

# Financial Presentation June 2025



### **Glance at Q2 2025**



- Banking sector sustained strong resillience amid global macroeconomic headwinds and geopolitical uncertainties
- Total loan growth in line with guidance, mainly driven by corporate segment
- Sound asset quality preserved below sector NPL ratio (1.3%) and high provisioning
- Despite elevated policy rate, efficient NIM management Q2 NIM upbeated expectations
- NIM is projected to strengthen further with the anticipated onset of the rate-cut cyle in H2 25
- Ongoing fee & commission revenue generation contributing to profitability
- Deepened and multi-channel FX external funding in line with further diversification and cost management strategies
- Above regulatory minimum, solid capital ratios

### **Highlights**



TL 6,939 bn

Largest and oldest bank in Turkiye 100% owned by public through TWF USD 176 bn. bank only asset size ~18% market share

#1

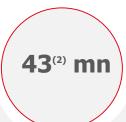
### **Market leadership**

- Assets
- Non-Deposit Funding
- Loans
- Securities
- Deposits

1,773

### Widest local and international geographic footprint with 1,773 branches

- Operating in **20** countries with **128** service points (1)
- 24 Foreign Branches
- Only bank in **365** points in Turkiye
- Expanding global service network through foreign branches, rep. offices and subsidiary banks



#### **Extensive customer reach**

- Serving more than 43 mn retail, SME and corporate customers
- Extensive customer acquisition through digital channels

17% CAR

#### **Strong profitability and capital ratios**

- Efficient cost management
- Sustainable profitability
- Prudent risk management strategy, additional buffers and retained earnings to support capitalization and sustainable growth



### **Robust asset quality**

- · SME and retail segment driven NPL inflows as guided
- High NPL collection
- **63%** Stage 3 coverage ratio
- · Prudent asset quality management

**71**%

### Leading provider of agricultural finance

- Only deposit bank authorised for government subsidized agrolending
- **71%** agro loan market share
- Sustainable agro financing strategy

USD 26 bn

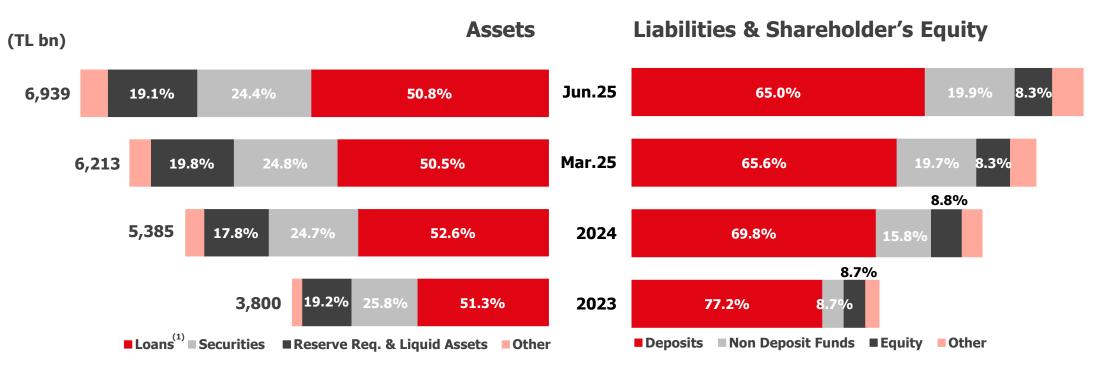
### Well managed domestic & international funding

- Granular and sticky deposit base
- High and diversified FX external funding activity
- FX external funding reached 16% of total funding (Dec.24: 13%)

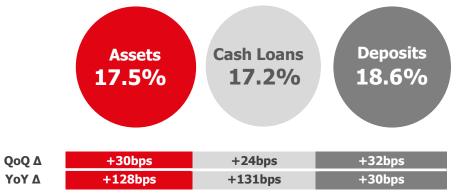
<sup>(2)</sup> Number of customers with demand deposits accounts

### **Assets & Liabilities**





#### **Market Shares**

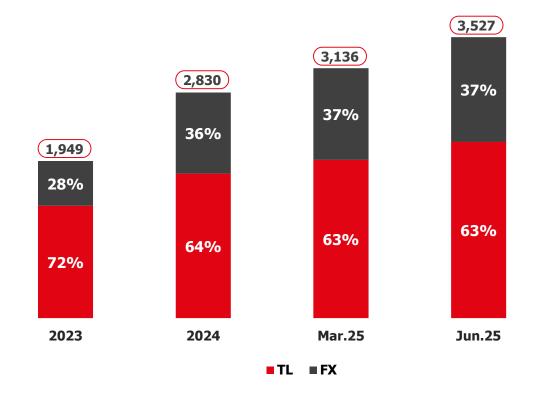


(1) Performing loans
Ziraat Bank Q2-2025 Financial Presentation 4



### **Total Loans**(1) (TL bn, % share in total)

- Balanced loan growth among TL FX
- · Corporate driven loan growth
- Noteworthy share of selective loans in total loan portfolio
- Transition towards overdraft accounts from GPL



#### **Loan Growth**

	l QoQ Δ	¦ Yt Δ	ΥοΥ Δ
Total Loans	12.5%	24.6%	52.3%
Total Loans (FX adj.)	10.4%	19.4%	41.8%
TL	11.4%	22.0%	46.8%
FX(\$)	8.6%	14.7%	32.3%
Corporate	22.1%	35.2%	52.0%
Corp. (FX adj.)	17.4%	23.5%	30.1%
SME <sup>(2)</sup>	7.7%	20.4%	58.8%
Retail	12.7%	22.7%	47.6%
Housing	10.5%	¦ 14.3%	¦ 28.2% ¦
GPL	2.0%	¦ 8.2%	¦ 29.8% ¦
Credit Card	¦ 14.9%	¦ 21.4%	46.6%
Overdraft	32.3%	120.8%	365.2%

Agro Loans TL 714 bn	71% market share	0.3% agro NPL
935k agro customers  GPL	92% subsidized	0.2% subsidized NPL
17% of retail loans	5% market share	26% pensioner
Credit Cards TL 217 bn outstanding	10% market share(3)	13 mn customers
Housing Loans 25% of retail loans	22% market share	<b>36% LTV</b> <sup>(4)</sup>

(4) Average rate for allocation in last four quarters

<sup>(1)</sup> Performing loans

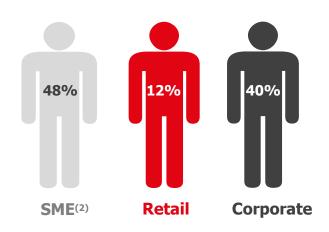
<sup>(2)</sup> SME customers are classified under commercial segment

<sup>(3)</sup> Credit card turnover market share

### **Lending Mix**

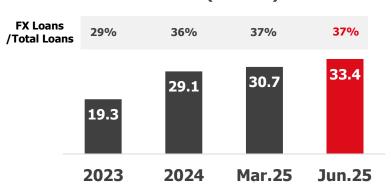


### Cash Loans by Customer Segment(1)



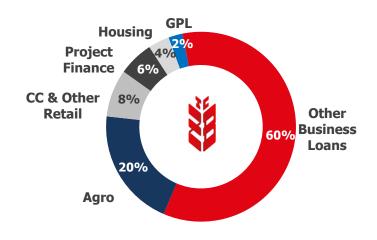
Based on customer segmentation data, totals may differ from product classification

#### **FX Loans (USD bn)**

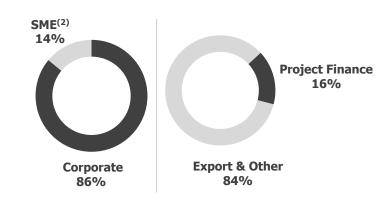


FX Loans NPL 0.7%

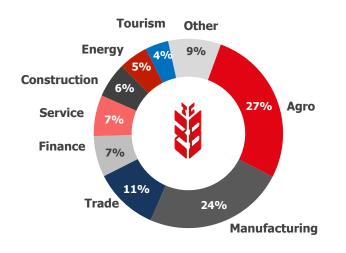
#### **Cash Loans by Product**



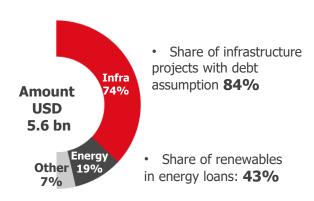
#### **FX Loans Breakdown**



#### Sector Breakdown of Cash Business Loans(1)



#### **Project Finance Loans**

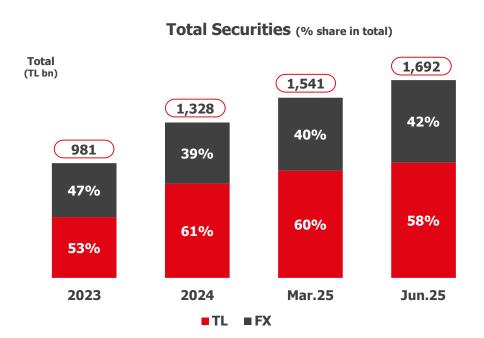


<sup>(1)</sup> Accruals and overseas branch lending are excluded from segment and/or sector distribution

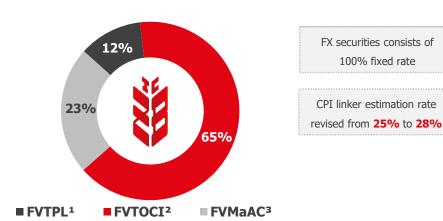
<sup>(2)</sup> SME customers are classified under commercial segment

### **Securities Portfolio**

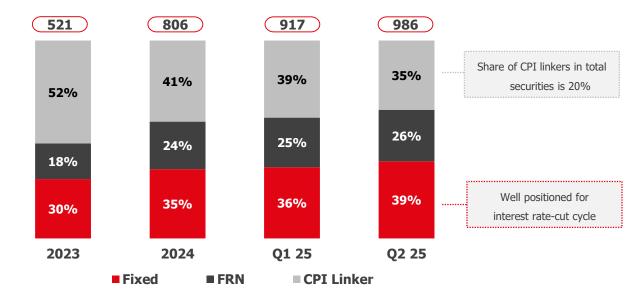




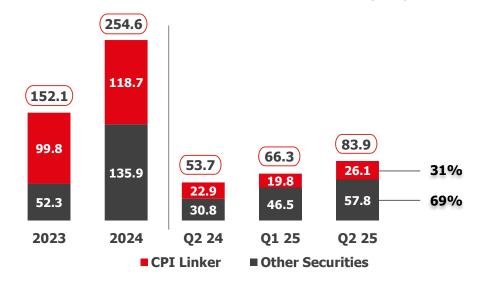
### **Breakdown of Total Securities** (% share in total)



### Breakdown of TL Securities<sup>(4)</sup> (% share in total)



#### **Interest Income from Securities (TL bn)**



- (1) FVTPL: Financial Assets measured at Fair Value Through Profit or Loss
- (2) FVTOCI: Financial Assets measured at Fair Value Through Other Comprehensive Income

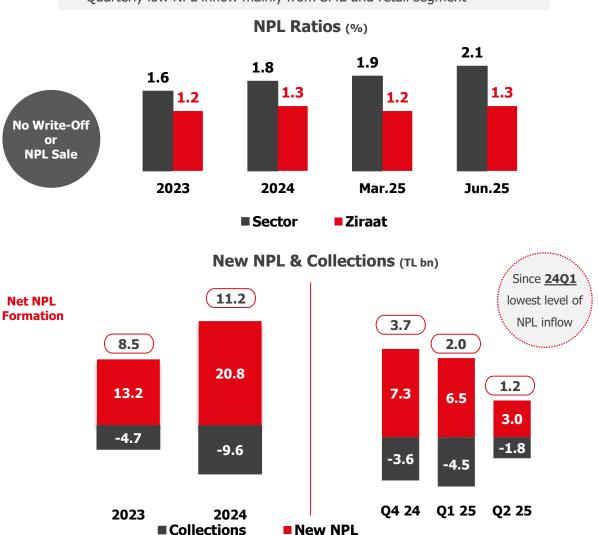
(4) Interest accruals included

<sup>(3)</sup> FVMaAC: Financial Assets Measured at Amortised Cost

### **Asset Quality**

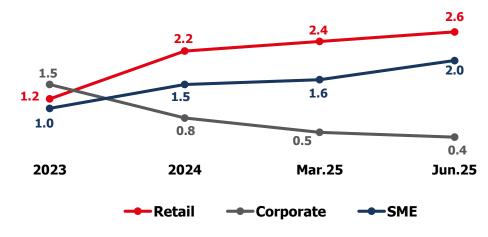


- Structurally low NPL generation reflecting healthy loan book dynamics and effective collections
- Quarterly low NPL inflow mainly from SME and retail segment

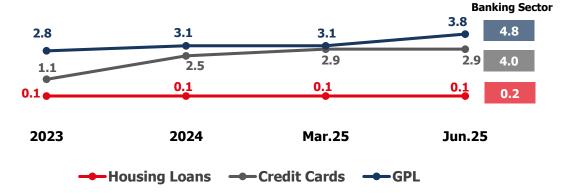


Our comparatively low exposure to the retail segment, continues to serve as a mitigating factor

### **NPL Ratios by Segment (%)**



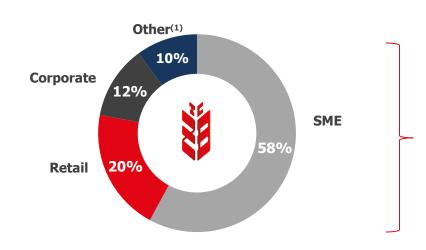
### **Retail NPL Ratios by Product (%)**



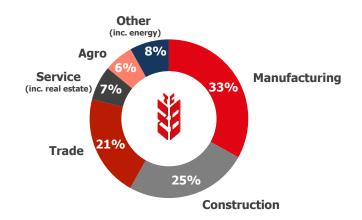
### **Asset Quality**



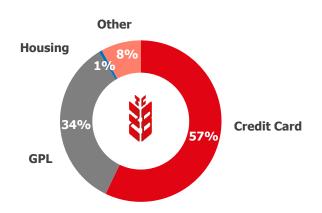
### **Total NPL by Segment**



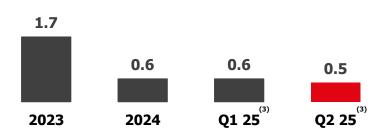
#### **Business Loan NPL by Sector**

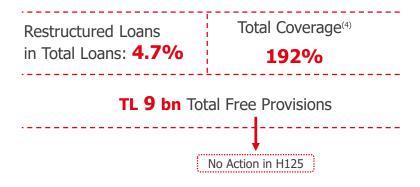


#### **Retail Loan NPL by Product**

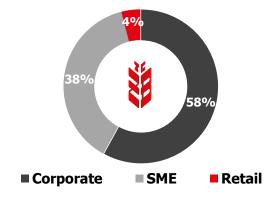


#### Cost of Risk(2) (%)





#### **Restructured Loan by Segment**



<sup>(1)</sup> Includes loans excluded from segment classification

<sup>(2)</sup> CoR: (Expected Credit Loss-Reversals) / Average Loan Amount

<sup>(3)</sup> Annualized figure

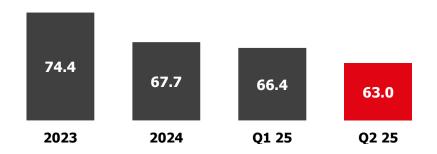
<sup>(4) (</sup>S1 + S2 + S3 provisions)/ NPL

### **Asset Quality**



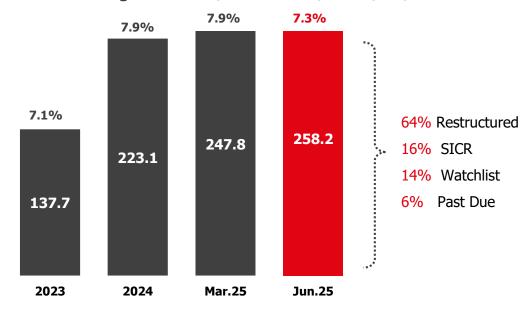
• Slight decrease in stage III coverage ratio reflects low provisioning levels of recent NPL inflows, while our prudent risk management strategy remains intact

### **Stage III Coverage (%)**

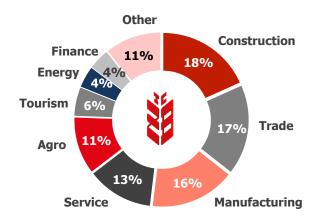


	Amount (TL bn)	Coverage	Change (QoQ)
Stage III	47.7	63.0%	-343 bps
Stage II	258.2	19.9%	: : -374 bps
Stage I	3,269	0.3%	-1 bps
TOTAL	3,575	2.6%	-47 bps

#### Stage II Loans (TL bn, % share in performing loan)



### **Sector Breakdown of Stage II Business Loans**



### **Funding**



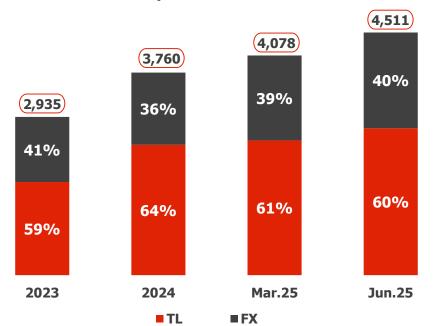
- Sustained market leadership in deposits: granular and sticky deposit base reinforcing market positioning
- Stable funding structure through high core deposit ratio
- Slight increase in TL deposit costs similar to banking sector, triggered by policy rate increase

Core Deposit Ratio 93%

FX-Linked / Total Deposits **3.7%** 

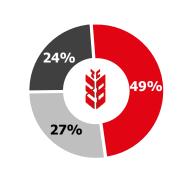
Public Deposits/ Total Deposits 10%

### Total Deposits<sup>(1)</sup> (TL bn, % share in total)

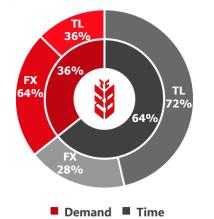


### **Deposit Growth**

	QoQ Δ	YtD Δ	ΥοΥ Δ	
<b>Total Deposits</b>	10.6%	20.0%	39.0%	
Total Deposit (FX adj.)	8.4%	14.6%	28.8%	
Customer Deposit <sup>(1)</sup>	10.1%	20.4%	41.0%	
TL	9.0%	12.6%	34.5%	
FX(\$)	7.6%	18.3%	19.3%	
Demand	13.0%	31.7%	50.8%	
Time	9.4%	14.3%	33.3%	



■ SME ■ Corporate ■ Retail



**TL Deposit Market Shares**(2)







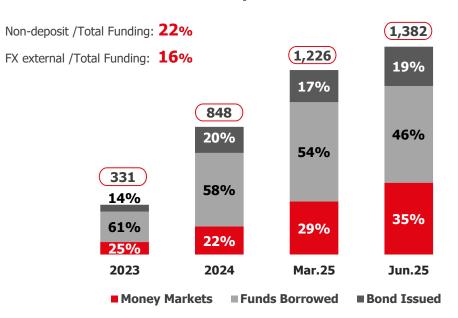
<sup>(1)</sup> Total deposits excluding bank deposits

<sup>(2)</sup> Sector: Deposit Banks

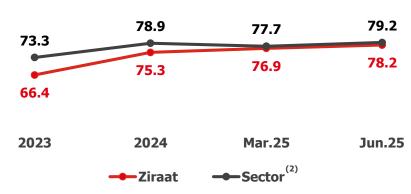
### **Non Deposit Funding**



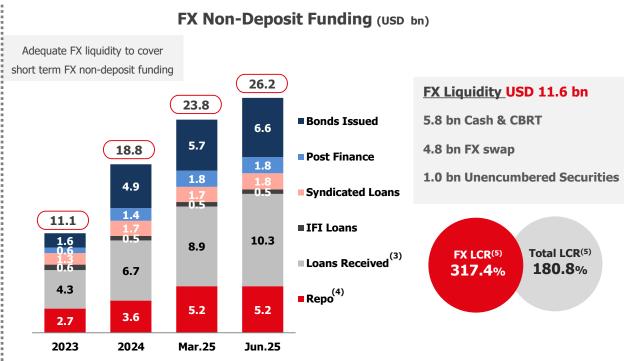


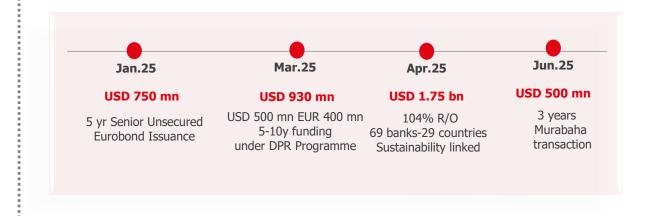


### Loan to Deposit(1) (%)



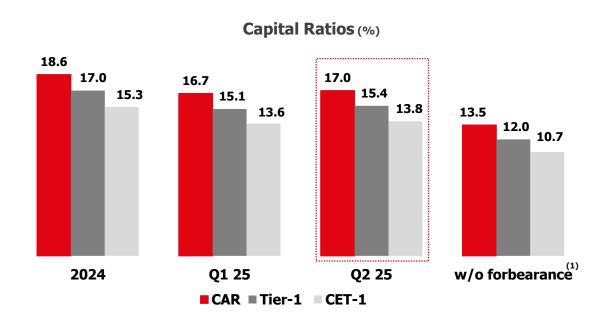
- (1) Performing Loans/Total Deposit
- 2) Sector: Denosit hanks
- Including DPR, Bilateral and Secured Finance loans from International Counterparties
- 4) Including DPR TRS
- (5) LCR regulatory minimums; Total: 100%, FX: 80%





### **Capitalization**



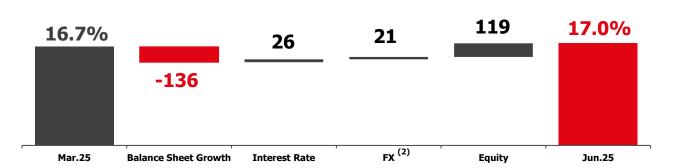


### **Capital Ratio Requirements**

Total CAR*	10.5%	12.5%
	7.0%	9.0%
D-SIB Buffer <sup>(3)</sup>	-	2.0%
Capital Conservation Buffer	2.5%	1 ! 2.5% !
CET1 Capital Ratio	4.5%	4.5%
	Solo	Cons.

<sup>\*</sup>Countercyclical Buffers for Solo and Cons. are 0.05% and 0.1% relatively

### Change in CAR (QoQ, bps)



Basel III Leverage **5.9%** vs regulatory min of **3.0%** 

10% depreciation in TL **-40 bps** impact on CAR

100 bps increase in TL interest rate **-5 bps** impact on CAR

<sup>1)</sup> BRSA forbearance measures are FX rate, MtM, 0% Risk Weighted, High risk weight for certain derivative transactions

<sup>2)</sup> Revaluation of FX denominated AT1 and T2 capital issuances, regulatory FX change effect in credit risk and the FX volatility in the market regarding to market risk measurement.

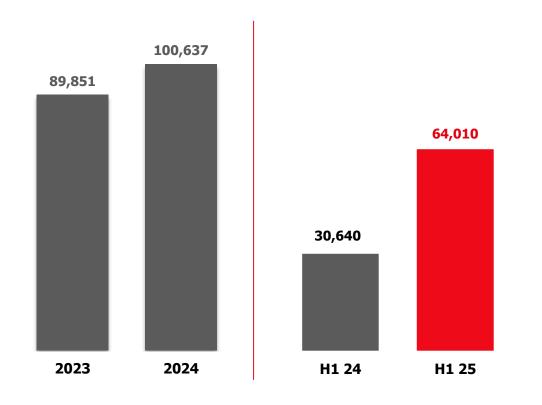
<sup>(3)</sup> D-SIB Buffer is applied only to consolidated ratios

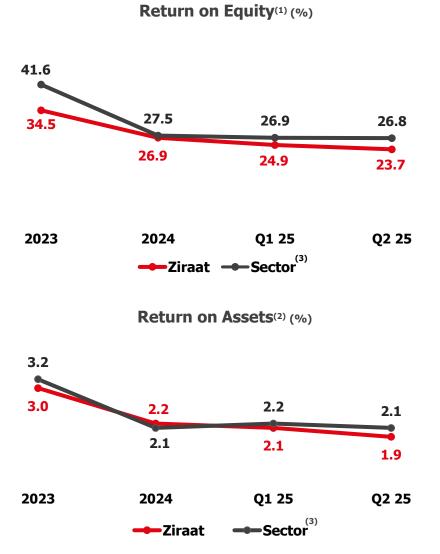
### **Profitability**



### Net Profit (TL mn)

- NIM is expected to improve with the resumption of policy rate-cut in 3rd quarter.
- Ongoing fee and commission income and improving NIM to further support bottomline





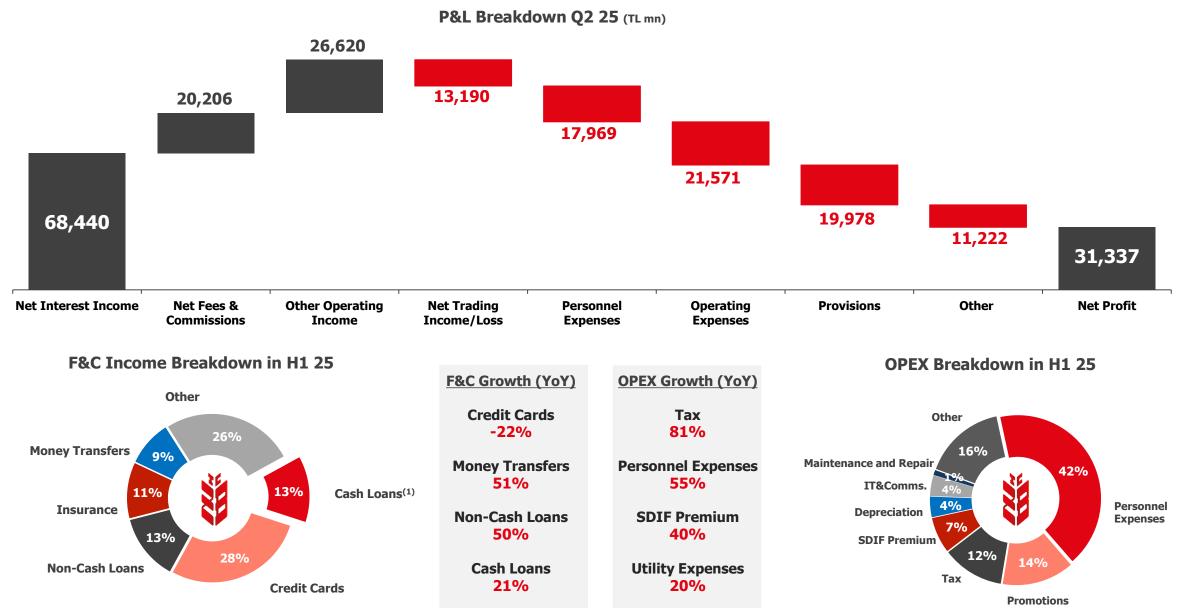
<sup>(1)</sup> Average shareholders' equity represents weekly averages

<sup>(2)</sup> Average total assets represent weekly averages

<sup>(3)</sup> Sector: Deposit Banks

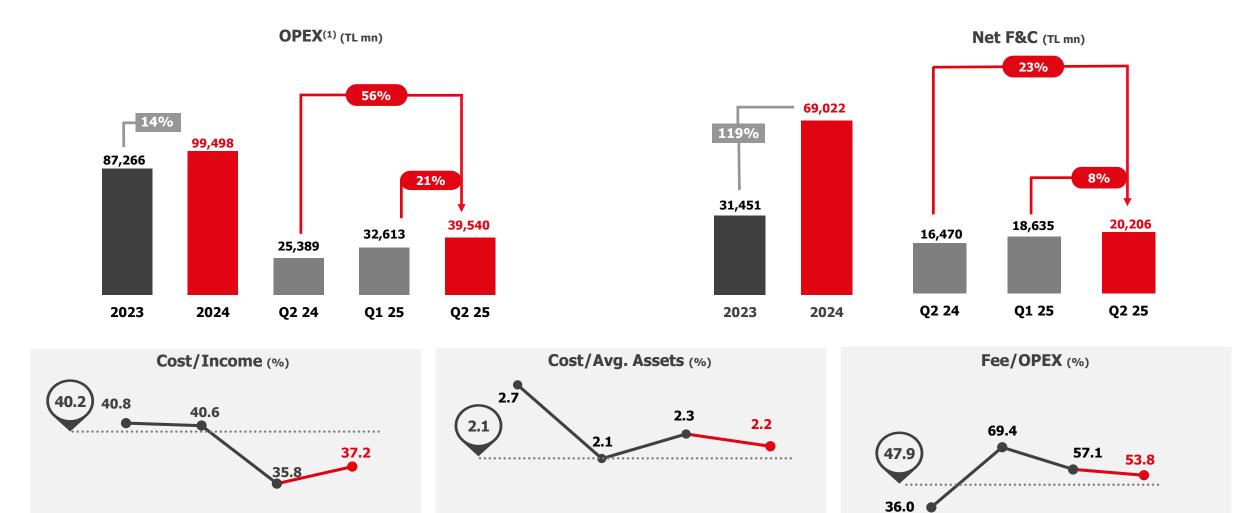
### **Profitability**





### **Profitability & Cost Management**





2024

Q1 25

Q2 25

2023

2024

Q1 25



2023

2024

Q1 25

Q2 25

2023

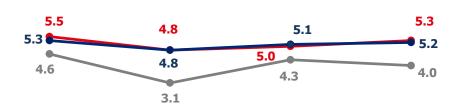
Q2 25

### **NIM & Spreads**

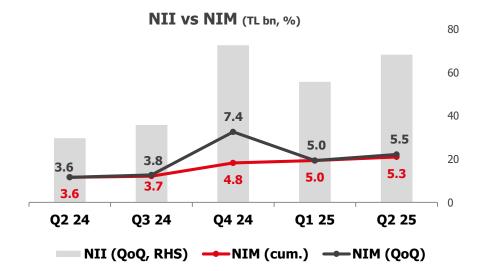




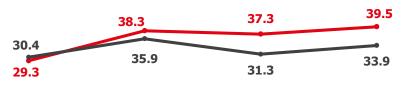






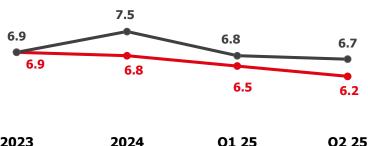


#### **TL Loan Yield and Deposit Costs (%)**





### FX Core Spreads(3) (%)





<sup>(2)</sup> NIM = Net Interest Income / Avg. IEA (3) FX Loan - FX Deposit (Total)



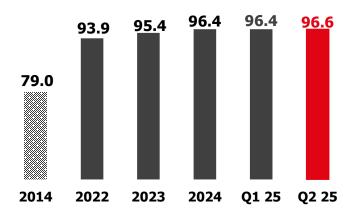
## **APPENDIX**

- Digitalization & Efficiency
- Sustainability
- Ziraat Finance Group
- Balance Sheet Summary
- Income Statements Summary
- Key Financial Ratios

### **Digitalization & Efficiency**

# **Ziraat** Bank

### Non-Branch Channels Usage (%)



#### **Key Digitalization Achievements**



Digitalized credit processes for corporate customers



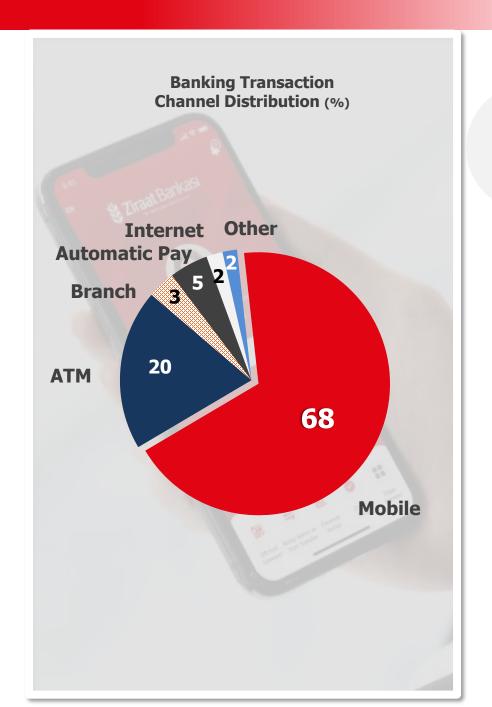
New Payment System "Ziraat Pay"



New Version "Ziraat Mobil" Application



**2-Dönüşüm** Transformation of SMEs "Z-Dönüşüm"



### **Unique Service Delivery**

38m Internet banking customers

**24m** Active digital banking customers

**19%** Active digital banking customers **Market Share** 

7,821 ATM

ATM 14% Market Share

#### **Digitalization Plans**



New Digital Bank "Ziraat Dinamik"



Metaverse Branch



Service Banking



Digital (Crypto) Asset Studies

### **Sustainability**



### **Strategy**

Aware of the responsibility of being "More Than a Bank" Ziraat assumes key roles in the country's sustainable development process.

Ziraat adopted its **Sustainability Policy** in 2014 and has a sustainability structure in place to guide the Policy's implementation.

Ziraat Bank has updated its Sustainability Policy in 2023 in order to contribute to Türkiye's 2053 Net-Zero emission target, Nationally Determined Contribution,

and the global goal of keeping the increase in the global temperature below 2°C - or limit to 1.5°C if possible - as set out in the **Paris Climate Agreement,** which Turkiye is a stakeholder of.



#### **Sustainability Bond issuances**

Jan 21: 600m USD, 5Y, 5.375% coupon

Jan 24: 500m USD, 5Y, 8.0 % coupon



### The Largest Sustainability Themed Single Tranche Syndicated Loan

(April 2025, USD 1.75 bn) received by a financial institution in Türkiye.

#### Sustainability KPIs

«Financing Sustainable Agriculture» «Contributing to the Transition to a Low-Carbon Economy»

Environmental and Social Impact Management Policy in Lending Activities adopted in 2020 and the policy model became fully operational in 2022.

- Activities that will not be financed by the Bank have been determined
- Investment loan requests related to projects above a certain amount are subject to environmental and social risk assessment.



**Ziraat Towers Project** in Istanbul Finance Center awarded **LEED Platinum Certificate** with its environmentally friendly design, environmental sustainability mission and pioneering approach to smart applications with advanced technology.



Ziraat Bank has implemented the largest self-consumption Solar Power Plant project in finance sector, located in Pinarbasi district of Kayseri. The project will meet the electricity needs of **Ziraat Towers in Istanbul Finance Center and all branches and ATMs of the Bank**.



Ziraat Bank received CDP Climate Change and Water Security Scores for the first time in 2023. **Significant progress was obtained in 2024.** 

Category	2023	2024
Water Security	A-	A
Climate Change	В	В



Ziraat Bank received "A" grade under CDP's 2025 Supplier Engagement Assessment (SEA) indicating the Bank's affirmative communication and collaboration efforts with suppliers on environmental issues.



Renewable Energy Resource Guarantee System (YEK-G) Certificate was obtained for 2024 for 150,000 MWh.

#### **Sustainable Loan Products Offered by Ziraat**

- Individual/corporate energy efficiency loans
- Energy efficiency management loans
- Green mortgage
- Green car loan
- Renewable energy loans
- Wastewater treatment and recovery loans
- Pressurized irrigation loans
- Renewable energy in agriculture loans
- Digital transformation & tech-support loan

- Golden hive loan
- Rooftop solar energy loan
- Agricultural SME loan
- Heat insulation loan
- Carbon reduction loan
  Young enterpreneur loan
- Woman enterpreneur loan
- Young farmer loan
- Woman farmer loan
- woman farmer loan

### **Ziraat Finance Group**





#### **Overseas Subsidiaries**

- Ziraat Bank Int. AG (Germany)
- ZiraatBank BH d.d. (Bosnia)
- Ziraat Bank Montenegro AD
- Ziraat Bank Azerbaijan ASC
- Ziraat Bank Moscow JSC
- KZI Bank (Kazakhstan)
- Turkmen Turkish JSC Bank
- Ziraat Bank Uzbekistan JSC
- JSC Ziraat Bank Georgia
- Ziraat Bank Kosova JSC

#### **Overseas Branches and Representative Offices**

- United Kingdom
- Greece
- Bulgaria
- Iraq
- Saudi Arabia
- Bahrain
- Turkish Republic of Northern Cyprus
- Egypt (Rep. Office)
- United Arab Emirates (Rep. Office)
- Algeria

### **Balance Sheet Summary**



TL bn	2023	2024	Mar.25	Jun.25	% Change QoQ	% Change YtD
CASH AND CASH EQUIVALENTS	731.3	957.2	1,229.7	1,327.1	8	39
SECURITIES	981.2	1,328.0	1,541.1	1,692.0	10	27
LOANS	1,971.6	2,866.2	3,174.4	3,574.7	13	25
Gross NPL	22.9	35.8	38.5	47.7	24	33
Expected Credit Loss (-)	67.9	87.0	93.6	91.8	-2	6
OTHERS	116.3	233.4	267.9	345.4	29	48
TOTAL ASSETS	3,800.4	5,384.9	6,213.0	6,939.2	12	29
DEPOSITS	2,935.3	3,759.7	4,078.0	4,511.3	11	20
FUNDS BORROWED	200.2	488.9	659.1	642.3	-3	31
INTERBANK MONEY MARKETS	83.4	186.3	353.2	478.3	35	157
PROVISIONS	35.1	30.6	32.4	32.7	1	7
OTHERS	215.2	447.7	573.5	698.6	22	56
SHAREHOLDERS' EQUITY	331.2	471.7	516.8	575.9	11	22
TOTAL LIABILITIES	3,800.4	5,384.9	6,213.0	6,939.2	12	29

### **Income Statement Summary**



TL mn	2023	2024	Q2 24	Q1 25	Q2 25	% Change QoQ	% Change YoY
INTEREST INCOME	427,255	946,562	215,563	314,282	338,393	8	57
-From Loans	264,247	617,014	147,646	193,876	220,635	14	49
-From Securities	152,125	254,644	53,721	66,292	83,972	27	56
INTEREST EXPENSE	297,658	780,933	185,693	258,392	269,953	4	45
-On Deposits	265,808	682,134	163,031	203,298	214,752	6	32
NET INTEREST INCOME	129,597	165,629	29,870	55,890	68,440	22	129
NET FEES & COMMISSIONS	31,451	69,022	16,470	18,635	20,206	8	23
OTHER OPERATING INCOME	33,258	33,944	9,882	15,125	26,620	76	169
EXPECTED CREDIT LOSS	30,670	27,765	6,067	16,357	19,782	21	226
-Stage 1 Provisions	3,120	4,955	-457	6,637	4,879	-26	NM
-Stage 2 Provisions	15,369	9,427	3,550	3,675	5,938	72	67
-Stage 3 Provisions	12,181	13,383	2,974	6,045	8,965	48	201
OTHER PROVISION EXPENSES	124	198	1,761	44	195	347	-89
OPEX <sup>(1)</sup>	87,266	99,498	25,389	32,613	39,540	21	56
NET OPERATING PROFIT	95,568	117,571	13,031	42,201	43,411	3	233
NET PROFIT	89,851	100,637	13,244	32,672	31,337	-4	137

Source: Unconsolidated Financial Statements NM: Not meaningful

### **Key Financial Ratios**



(%)	2023	2024	Q1 25	Q2 25
ROA <sup>(1)</sup>	3.0	2.2	2.1	1.9
ROE <sup>(2)</sup>	34.5	26.9	24.9	23.7
Cost / Income <sup>(3)</sup>	40.8	40.6	35.8	37.2
Fee / OPEX <sup>(4)</sup>	36.0	69.4	57.1	53.8
NIM (cum.) <sup>(5)</sup>	5.5	4.8	5.0	5.3
Loans <sup>(6)</sup> /Deposits	66.4	75.3	76.9	78.2
Loans/Assets	51.3	52.6	50.5	50.8
Securities/Assets	25.8	24.7	24.8	24.4
NPL	1.2	1.3	1.2	1.3
Stage III Coverage	74.4	67.7	66.4	63.0
CoR <sup>(7)</sup>	1.7	0.6	0.6	0.5
CAR	17.2	18.6	16.7	17.0
Leverage <sup>(8)</sup> (x)	10.5	10.4	11.0	11.0
# of				
Branches <sup>(9)</sup>	1,769	1,781	1,779	1,773
Employees	25,904	26,011	25,981	25,713
ATMs	7,487	7,724	7,790	7,821

<sup>(1)</sup> Average total assets represent weekly averages

<sup>(2)</sup> Average shareholders' equity represent weekly averages

<sup>(3)</sup> Includes dividend income

<sup>(4)</sup> Includes personnel expenses

<sup>(5)</sup> Average interest earning assets represent weekly averages

<sup>(6)</sup> Performing Loans

<sup>(7)</sup> Annualized figure

<sup>(8)</sup> Leverage = (Assets/Shareholders' Equity)-1

<sup>(9)</sup> Including foreign branches

### **Non-Deposit Funding**



### **Syndication**

**April 2025**; USD 850 mn & EUR 789 mn; SOFR+ 160 bps & EURIBOR+ 135 bps p.a.; 367 days of maturity (Sustainability-linked) (104 % R/O)

### **IFIs**

- IBRD loans; 2010&2013; USD 200 mn, USD 67 mn and USD 300 mn
- **EIB loans**; IPARD EUR 100 mn

### FC Bonds/Bills

- USD 2.35 bn Eurobonds outstanding
   March 2026; USD 600mn RegS/144A; 5.375% coupon rate; 5y (Sustainability Bond)
   August 2026; USD 500 mn RegS/144A; 9.5% coupon rate 3.5y
   January 2029; USD 500 mn RegS/144A; 8.0% coupon rate 5y (Sustainability Bond)
   February 2030; USD 750 mn RegS/144A; 7.25% coupon rate 5y
- USD 3.9 bn **MTN** Private Placements
- May 2023; USD 800 mn & EUR 200 mn 5y **funding** under DPR Programme
- June 2024; USD 250 mn 10y **funding** under DPR Programme
- March 2025; USD 930 mn 5-10y **funding** under DPR Programme
- April 2019; EUR 1.4 bn **AT-1** issuance under GMTN Programme
- April 2024; USD 500 mn **Tier-2** issuance under GMTN Programme



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