



2025 H1 EARNINGS PRESENTATION

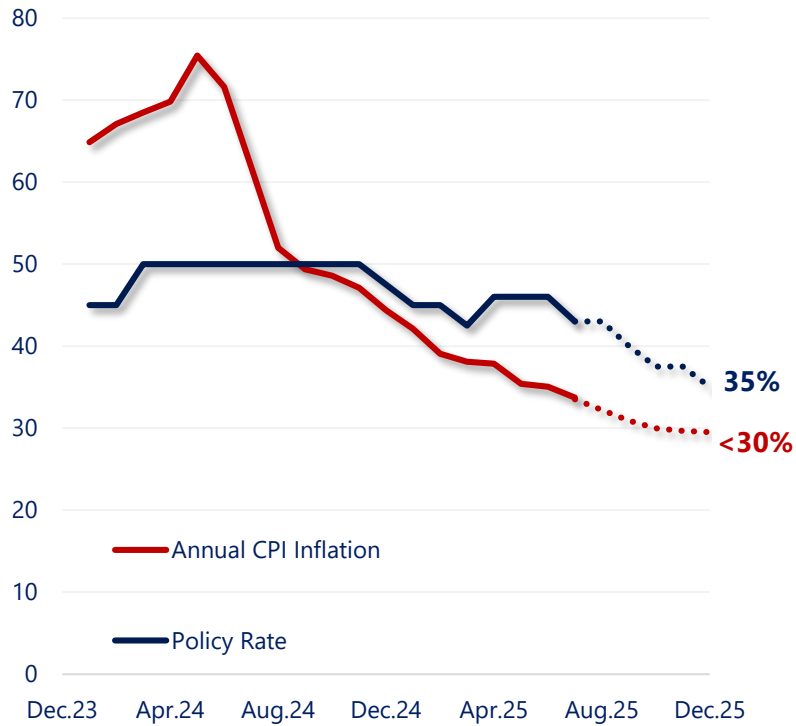
5 August 2025

❖ Annual inflation continue to decelerate gradually

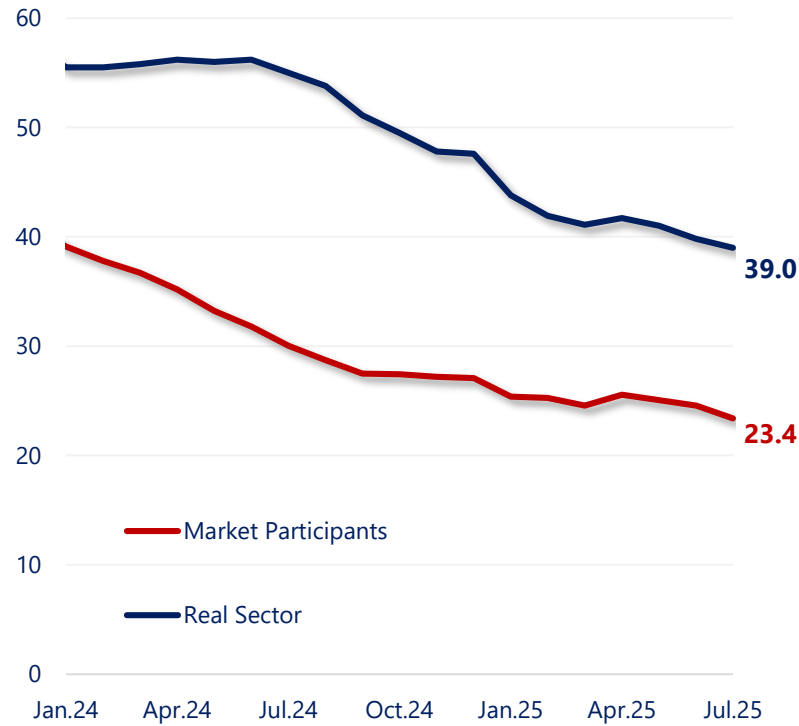
❖ The improvement trend in 12-month ahead inflation expectations...

❖ Gross reserves exceed 170 billion USD

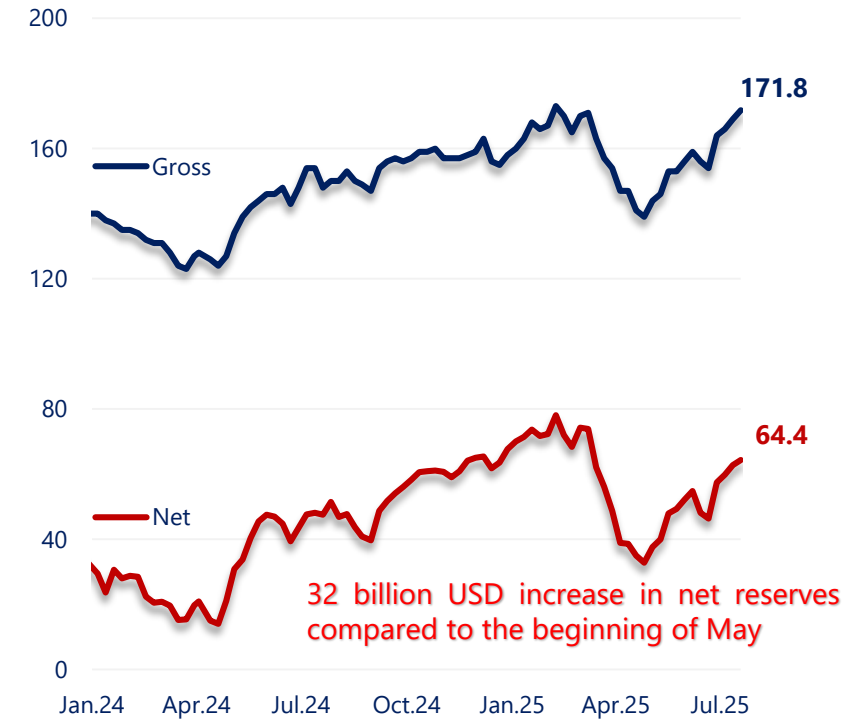
Inflation and Policy Rate (%)



Inflation Expectations (%)



CBRT Reserves (bn. USD)

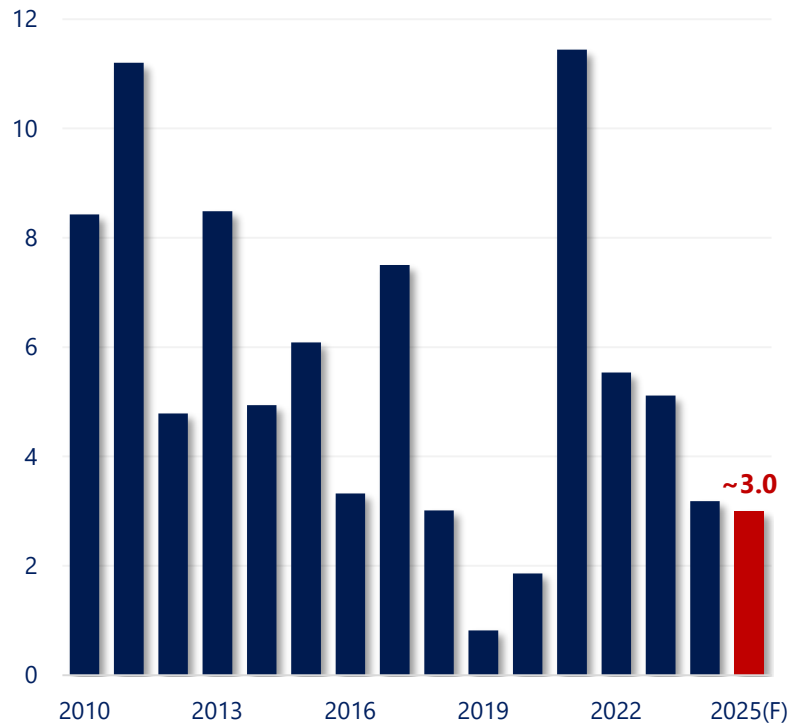


❖ *Tight financial conditions put pressure on growth*

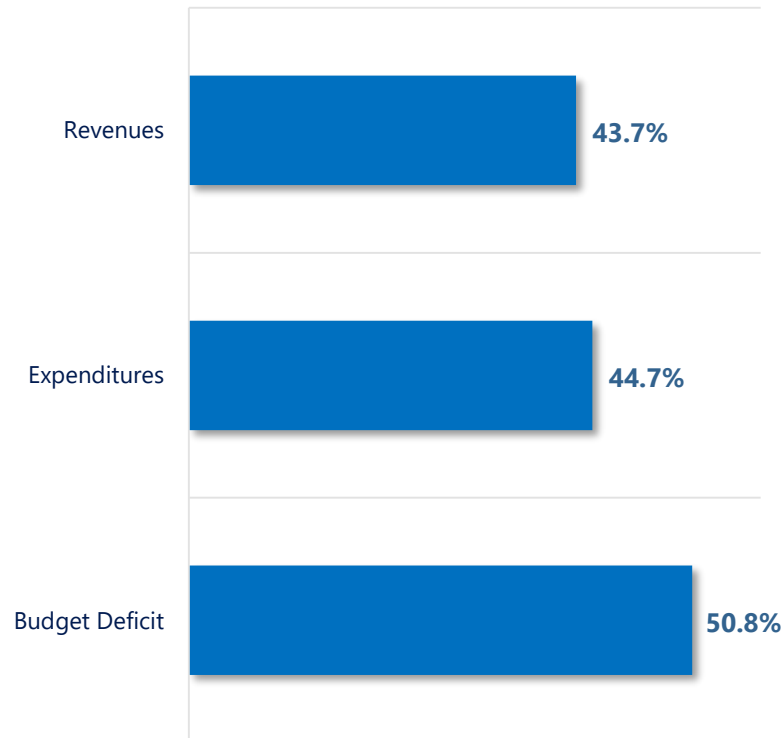
❖ *While budget figures are aligned with MTP targets, budget deficit can be higher than year-end target*

❖ *Current account deficit is expected to be 20 billion USD*

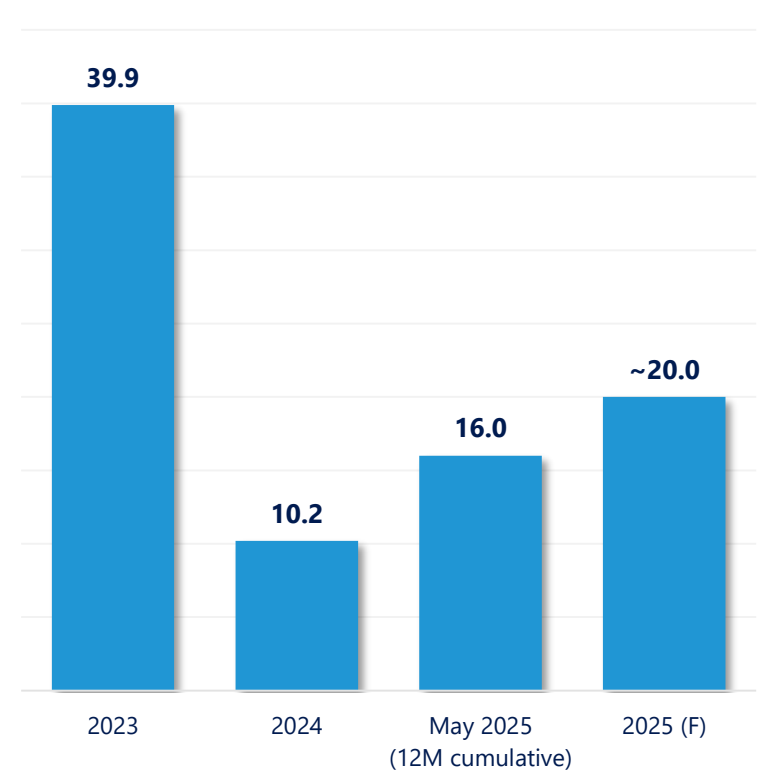
GDP Growth (annual, %)



Budget Realization Rate (%)



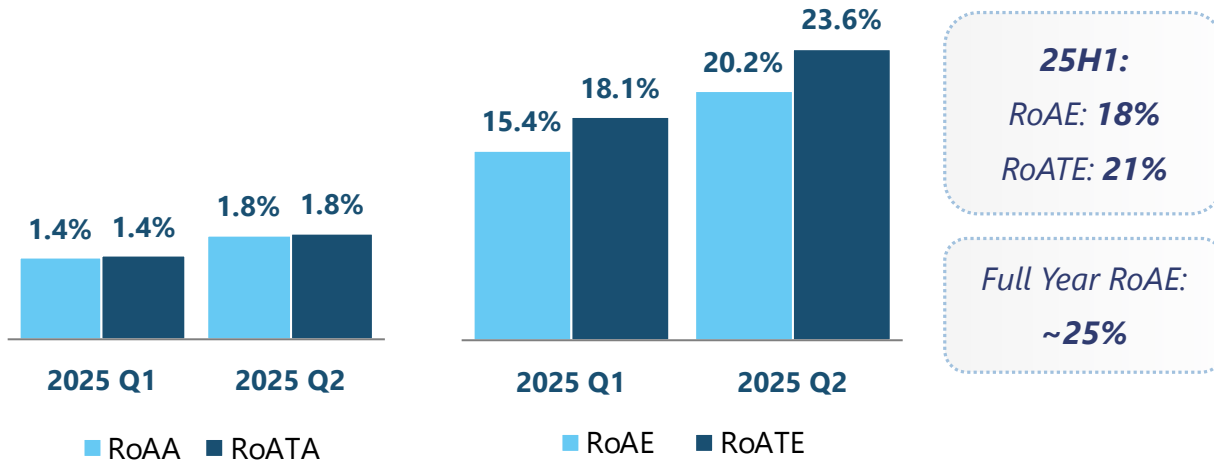
Current Account Deficit (bn. USD)



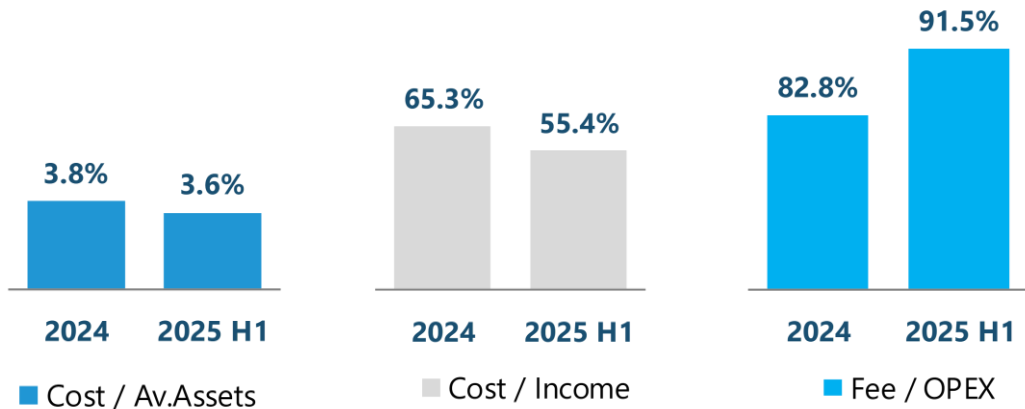
▶ Period's Highlights

- **Continued support from diversified revenue stream: Net fee generation and subsidiaries' contribution.**
- **Held our ground in the face of margin pressures due to temporary market volatility.**
- **Re-entered the rate cut cycle with a well-positioned balance sheet, geared up to register meaningful improvement in future performance.**
- **Ongoing cost discipline, once again, helped cushion the challenges of operating environment.**
- **Prudent provisioning preserved, best-in-class asset quality indicators maintained.**
- **Capital and liquidity at solid levels.**

Profitability Ratios ⁽¹⁾ (quarterly)



Efficiency Ratios ⁽²⁾ (adjusted)



Revenue Growth & OPEX

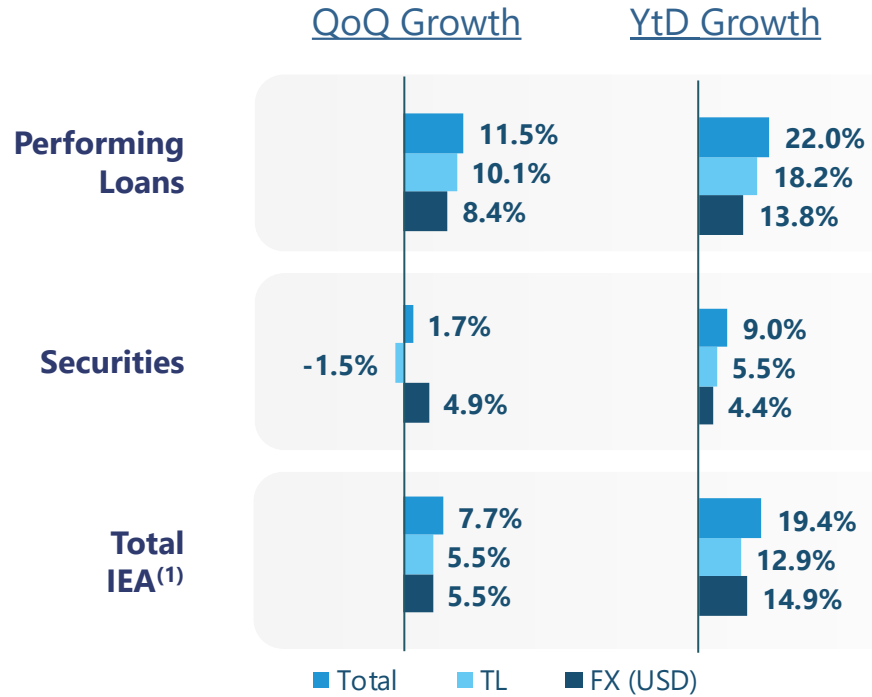
	<u>QoQ</u>	<u>YoY</u>
NII (swap adj.)	-18.3%	4.2x
Net F&C	21.5%	46.2%
OPEX	9.6%	29.8%
Pre-Prov. Income	10.6%	67.4%
Net Income	39.9%	34.5% ⁽³⁾

(1) Tangible Equity (TE) and Tangible Assets (TA) are calculated by the deduction of M-t-M valuation differences regarding Fin. Assets Measured at FV through OCI and real estates from shareholders' equity and total assets.

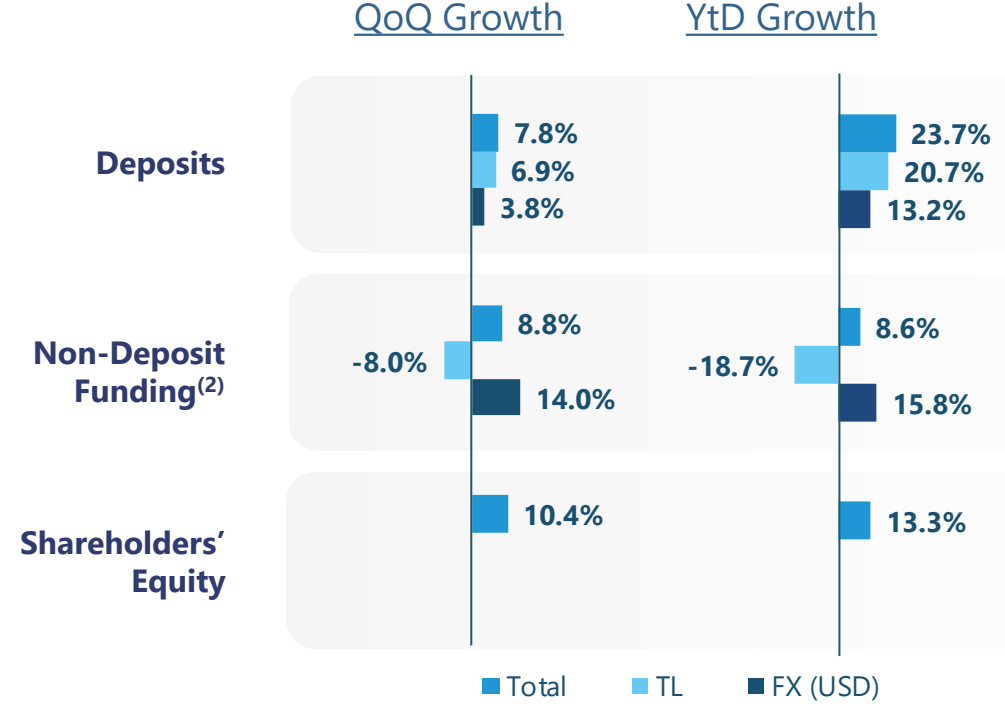
(2) Adjusted for non-recurring and other items.

(3) Adjusted for free provisions.

Assets



Liabilities



Rankings⁽³⁾

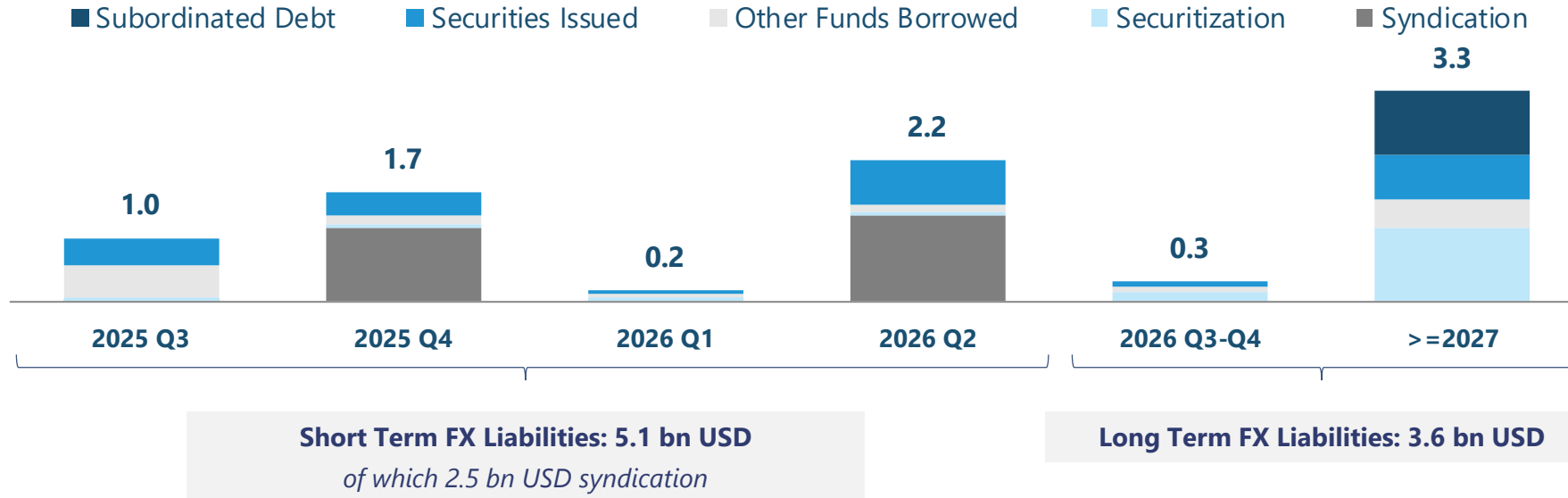
- ✓ **Total assets**
- ✓ **Total loans**
- ✓ **Total deposits**
- ✓ **Demand deposits**

Share of demand deposits:
42% in total

Share of core deposits:
71%

(1) Interest earning assets include Central Bank reserves.
 (2) Non-deposit funding includes repo&money market, funds borrowed, securities issued and subordinated debt.
 (3) Among private sector banks.

Maturity Profile of FX Wholesale Funding⁽¹⁾ (bn. USD)



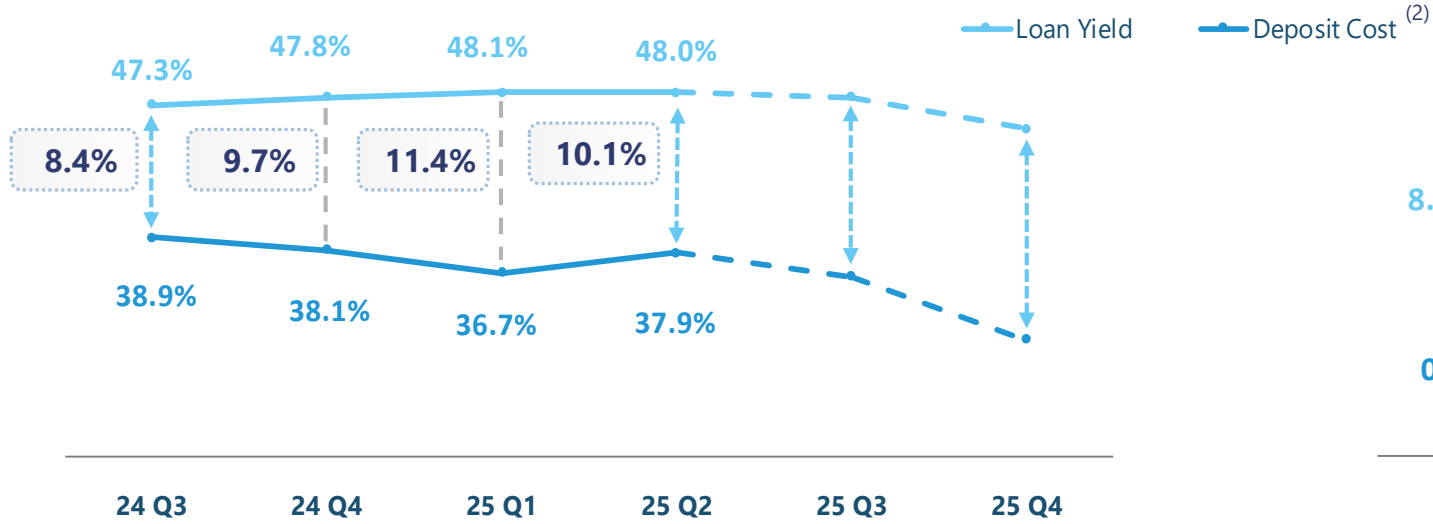
❖ **Share of Sustainable Funding in FX Wholesale Funding: 57.4%**

❖ **Strong Liquidity:**
Total LCR: 127% FX LCR: 284%

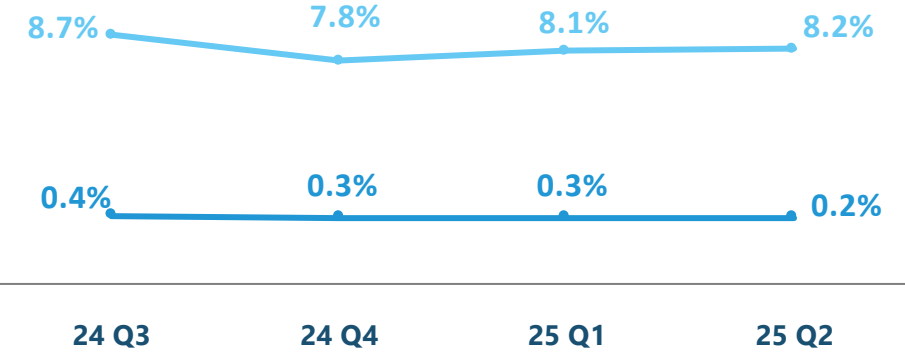
(1) Excluding repo transactions.

► Spread Evolution

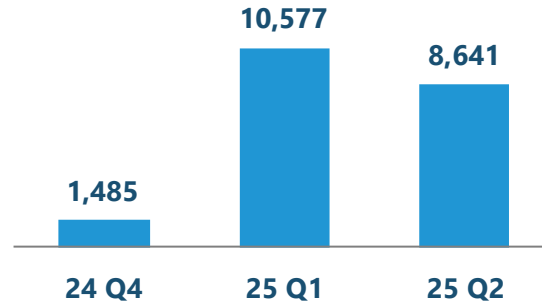
TL Loan-Deposit Spread⁽¹⁾ (quarterly)



FX Loan-Deposit Spread⁽¹⁾ (quarterly)

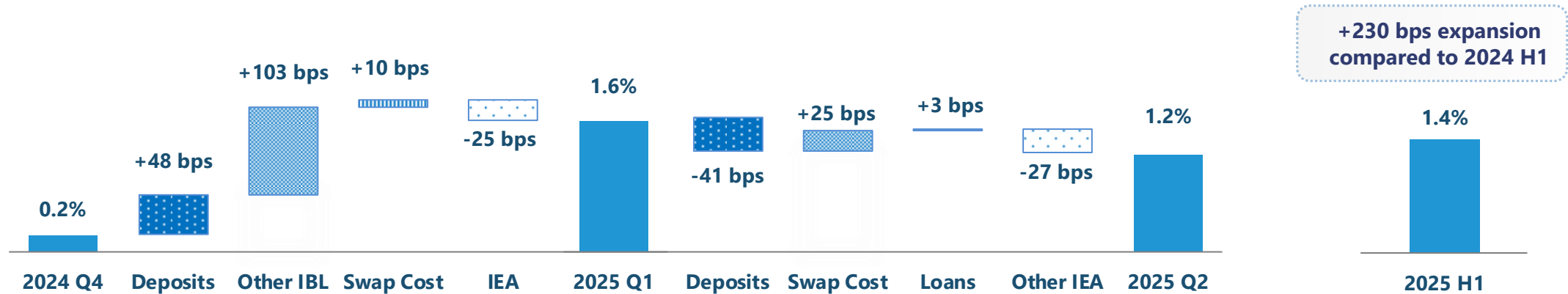


Net Interest Income (swap adjusted, quarterly, mn. TL)

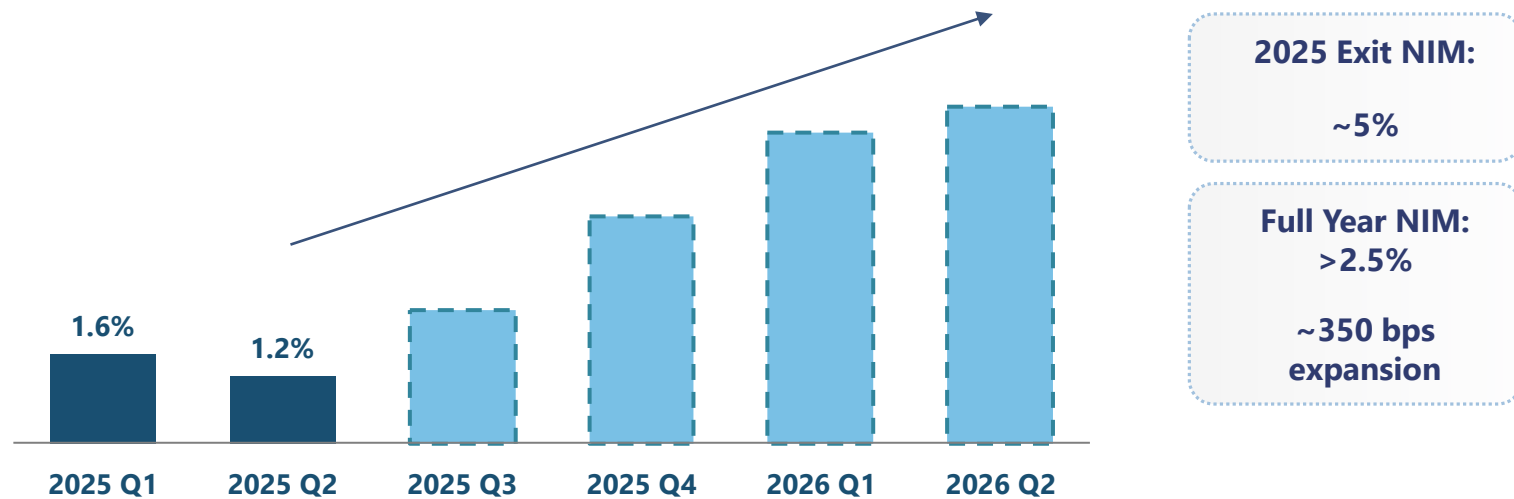


(1) Based on MIS data.
(2) Including demand deposits.

Swap Adjusted NIM Evolution ⁽¹⁾⁽²⁾

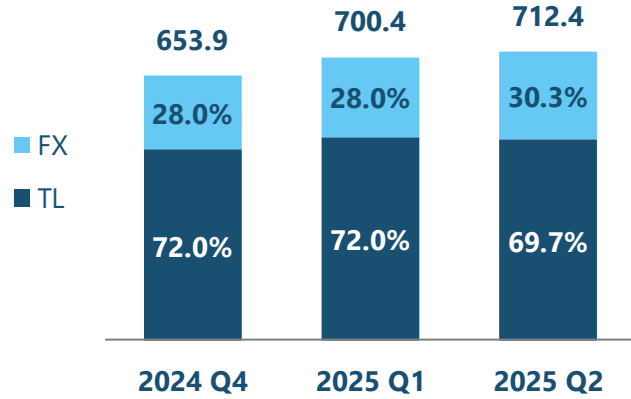


Net Interest Margin (swap adjusted, quarterly)

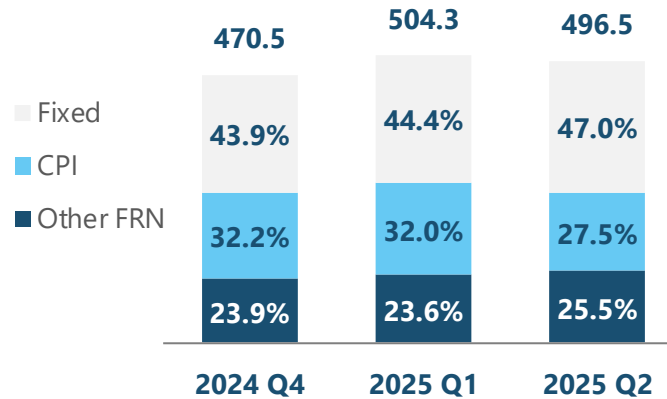


(1) Based on MIS data.
(2) Interest earning assets include Central Bank reserves.

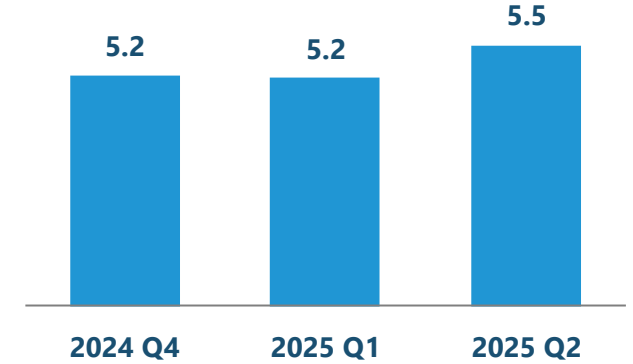
Total Securities (bn. TL)



TL Securities⁽¹⁾ (bn. TL)



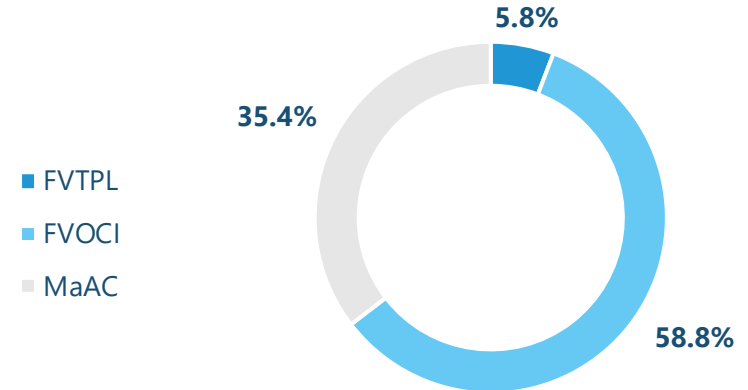
FX Securities (bn. USD)



TL Securities & CPI Linkers

TL Securities	25 Q1	25 Q2
Yield	32.1%	33.7%
CPI Linkers	25 Q1	25 Q2
Yield	36.3%	38.5%
Interest Income (mn. TL)	13,117	13,444
Inflation	25 Q1	25 Q2
12-Month Ahead Inflation Expectation ⁽²⁾	32.83%	32.18%
Headline	38.10%	35.05%

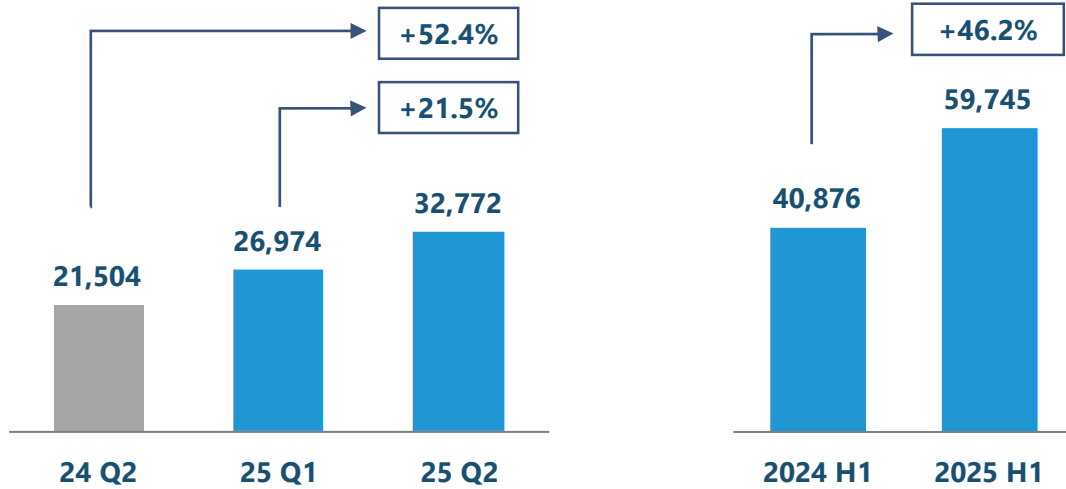
Breakdown of Securities



(1) Shares of securities has been calculated based on the securities whose revenue is linked to interest

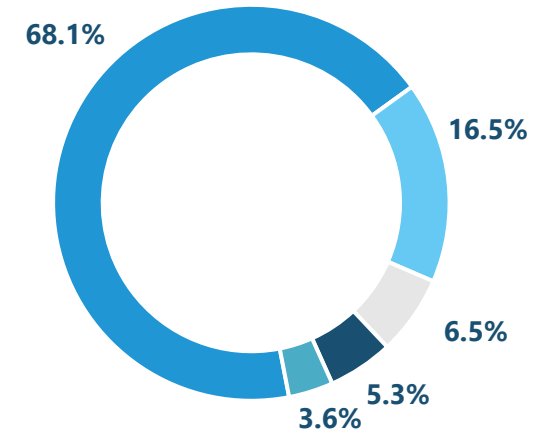
(2) Average of CBRT Market Participants & Real Sector Expectation Surveys

Net Fees and Commissions (mn. TL)

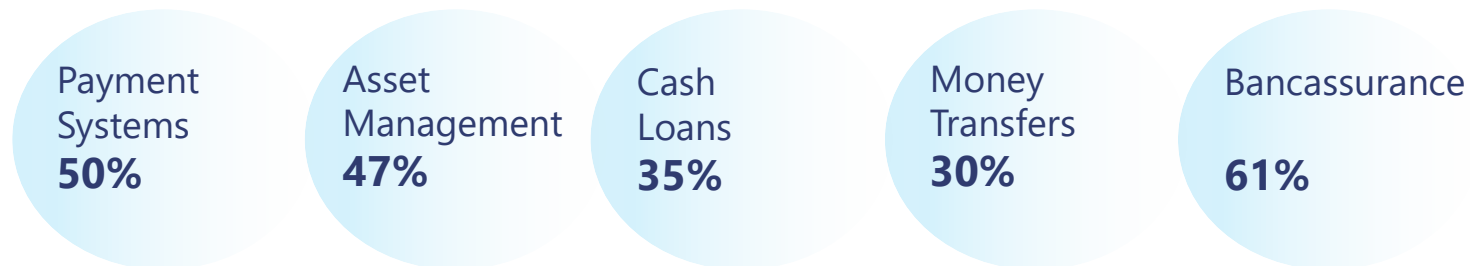


Net F&C Composition (2025 H1)

- Payment Systems
- Lending Related Fees
- Asset Management
- Money Transfer
- Bancassurance & Other

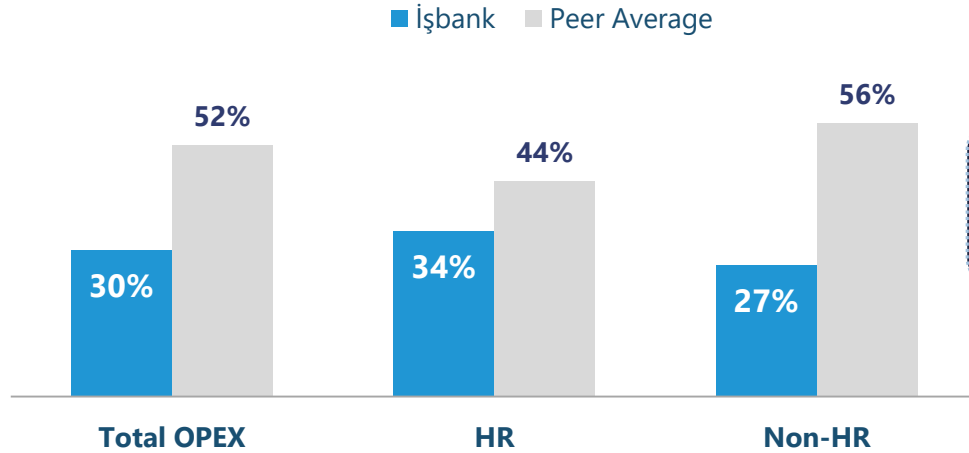


Consistent F&C Growth (2025 H1, YoY)



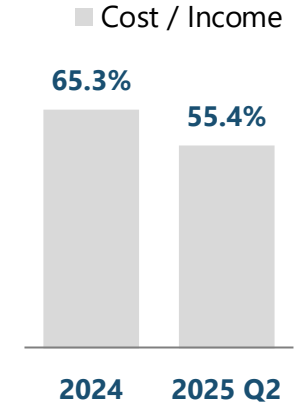
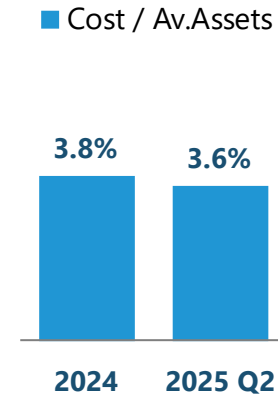
► Impressive Cost Discipline & Increasing Efficiency

Well-Contained OPEX Growth (2025, H1)

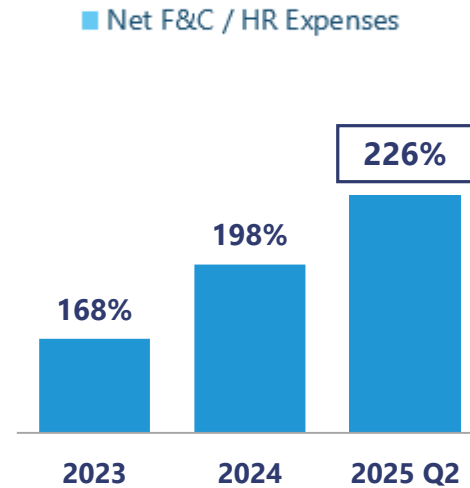
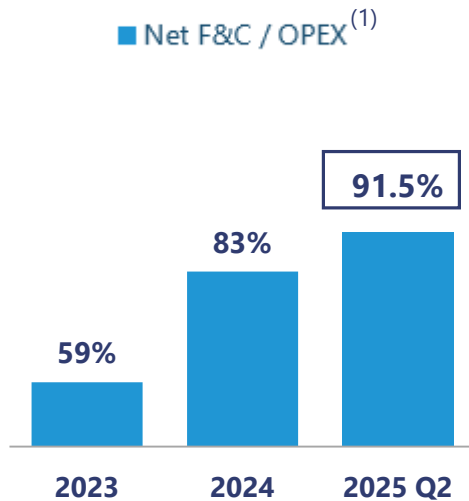


Lowest OPEX Growth Among Peers

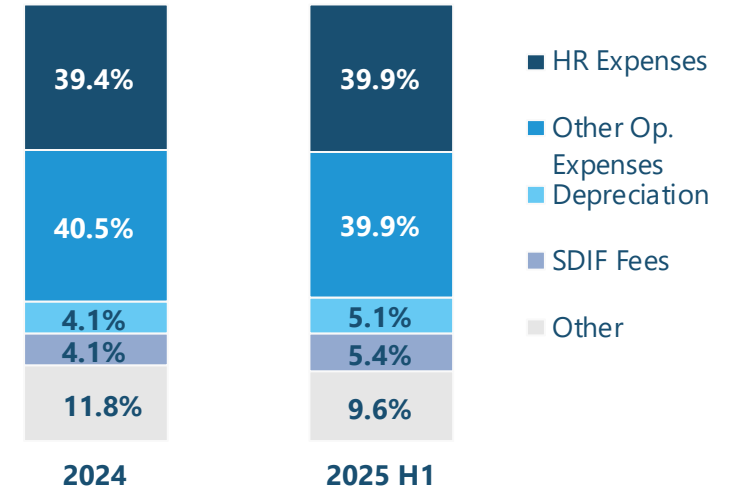
Efficiency Ratios⁽¹⁾ (adjusted)



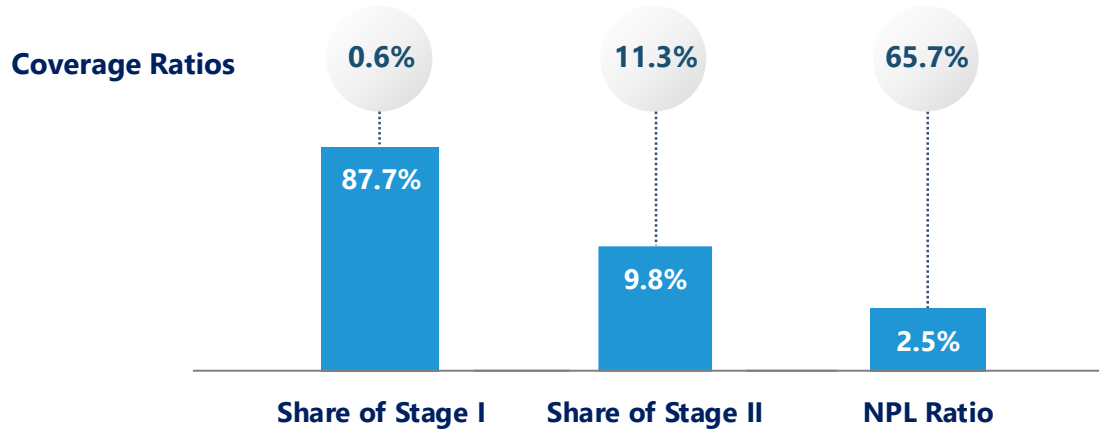
Increasing Net F&C Coverage Ratios



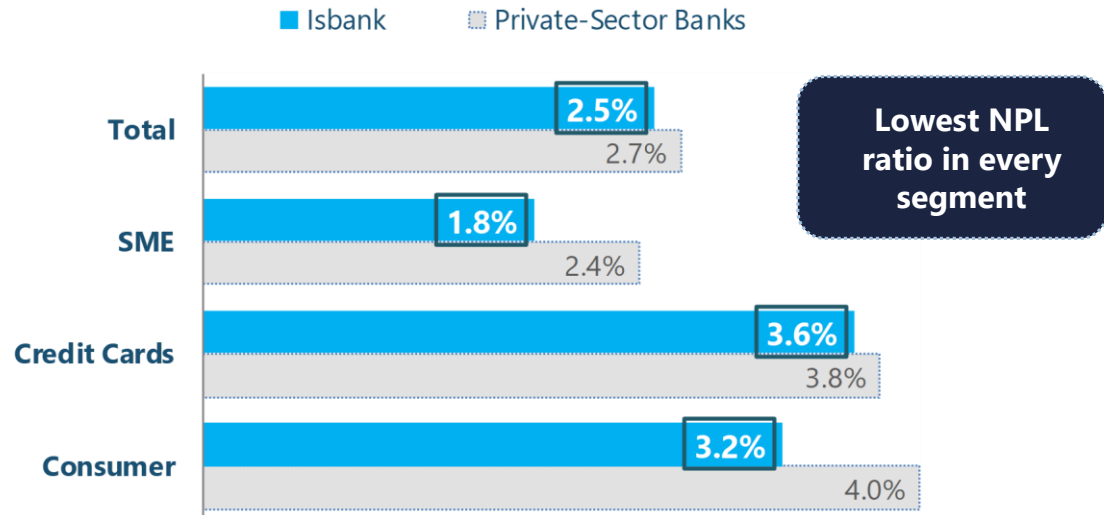
Cost Structure



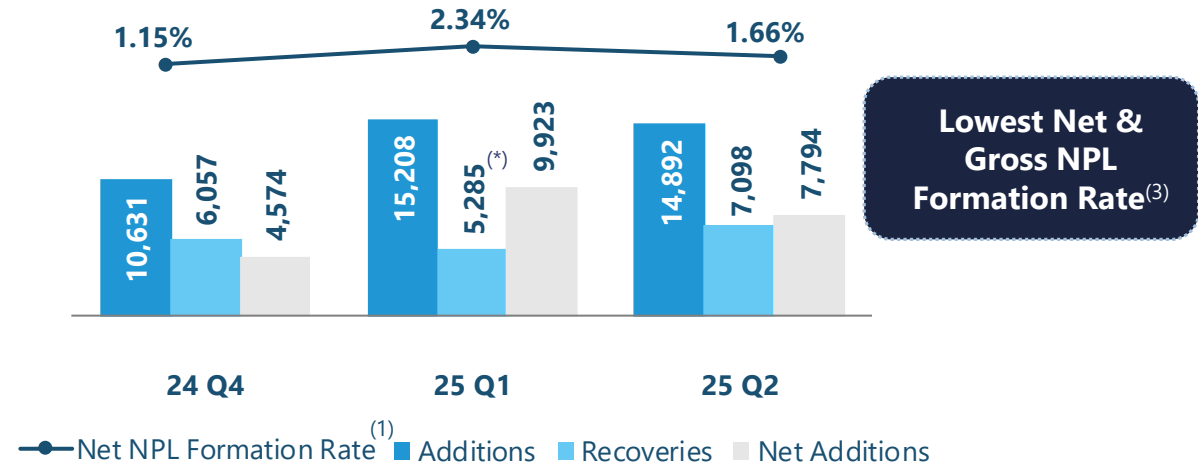
Resilient NPL Ratio & Strong Coverage



Best-in-Class NPL Ratios (2025 H1)



Net NPL Formation (mn. TL, quarterly)



❖ Strong collection performance in 2025 H1⁽²⁾: **26%**

❖ Highest Stage 3 coverage ratio⁽³⁾: **66%**,

❖ Total Net Cost of Risk⁽⁴⁾ for 2025 H1: **176 bps**, incl. currency impact

(*) Includes revenue from NPL sales.

(1) Net NPL Formation / Average Performing Loans

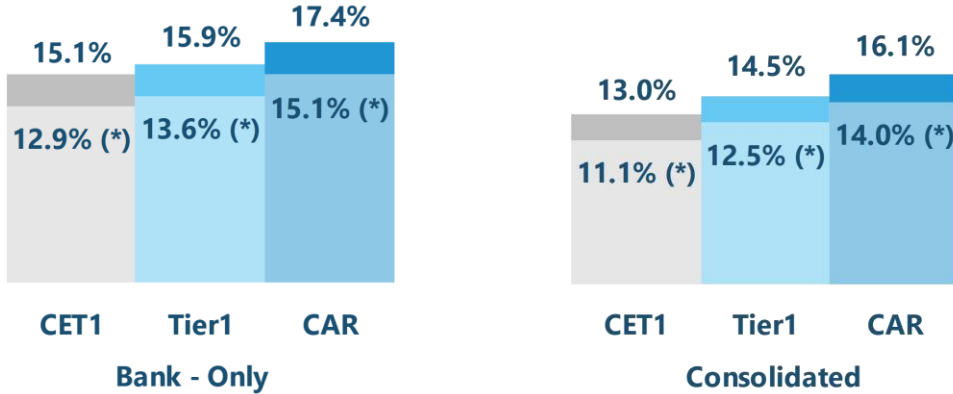
(2) Collections / (Prior period ending balance NPL + Additions)

(3) Among peers

(4) (Stage 1+2+3 Expected Credit Losses-Reversals) / Average Gross Loans. See appendix for details.

► Comfortable Capital Buffers

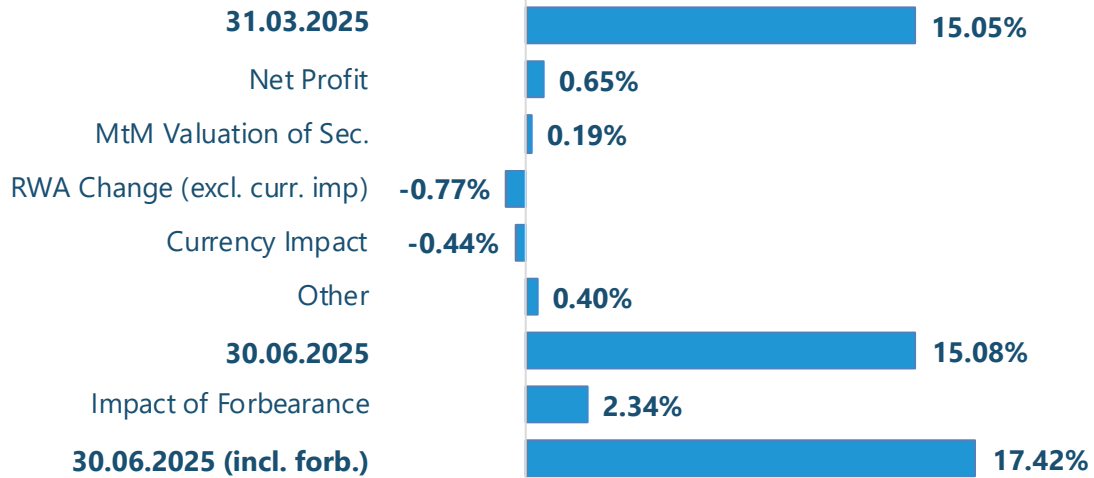
Capital Ratios (2025 Q2)



Minimum Capital Requirements (%)

	Bank-Only	Consolidated
CET 1 Ratio	7.08	8.59
Tier 1 Ratio	8.58	10.09
CAR	10.58	12.09

Change in Capital Adequacy Ratio



Excess Capital

Excess Capital (TL mn)	Reported	Without Forbearance
<i>Bank-Only</i>		
CET 1 Ratio	194,641	153,652
Tier 1 Ratio	177,960	133,680
CAR	165,989	119,833
<i>Consolidated</i>		
CET 1 Ratio	127,551	79,674
Tier 1 Ratio	127,177	75,230
CAR	114,747	60,946

2025	Initial Guidance	Outlook	Revised Guidance
TL Loan Growth	~35%	✓	
Net Interest Margin (swap adj.)	450 bps expansion		~350 bps expansion
Net Fees & Commissions Growth	~50%	✓	
OPEX Growth	Avg. CPI	✓	
NPL Ratio	~3%	✓	
Net Cost of Risk	~200 bps	✓	
Capital Adequacy Ratio (w/o forbearance)	> 15%	✓	
Return on Average Equity	~30%		~25%

- **Page 17 - Strong Focus on Digitalisation**
- **Page 18 - Sustainability Journey**
- **Page 19 - Sustainability Structure**
- **Page 20 - Sustainability Achievements**
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- **Page 31 - Fees & Commissions Income**

Digital Acceleration through extensive use of AI, Data & Analytics

~80%

share of retail sales* through digital channels

85%

share of commission revenue through digital channels

97%

share of total non-branch transactions

89.6%

share of TL time deposits through digital channels

89.4%

share of GPLs through digital channels



Digital platforms that complements our solutions

16.3 mn

active digital customers

16.2 mn

active mobile customers

4.1 mn

nays customers

6 mn

daily mobile customers

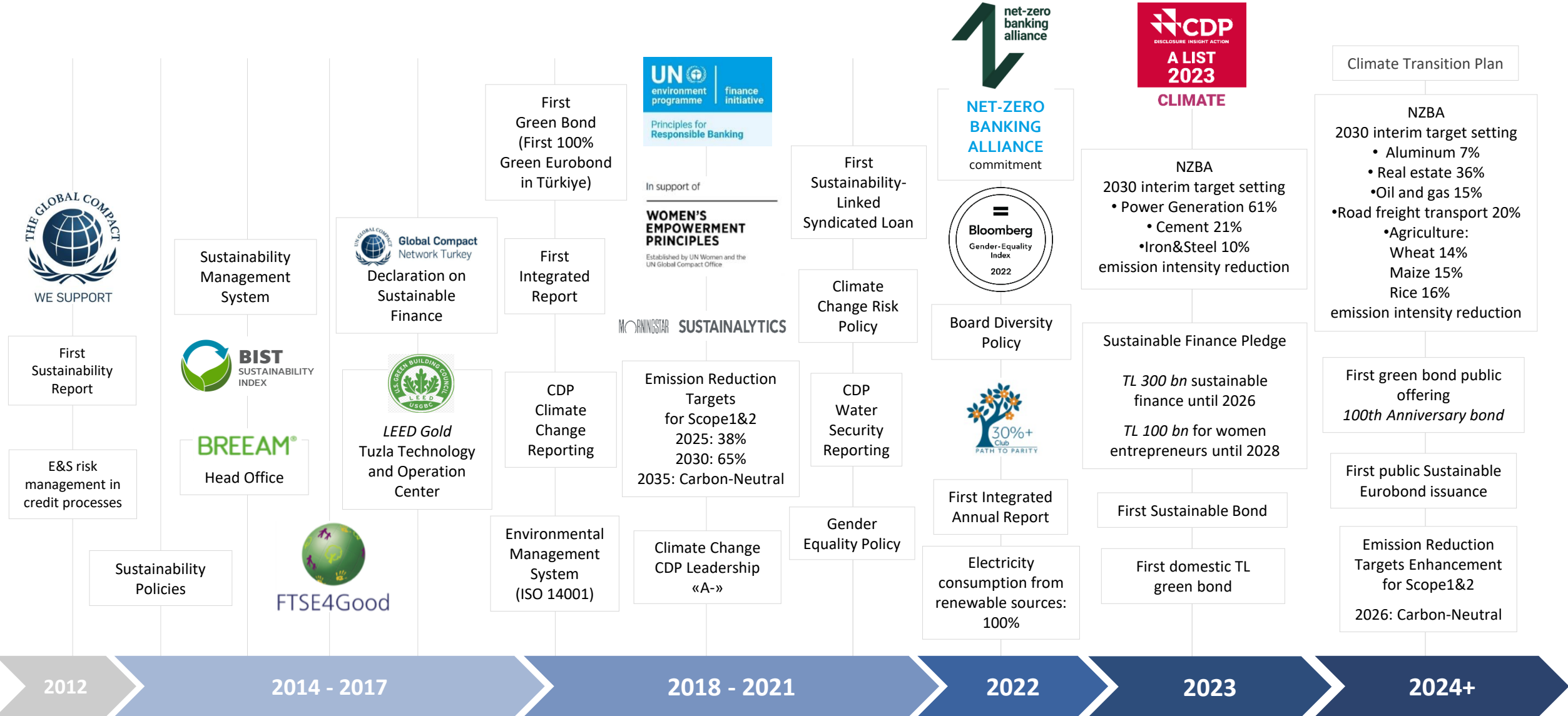
#1

in Net Promoter Score since 2022

Awards

- › World's Best Mobile Banking App
- › Best Consumer Digital Bank in Türkiye
- › Best Online Product Offerings in Türkiye
- › Best in Lending in Türkiye
- › Best in Transformation in Türkiye
- › Best Digital Bank in CEE
- › Best Bank in Türkiye
- › Best Digital Bank in Türkiye

Sustainability Journey



High Level Commitment in Sustainability Governance

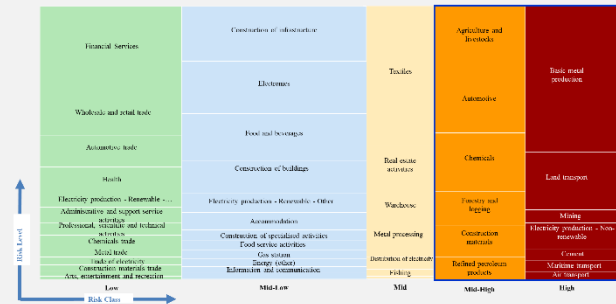
- Sustainability **Committee** - Sustainability **Leader**

Effective Management of Risks

- Ensuring the compliance of the Bank's activities and practices with the climate change strategy:
 - Governance: **Climate Change Risk Policy**,
 - Analysis: **Climate Change Risk Management – Climate Heatmap & Scenario Analysis**

Climate Change Risk Heat Map of Bank's Commercial Loan Portfolio by Sector at March 2025
(Billion TRY)

12.2% of Bank's portfolio is at Medium-High
(2.0% is at High Risk)



- E&S risk analysis / due diligence
↓
investment projects/ portfolio

Strong Support for the Transition in Economy

First bank in Türkiye to announce its Climate Transition Plan across all carbon-intensive sectors

- Our sectoral decarbonization targets within the scope of **Net Zero Banking Alliance** commitments:
 - Emission intensity reduction by 2030
 - 61% in power generation
 - 21% in **cement**
 - 10% in **iron&steel**
 - 7% in **aluminum**
 - 36% in **real estate**
 - 15% in **oil and gas**
 - 20% in **road freight transport**
 - 14% wheat, 15% maize, 16% rice in **agriculture**



- Phase out from financing of coal and coal-related activities by 2040
- Sustainable finance pledge** of TL 650 billion by 2028
- ~ **TL 5.9 billion** sustainable investment fund
- 56 Agriculture Specialized Branches
- İmecemobil** - Technical Assistance to +290 thousand Farmers
- Twin Transformation Journey of 100 SMEs

Sustainable Funding

- Share of Sustainable Funding** in FX Wholesale Funding – **57.4%**
- First-ever domestic green debt instrument issuance** in Turkish lira - TL 500 million
- First digital bond with blockchain technology in Emerging Markets** - use of proceeds: earthquake affected areas **USD 100mn**
- İşbank's First public Sustainable Eurobond issuance** -USD 500 mn

Gender Equality

- Gender Equality Policy
- Board Diversity Policy
- İşbank Declaration on Women's Empowerment
 - TL 250 bn financing pledge for women entrepreneurs by 2028
 - Financial literacy training to 15,000 women in 5 years
- Collaboration with TÜRKNFED & UN Women - WeLead Project

Strong Employee Rights

- As of 30.06.2025;
 - Female employee rate: 54.94%
 - Female in management rate: 42.69%
 - Return from maternity leave rate: 100%
 - Unionized employee rate: 97.64%
 - Turnover rate: 0.67%

International Initiatives



In support of

**WOMEN'S
EMPOWERMENT
PRINCIPLES**

Established by UN Women and the
UN Global Compact Office



Reporting & Awards



GLOBAL FINANCE

Sustainable Finance Awards 2025
Best Impact Investing Solution

ESG Rating & Indices



Low Risk



14/1138 - Global Banks



Environment-friendly Operations

- All locations covered by ISO 14001:2015
(As of 30.06.2025)
- Head Office Building - the BREEAM In-use Excellent certificate
- Tuzla Technology and Operations Center (TUTOM) - LEED Gold certificate
- Atlas Data Center - LEED v4 Gold certificate
- First Self-Consumption Solar Power Plant Investment



Provisions (TL mn)	25 Q1	25 Q2	2025 H1
Stage 1	2,373	2,164	4,537
Stage 2	1,603	2,169	3,772
Stage 3	8,672	6,481	15,153
Reversals (TL mn) (-)	25 Q1	25 Q2	2025 H1
Stage 1+2	602	341	943
Stage 3	2,962	3,405	6,368
Net CoR *	209 bps	147 bps	176 bps
<i>Currency Impact</i>	<i>12 bps</i>	<i>9 bps</i>	<i>10 bps</i>
Net CoR (exc. currency impact) *	197 bps	138 bps	166 bps

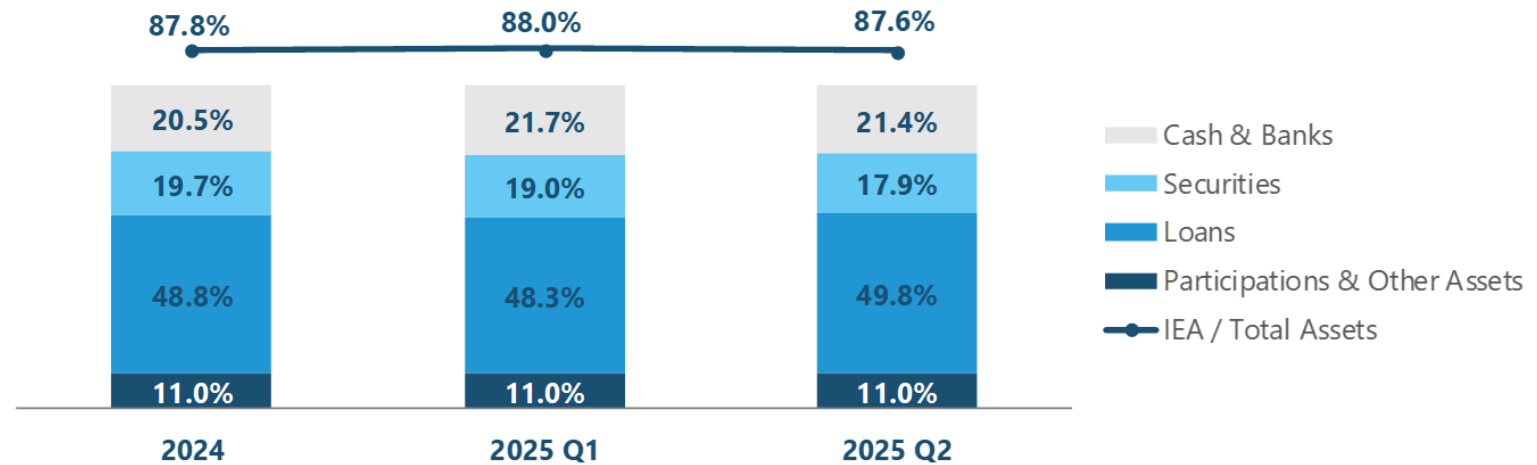
(*) (Stage 1+2+3 Expected Credit Losses-Reversals) / Average Gross Loans

► Decomposition of OPEX

(TL thousand)	2025 Q1	2025 Q2	Δ QoQ	2024 H1	2025 H1	Δ YoY
HR Expenses	11,822,661	14,593,777	23.4%	19,727,515	26,416,438	33.9%
Non-HR expenses	19,737,407	19,981,503	1.2%	31,217,277	39,718,910	27.2%
Advertisement & Marketing	1,240,142	675,227	-45.6%	1,801,298	1,915,369	6.3%
IT and R&D	668,770	968,605	44.8%	1,241,528	1,637,374	31.9%
Rental Expenses	138,195	194,550	40.8%	171,093	332,745	94.5%
Maintenance	280,322	387,995	38.4%	466,879	668,317	43.1%
Depreciation	1,573,273	1,810,648	15.1%	2,107,606	3,383,921	60.6%
Provision for Pension Fund	435,000	435,000	0.0%	2,808,000	870,000	-69.0%
Other	15,401,705	15,509,478	0.7%	22,620,873	30,911,184	36.6%
TOTAL	31,560,068	34,575,280	9.6%	50,944,792	66,135,348	29.8%

► Asset Structure

(TL mn.)	2024	2025 Q1	2025 Q2	Δ QoQ	Δ YtD
Cash & Banks	682,396	796,550	848,851	6.6%	24.4%
Securities (Net)	653,869	700,404	712,396	1.7%	9.0%
Loans	1,622,484	1,774,549	1,978,648	11.5%	22.0%
Participations (Net)	204,183	213,766	240,494	12.5%	17.8%
Fixed Assets (Net)	65,028	65,924	74,146	12.5%	14.0%
Other Assets	95,816	125,550	121,024	-3.6%	26.3%
Total Assets	3,323,776	3,676,743	3,975,558	8.1%	19.6%
TL Assets	2,123,424	2,266,299	2,404,957	6.1%	13.3%
FX Assets	1,200,353	1,410,444	1,570,601	11.4%	30.8%
FX Assets (USD mn.)	34,296	37,502	39,777	6.1%	16.0%



(TL mn.)	2024	2025 Q1	2025 Q2	Δ QoQ	Δ YtD
Total Loans	1,622,484	1,774,549	1,978,648	11.5%	22.0%
TL Loans	1,028,867	1,105,051	1,216,520	10.1%	18.2%
Retail Loans*	508,172	559,339	640,717	14.5%	26.1%
Housing Loans*	65,443	70,679	77,240	9.3%	18.0%
Auto Loans*	6,367	6,305	6,229	-1.2%	-2.2%
GPLs ^{(1)*}	175,917	193,780	218,511	12.8%	24.2%
Credit Card Loans*	260,445	288,575	338,738	17.4%	30.1%
Non-Retail Loans	520,695	545,711	575,803	5.5%	10.6%
SME Loans ⁽²⁾	326,182	371,517	377,934	1.7%	15.9%
Commercial and Corporate Loans	194,513	174,194	197,868	13.6%	1.7%
FX Loans	593,617	669,498	762,128	13.8%	28.4%
FX Loans (USD mn.)	16,960	17,801	19,302	8.4%	13.8%
SME Loans ⁽²⁾	1,262	1,446	1,260	-12.8%	-0.2%
Commercial and Corporate Loans	15,698	16,355	18,042	10.3%	14.9%

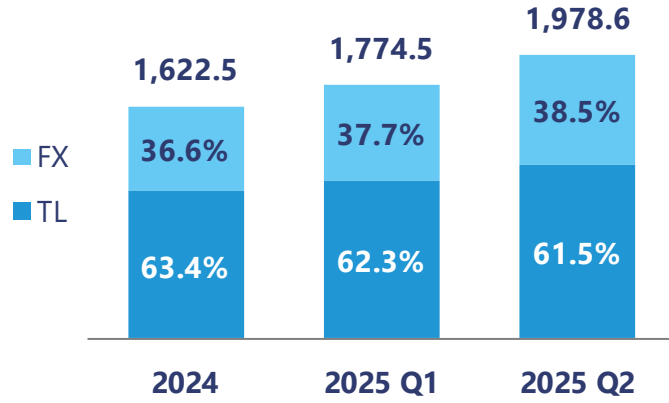
(*) Including the loans extended to non-residents.

(1) Including overdraft accounts

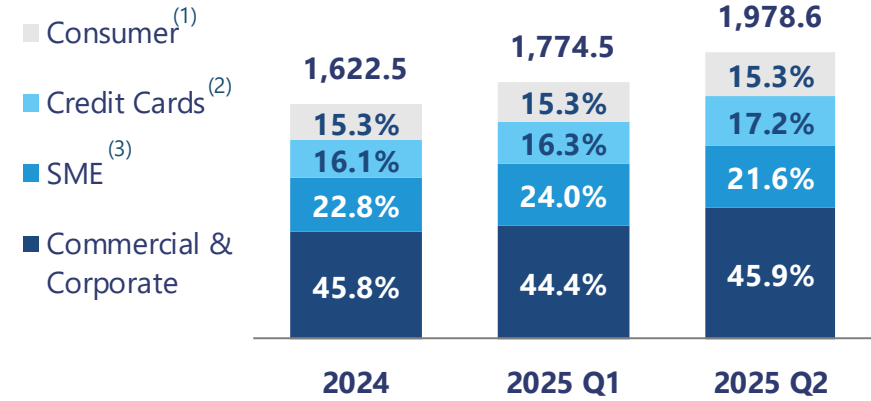
(2) SME definition includes companies with number of employees < 250 and turnover or total assets <= TL 500 mn.

Loan Composition

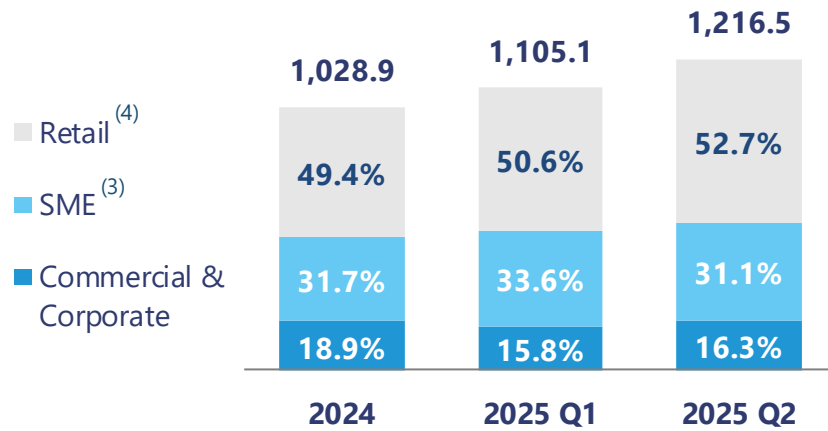
Currency Mix (bn.TL)



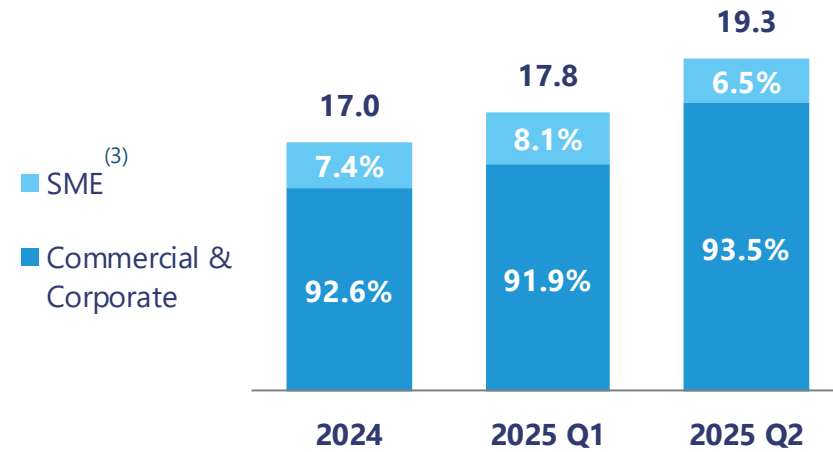
Total Loans (bn. TL)



TL Loans (bn. TL)



FX Loans (bn. USD)



(1) Including retail overdraft accounts and loans that are extended to non-resident.

(2) Including balance of non-residents. Total figure shows retail credit card balances only.

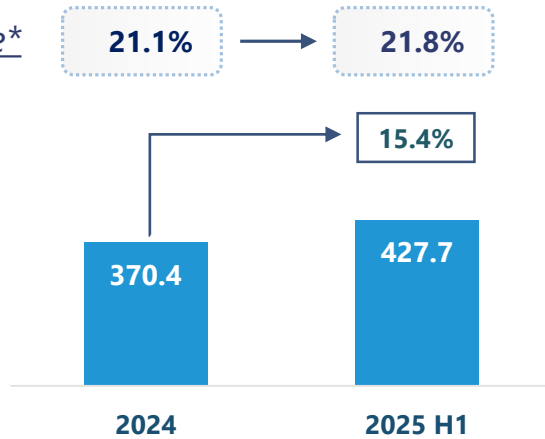
(3) SME definition includes companies with number of employees < 250 and turnover or total assets <= TL 500 mn.

(4) Including retail credit cards and overdraft accounts and loans that are extended to non-resident.

▶ Remarkable Market Share in Selective Areas

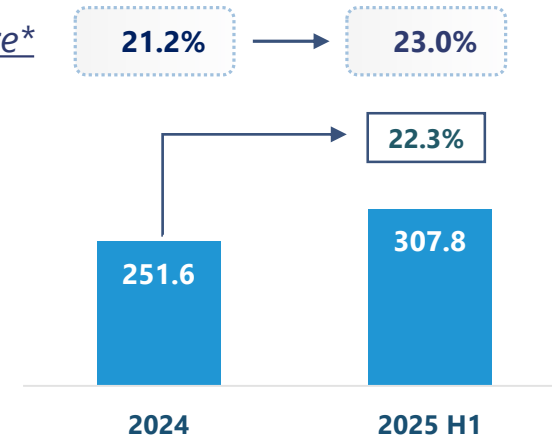
SME Loans⁽¹⁾ - Cash (bn TL)

Market Share*

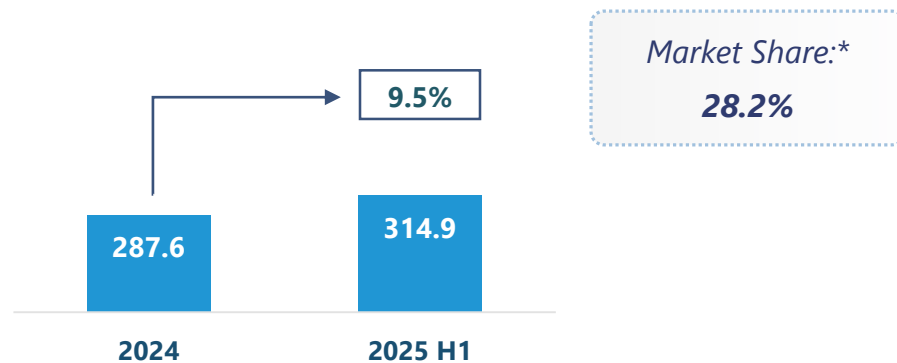


SME Loans⁽¹⁾ - Non-Cash (bn TL)

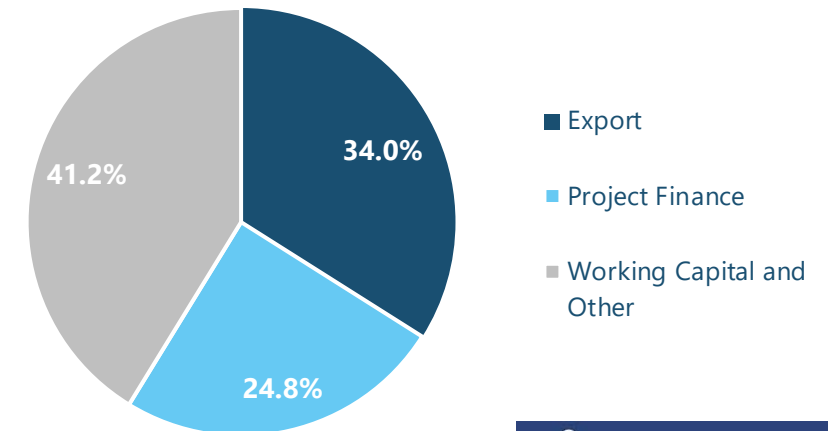
Market Share*



Total Export Loans (bn. TL)



Composition of FX Loans (%)

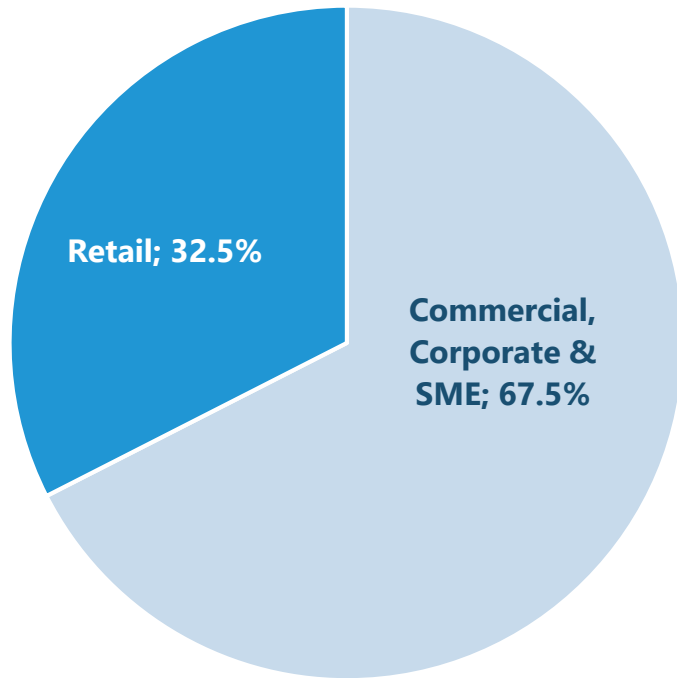


(*) Among private banks

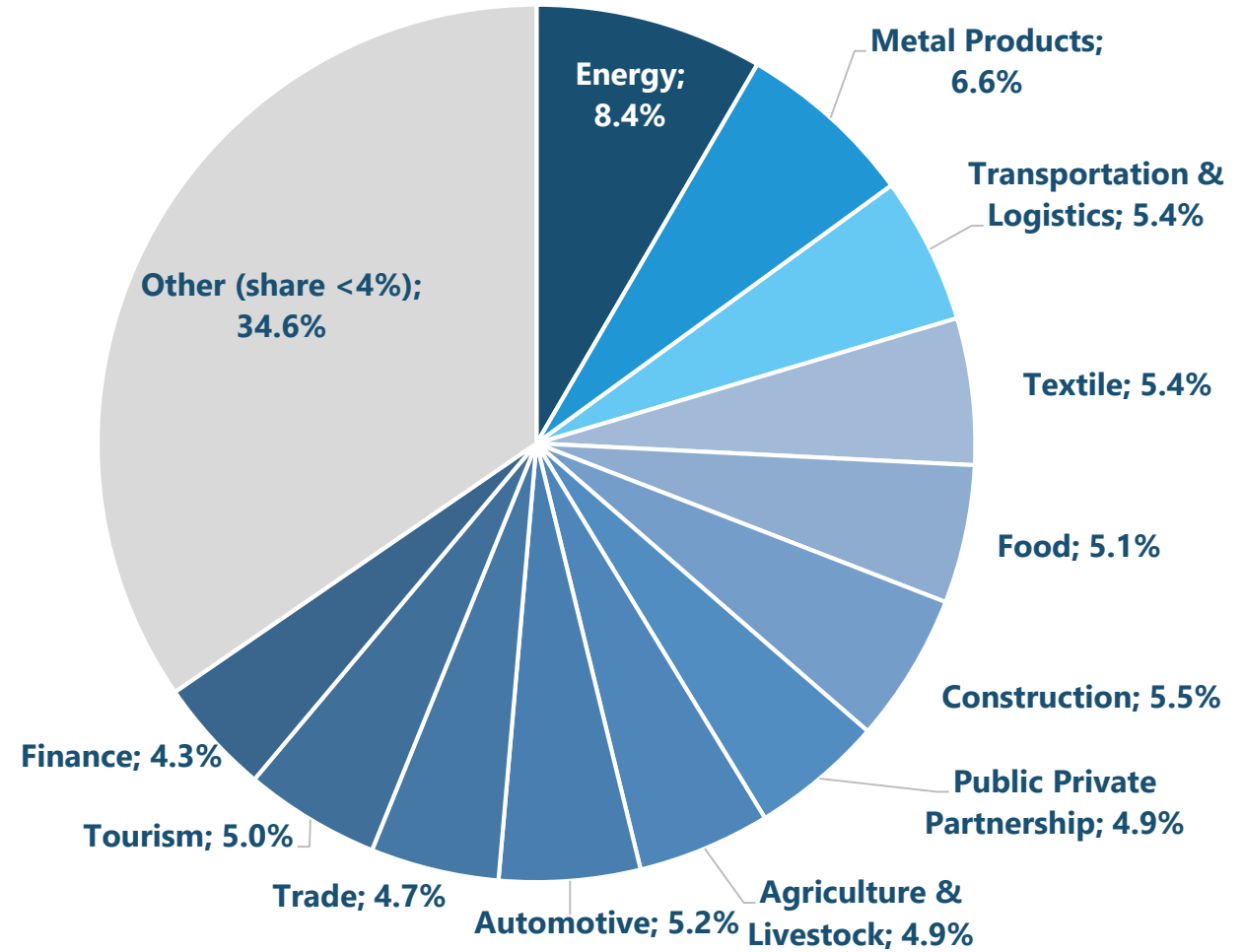
(1) SME definition includes companies with number of employees < 250 and turnover or total assets <= TL 500 mn.

► Sector Breakdown of Loans

Total Loans Breakdown* (%)

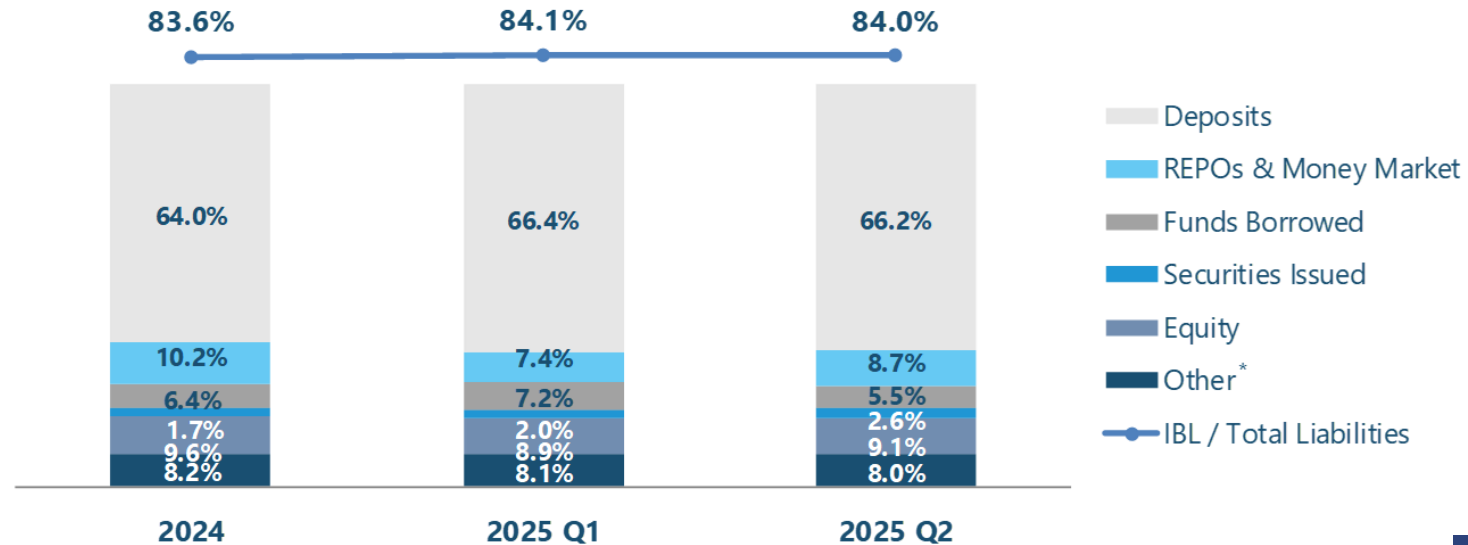


Commercial Loans Breakdown* (%)



► Liabilities Structure

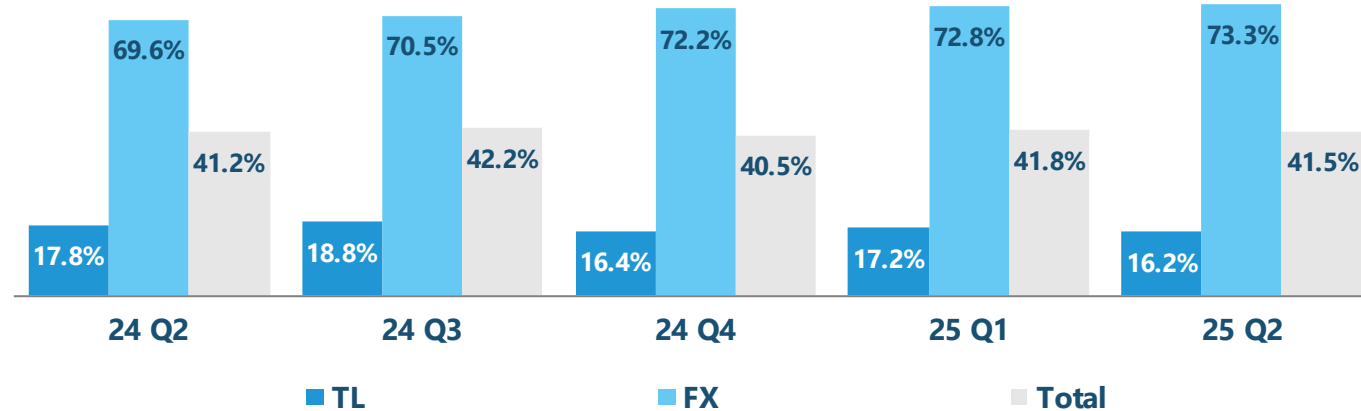
(TL mn.)	2024	2025 Q1	2025 Q2	Δ QoQ	Δ YtD
Deposits	2,127,117	2,440,939	2,631,296	7.8%	23.7%
REPOs & Money Market	338,408	270,936	344,671	27.2%	1.9%
Funds Borrowed	211,093	265,383	218,521	-17.7%	3.5%
Securities Issued	55,606	74,052	102,596	38.5%	84.5%
Other	273,215	298,994	317,936	6.3%	16.4%
Equity	318,338	326,439	360,538	10.4%	13.3%
Total Liabilities & Equity	3,323,776	3,676,743	3,975,558	8.1%	19.6%
TL Liabilities	2,017,806	2,171,493	2,294,522	5.7%	13.7%
FX Liabilities	1,305,970	1,505,250	1,681,037	11.7%	28.7%
FX Liabilities (USD bn.)	37,313	40,023	42,574	6.4%	14.1%



► Deposits

(TL mn.)	2024	2025 Q1	2025 Q2	Δ QoQ	Δ YtD
Total Deposits	2,127,117	2,440,939	2,631,296	7.8%	23.7%
TL Deposits	1,215,867	1,373,575	1,468,066	6.9%	20.7%
TL Saving Deposits	718,441	816,952	840,174	2.8%	16.9%
TL Commercial Deposits	409,482	454,957	535,326	17.7%	30.7%
Other TL Deposits	87,944	101,666	92,565	-9.0%	5.3%
FX Deposits	911,250	1,067,364	1,163,231	9.0%	27.7%
FX Deposits (USD mn.)	26,036	28,380	29,460	3.8%	13.2%
<i>Demand Deposits</i>	<i>838,901</i>	<i>988,486</i>	<i>1,073,153</i>	<i>8.6%</i>	<i>27.9%</i>
<i>TL Demand Deposits</i>	<i>193,665</i>	<i>227,143</i>	<i>232,673</i>	<i>2.4%</i>	<i>20.1%</i>
<i>FX Demand Deposits</i>	<i>645,236</i>	<i>761,342</i>	<i>840,479</i>	<i>10.4%</i>	<i>30.3%</i>

Share of Demand Deposits ⁽¹⁾



► Income Statement Highlights

(TL mn.)	2025 Q1	2025 Q2	Δ QoQ	2024 H1	2025 H1	Δ YoY
Net Interest Income	17,704	14,891	-15.9%	24,579	32,595	32.6%
(-) SWAP Cost ⁽¹⁾	7,127	6,250	-12.3%	33,477	13,377	-60.0%
<i>Net Interest Income Incl. Swap Cost</i>	<i>10,577</i>	<i>8,641</i>	<i>-18.3%</i>	<i>-8,898</i>	<i>19,218</i>	<i>316.0%</i>
Net Fees & Commissions	26,974	32,772	21.5%	40,876	59,745	46.2%
Net Trading Gains/Losses	-3,956	-5,509	-39.3%	-13,570	-9,465	30.2%
<i>Net Trading Gains/Losses Excl. Swap Cost</i>	<i>3,171</i>	<i>741</i>	<i>-76.6%</i>	<i>19,907</i>	<i>3,912</i>	<i>-80.3%</i>
Other Operating Income	5,951	4,693	-21.1%	14,406	10,644	-26.1%
Total Operating Income	46,673	46,847	0.4%	66,291	93,520	41.1%
HR Expenses	11,823	14,594	23.4%	19,728	26,416	33.9%
Non-HR Expenses	19,737	19,982	1.2%	31,217	39,719	27.2%
(-) Provision for Pension Fund	435	435	NM	2,808	870	-69.0%
Total Operating Expenses	31,560	34,575	9.6%	50,945	66,135	29.8%
Operating Profit	15,113	12,272	-18.8%	15,346	27,384	78.4%
Stage 3 Expected Credit Losses	8,672	6,481	-25.3%	5,847	15,153	159.1%
Stage 1+2 Expected Credit Losses	3,977	4,333	9.0%	3,473	8,310	139.3%
Other Provision Charges	16	-15	NM	0	1	NM
Total Provision Charges	12,665	10,799	-14.7%	9,321	23,464	151.7%
Income from Participations	9,504	14,679	54.5%	20,218	24,183	19.6%
Tax Provisions	-466	-1,220	NM	-2,908	-1,686	NM
Net Income	12,418	17,372	39.9%	29,151	29,790	2.2%

► Fees & Commissions Income

(TL thousand)	2025 Q1	2025 Q2	Δ QoQ	2024 H1	2025 H1	Δ YoY
Cash Loans	3,003,624	3,340,703	11.2%	4,698,597	6,344,326	35.0%
Non-Cash Loans	1,616,204	1,875,146	16.0%	2,537,705	3,491,349	37.6%
Payment Systems	17,801,921	22,878,085	28.5%	27,070,837	40,680,006	50.3%
Asset Management	1,932,577	1,940,402	0.4%	2,629,197	3,872,980	47.3%
Money Transfer	1,553,178	1,632,217	5.1%	2,442,406	3,185,395	30.4%
Bancassurance	1,165,216	1,367,749	17.4%	1,578,093	2,532,965	60.5%
Total Fees & Commissions Income (Net)	26,973,711	32,771,625	21.5%	40,875,504	59,745,336	46.2%
Total Fees & Commissions Income (Gross)	32,004,631	38,537,901	20.4%	49,685,212	70,542,532	42.0%

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