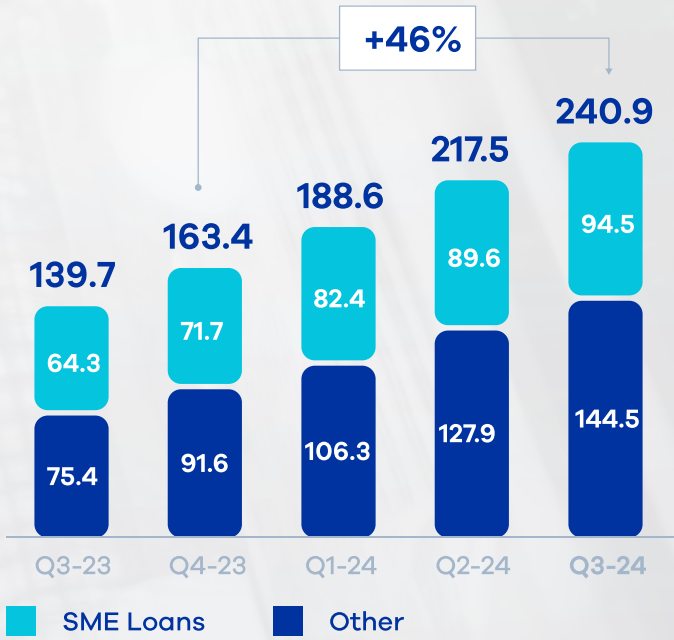
## Highlights



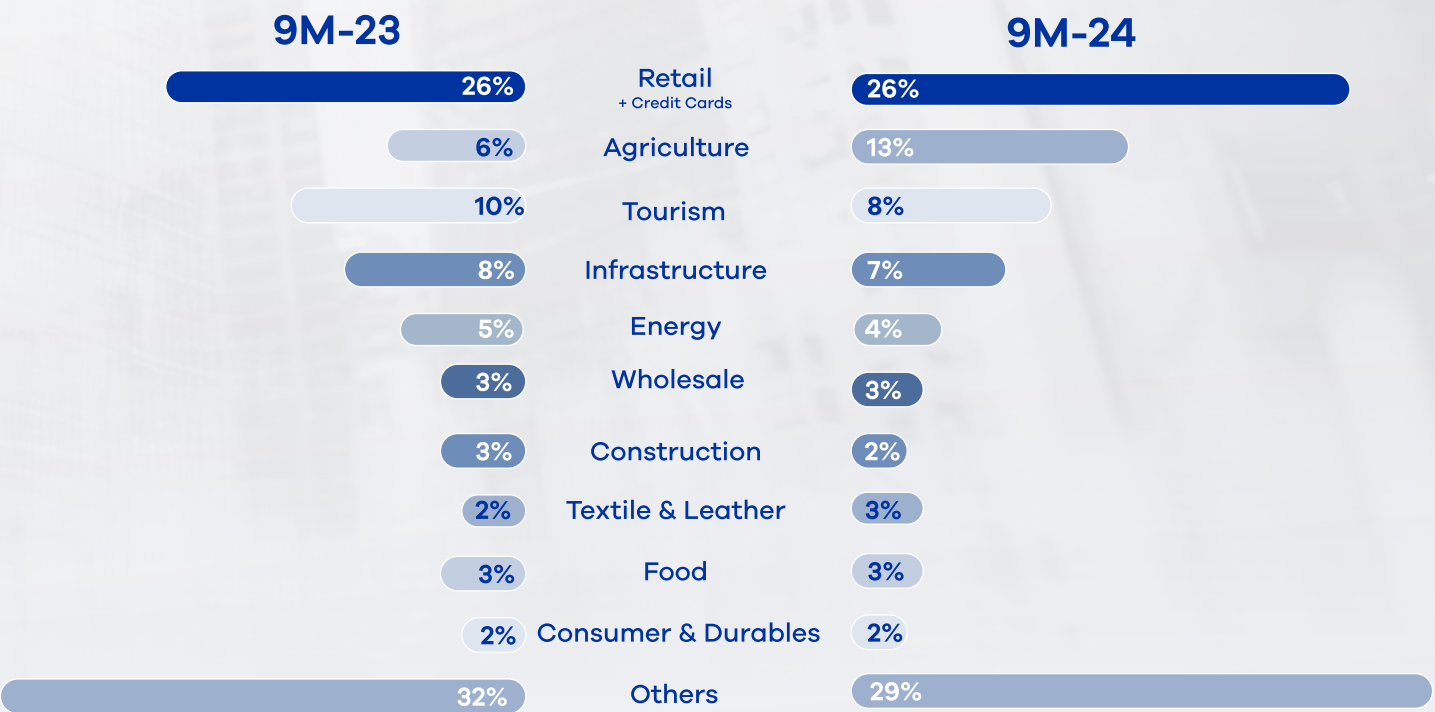
## TL Retail Loans<sup>2</sup> (TL bn)



## TL Business Loans<sup>2</sup> (TL bn)



## Total Loans<sup>1</sup> by Sector



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



# > Net Fees and Commissions

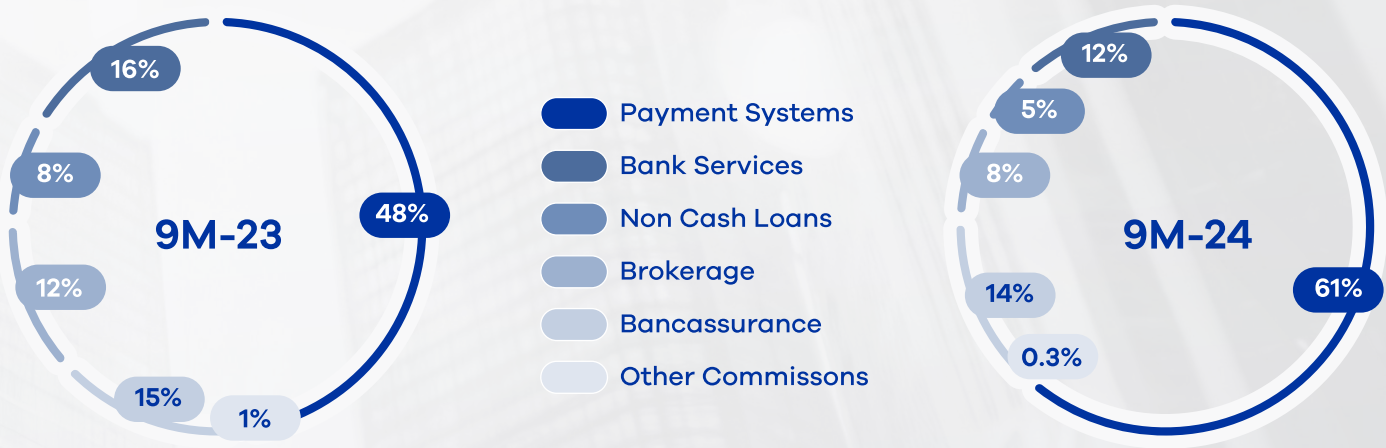
## Highlights

- ▶ Net fees and commissions grew by **149%** in 9M-24, mainly due to improved payment systems, bancassurance, banking services and brokerage fees/commissions with 219%, 139%, 77% and 57%.
- ▶ Net commissions constituted **32% of total income** (9M-23: 19%), while covering **77% of operating expenses** (9M-23: 59%).

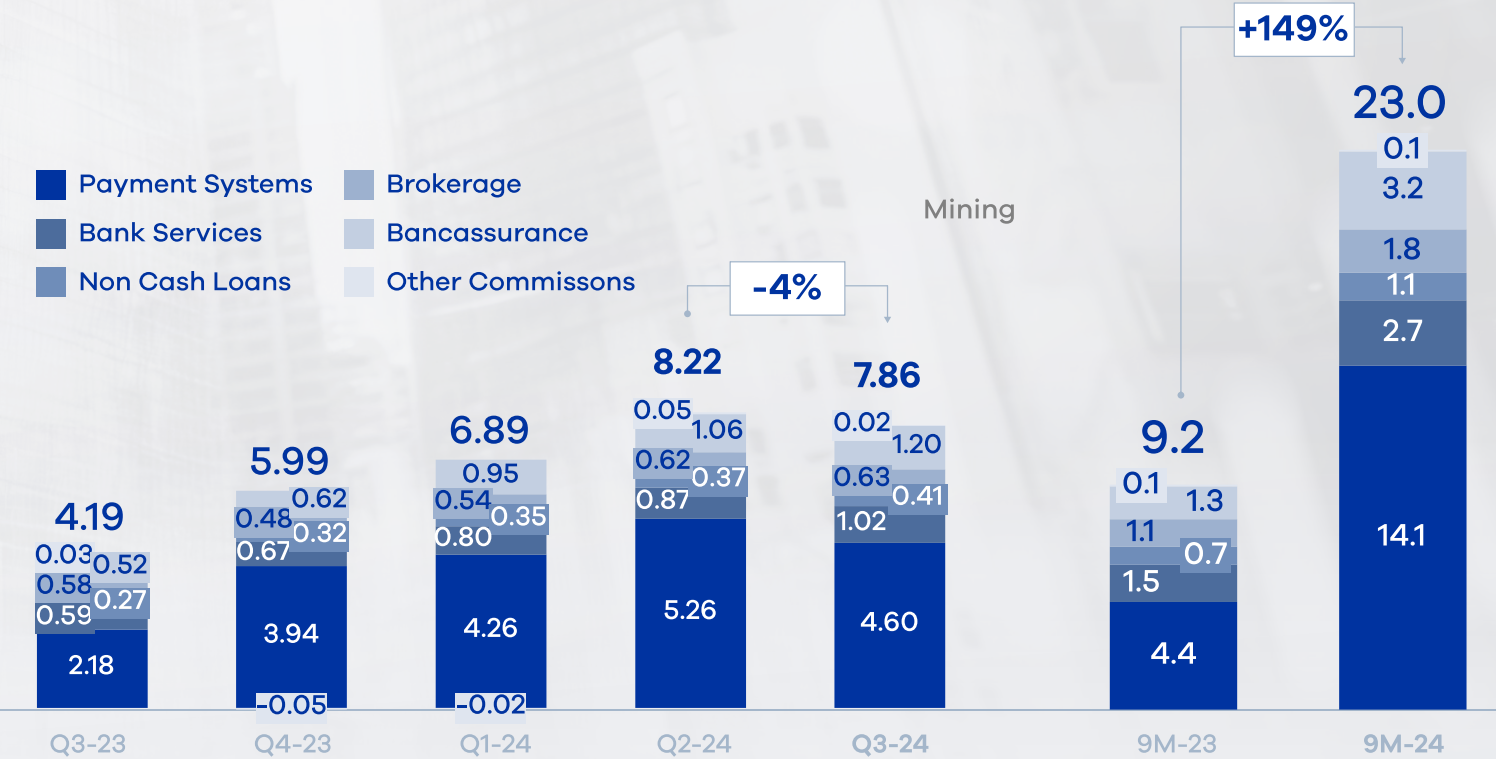
## QoQ Analysis

- ▶ Net fees and commissions decreased by **4%**
- ▶ Payment systems fees decreased by 13%
- ▶ Banking services income grew by 17%
- ▶ Bankassurance commissions recorded **13%** growth

## ■ Breakdown of Net Fees and Commissions



## ■ Net Fees and Commissions Income (TL bn)



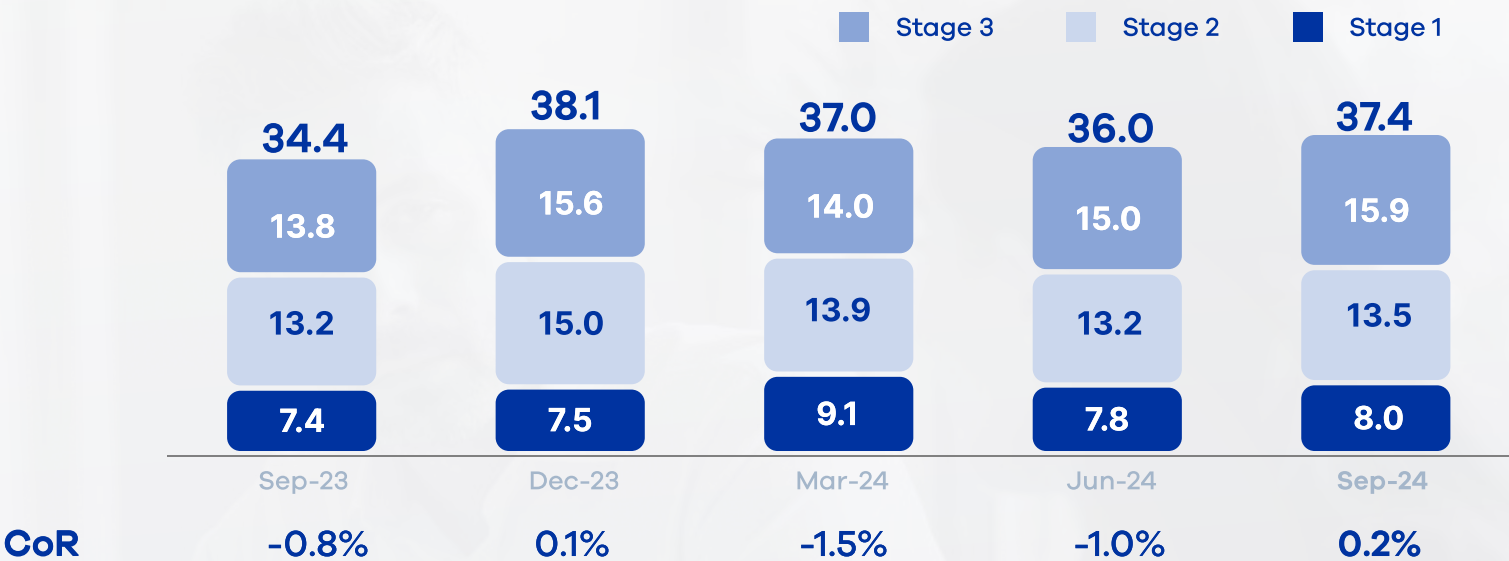


➤ Healthy loan growth with an improvement in Stage 3 portfolio, easing but maintaining a certain level of provisioning

Highlights

- ▶ Stage 1 coverage ratio decreased to 1.1% from 1.6% as at previous year.
- ▶ Stage 2 coverage ratio decreased to 21.3% from 28.6% as at previous year.

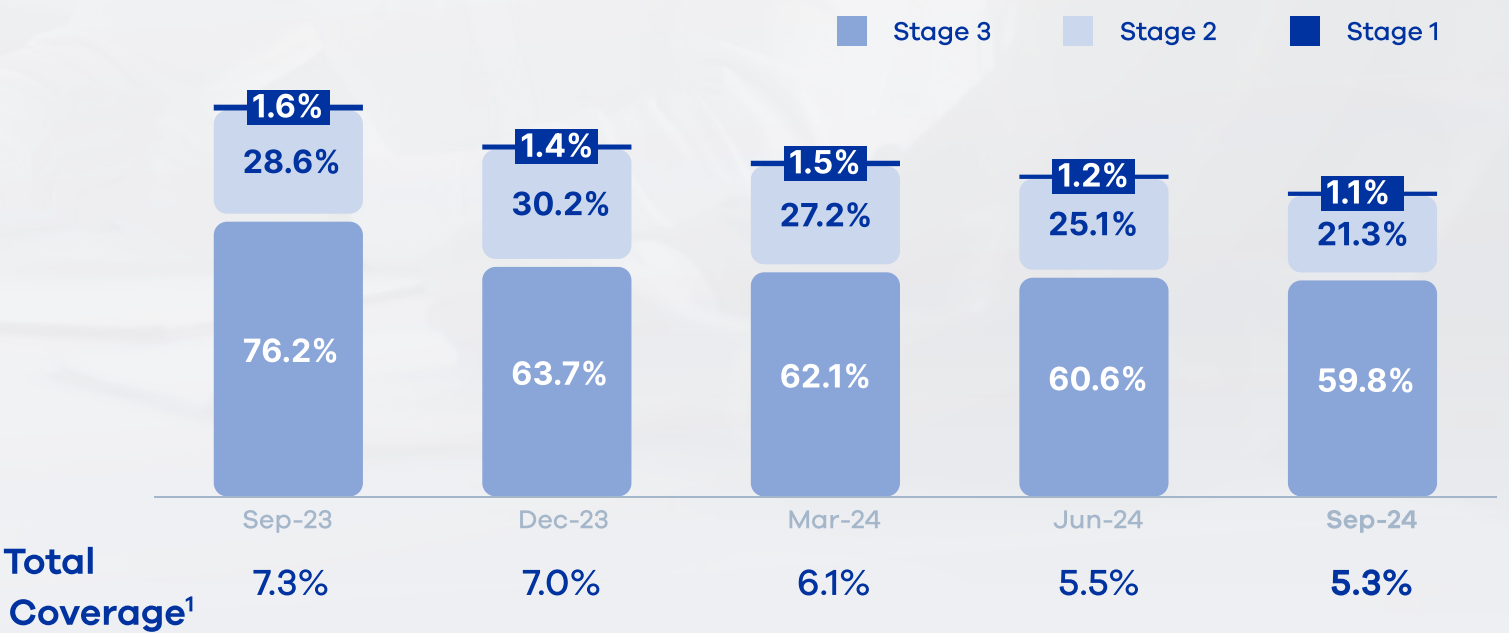
■ Provisions for Expected Credit Loss (TL bn)



■ Total Gross Loans



■ Coverage (%)



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



> Strong collection performance and managed NPL generation improved NPL ratio to 3.3%



in TL bn	Sep-24	YoY %	YtD %	Quarterly Trend (last 5 quarters)
Stage 3 Loans	26.6	+46	+8	<div><div>18.2</div><div>24.5</div><div>22.6</div><div>24.8</div><div>26.6</div></div>
Stage 3 Provisions	15.9	+15	+2	<div><div>13.8</div><div>15.6</div><div>14.0</div><div>15.0</div><div>15.9</div></div>
%	Sep-24	YoY pp	YtD pp	Quarterly Trend (last 5 quarters)
Stage 3 Ration (bps)	3.3%	-12	-71	<div><div>3.4%</div><div>4.0%</div><div>3.3%</div><div>3.4%</div><div>3.3%</div></div>
Stage 3 Coverage	59.8%	-16	-4	<div><div>76.2%</div><div>63.7%</div><div>62.1%</div><div>60.6%</div><div>59.8%</div></div>
Stage 3 Coverage <sup>1</sup>	72.5%	-18	-3.13	<div><div>90.7%</div><div>75.7%</div><div>75.6%</div><div>73.2%</div><div>72.5%</div></div>
Total NPL Coverage <sup>2</sup>	159.2%	-52	-14	<div><div>210.9%</div><div>173.2%</div><div>182.9%</div><div>163.5%</div><div>159.2%</div></div>

- Stage 3 ratio is 3.3%, improving by 71 bps from 4.0% as at FY-23, due to successful recovery amounts, managed NPL generation and solid loan growth.
- Due to the improvement in NPL portfolio, Stage 3 provisions increased by a lower rate to TL 15.9 bn from TL 15.6 bn as at FY-23.
- Coverage ratios continued to be strong with our prudent provisioning approach; Stage 3 coverage ratio (including non-cash provisions) realized at 72.5%.

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



# > Operating Expenses

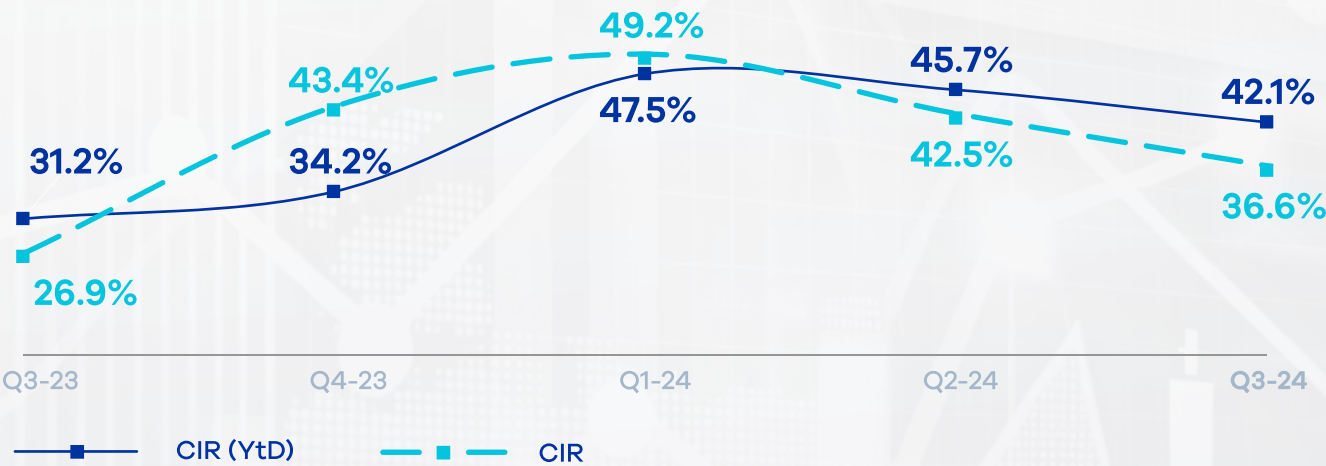
## Highlights

- ▶ Operating expenses increased by **89%** in 9M-24, as a consequence of high inflation and TL's substantial depreciation.
- ▶ HR costs went up by **91%** and non-HR cost boosted by **88%**, mainly due to ongoing inflationary environment.
- ▶ C/I ratio<sup>1</sup> stood at **42.1%** on ongoing inflationary trends with income performance.

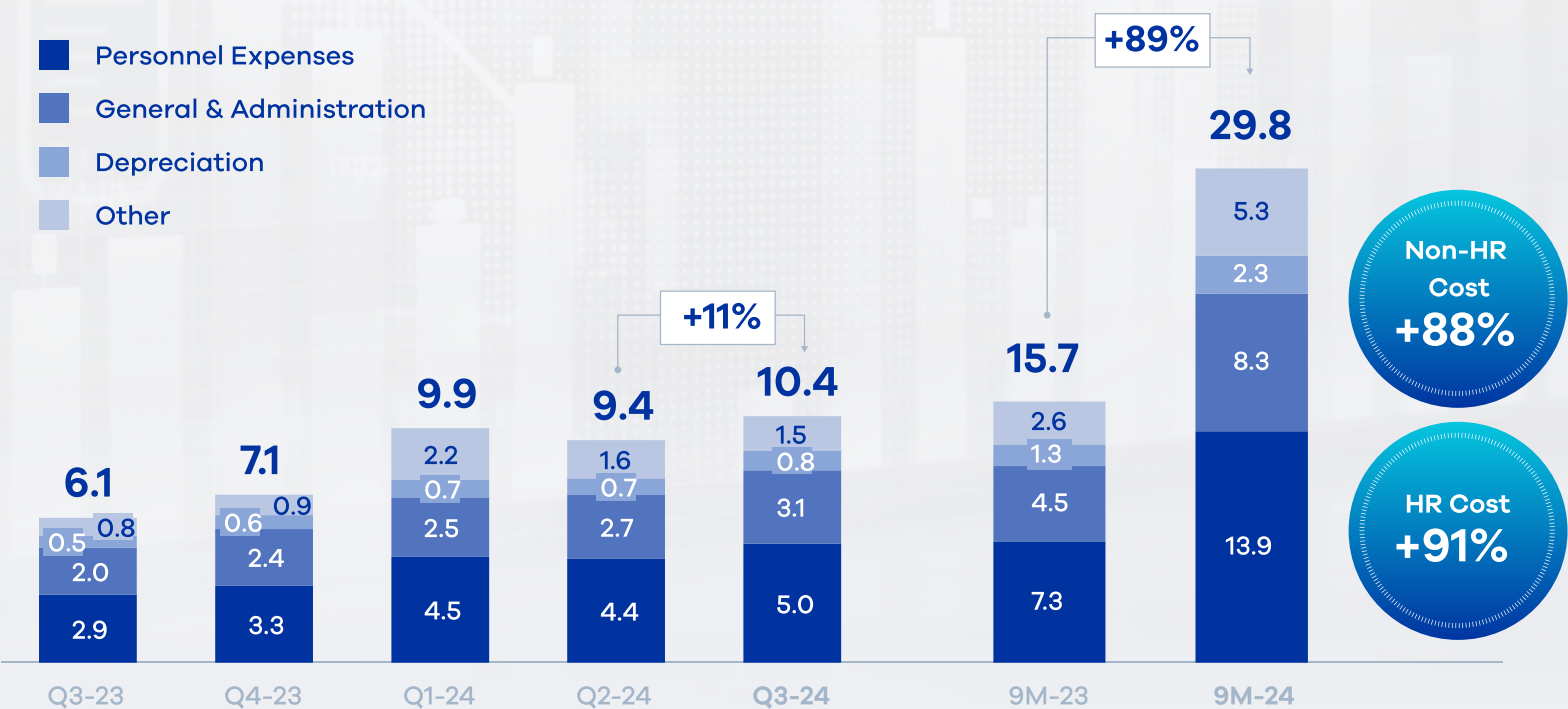
## QoQ Analysis

- ▶ Operating expenses increased by **11%**, with **14%** and **8%** decreases in HR and non-HR costs, respectively.
- ▶ DenizBank had **13,757 employees** (9M-23: 13,863; -106) on consolidated basis as of September 30th, 2024.
- ▶ DenizBank standalone has **645 branches** (9M-23: 645; -1) in Türkiye, Bahrain and Girne, while its subsidiary Deniz AG is operating 14 branches (9M-23: 14) in Germany and Austria.

## ■ Cost to Income Ratio (%)<sup>1</sup>



## ■ Operating Expense Composition (TL bn)



(1) Excludes earthquake support for Q3 & Q4 23

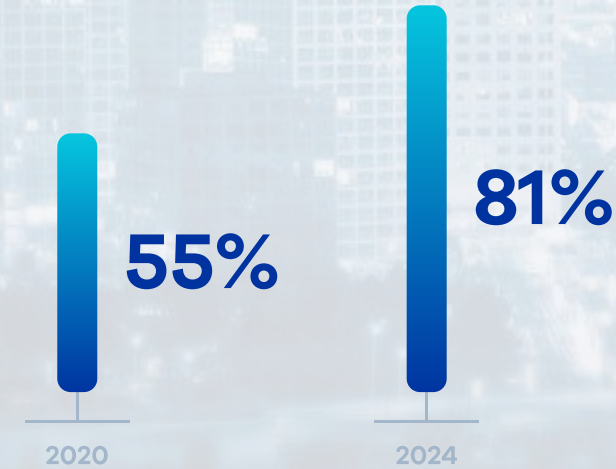


Digital Customer



Digital Penetration

Digital Active Customers



New Active Customer Acquisition



- ▶ HyperPersonalization with AI
- ▶ BAAS and Ecosystem Banking
- ▶ Open Banking

Focus on



➤ With new capabilities and enhancements, we provide better experience in non branch channels

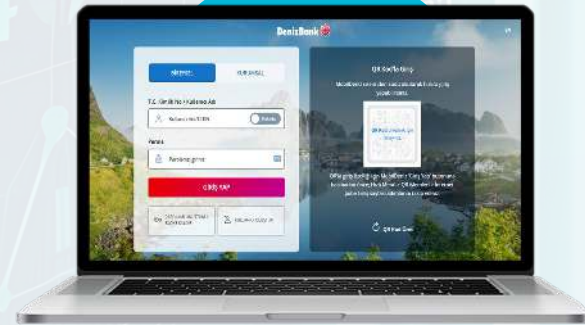


## MobilDeniz

The sales engine of DenizBank is now the newest customer acquisition channel.

**1mn** remotely opened bank accounts

With the best-in-class user experience, the number of remotely opened bank accounts has surpassed 1 million, expanding our customer base.



## Online Banking

Our SME and corporate customers focus on Online Banking channel pursues with the most clear and usable design approach.

With the new responsive design structure, online banking offers

**superior experience across all devices**



## Remote Portfolio Management

Our remote portfolio management channel provides full fledge (inbound & outbound) service to 540K customers with 200 experienced agents.

**540k** customers **200** agents

The teams also supports branch portfolio managers at their daily operations and provides them more time for their out of branch visits.



## Mobile Sales Team

Our dynamic Mobile Sales team visits 4 mio customers in a year with 614 field sales executives, with cutting edge technology embedded to their tablets.

**9minutes**

They complete consumer or commercial card sales processes in 9 minutes with extra products like insurances and cash advancements.

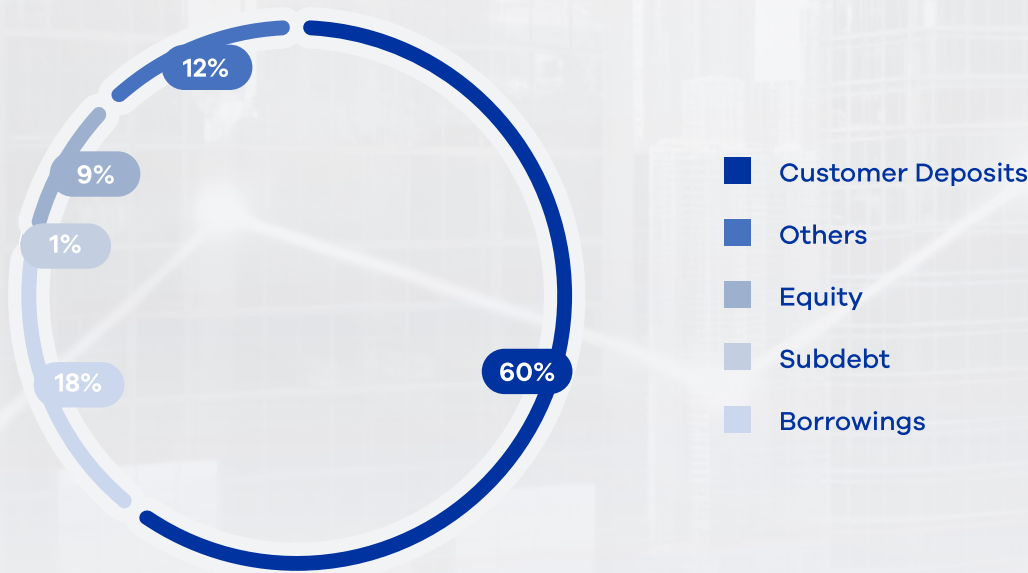


# > Funding and Liquidity

## Highlights

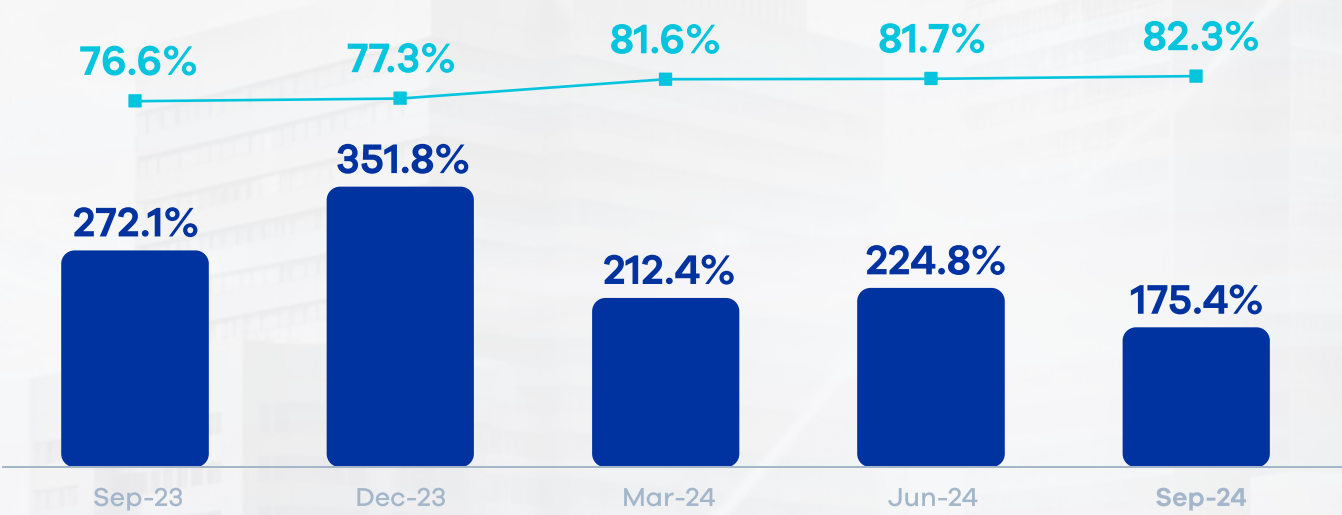
- ▶ Consolidated LCR of 175.4%, unconsolidated LCR of 206.6% and Consolidated LDR of 82.3% reflect DenizBank's healthy liquidity.
- ▶ Liquid assets reached TL 461.3 bn, corresponding to 30% of total assets and 50% of customer deposits.
- ▶ As of 9M-24, TL 65.3 bn worth of securities with less than 1-year maturity.
- ▶ Deposit is the main source of funding and represents 60% of total liabilities.
- ▶ Borrowings<sup>1</sup> share in total liabilities of 18%, in line with the sector average.

## ■ Composition of Liabilities

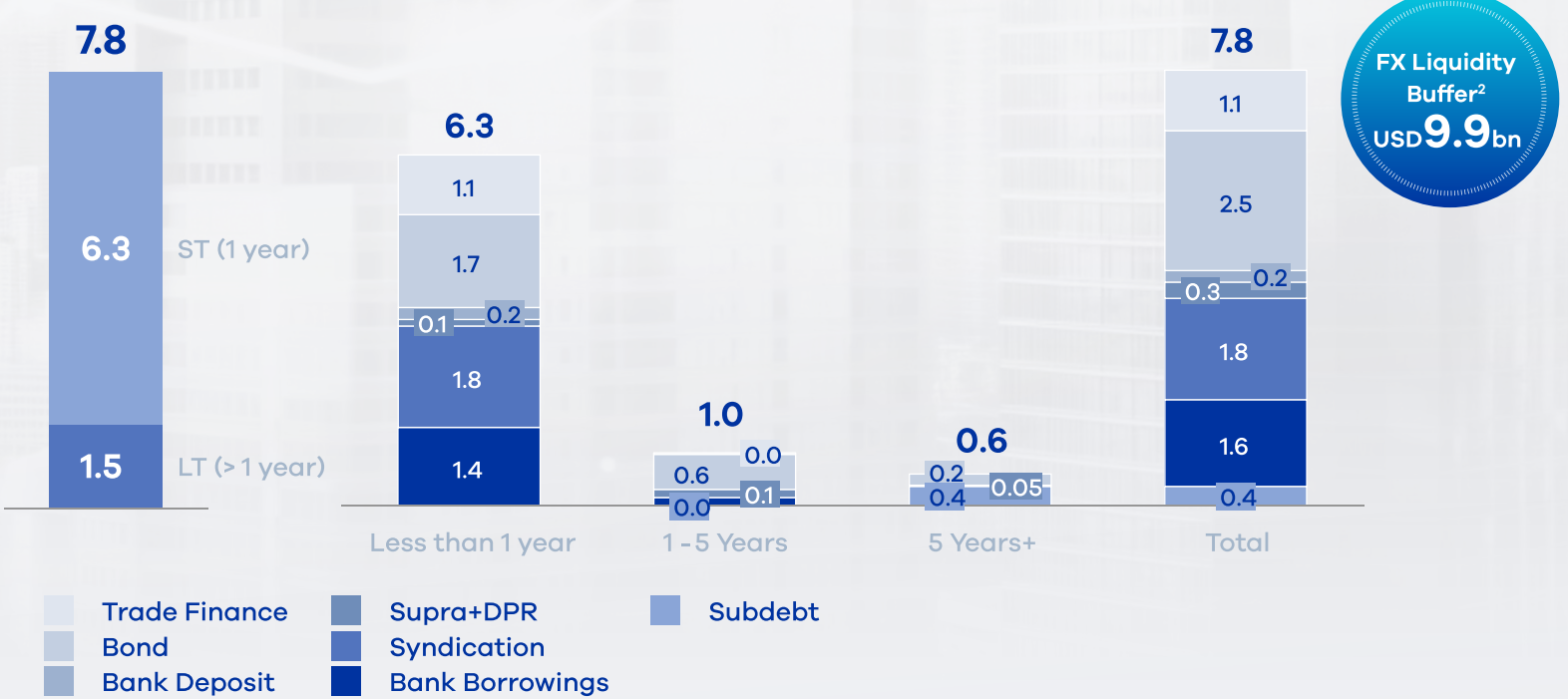


<sup>1</sup>Excluding Repo    <sup>2</sup>FX Liquidity Buffer: FX Cash + FX Money market placements (including Central Banks) + FX reserve requirements + FX unencumbered securities + Swaps

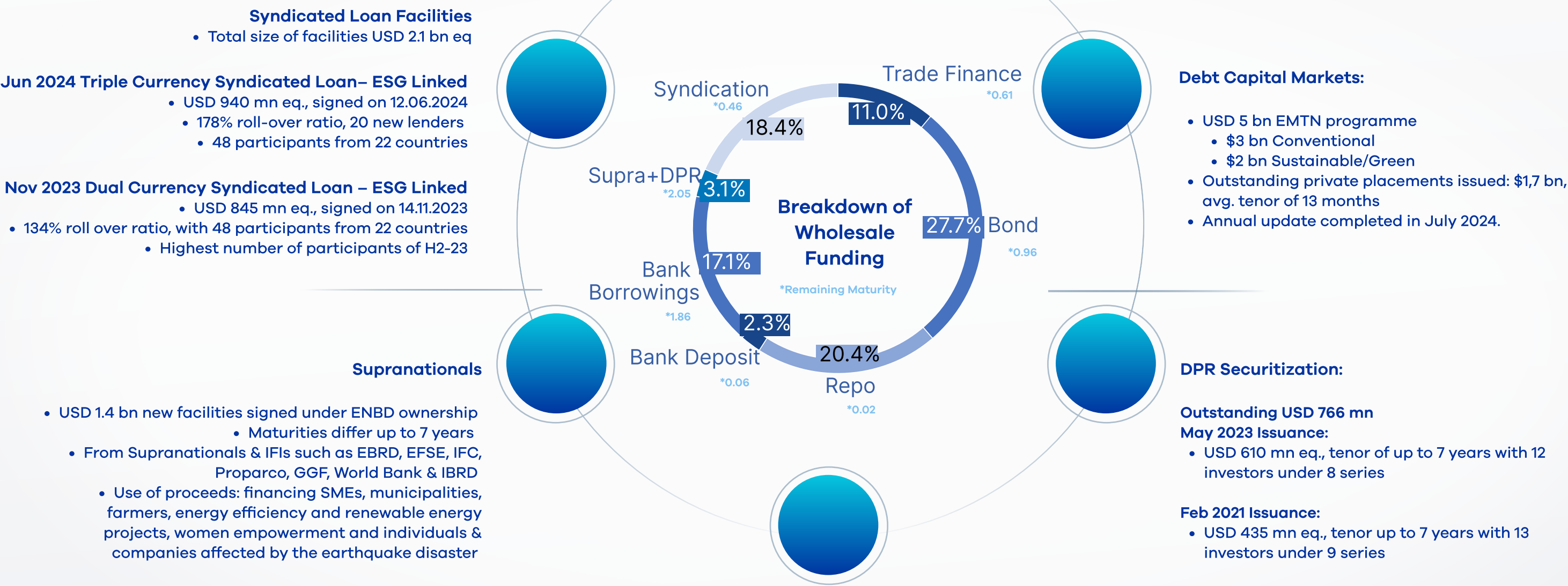
## ■ Loan to Deposit and Liquidity Coverage Ratio (%)



## ■ Trend in FX Borrowings by Tenor (USD bn)



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



Recognized by Global Banking & Markets, CEE, CIS & Türkiye Awards 2024 as the:



- Best Treasury & Funding Team of the Year
- Private Placement Deal of the Year
- Islamic Syndication of the Year
- Financial Institutions Islamic Syndication Deal of the Year



# ➤ DenizBank Sustainability Vision - Facilitating Sustainability Transformation with Innovative Finance: A Bank for All and Beyond

## ■ 2023 Accomplishments



## ■ 2024 Progress



## ■ 2024 Targets

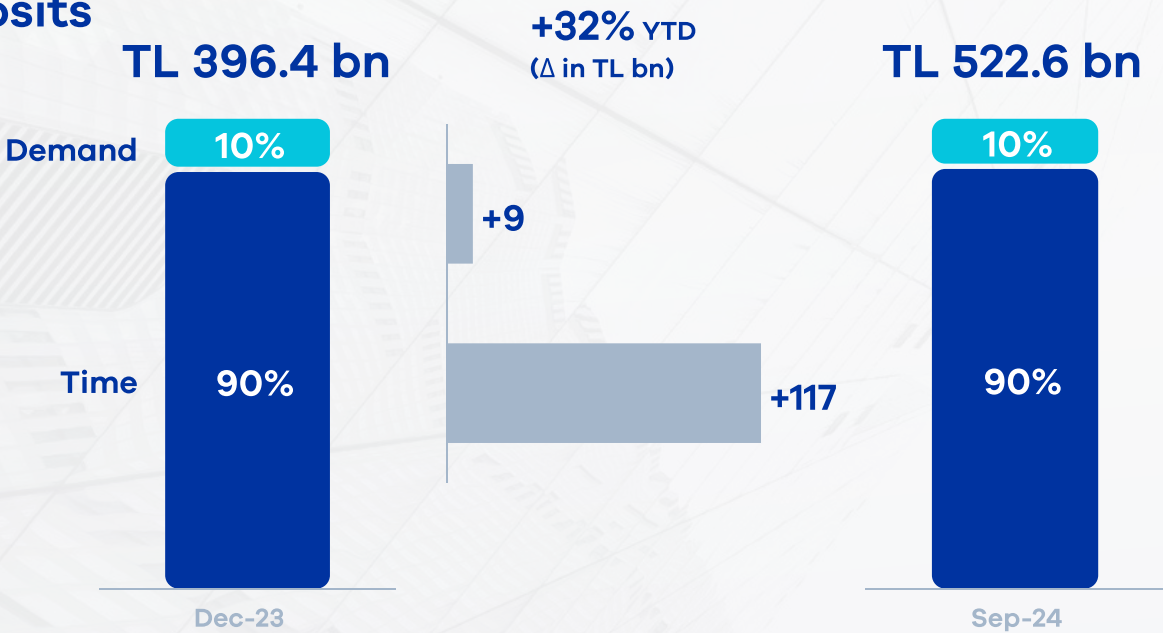


\*Figures in AED

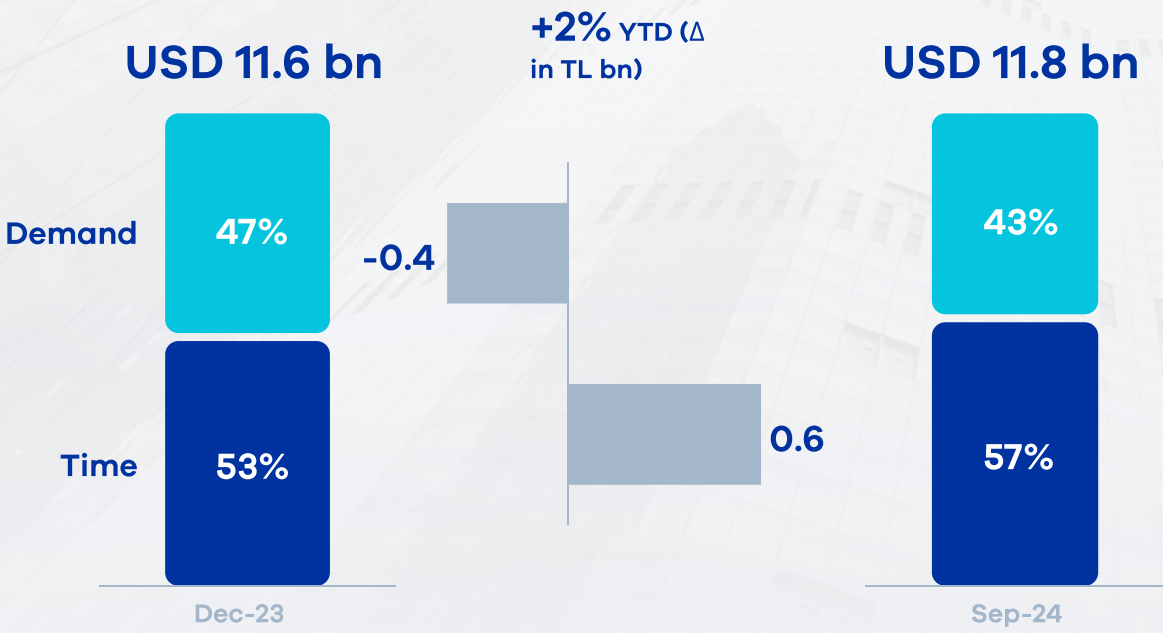


➤ Management of deposits in TL products compliant with the regulatory framework while canalizing the customers to standard TL deposits

■ TL Deposits



■ FX Deposits



in TL bn	Sep-24	YoY%	YtD%	Quarterly Trend (last 5 quarters)
TL Deposits	522.6	+62	+32	<div><div>322.5</div><div>396.4</div><div>395.5</div><div>480.3</div><div>522.6</div></div>
TL Demand	50.4	+23	+23	<div><div>40.9</div><div>41.0</div><div>42.0</div><div>46.9</div><div>50.4</div></div>
TL Time	472.2	+68	+33	<div><div>281.6</div><div>355.4</div><div>353.5</div><div>433.4</div><div>472.2</div></div>

in USD bn	Sep-24	YoY%	YtD%	Quarterly Trend (last 5 quarters)
FX Deposits	11.8	+1	+2	<div><div>11.8</div><div>11.6</div><div>12.0</div><div>11.4</div><div>11.8</div></div>
FX Demand <sup>1</sup>	0.5	-88	-87	<div><div>4.5</div><div>4.2</div><div>4.4</div><div>3.9</div><div>3.8</div></div>
FX Time <sup>1</sup>	0.0	-99	-99	<div><div>2.5</div><div>2.5</div><div>2.4</div><div>1.9</div><div>2.0</div></div>
Foreign Subsidiaries	11.3	+139	+131	<div><div>4.7</div><div>4.9</div><div>5.3</div><div>5.7</div><div>6.0</div></div>

%	Sep-24	YoY (bps)	YtD (bps)	Quarterly Trend (last 5 quarters)
LDR	82.3%	+565	+503	<div><div>76.6%</div><div>77.3%</div><div>81.6%</div><div>81.7%</div><div>82.3%</div></div>

<sup>1</sup>FX Demand and Time Deposits are based on unconsolidated figures

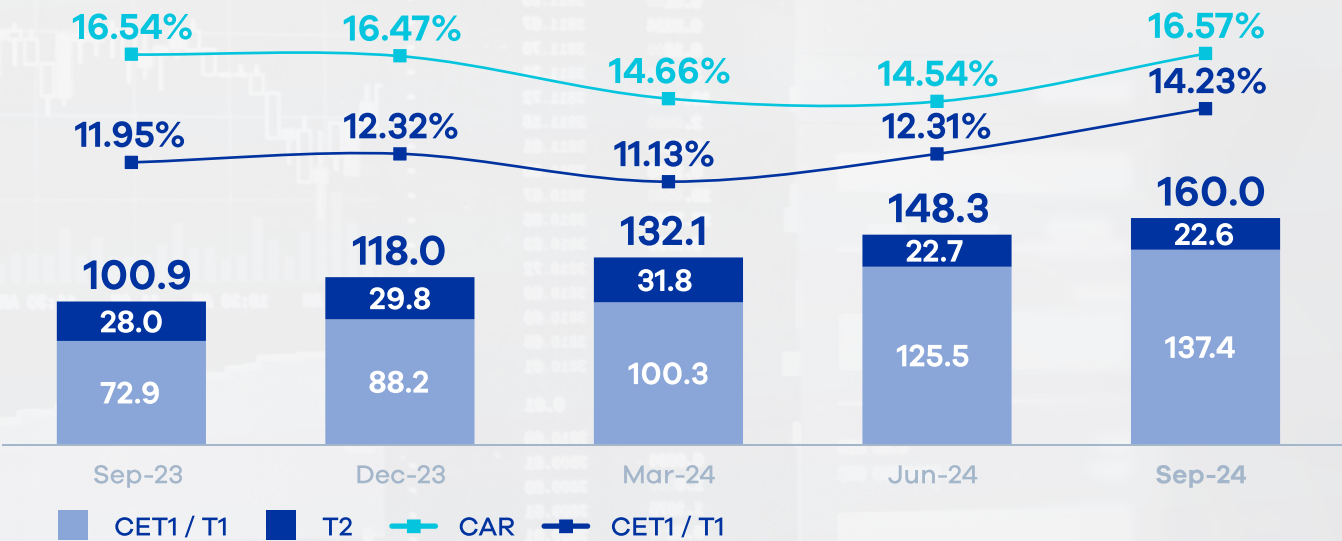


## > Capital Adequacy

### Highlights

- ▶ In the third quarter of the year, T1R and CAR kept its strong level of 14.23% and 16.57%, well above the legal limits. In addition to high profit figures, the bank also supports its CET1 and T1 capital to a more robust position with increasing the paid in capital. T1R and CAR changed by +192 and +203 basis points respectively, compared to the second quarter. On y-o-y basis, the change was realized as +228 bps for T1R and +3 bps for CAR. The increase in CAR on q-t-q basis is mainly due to BRSA's decision dated 19th of September about cancelling the additional RWA regulation on retail loans (excluding overdraft loans).
- ▶ BRSA forbearances supported the capital adequacy: has respective positive impacts of 181 bps and 193 bps on T1R and CAR as of Sept 24.

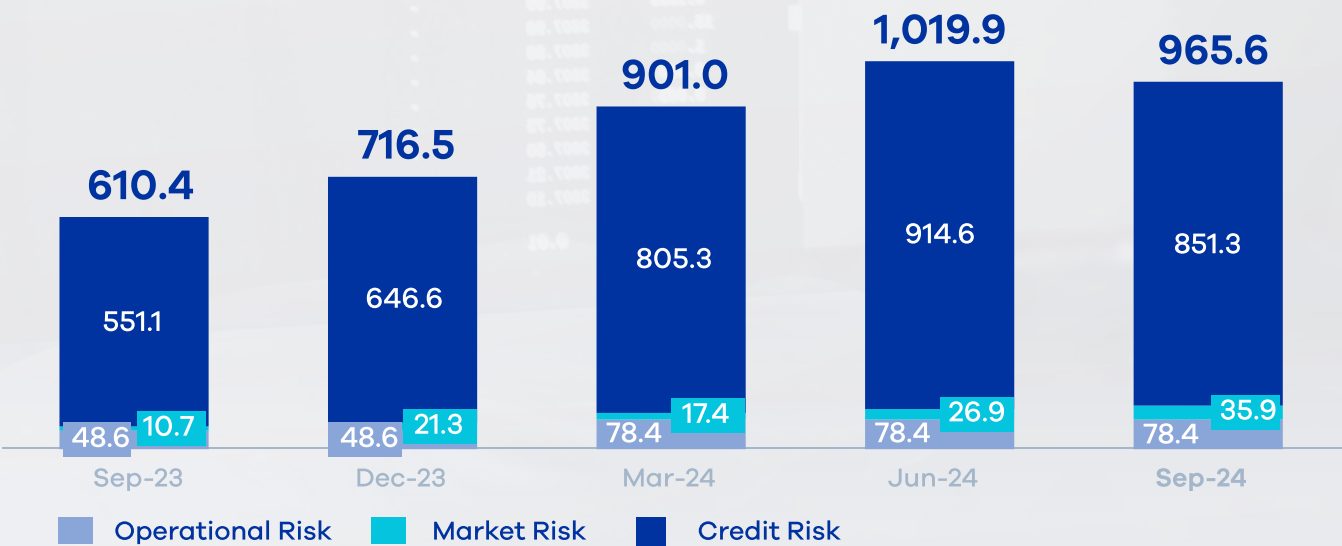
### ■ Capitalisation (TL bn)



### ■ Capital Movements Table

TL Million	CET 1 / Tier 1	Tier 2	Total
Capital as of 31-Dec-23	88,244	29,757	118,001
Capital Increase	13,943		13,943
Net Profit	33,741	29,757	33,741
Additional credit risk effect		2,370	2,370
Conversion of subdebt into capital		(9,733)	(9,733)
Change in reserves	266		266
Other	1,226	206	1,432
Capital as of 30-Sept-24	137,420	22,560	159,980

### ■ Risk Weighted Assets (TL bn)





# 03

## Appendix



> Consolidated BRSA balance sheet

Assets (TL mn)	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Share	ΔYtD
Cash & Banks	303,005	365,373	368,482	404,067	461,291	30%	26%
Securities	130,696	162,180	201,913	199,709	200,026	13%	23%
TL	71,854	80,403	90,203	92,156	100,251	6.5%	25%
FX (USD mn)	2,149	2,778	3,460	3,276	2,924	6.5%	5%
Net Loans <sup>1</sup>	493,852	570,040	639,257	699,277	762,085	50%	34%
TL	259,952	309,546	354,807	392,411	424,500	28%	37%
FX (USD mn)	8,544	8,849	8,810	9,348	9,894	22%	12%
Gross Loans <sup>1</sup>	528,293	608,163	676,236	735,256	799,501	52%	31%
TL	278,126	329,736	376,043	415,410	448,892	29%	36%
FX (USD mn)	9,138	9,458	9,298	9,744	10,275	23%	9%
Loan Loss Provision (Cash)	34,441	38,123	36,979	35,979	37,417	2.4%	-2%
Fixed Assets	7,111	8,795	10,181	25,117	25,317	1.6%	188%
Other	58,899	66,520	79,825	87,591	87,480	5.7%	32%
Total Assets	993,563	1,172,907	1,299,659	1,415,762	1,536,198	100%	31%

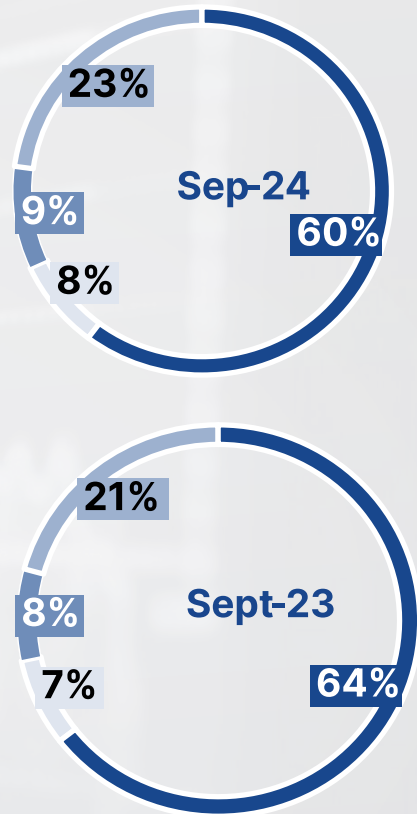
Liabilities and Equity (TL mn)	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Share	ΔYtD
Customer Deposits	644,424	737,884	783,786	855,899	926,166	60%	26%
TL	322,522	396,399	395,516	480,307	522,624	34%	32%
FX (USD mn)	11,758	11,600	12,026	11,442	11,827	26%	2%
Demand Deposits	201,401	202,627	222,131	214,560	224,979	24%	11%
TL	40,882	40,958	42,049	46,932	50,443	10%	23%
FX (USD mn)	5,863	5,492	5,578	5,107	5,115	43%	-7%
Time Deposits	443,023	535,258	561,655	641,340	701,187	76%	31%
TL	281,640	355,441	353,466	433,374	472,181	90%	33%
FX (USD mn)	5,895	6,108	6,448	6,335	6,712	57%	10%
Borrowings	205,977	261,406	321,010	331,091	350,916	23%	34%
Securities Issued	29,325	46,495	72,625	82,957	93,820	6.1%	102%
Funds Borrowed	99,401	126,403	129,535	162,446	168,020	11%	33%
Repo	48,481	56,020	84,610	67,670	69,139	4.5%	23%
Sub Debt	21,302	23,067	25,241	11,401	12,041	0.8%	-48%
Bank Deposits	7,468	9,421	8,999	6,618	7,895	0.5%	-16%
Other	68,100	83,204	94,593	102,599	120,753	7.9%	45%
Equity	75,062	90,414	100,269	126,173	138,363	9.0%	53%
Total Liabilities and Equity	993,563	1,172,907	1,299,659	1,415,762	1,536,198	100%	31%

■ Share in Total Assets (%)



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

■ Share in Total Liabilities and Equity (%)



■ Customer Deposits ■ Equity  
■ Borrowings ■ Other

Fitch Ratings 17 Sep 2024)	Ratings	Outlook
Long-Term Issuer Default	BB-	Stable
Short-Term Issuer Default	B	-
Long-Term LC Issuer Default	BB-	Stable
Short-Term LC Issuer Default	B	-
Viability Rating	b+	-
Shareholder Support	bb-	-
National Long-Term Credit	AA(tur)	Stable

Moody's Ratings (23 July 2024)	Ratings	Outlook
Long-Term FC Bank Deposits	Ba3	Positive
Long-Term LC Bank Deposits	Ba2	Positive
Short-Term FC/LC Bank Deposits	NP	-
Baseline Credit Assessment (BVA)	b2	-
Adjusted Baseline Credit Assessment	ba2	-

<sup>1</sup> Includes leasing and factoring receivables, FX indexed loans are included in FX loans



## > Consolidated BRSA income statement

Income Statements (All figures are in TL mn)	Q3-23	Q4-23	Q1-24	Q2-24	Q3-24	ΔQoQ	9M-23	9M-24	ΔYoY
Net Interest Income (incl. Swap Cost)	12,649	9,380	7,209	9,047	16,474	82%	29,057	32,730	13%
Net Interest Income	12,703	11,003	9,655	13,110	17,568	34%	28,521	40,332	41%
Swap Cost	-54	-1,623	-2,446	-4,063	-1,094	-73%	536	-7,602	n.a.
Non-funded Income (excl. Swap Cost)	8,868	7,026	12,950	13,106	12,006	-8%	20,321	38,062	87%
Net Fees and Commissions	4,186	5,991	6,888	8,222	7,864	-4%	9,236	22,975	149%
Trading and FX Gains/Losses (excl. Swap Cost)	3,159	-1,043	4,145	3,165	2,813	-11%	6,489	10,123	56%
Other Income	1,524	2,078	1,917	1,718	1,329	-23%	4,596	4,964	8%
Total Operating Income	21,518	16,406	20,158	22,153	28,480	29%	49,379	70,791	43%
Operating Expenses	-6,132	-7,121	-9,927	-9,414	-10,429	11%	-15,733	-29,771	89%
HR Expenses	-2,883	-3,257	-4,499	-4,408	-5,038	14%	-7,299	-13,945	91%
Non-HR Expenses	-3,249	-3,864	-5,428	-5,007	-5,391	8%	-8,433	-15,826	88%
Pre-provision operating profit	15,386	9,285	10,231	12,738	18,051	42%	33,646	41,021	22%
Net expected credit loss	-464	-3,219	2,387	834	-4,177	-601%	2,561	-957	-137%
Stage 1	-585	127	-1,247	1,368	-130	n.a.	-1,762	-9	n.a.
Stage 2	683	-774	1,778	719	251	-65%	3,161	2,748	-13%
Stage 3	-561	-2,571	1,855	-1,253	-4,299	243%	1,162	-3,697	-418%
Other Provisions	-1,350	295	-249	-661	-733	11%	-4,509	-1,643	-64%
Net Operating Profit	13,573	6,361	12,369	12,911	13,141	2%	31,698	38,421	21%
Tax	-4,835	-368	-703	-850	-3,058	260%	-9,471	-4,611	-51%
Profit/Loss from Disct. Opr. <sup>1</sup>	-1	-191	0	0	0	n.a.	40	0	n.a.
Net Profit	8,737	5,802	11,667	12,061	10,083	-16%	22,267	33,810	52%

<sup>1</sup> Discontinued operations related to liquidation of Eurodeniz



## > Consolidated BRSA key financial ratios

Asset Quality	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	ΔQoQ	ΔYtD	ΔYoY
NPL Ratio	4.0%	4.2%	3.4%	3.3%	3.3%	-0.03 pp	-0.1 pp	-0.7 pp
NPL Coverage	75.1%	67.7%	67.2%	66.0%	61.8%	-4.2 pp	-5.5 pp	-13 pp
Total NPL Coverage <sup>1</sup>	199.8%	185.0%	198.8%	180.3%	170.8%	-10 pp	-28 pp	-29 pp
Stage 2 Coverage	27.7%	30.2%	26.7%	25.0%	20.9%	-4.1 pp	-5.8 pp	-6.8 pp
Total Coverage <sup>2</sup>	8.0%	7.8%	6.7%	5.9%	5.6%	-0.4 pp	-1.2 pp	-2.4 pp
Cost of Risk <sup>3</sup>	-0.5%	0.5%	-1.6%	-1.0%	0.1%	+1.1 pp	+1.7 pp	+0.6 pp
Profitability - YtD	Q3-23	Q4-23	Q1-24	Q2-24	Q3-24	ΔQoQ	ΔYtD	ΔYoY
NIM4 - Quarterly	6.1%	3.3%	1.9%	2.5%	4.8%	+2.3 pp	+2.9 pp	-1.3 pp
NIM4	5.4%	4.7%	1.9%	2.2%	3.1%	+1.0 pp	+1.3 pp	-2.3 pp
NIM	5.3%	4.9%	2.8%	3.3%	3.9%	+0.6 pp	+1.1 pp	-1.4 pp
Cost / Income <sup>5</sup>	34.3%	38.7%	61.7%	54.1%	49.0%	-5.1 pp	-13 pp	+15 pp
RoAA	4.4%	3.7%	4.4%	4.3%	3.9%	-0.4 pp	-0.6 pp	-0.5 pp
RoAE	47.1%	40.8%	49.3%	45.4%	39.8%	-5.6 pp	-9.5 pp	-7.3 pp
Capital	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	ΔQoQ	ΔYtD	ΔYoY
CET 1 Ratio	12.99%	13.23%	12.04%	13.19%	15.35%	+2.2 pp	+3.3 pp	+2.4 pp
CAR	17.81%	17.20%	15.42%	15.18%	17.45%	+2.3 pp	+2.0 pp	-0.4 pp
Funding and Liquidity	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	ΔQoQ	ΔYtD	ΔYoY
Loans/ Customer Deposits	77.8%	78.2%	87.1%	89.3%	91.4%	+2.1 pp	+4.3 pp	+14 pp
TL Loans/ TL Customer Deposits	76.5%	71.9%	82.2%	76.0%	76.3%	+0.2 pp	-6.0 pp	-0.3 pp
FX Loans/ FX Customer Deposits	80.0%	90.9%	96.0%	123.0%	131.3%	+8.3 pp	+35 pp	+51 pp
Cust. Deposits / Total Funding	72.1%	70.8%	66.2%	66.6%	67.0%	+0.4 pp	+0.8 pp	-5.1 pp

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

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

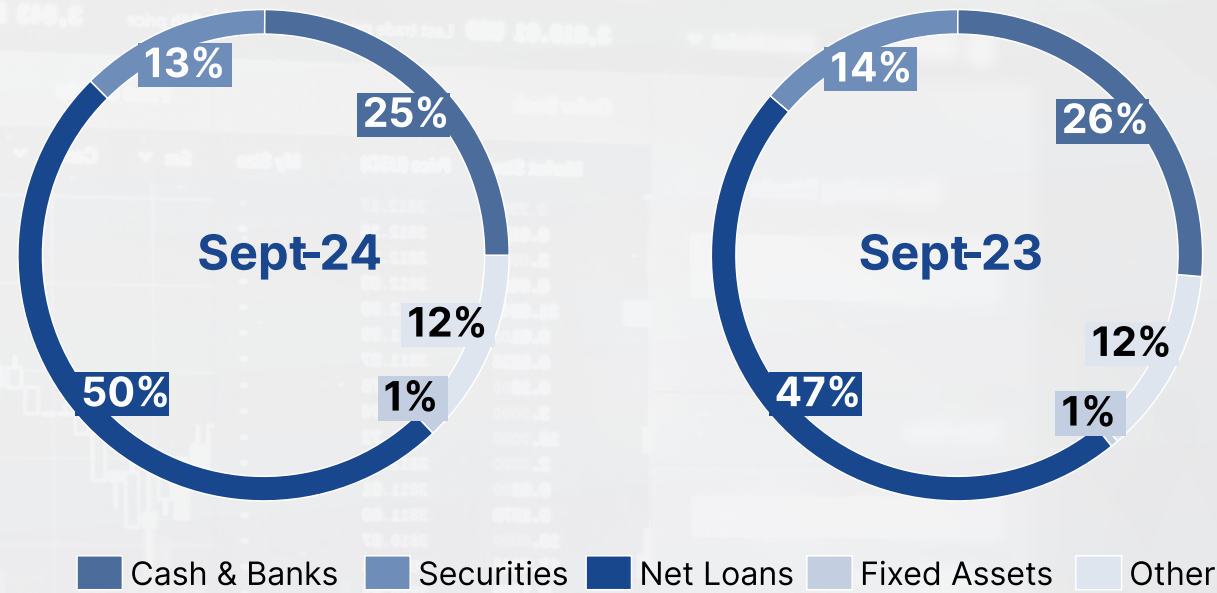
3 Net Expected Credit Loss / Avg. Total Loans 4 Swap adjusted 5 Q3 & Q4 2023 ratios are adjusted; excludes earthquake support



> Standalone BRSA balance sheet

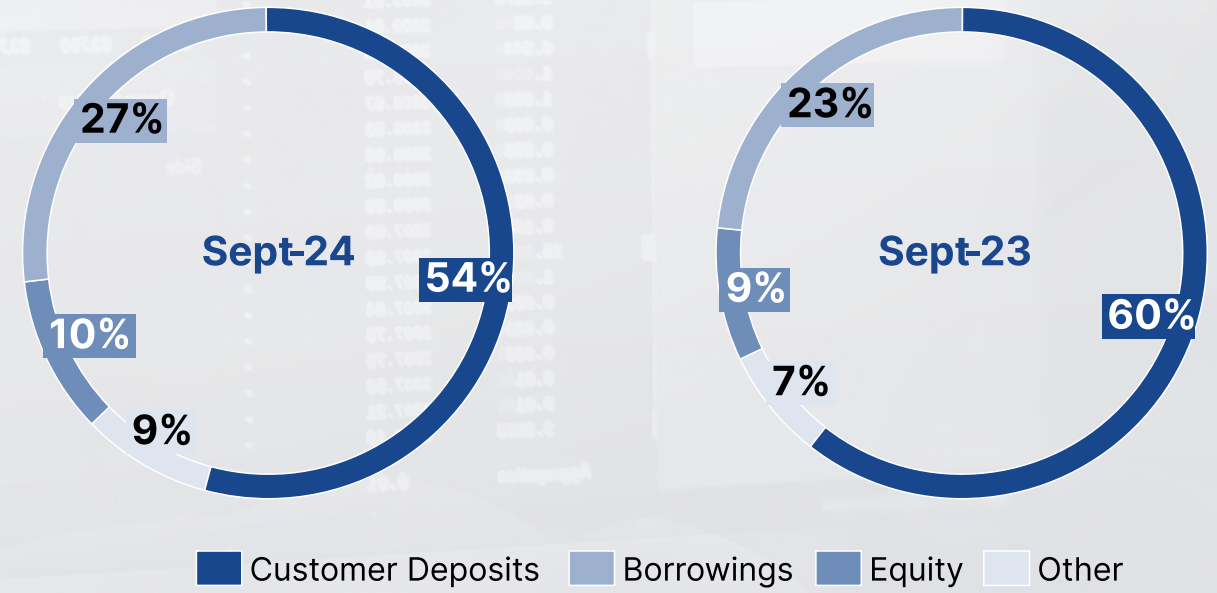
Assets (TL mn)	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Share	ΔYtD	ΔYoY
Cash & Banks	224,509	274,129	264,703	292,139	331,194	25%	21%	48%
Securities	117,734	143,961	176,912	173,631	166,554	13%	16%	41%
TL	69,177	77,958	87,373	88,169	94,846	7%	22%	37%
FX (USD mn)	1,774	2,242	2,773	2,603	2,102	5%	-6%	18%
Net Loans <sup>1</sup>	401,377	465,558	534,682	598,606	659,929	50%	42%	64%
TL	246,897	285,287	325,445	365,186	398,583	30%	40%	61%
FX (USD mn)	5,643	6,124	6,481	7,111	7,659	20%	25%	36%
Gross Loans <sup>1</sup>	431,848	500,458	568,588	631,644	693,689	52%	39%	61%
TL	264,629	304,926	346,146	387,627	422,250	32%	38%	60%
FX (USD mn)	6,108	6,642	6,890	7,434	7,955	20%	20%	30%
Loan Loss Provision	30,471	34,900	33,906	33,038	33,760	2.5%	-3.3%	11%
Fixed Assets	1,761	2,270	2,697	17,075	17,316	1.3%	663%	883%
Other	107,208	121,792	134,464	147,715	154,094	12%	27%	44%
Total Assets	852,589	1,007,709	1,113,457	1,229,166	1,329,087	100%	32%	56%

■ Share in Total Assets (%)



Liabilities and Equity (TL mn)	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Share	ΔYtD	ΔYoY
Customer Deposits	515,801	595,073	613,733	670,137	721,676	54%	21%	40%
TL	322,650	396,784	395,866	480,354	522,688	39%	32%	62%
FX (USD mn)	7,055	6,736	6,748	5,781	5,832	15%	-13%	-17%
Demand Deposits	164,524	164,618	183,787	173,993	179,732	25%	9%	9%
TL	40,960	41,229	42,090	46,955	50,503	10%	22%	23%
FX (USD mn)	4,513	4,191	4,389	3,870	3,787	65%	-10%	-16%
Time Deposits	351,277	430,455	429,945	496,144	541,944	75%	26%	54%
TL	281,691	355,555	353,776	433,399	472,184	90%	33%	68%
FX (USD mn)	2,542	2,544	2,359	1,911	2,044	35%	-20%	-20%
Borrowings	199,629	245,627	312,694	336,142	355,436	27%	45%	78%
Securities Issued	7,351	20,260	40,111	50,303	60,066	5%	196%	717%
Funds Borrowed	117,143	142,407	154,625	193,324	203,180	15%	43%	73%
Repo	45,173	51,974	81,240	66,144	67,576	5.1%	30%	50%
Sub Debt	21,302	23,067	25,241	11,401	12,041	0.9%	-48%	-43%
Bank Deposits	8,660	7,920	11,476	14,971	12,572	0.9%	59%	45%
Other	62,555	77,063	87,240	97,234	114,157	9%	48%	82%
Equity	74,604	89,843	99,688	125,654	137,819	10%	53%	85%
Total Liabilities and Equity	852,589	1,007,709	1,113,457	1,229,166	1,329,087	100%	32%	56%

■ Share in Total Liabilities and Equity (%)



<sup>1</sup> FX indexed loans are included in FX loans



## > Standalone BRSA income statement

Income Statements (TL mn)	Q3-23	Q4-23	Q1-24	Q2-24	Q3 24	ΔQoQ	9M-23	9M-24	ΔYoY
Net Interest Income (incl. Swap Cost)	10,394	6,770	4,282	6,231	13,259	113%	23,541	23,771	1%
Net Interest Income	10,473	8,362	6,342	9,500	13,697	44%	23,104	29,538	28%
Swap Cost	-79	-1,592	-2,060	-3,269	-438	-87%	437	-5,767	n.a.
Non-funded Income (excl. Swap Cost)	7,082	5,171	10,484	11,028	9,388	-15%	16,462	30,900	88%
Net Fees and Commissions	3,605	5,517	6,323	7,628	7,286	-4%	8,109	21,238	162%
Trading and FX Gains/Losses (excl. Swap Cost)	2,524	-1,444	3,421	2,454	1,695	-31%	5,235	7,570	45%
Other Income	953	1,098	739	946	407	-57%	3,118	2,093	-33%
Total Operating Income	17,475	11,941	14,766	17,259	22,647	31%	40,003	54,671	37%
Operating Expenses	-5,506	-6,402	-9,109	-8,211	-9,486	16%	-14,071	-26,806	91%
HR Expenses	-2,478	-2,733	-3,924	-3,802	-4,383	15%	-6,267	-12,109	93%
Non-HR Expenses	-3,028	-3,669	-5,185	-4,409	-5,103	16%	-7,804	-14,697	88%
provision operating profit	11,970	5,539	5,657	9,048	13,161	45%	25,932	27,865	7%
Net expected credit loss	-775	-3,092	2,136	607	-3,368	-655%	1,290	-625	-148%
Stage 1	-703	215	-1,340	1,168	-168	n.a.	-2,103	-340	-84%
Stage 2	568	-923	1,796	521	283	-46%	1,843	2,601	41%
Stage 3	-640	-2,384	1,679	-1,082	-3,484	222%	1,549	-2,886	-286%
Other Provisions	-1,346	310	-252	-658	-732	11%	-4,512	-1,642	-64%
Profit from Inv. under equity method	2,688	2,577	4,793	3,063	3,198	4%	6,750	9,326	38%
Net Operating Profit	12,537	5,333	12,334	12,060	12,259	2%	29,459	36,653	24%
Tax	-3,819	563	-677	56	-2,178	n.a.	-7,329	-2,799	-62%
Profit/Loss from Disct. Opr. <sup>1</sup>	-1	-188	0	0	0	n.a.	40	0	n.a.
Net Profit	8,718	5,707	11,658	12,115	10,081	17%	22,170	33,854	53%

<sup>1</sup> Discontinued operations related to liquidation of Eurodeniz



## > Standalone BRSA key financial ratios

Asset Quality	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	ΔQoQ	ΔYoY	ΔYtD
NPL Ratio	3.4%	4.0%	3.3%	3.4%	3.3%	-0.1 pp	-0.1 pp	-0.7 pp
NPL Coverage	76.2%	63.7%	62.1%	60.6%	59.8%	-0.8 pp	-16 pp	-3.8 pp
Total NPL Coverage <sup>1</sup>	210.9%	173.2%	182.9%	163.5%	159.2%	-4.3 pp	-52 pp	-14 pp
Stage 2 Coverage	28.6%	30.2%	27.2%	25.1%	21.3%	-3.9 pp	-7.4 pp	-9.0 pp
Total Coverage <sup>2</sup>	7.3%	7.0%	6.1%	5.5%	5.3%	-0.2 pp	-2.0 pp	-1.7 pp
Cost of Risk <sup>3</sup>	-0.8%	0.1%	-1.5%	-1.0%	0.2%	+1.1 pp	+0.9 pp	+0.0 pp
Profitability - YtD	Q3-23	Q4-23	Q1-24	Q2-24	Q3-24	ΔQoQ	ΔYoY	ΔYtD
NIM <sup>4</sup> - Quarterly	5.9%	3.7%	2.5%	2.9%	4.8%	+1.9 pp	-1.0 pp	+1.1 pp
NIM <sup>4</sup>	5.3%	4.8%	2.5%	2.7%	3.5%	+0.8 pp	-1.8 pp	-1.3 pp
NIM	5.2%	4.9%	3.4%	3.8%	4.3%	+0.5 pp	-0.9 pp	-0.6 pp
Cost / Income <sup>5</sup>	31.2%	34.2%	47.5%	45.7%	42.1%	-3.7 pp	+11 pp	+7.9 pp
RoAA	3.7%	3.2%	3.8%	3.7%	3.3%	-0.4 pp	-0.4 pp	+0.1 pp
RoAE	47.0%	40.8%	49.1%	45.1%	39.6%	-5.5 pp	-7.4 pp	-1.3 pp
Capital	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	ΔQoQ	ΔYoY	ΔYtD
CET 1 Ratio	11.95%	12.32%	11.13%	12.31%	14.23%	+1.9 pp	+2.3 pp	+1.9 pp
CAR	16.54%	16.47%	14.66%	14.54%	16.57%	+2.0 pp	+0.03 pp	+0.1 pp
Funding and Liquidity	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	ΔQoQ	ΔYoY	ΔYtD
Loans/ Customer Deposits	76.6%	77.3%	81.6%	81.7%	82.3%	+0.6 pp	+5.7 pp	+5.0 pp
TL Loans/ TL Customer Deposits	80.6%	78.1%	89.7%	81.7%	81.2%	-0.5 pp	+0.6 pp	+3.1 pp
FX Loans/ FX Customer Deposits	72.7%	76.3%	73.3%	81.7%	83.7%	+2.0 pp	+11 pp	+7.4 pp
Cust. Deposits / Total Funding	75.8%	73.8%	70.9%	72.1%	72.5%	+0.4 pp	-3.3 pp	-1.3 pp

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

<sup>2</sup>Provisions for expected credit loss including non-cash loan provisions / Total loans

<sup>3</sup>Net Expected Credit Loss / Avg. Total Loans

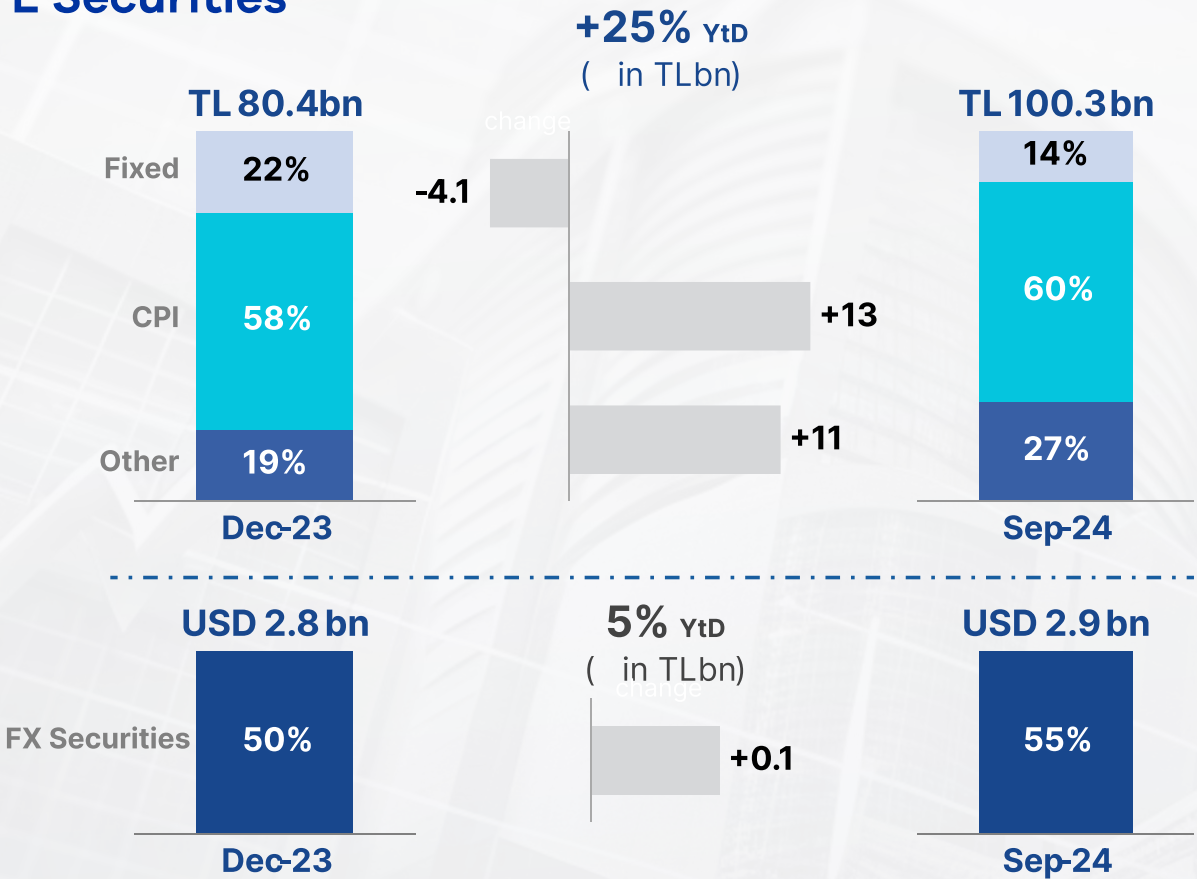
<sup>4</sup>Swap adjusted

<sup>5</sup>Q3 & Q4 2023 ratios are adjusted; excludes earthquake support

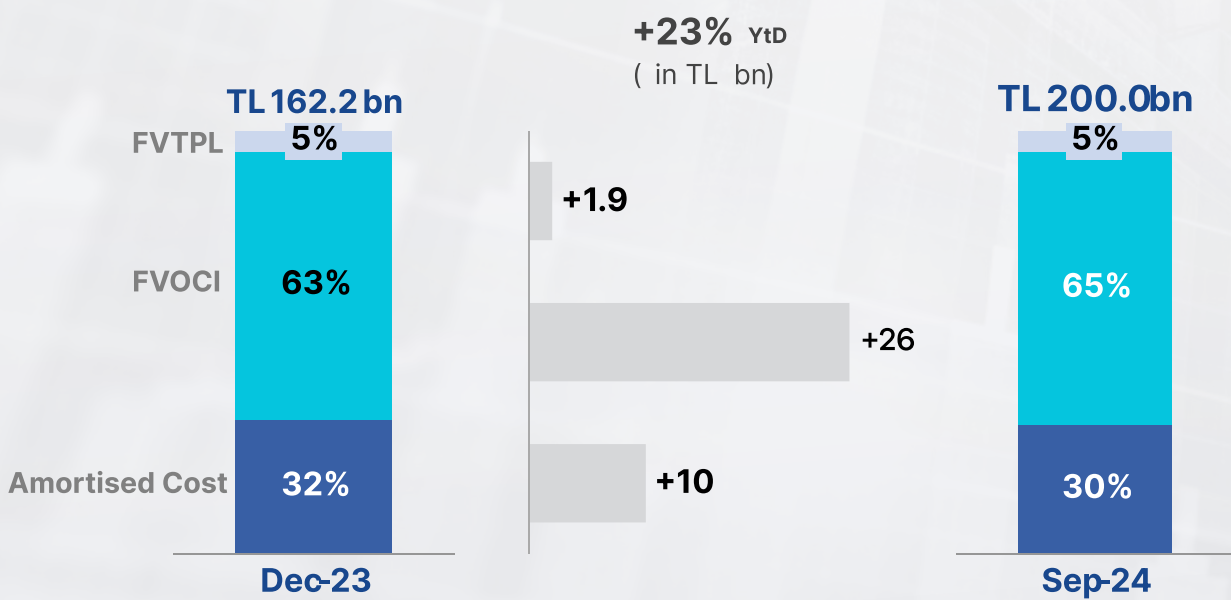


> Securities share in total assets 13%

TL Securities



Securities Composition



in TL bn	Sep-24	YoY%	YtD%	Quarterly trend (last 5 quarters)				
Securities	200.0	+53	+23	130.7	162.2	201.9	199.7	200.2
TL Securities	100.3	+40	+25	71.9	80.4	90.2	92.2	100.3
Fixed	13.6	-17	-23	16.3	17.7	17.2	13.8	13.6
CPI	59.8	+36	+27	43.8	47.0	51.0	55.4	59.8
Other	26.9	+130	+72	11.7	15.7	22.1	23.0	26.9

in USD bn	Sep-24	YoY%	YtD%	Quarterly trend (last 5 quarters)				
FX Securities	2.9	+36	+5	2.1	2.8	3.5	3.3	2.9

%	Sep-24	YoY% (bps)	YtD% (bps)	Quarterly trend (last 5 quarters)				
Securities to Total Assets	13.0%	-13	-81	13.2%	13.8%	15.5%	14.1%	13.0%



# FitchRatings

Fitch Ratings 17 Sep 2024)	Ratings	Outlook
Long-Term Issuer Default	BB-	Stable
Short-Term Issuer Default	B	-
Long-Term LC Issuer Default	BB-	Stable
Short-Term LC Issuer Default	B	-
Viability Rating	b+	-
Shareholder Support	bb-	-
National Long-Term Credit	AA(tur)	Stable

# MOODY'S RATINGS

Moody's Ratings (23 July 2024)	Ratings	Outlook
Long-Term FC Bank Deposits	Ba3	Positive
Long-Term LC Bank Deposits	Ba2	Positive
Short-Term FC Bank Deposits	NP	-
Short-Term LC Bank Deposits	NP	-
Baseline Credit Assessment	b2	-
Adjusted Baseline Credit Assessment	ba2	-
Long-Term FC Counterparty Risk Rating	Ba3	
Long-Term LC Counterparty Risk Rating	Ba2	-



# Get in touch

## INVESTOR RELATIONS

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